

# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE



U. S. Department of Agriculture

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VOL. XLIV 431 South Dearborn Street, Chicago, Ill., June 15, 1926 NO. 12

### Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKENNA & DICKEY**  
**GRAIN**  
60 Board of Trade  
CHICAGO

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
COOKERS  
MOLASSES HEATERS  
SPECIAL DRY-



ROTARY DRIERS  
TRUCK DRIERS  
STERILIZERS  
FANS  
STEAM TRAPS  
OAT BLEACHERS  
ING APPARATUS

### WILLEY ELLIS COMPANY

Successors to  
**THE ELLIS DRIER COMPANY.**  
1201-1229 So. Tolman Avenue CHICAGO, U. S. A.

### WHY-A-LEAK —STOP IT— BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection?

**THE KENNEDY CAR LINER & BAG COMPANY**  
SHELBYVILLE, IND.  
Canadian Factory at Woodstock, Ontario

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Direct from 18 Plants  
FEED FORMULAS  
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Through 2 days of our inspection service and \$8,000 spent on plant adjustments, we saved one client \$33,000 in a year.

Plant Construction—Equipment—Inspection  
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CAPACITY { 200 Lbs. Coal  
2 1/2 Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter.

It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements.

Why not order now and let the Scoop-Truck be giving itself to you?

Patented July 30, 1907

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

J. C. BLAYLOCK  
President

H. S. KNAPP  
Sec'y and Treas.

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1226-1236 School Street

Fabricators of all Classes of Steel and Iron

We specialize in steel for grain elevator construction work.

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Galvanum Paint is the only paint that can be applied directly to galvanized iron without acid wash, weathering or priming coats. It stands up under any conditions of service from 7 to 15 years, preventing all rusting and corrosion. Wide choice of colors.

Other Goheen Paint Engineering specialized coatings are; Carbonizing Coating inhibitive as well as protective for



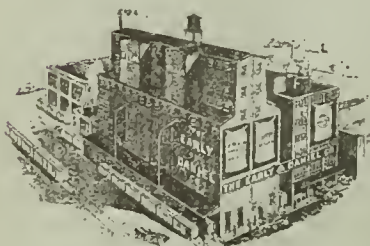
iron and steel; Highway Red, a chemically combined Red Lead Paint for iron and steel; Thermokote, a heat-resisting paint; Mill White, an Interior White for Wood, Steel, Concrete, Brick and Plaster; Concrewatum for concrete surfaces; Old Honesty for interior and exterior wood. And many others expertly designed for specific uses. Write for detailed information.

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## What Investigation Means

ESTABLISHED 1881



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INCORPORATED  
MANUFACTURERS OF  
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RECEIVERS & SHIPPERS  
OF  
**GRAIN AND HAY**

CINCINNATI April 30, 1926

Brown Milling & Produce Co.,  
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Gentlemen:-

We have been told that you are using a Randolph Drier in your plant. *O.K. it is a wonder.*

We contemplate putting a large drier in our new 1,000,000 bushel elevator we are constructing at Indianapolis, Ind. Of course, we are looking for the very best.

*Install the Randolph and you will have it.*

Will you kindly give us your experience with the Randolph, or any other make with which you might be familiar?

*We have found it to do all more than claimed.*

We thank you in advance and hope we may some time be in your position to return the favor.

Yours very truly,

THE EARLY & DANIEL CO.

HLE:EI

*The most satisfactory Drier ever, is our honest belief - We very strongly urge you to install a Randolph for satisfaction and profit. Brown.*

The above firm used two steam driers of different makes, and after investigating the Randolph Direct Heat Grain Dryer placed their order for one of our thousand bushel per hour capacity driers for their new million bushel elevator at Indianapolis.

### This Is the DRIER Without a Boiler

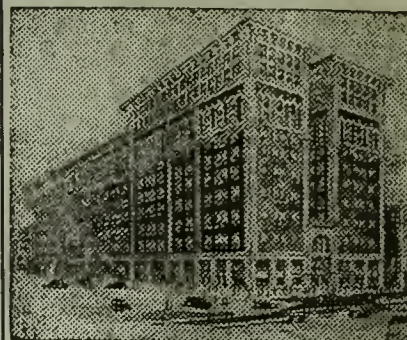
Never in the twelve years of manufacture of Randolph Driers has there been a Randolph removed and replaced by any other make—once a user of Randolph Driers always a user. You owe it to yourself to investigate the Randolph Drier. Made in all sizes from 60 to 1,000 bushels per hour capacity.

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#### Then You Should Have Milling Kinks for \$1.25

The book contains 169 illustrated descriptions of how to make and install time and labor saving devices for handling grain and mill stocks.

and

#### FEEDS AND FEEDING

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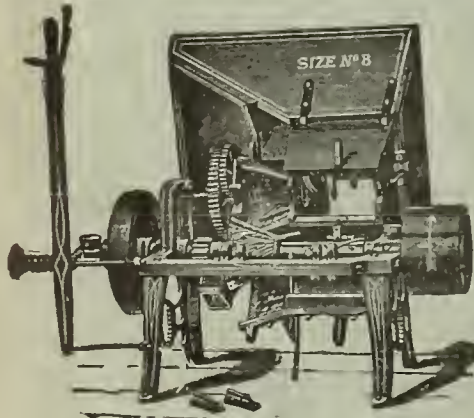
This book is \$4.00. It tells you about all there is to know on feedstuffs and may prevent your making some costly mistakes.

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### Make Feed Grinding More Profitable!

Bowsher's "Combination"  
Mills do this



Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

11 Sizes, 2 to 25 H.P.

Sold with or without Sacking Elevator.

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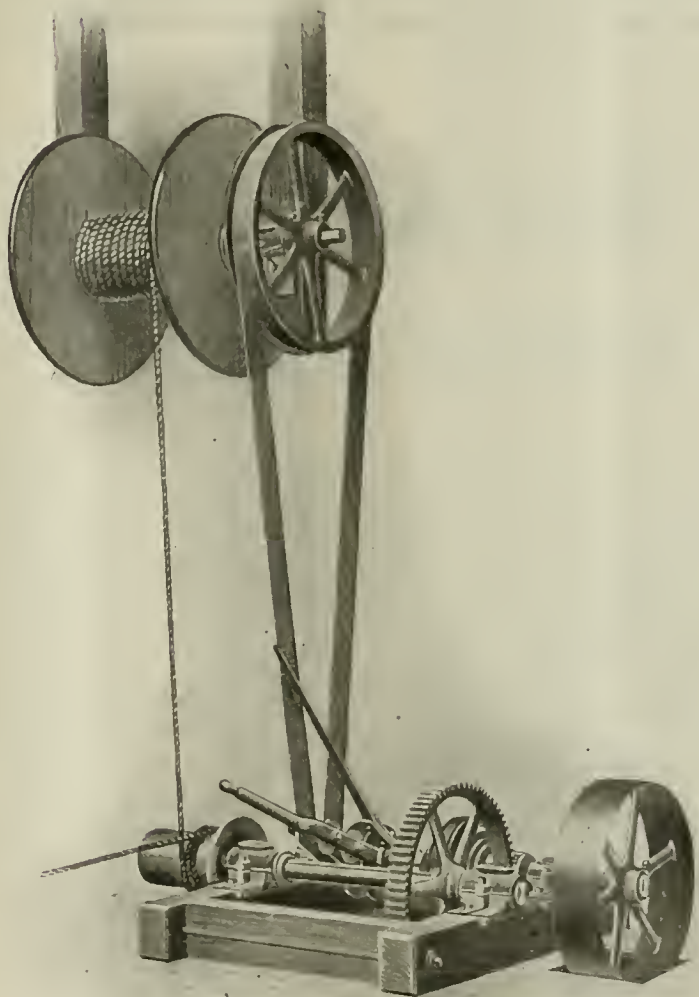
Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN OR BARLEY at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

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It is built in three sizes ranging in capacity from one to twenty loaded cars on level track, and is supplied either with or without rope winding spool and attachments. Plain jaw or friction clutch release on drive shaft is optional.

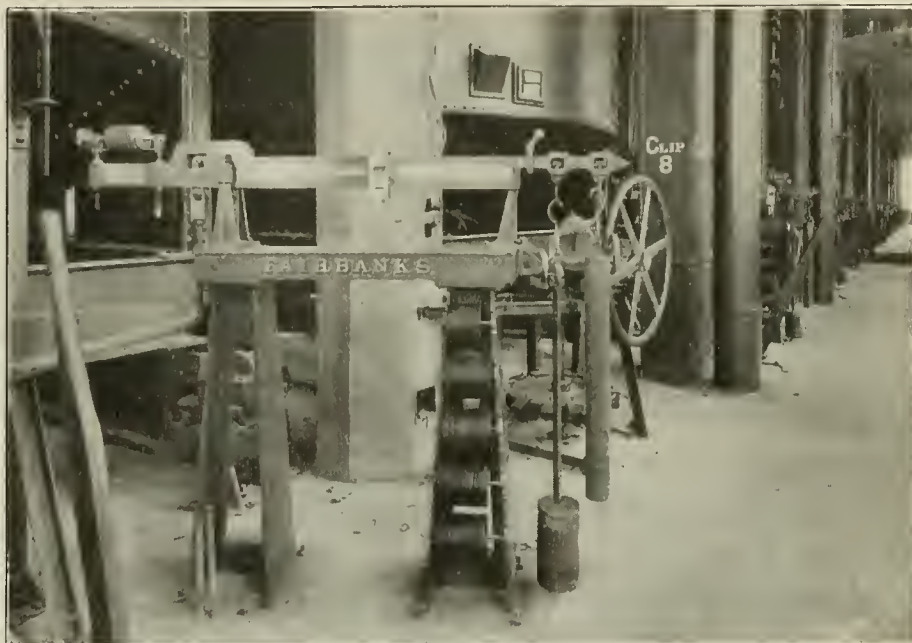
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## Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

### Movement of Grain and Hay During the Year 1925

	Receipts	Shipments
Corn . . . . .	18,838,000 bushels	14,527,000 bushels
Oats . . . . .	9,016,000 bushels	7,818,000 bushels
Wheat . . . . .	4,527,000 bushels	2,141,000 bushels

The following Receivers and Shippers are members of  
Indianapolis Board of Trade

<p><b>HAYWARD-RICH GRAIN COMPANY</b> COMMISSION AND BROKERAGE 414-415 Board of Trade Building</p>	<p>WM. R. EVANS, President      GEO. H. EVANS, Sec.-Treas. <b>Midwest Elevator Company</b> Incorporated BOARD OF TRADE</p>	<p>FOR SERVICE—EFFICIENCY—COURTESY SHIP TO <b>HART-MAIBUCHER CO.</b> Consignments and Sales to Arrive</p>
<p><b>THE CLEVELAND GRAIN &amp; MILLING CO.</b> OPERATING FOUR TERMINAL ELEVATORS <i>Mighty Good Consignment Service</i> Ed. K. Shepperd, Manager</p>	<p><b>WALLACE-GOOD CO.</b> Grain, Stocks, Cotton <i>Operating the James E. Bennett &amp; Co. Wire</i> Room 118, Board of Trade Bldg.</p>	<p><b>H. E. Kinney Grain Co.</b> COMMISSION—BROKERAGE</p>
<p><b>THE LEW HILL GRAIN COMPANY</b> <b>G R A I N</b> COMMISSION, BROKERAGE      Phone Main 3586</p>		<p><b>The Bingham Grain Company</b> Receivers and Shippers of <b>G R A I N</b></p>

# WELLER EQUIPMENT

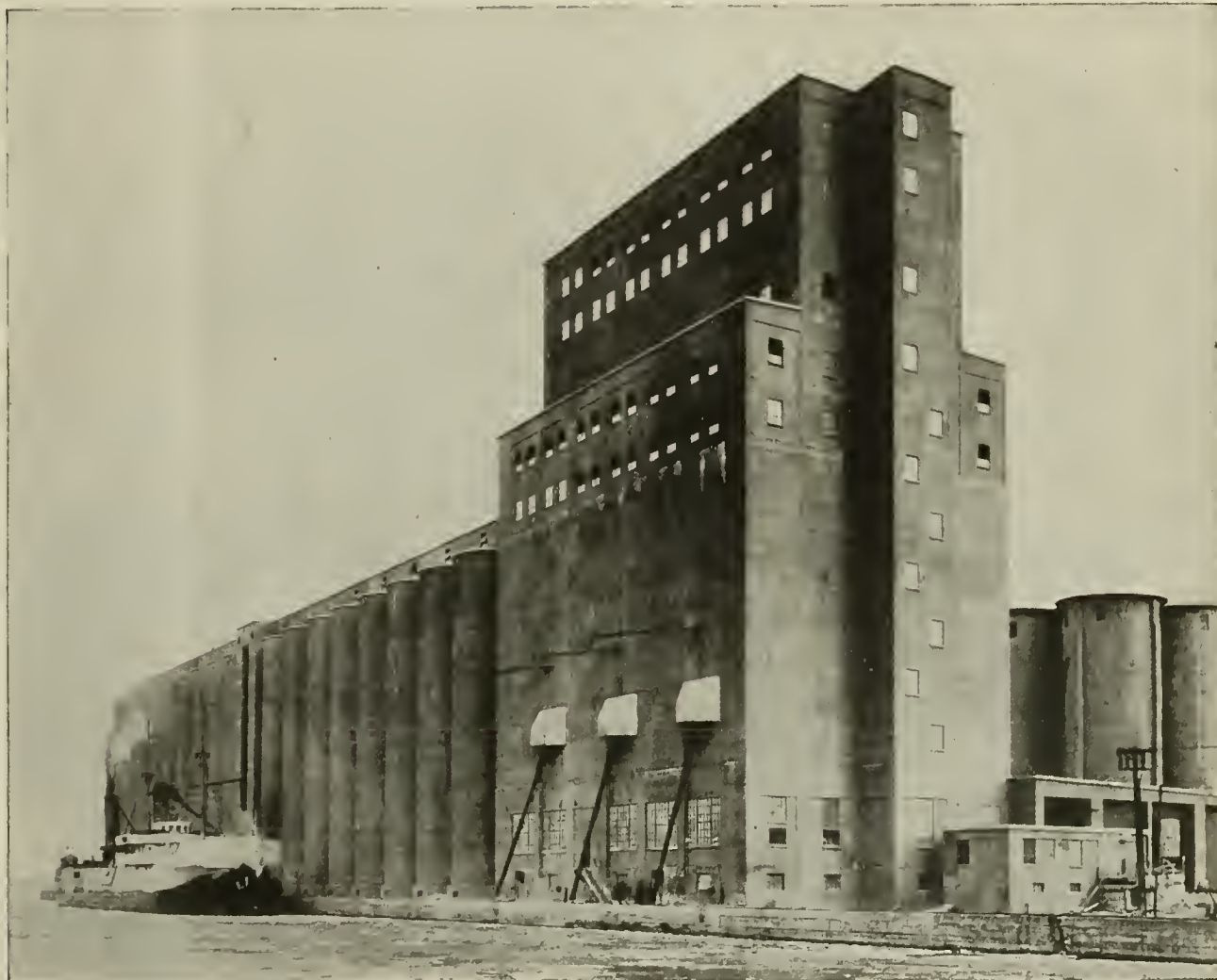
*The Better Kind of Grain Handling Machinery*



**WE MAKE**

- Apron Conveyors
- Belt Conveyors
- Drag Conveyors
- Pan Conveyors
- Mixing Conveyors
- Spiral Conveyors
- Trippers
- Bucket Elevators
- Elevator Buckets
- Elevator Boots
- Elevator Casing
- Elevator Heads
- Sack Elevators
- Barrel Elevators
- Elevator Spouts
- Loading Spouts
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- Sprockets
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Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits.

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SUPER-CAPACITY  
ELEVATOR BUCKETS**



Increase the capacity of your Elevator. Perfect discharge at low or high speed. Substantially constructed of heavy sheet steel, riveted at each corner and spot welded on the laps. Reinforced with extra thickness of steel on the back.

*Descriptive Circular On Request.*

**WELLER SPIRAL CONVEYORS**



Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True. Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned Spiral and Ribbon Conveyors

*Send Us a List of Your Requirements We Will Quote Prices*

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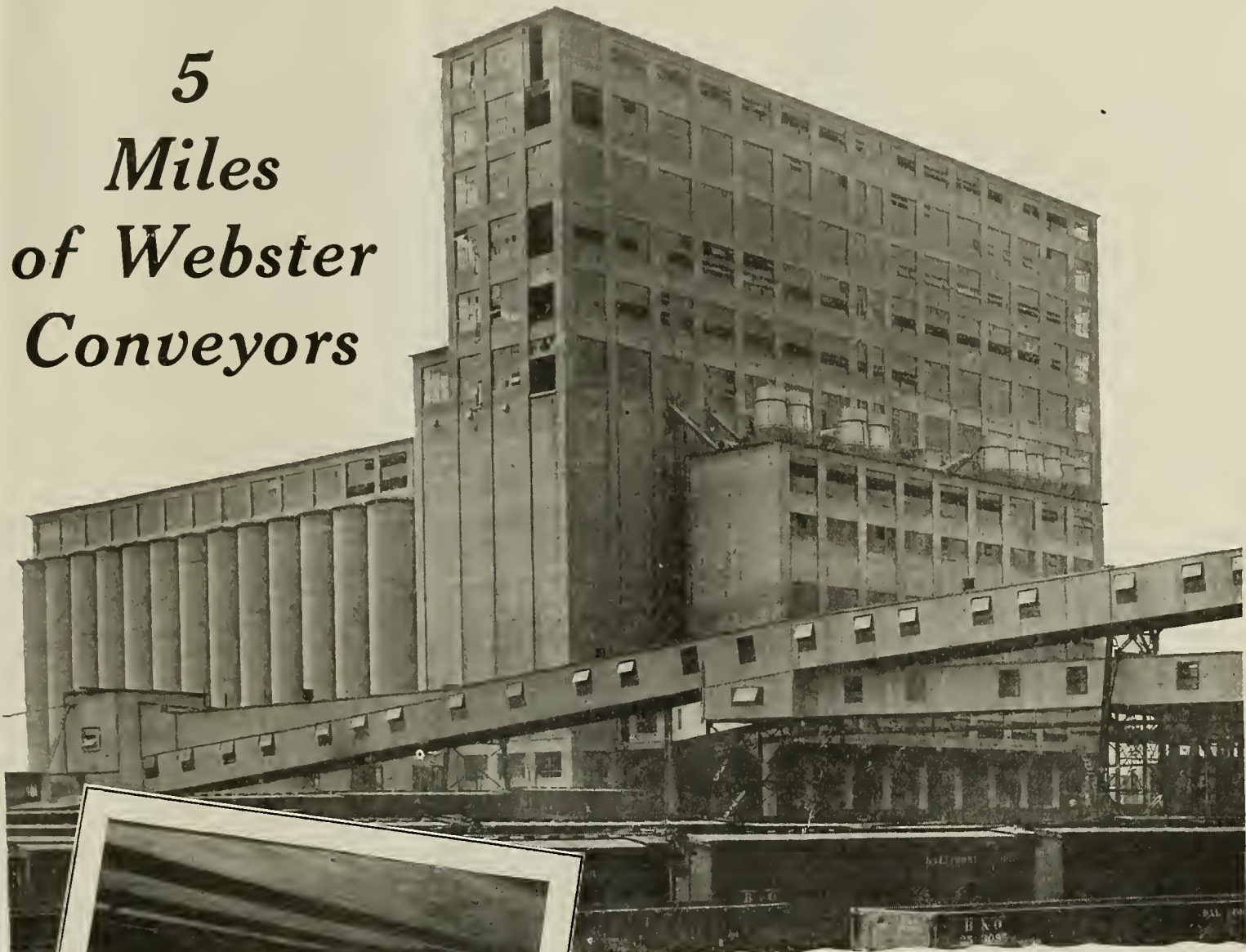
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**5  
Miles  
of Webster  
Conveyors**



With a receiving capacity of 32 carloads of grain per hour, this great grain elevator at Locust Point, Baltimore, is probably the most modern and fastest grain handling plant in the world.

4,825 sets of Webster Troughing Carriers are in use in this great plant, making a total conveyor length of five miles. 28,000 pounds of grain are carried per minute at a speed of 800 feet per minute.

These Webster Troughing Carriers are of malleable iron with supporting angles of steel. They are simple and rugged and operate with exceptional smoothness.

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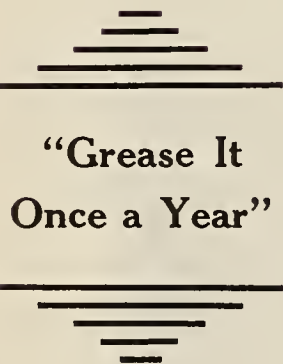
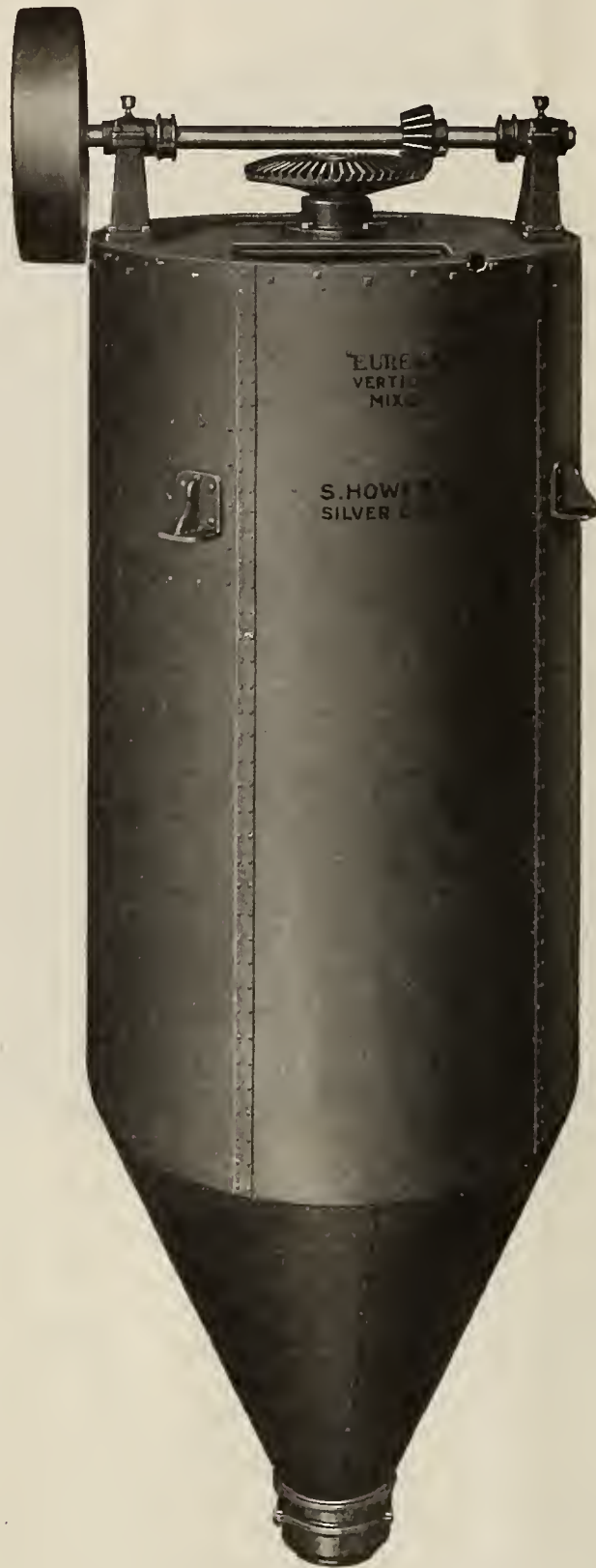
"Eureka"

"Invincible"

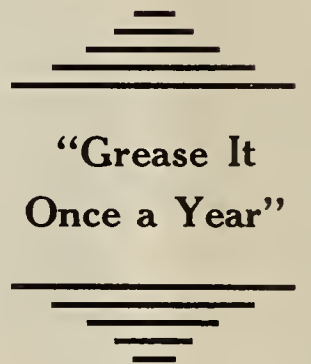
Grain

Cleaning

Machinery



"Grease It  
Once a Year"



"Grease It  
Once a Year"

## "EUREKA" VERTICAL FEED MIXER

ALL STOCK and DAIRY FEEDS, DRY MASHES and SCRATCH MIXTURES  
can be very economically mixed by this machine

# S. HOWES CO., Inc.

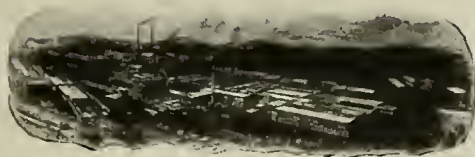
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"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY



# Eighteen years' Service



## The Champion Fibre Company

MILLS, CANTON, NORTH CAROLINA  
SALES OFFICE, HAMILTON, OHIO

CANTON, NORTH CAROLINA  
B'rd. 5, 1925

Diamond Rubber Co.,  
Atlanta, Ga.

Gentlemen:

You are no doubt always notified when a belt which you have furnished has failed to give satisfactory service, and in the event of a failure in our plant, we would not hesitate to let you hear from us. Therefore, it is only fair to let you know when a belt has been entirely satisfactory.

In April 1907, we placed on our steam engine driving #3 Dryer in our pulp mill, a Diamond Belt, length 79' 6" x 18" wide 8 ply, driving pulley 120" diameter, 110 R.P.M., driven pulley 80" diameter, 165 R.P.M. This belt was in continuous service from about the 1st of April 1907 until February 14th, 1925 -- practically 18 years actual service.

We thought you would be interested in having this information.

Yours very truly,

THE CHAMPION FIBRE COMPANY

CSB:SLW

Treasurer.

WHEN a belt of any sort, on any drive, sticks to its job for eighteen years—

And when a company of the high standing of the Champion Fibre Company writes an unsolicited letter such as we reproduce here—

It is worth some mighty careful thought on the part of men who are burdened with the responsibility of buying belting.

Investigate as far as you like and you will find Diamond averaging better, fighting harder, cutting off a little more of those production costs.

The performance records prove Diamond superiority. We are perfectly willing to rest our case upon them.

DIAMOND RUBBER CO., Inc.  
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Atlanta Chicago Kansas City New York  
Boston Dallas Los Angeles Seattle  
Philadelphia San Francisco

# Diamond

# Here it is—the remarkable, new Fly Control for Livestock!

**Homestead Fly Salt—bringing NEW PROFITS to dealers**

**Homestead Fly Salt**, the new salt feed for internal consumption, stops vicious, stable flies from biting stock and supplies necessary salt. It is the **Original** and is protected by a patent issued by the United States Government Patent Office.

**STOPS FLIES FROM BITING STOCK—SUPPLIES NECESSARY SALT**

**Homestead Fly Salt** is fed like ordinary salt, and about two weeks are required for it to work through the animal and to take effect. The excretions on the hide repulse the vicious, biting stable flies, and while the flies light on the animals, they do not bit or penetrate the hide. No external preparations are needed, and **Homestead Fly Salt** is not only economical in cost, but saves stockmen, dairymen and farmers time and labor. This new salt feed is made of our well-known Triple "B" Salt and other elements and is packed in 100-lb. sacks.

**ECONOMICAL IN USE—SAVING TIME, LABOR, MONEY**

**Homestead Fly Salt** saves farmers hundreds of dollars formerly lost due to the biting stable flies. No more bunching, milling, fighting with the resulting loss in cattle weight. No more irritated, pestered, maddened milk cows with reduced milk yield. A safe, sane fly control, worth its weight in gold to your farmer friends.

**SAVES HUNDREDS OF DOLLARS IN CATTLE AND MILK PROFITS**

Thousands of cattlemen, dairymen, and farmers in the Central Western States, are protecting their cattle and milk cows this summer by feeding **Homestead Fly Salt** and every farmer, dairyman or stockman in your territory needs this remarkable product. Everywhere it attracts favorable attention. **Homestead Fly Salt** gives you the opportunity to develop a new and worthwhile summer business. It brings you **new profits** and attracts new customers to your store.

**MORE PROFITS AND BIG OPPORTUNITIES FOR YOU**

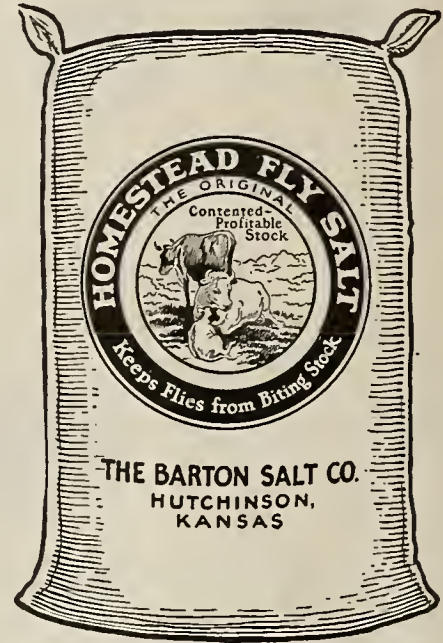
## Get Complete Information Now

Complete information about **Homestead Fly Salt**, Price Quotations, Advertising Co-operation, etc., will be sent you on request. Write now—here is a real opportunity.

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*"The Salt Cellar of America"*

Barton Quality Salt products from Hutchinson, Kansas, "The Salt Cellar of America," have been in constant use in the Middle-Western States for forty years. Over 2,000 carlot dealers and thousands of progressive grocers in cities and towns recommend and boost Barton products.



Heavy burlap sacks having special cotton lining, and carrying 100 lbs.—attractively stenciled in blue and red.



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Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



Buenos Aires Elevator Co.  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



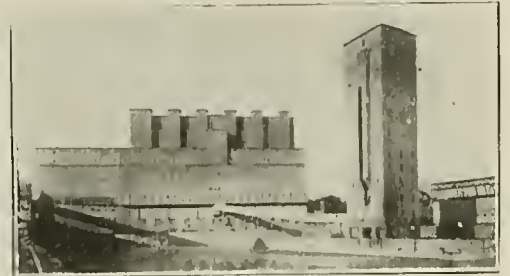
# John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

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- Melbourne, Australia, - - 395 Collins Street
- Vancouver, B. C., - - - 837 W. Hastings St.



Harbour Commissioners Elevator No. 2  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
Completed 1912



Sydney Terminal Elevator  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921



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Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
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One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



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

Write for Designs and Estimates

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We Have Specialized in

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**BALTIMORE KANSAS CITY SAN FRANCISCO TORONTO**

**Missouri Pacific Railroad Co.**

**2,500,000 Bu. Concrete Grain Elevator  
ST. LOUIS, MO.**



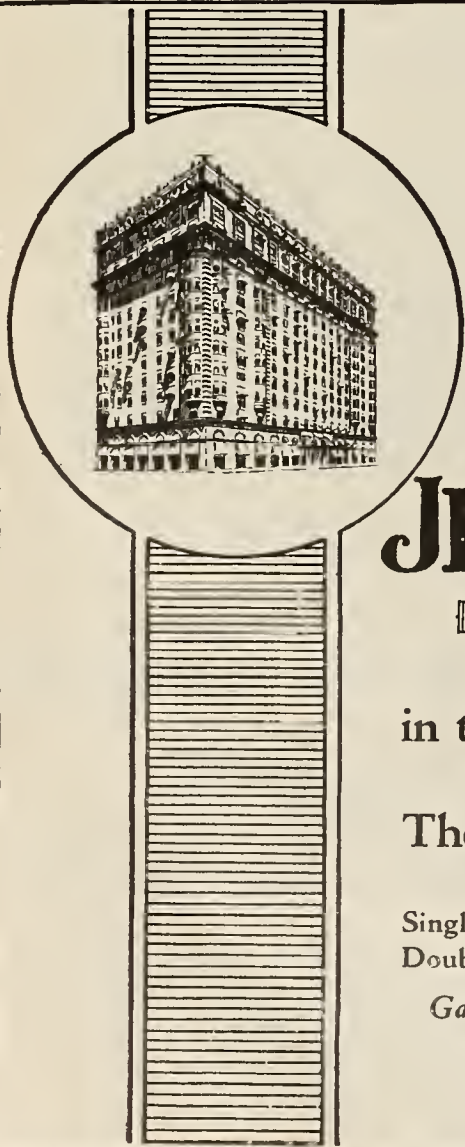
*Designed and Built by*

**FOLWELL-AHLSSKOG CO.**

**ENGINEERS AND CONSTRUCTORS**

**323 No. Michigan Ave.**

**Chicago, Ill.**



*in*  
**St. Louis  
stop  
at the  
HOTEL  
JEFFERSON**

*[ 12th & Locust Sts. ]*

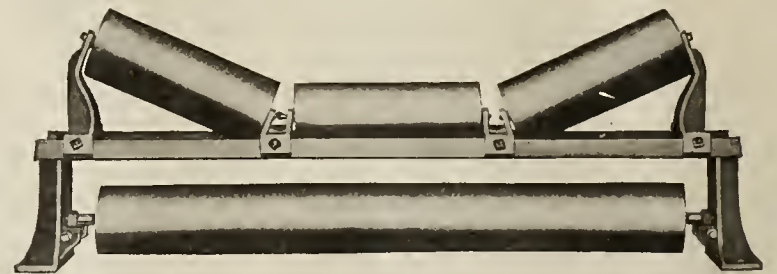
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in the Heart of the  
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Theatrical Districts**

**RATES**

Single \$2.50 Per Day and Up  
Double \$4.00 Per Day and Up

*Garage Opposite Hotel*

**LYMAN T. HAY  
PRESIDENT**



**MONARCH ANTI-FRICTION  
BELT CONVEYOR IDLER**

A rugged, power saving, alemite equipped roller bearing conveyor idler designed, not only to reduce grain handling costs, but also operating and maintenance expense.

This new Monarch Conveyor line is representative of the complete line of trippers, sheet metal work power transmission and other grain handling equipment made by the Monarch Mill Builders.

*Full information on request*

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1202 Sherman St., Muncy, Pa.

Chicago Office: 9 S. Clinton St. Kansas City Office: 612 New England Bldg. San Francisco Office: 726 Harrison St.



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**Designers and Builders**

**MILL BUILDINGS :: ELEVATORS  
FEED PLANTS**

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**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.

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**Designers of Grain Elevators, Flour  
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**ARE YOU WORRIED**

about the condition of that grain in your bins?  
Let us equip your storage with a

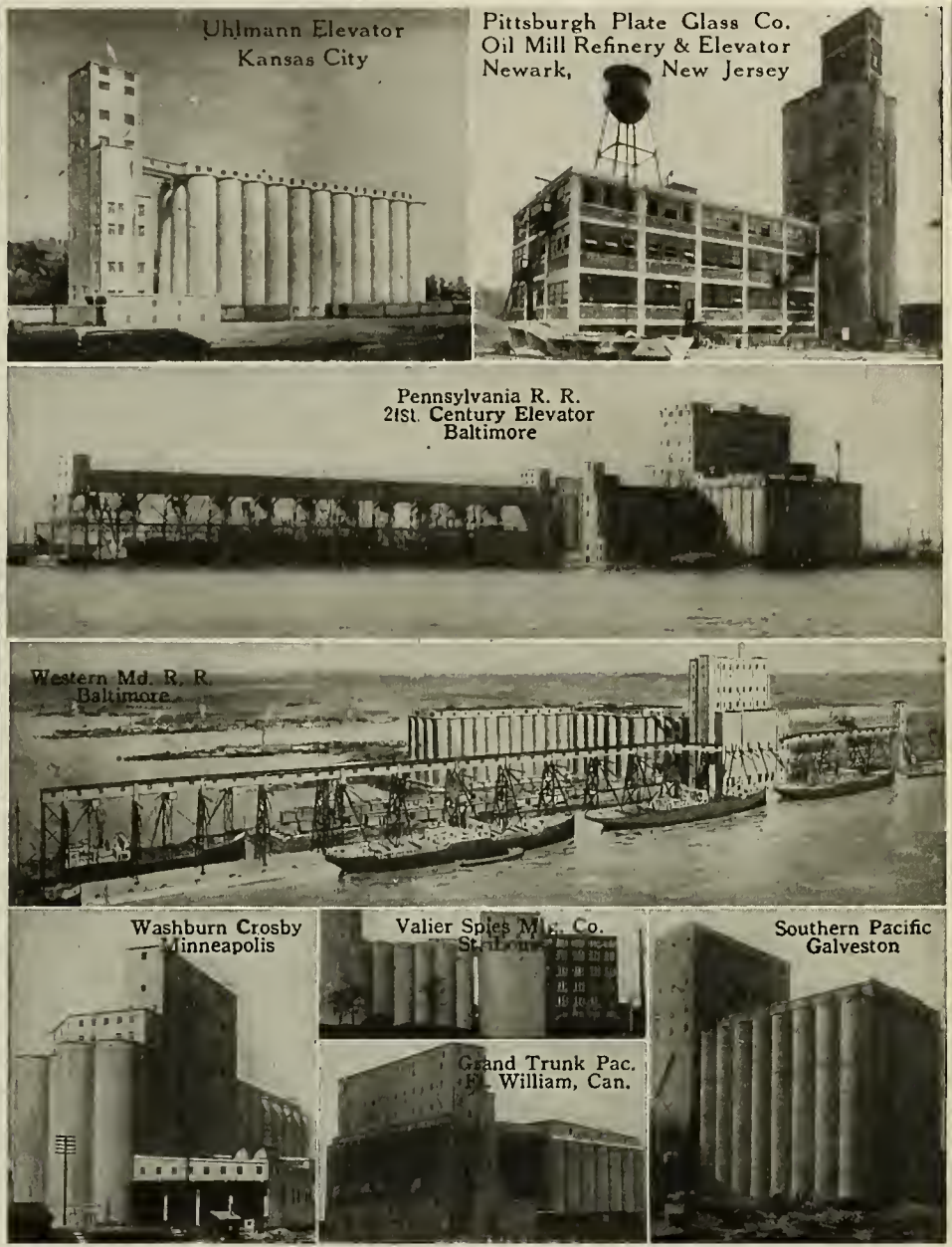
**Zeleny Thermometer System**

to tell you the exact condition of  
the grain and cut out the worry

*Over 150 Elevators Equipped*

Write for Description

**ZELENY THERMOMETER COMPANY**  
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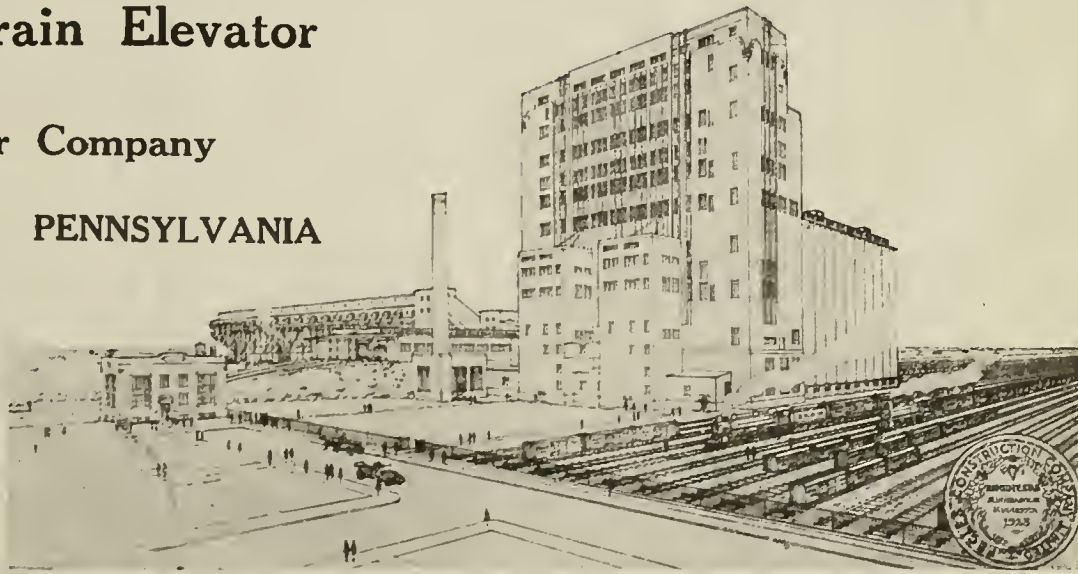
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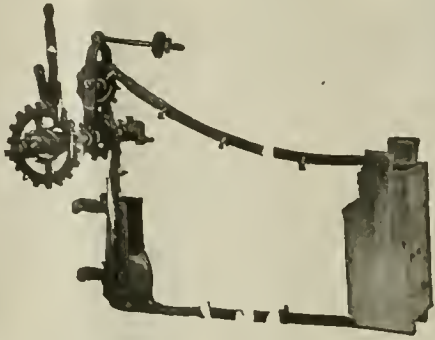
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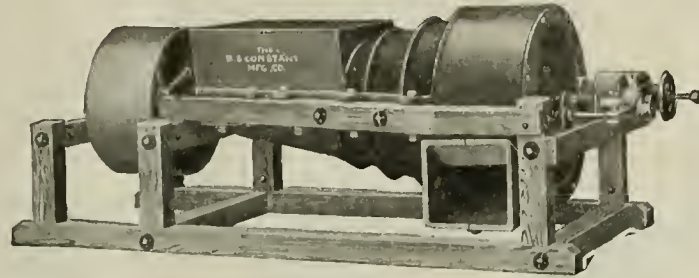
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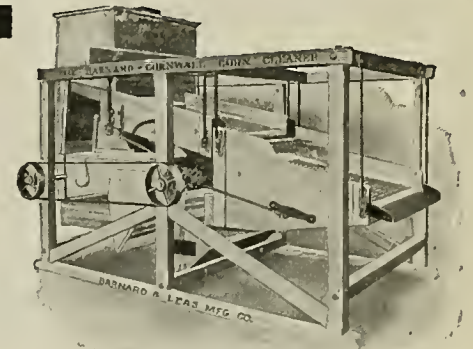
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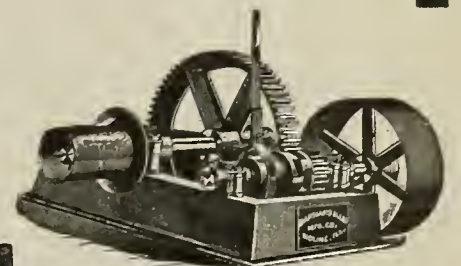
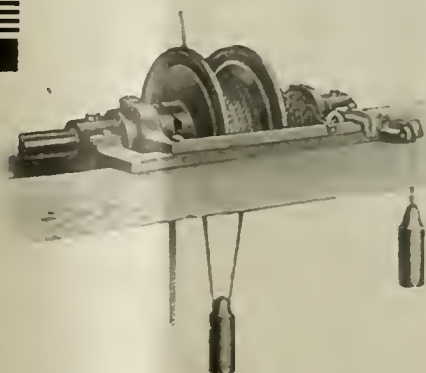
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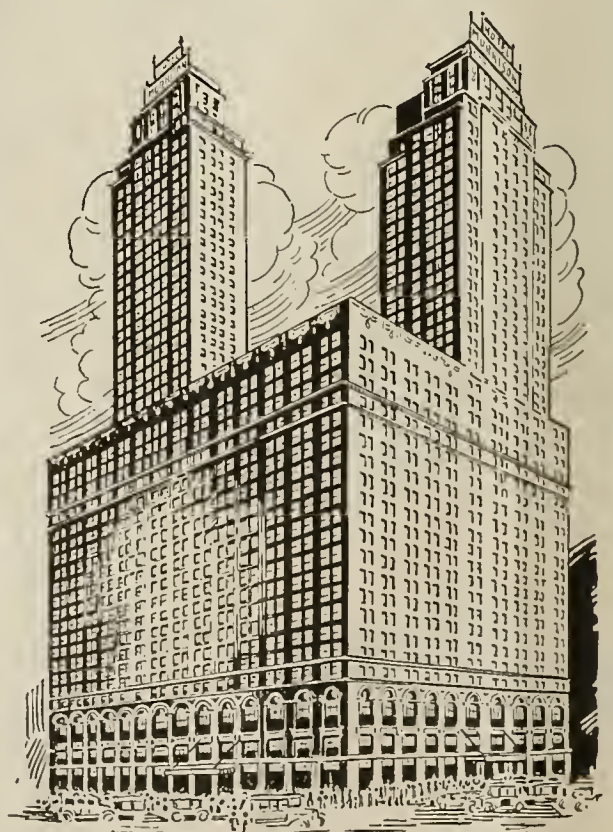
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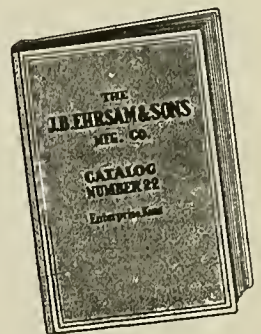
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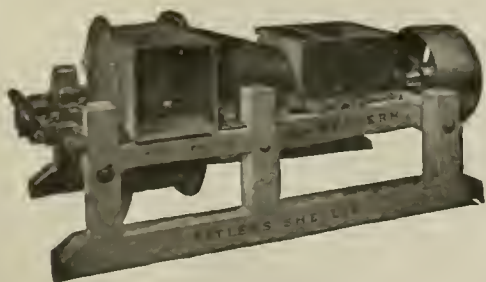


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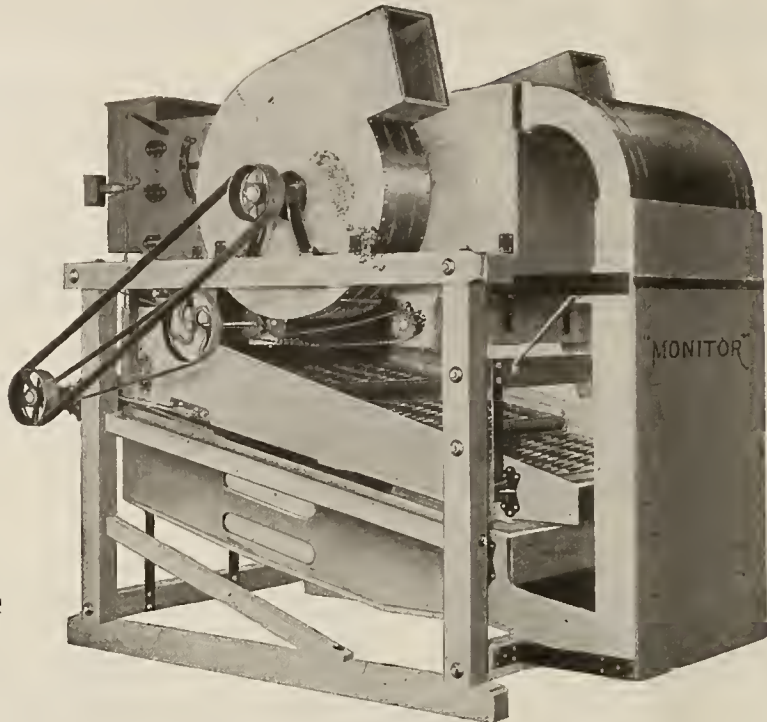
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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Established in 1882.

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CHICAGO, ILLINOIS, JUNE 15, 1926

NO. 12

## Evolution of the Grain Elevator

### Development of Handling Facilities Has Kept Pace with the Growth of the Grain Trade

**T**O EGYPT we look for the oldest examples of grain elevators. Before Joseph ran his corner in wheat in response to Pharaoh's dream, the Egyptians were accustomed to taking care of large quantities of grain. Usually it was necessary to provide only from season to season, the classic incident mentioned above being a great exception. It was from the Egyptian practice that our term "elevator leg" is derived, for the "legs" of slaves were used to elevate the grain and the name was carried over when the hoisting became mechanical. Egyptian drawings, wall decorations, of great age show how the old granaries were constructed and filled. Similar grain storage was made use of in ancient Peru, and Prescott tells us that the Incas stored grain in such quantities that they would sometimes have on hand enough to last the neighborhood for 10 years. We judge from this that the Peruvian harvest was apt to be uncertain.

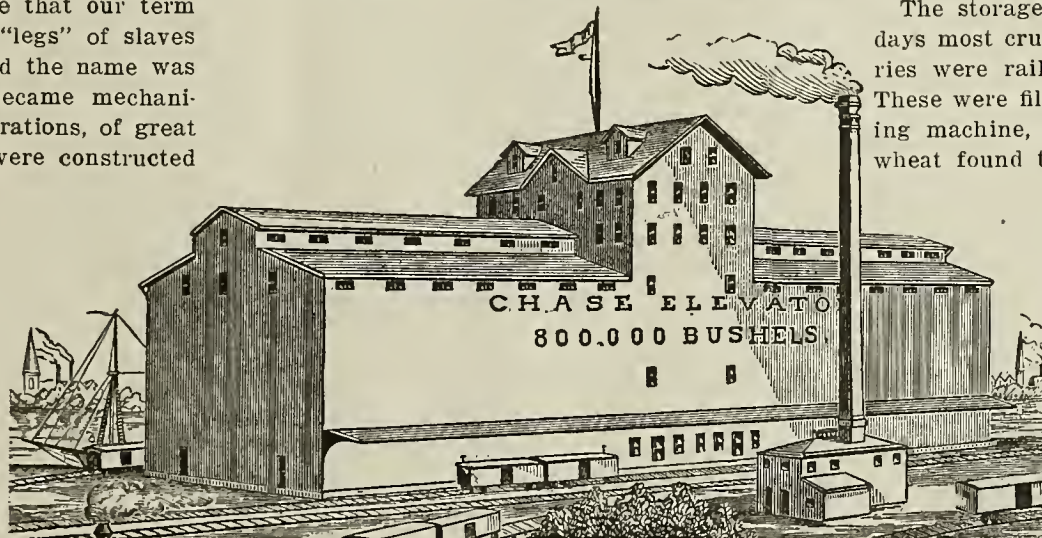
But coming down to more modern times, we do not have to go out of our own country to trace the development of the grain elevator to its present advanced form. We have been the pioneers at almost every stage and the American engineers can be given the full credit for the enormous progress that has been made.

Like most scientific advancement, the development of the elevator has followed the needs of the grain industry. Previous to 1865 the movement of wheat in a large way was but little more advanced in labor and time saving details than was the movement in a small way. The handling of 100,000 bushels of grain was practically the handling of a hundred bushels multiplied by one thousand. But the rapidly increased growth of wheat in the Northwest about the year 1870 and thereafter, forced the genius of grain men to look for improved methods of moving grain.

In 1870 the Northwest wheat country was not criss-crossed by railroads as it is today. A few trunk lines and a few incompleting minor lines hauled all the grain to market that the Mississippi and Missouri Rivers did not carry. In those days every boat landing on the upper Mississippi below Minneapolis was a wheat market.

St. Paul, being the head of navigation, became an

early primary market. Minneapolis, until a comparatively late day, was a market for wheat only to the extent that her several flour mills could consume it. But towns below St. Paul early became larger markets than that at the head of navigation because they were surrounded by a better grain producing territory. Hastings, Red Wing, Lake



A TYPICAL "CHASE ELEVATOR" OF THE EARLY SEVENTIES

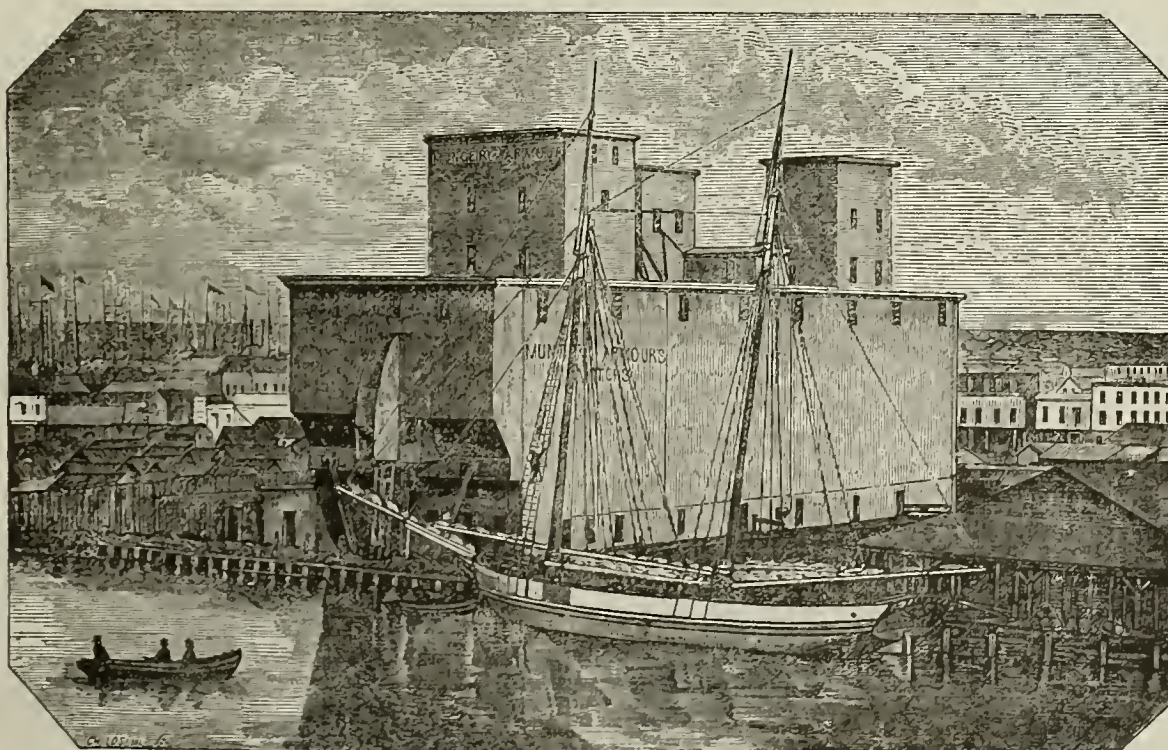
City, Wabasha and Winona early grew to be receiving and shipping points of first importance. Red Wing from 1862 to 1877 was the leading northwestern market and for a time was the greatest primary wheat market in the world. These towns handled as much grain as could be hauled to them by wagon. The more remote farmers made pilgrimages of two days or more to bring their wheat

to town, camping at night by the wayside and traveling in caravans. During the good roads seasons after harvest, in fall and winter, the streets of the wheat receiving river towns would be blocked by day and by night with ox and horse teams of farmers or professional teamsters who hauled grain for a living.

The storage of wheat on the farm was in those days most crude. On hundreds of farms the granaries were rail pens floored and lined with straw. These were filled with loose wheat from the threshing machine, then covered with straw. Here the wheat found temporary and precarious storage till the wheat buyer at the river town, or the Diamond Joe line of steamers, which line was in that day one of the greatest buyers, should furnish the sacks to carry the grain to market. These being furnished the grain was rushed to market as soon as possible after harvest, to be sold at such a price as the dealer at the river town, who might be forced to keep his wheat till spring, could pay.

The receiving houses at these river towns were flat houses, with the exception that at certain favorable points warehouses were built on a hillside, presenting a one-story front from the land side but that of a more or less lofty elevator on the river front. The grain was received from the farmers' wagons on the upper floors, dumped from the sacks into the several bins and was sacked again for shipment by the warehouse crew. The wheat was usually cleaned at the warehouse by the hand-mill process. Many warehouse points would buy no uncleaned wheat from a farmer, but the farmer might borrow the use of the fanning mill at the warehouse to clean his load. A little wheat was shipped in bulk, being spouted down into barges, but by far the greater part was loaded on steamers by crews of stevedores, who trotted in line up and down the gang plank, carrying on their backs, under the usual lash of loud profanity from the captain, the sacks that the grain dealers had rushed to the landing from the warehouse.

As railroad lines were built out into the widening wheat sections a method of gathering and handling grain at grain railway stations grew up like to that



MUNGER & ARMOUR'S ELEVATOR AT CHICAGO IN 1857

This elevator was on the north side of the Chicago River, between Wells and Franklin Streets. It had a capacity of about 300,000 bushels with a receiving capacity of about 60,000 bushels per day, both water and rail and a shipping capacity of about 65,000 bushels. The actual capacity of all Chicago elevators at that time was 3,315,000 bushels.

at the boat landing. The warehouse or flathouse was the first inland grain house. This house might contain four bins. The farmer coming with his load of sacks, handled them from the wagon to the back of the dealer who carried and dumped them into the proper bin. One of these bins was usually reserved for oats and two or three for wheat. Having accumulated a carload of cleaned wheat, the dealer trucked his sacks to the car,

make the wagon floor the second floor of the warehouse, the approaches being long inclined planes up which the farm horses labored and upon which they occasionally broke a leg. But these devices were of comparatively few days.

At this time there developed what was known as the horsepower elevator, afterward known as the "blind horse elevator," the beginning of country elevators. This elevator became the popular

as the railroad track. Grain house builders at that time thought that bins should be above ground for more perfect ventilation. Therefore the early warehouses were built on wood or stone piers like a farmer's corner.

The first elevator built in Chicago, 1838, was of the "horsepower" type. It was simply an old warehouse, with an elevator leg put in it, a belt with buckets on it, and at the top one horsepower (literally, as a horse on a treadmill furnished power) which elevated grain to the top of the building where it was spouted on to the floor. Holes were cut in the floors to let the grain fall down on to the next story. The spouts leading from the upper floor show that grain was then carried in bulk instead of in sacks. Quite a number of old buildings were used in that way. In one case an old dwelling house in St. Louis was used to store grain. The building stood while it was filled, but when the grain was being drawn off in the spring, it collapsed. Of course the development of power elevators at the terminals progressed much faster than in the country, and Chicago and other points were using steam when the country houses were still using the inclined driveway or other similar method exclusively.

With the introduction of the steam power, elevators increased rapidly in number. The design of country houses was fixed at an early date and changed but little until concrete began to replace wood as a building material. This was many years later. Terminal elevators advanced more rapidly in design from the typical Chase house of 1860, or thereabouts. This house was built high enough above the ground to secure a free passage of air beneath it. The bins, 16 or 18 feet square, were built of studding and boards reinforced with iron rods extending both ways. The working house was usually in the center, sometimes at one end, and the power house was usually in a separate building. In 1882 there were over 100 similar structures in the country, several of them in the South. Augusta and Savannah, Ga., each had a 300,000-bushel elevator, and Richmond one of 400,000 bushels.

The next step forward in construction was indicated by an elevator which J. T. Moulton & Son made popular. Most of the early Chicago elevators were of this type and those in other markets also, where a capacity of over 500,000 bushels



THE FIRST CONCRETE GRAIN TANK IN AMERICA  
Experimental tank erected at Minneapolis in 1899 for the purposes of study and experiment

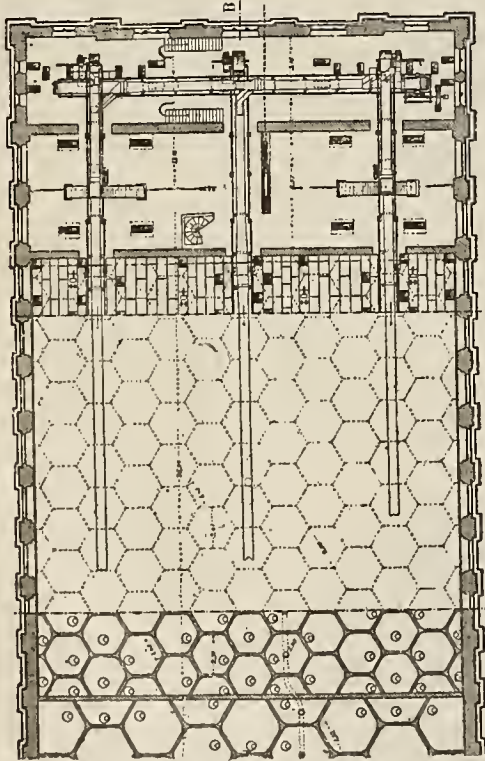
one man stowing away the sacks as another trucked them in. Later, in order to save time and the expense of sacks, cars were filled with bulk wheat. The next step in the evolution of handling wheat was a metal wheelbarrow with flaring sides, holding six or seven bushels. The man handling this was able to fill a car without a helper. This was time and money saved.

The lifting or elevating of grain was the heavy end of the grain handling problem. If grain could

grain house immediately. It was still not much more than a warehouse, but it usually had a basement in which was the fanning mill, a one-horse sweep power and the blind horse for motive force.

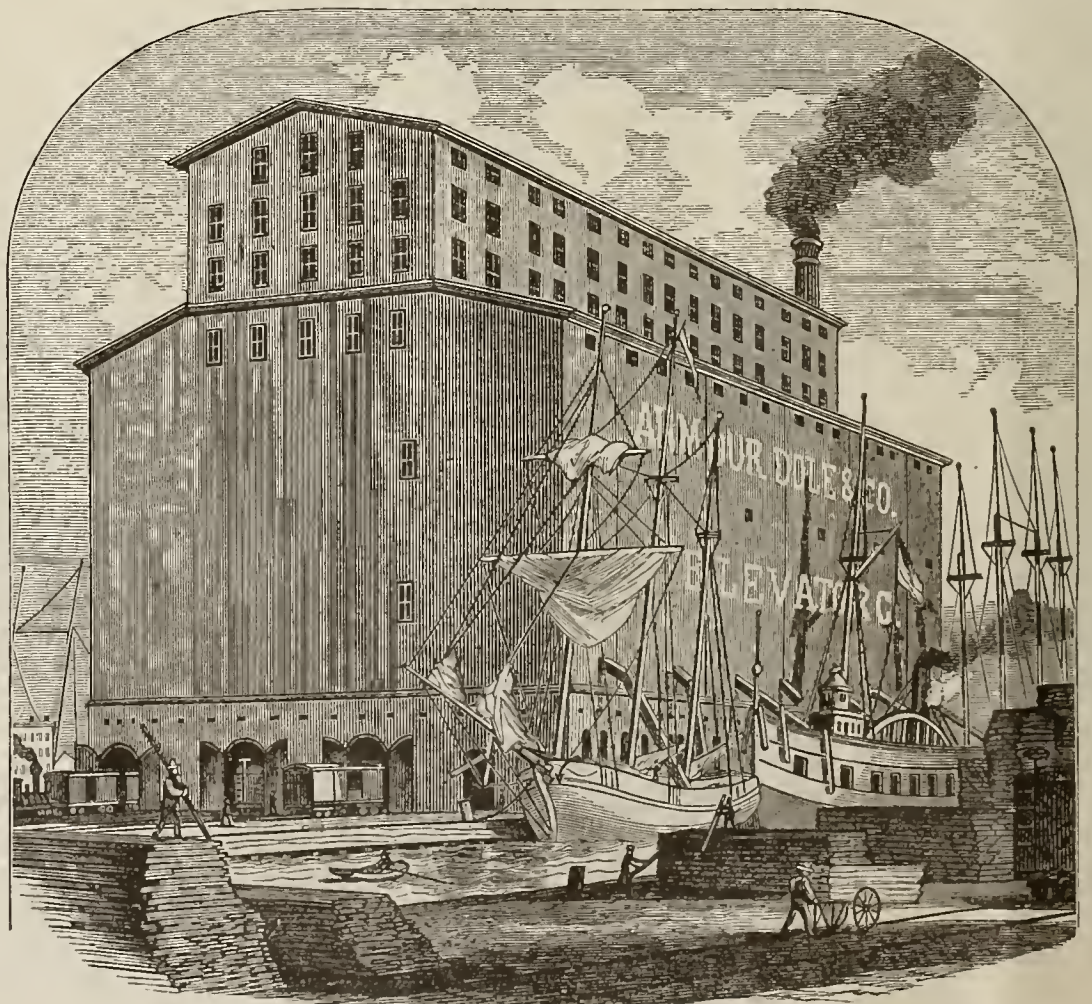
The blind horse was chosen because a horse with good eyesight soon becomes tired of the monotonous round of a sweep power, grows lazy and finally becomes a mere eye servant. The blind horse on the contrary will walk forever in a circle, thinking he is measuring off long straight miles.

This horsepower ran the fanning mill and hoisted the cleaned grain by a belt of cups to the bins above. It also carried the farmer's wheat from a weighing hopper into its proper bin. Wheat then began to move down by gravity and up by machinery, thus permitting the spouting down to cars from warehouses standing on the same plane



SECTIONAL FLOOR PLAN OF THE ROUMANIAN CONCRETE  
ELEVATOR AT BRAILA

be taken up to a high storage point it would come down nicely itself. Everybody knew this principle but it was not acted on at country points until wheat grew in burdensome plenty. Then men began to look for railroad cuts on new lines considering them as good possible locations for grain warehouses. If the warehouse floor were on a level with the roof of the car the filling of a car would be more cheaply and quickly done. This plan was carried out when possible. The same principle suggested a saving by getting the farmer's wagon up so that his grain would run into the bin, thus saving the backaches and cost of lifting. To this end a mound or elevated platform was built on the receiving side of the warehouse. Upon this the farmer drove his team, emptying his load down to the warehouse floor. Another method was to



ONE OF THE EARLIER "BIG" HOUSES  
Armour, Dole & Co.'s Elevator "C" at Chicago, in 1882. It had a capacity of 1,750,000 bushels, and was located on the south branch of the Chicago River near 22nd Street. This was the type of elevator popularized by the old contracting firm of J. T. Moulton & Co.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

was desired; many of them are still in operation. In the early eighties Armour, Dole & Co., of Chicago owned five of this type, ranging from 850,000 to 2,000,000 bushels' capacity. These houses were built on piles, capped with timber on which rested an 8-foot stone foundation. A superstructure of brick about 25 feet high, was continued to the desired height with wood planks laid one upon another, protected on the outside with tile or iron sheeting. Railroad tracks ran through the building, lengthwise, used for loading and unloading, interchangeably. Elevator "C," typical of this type, was on the river and could also discharge direct

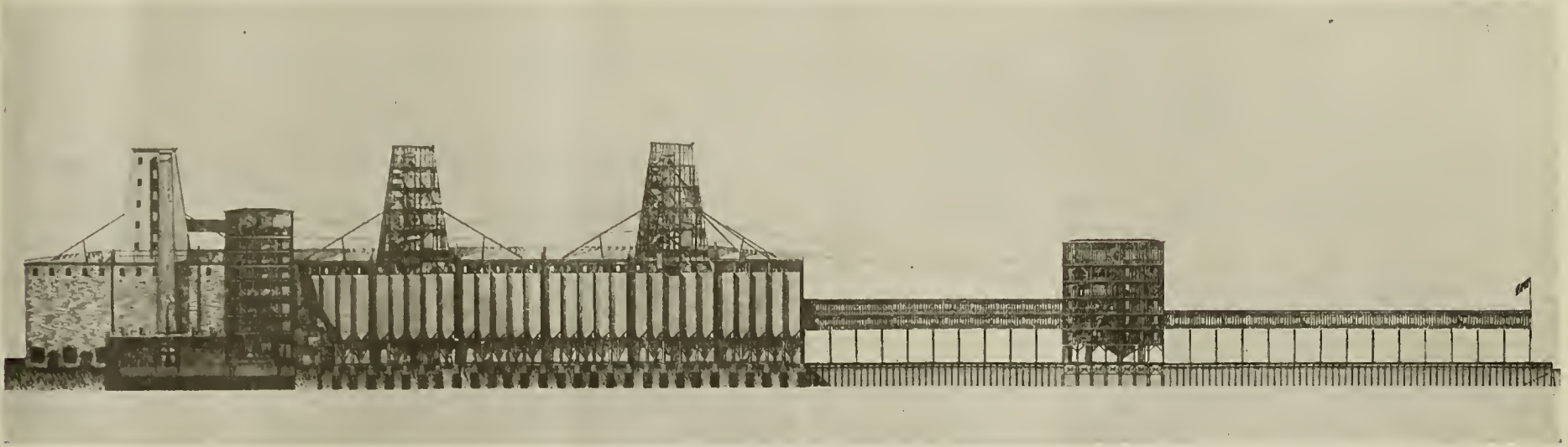
been patented and in 1882 one of the fiercest legal fights in the grain elevator field developed over the respective claims of the Swickard and Sypes and McGrath Wagon Dumps. J. M. Harper of El Paso, Ill., controller of the Swickard patent, finally won out.

About 1880 T. L. Clark of Mt. Vernon, Ohio, invented the power shovel, which was taken up by the larger elevators, but did not find accommodation in the country houses for some years. The Wm. H. Lotz Automatic Shovel was brought out a few years later.

The first so-called fireproof elevators were built

One of the houses was at Braila and the other at Galatz. The houses were built on piles which had a concrete bed 4½ feet thick on top. On this slab the head house and the hexagonal bins were erected of Monier plates, about three feet high and cast before being brought to the elevator site. The concrete was not poured as it is done today.

In 1899 Peavey & Co., called for bids for their new elevator at Duluth to be built on the Roumanian plans, but American contractors at first would not bid on the job and assume their share of the responsibility. Finally, however, C. F. Hag-



A FAMOUS EASTERN ELEVATOR

Dow's Stores, Brooklyn, N. Y., was one of the most famous of the old elevators. It was built in the late Seventies, and it is interesting to note that it was the first elevator designing contract with which Mr. James Macdonald, now head of the Macdonald Engineering Company, was connected. It was totally destroyed by an incendiary fire, which commenced October 13, 1917; presumably a victim of the systematic campaign of destruction which was waged at our Eastern shipping ports at that time.

to vessels. It might be of interest to note that at this time, the water-borne tonnage in and out of Chicago, was greater than that of New York, London and Liverpool combined. This was due, of course, to the large tonnage in grain.

The equipment of elevators at this period was rather crude. For the most part fanning mills served as separators in the small elevators, although there were separators in the larger houses, made by Barnard & Leas; Howes, Babcock & Ewell of Silver Creek; E. M. Sanford; Johnson & Field of Racine, Richardson, Kurth, and others. Conveying was done by screw conveyors or chain drag. Howe and Fairbanks-Morse Hopper Scales were in general use, but they were not automatic. The first successful automatic scale to receive general attention was that of Hill Grain Scale Company of Detroit. Corn shellers antedated the automatic elevator and were generally a part of the regular equipment.

The first patent for a wagon dump was issued in 1868, but their use did not become general for about 10 years. In the meantime other dumps had

of brick. In 1884 there were only three in existence. On August 25, 1882, occurred the first elevator and dust explosion of which we have record. This was in the Erie Elevator at Buffalo, N. Y. Flour dust explosions were well known at the time but dust from grain had not generally been considered explosive previous to this time.

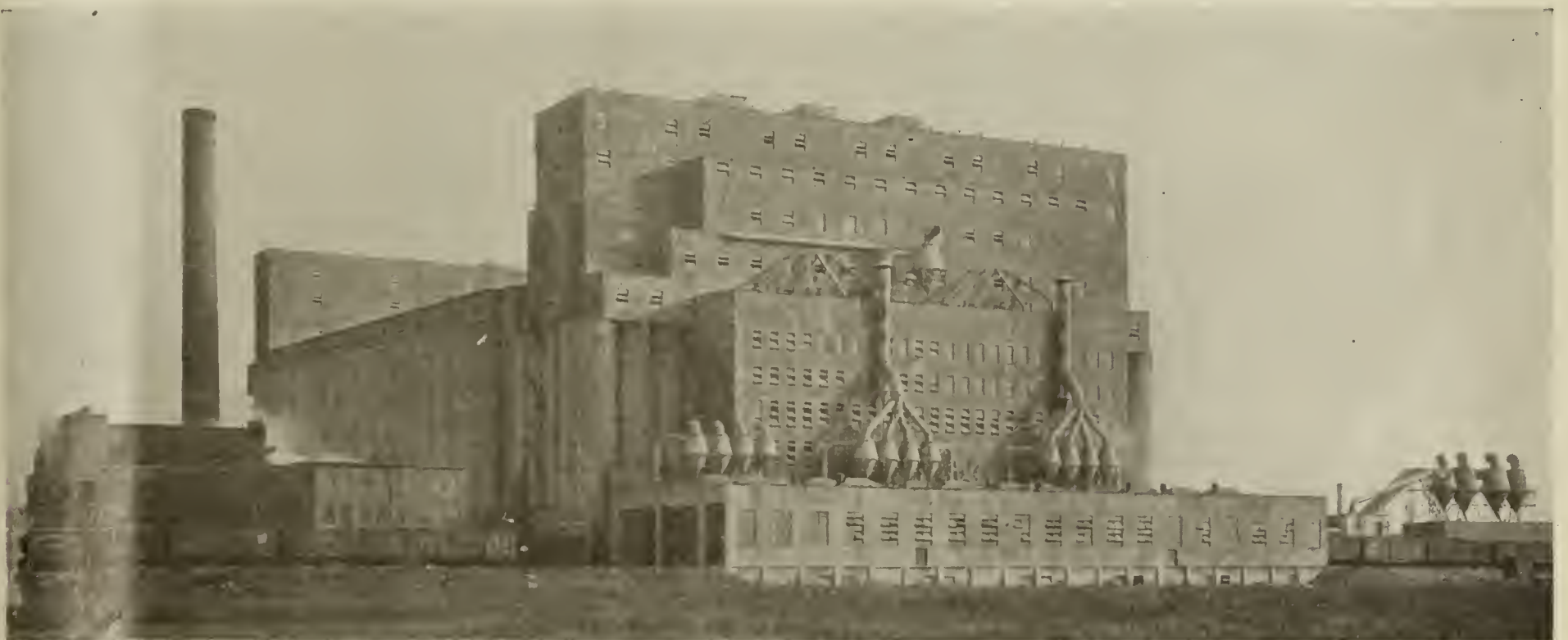
This dust explosion and a number of disastrous fires in subsequent years, led engineers to the study of fireproof structures. Steel storage tanks began to be used to some extent, chiefly in the Ohio Valley, but it was not until 1896 that the first all-steel elevator was erected from plans of S. P. Stewart & Son of Bowling Green, Ohio, for the Bush Company, Ltd., of New York. The elevator was erected on a pier in South Brooklyn.

In spite of the pioneering that America has done in elevator construction we must look to Europe for the development of the concrete elevator. In the early nineties the Roumanian Government built two reinforced concrete elevators under the supervision of Professor Hermann O. Schlawe, chief engineer of the Roumanian Public Works Service.

lin of Minneapolis, after a trip abroad with Frank Heffelfinger of the Peavey organization to study European elevators, and after building an experimental tank at Minneapolis for the study of the lateral grain pressures, made new plans for a concrete house and this was erected at Duluth, the first all-concrete elevator in America.

The house consisted of a head house and three rows of tanks, five to the row, 36½ feet in diameter and 104 feet high. The tanks were seven feet apart and square bins placed between, 20 in all. The total capacity was 3,000,000 bushels. The house was completed in 1900. In December of the same year two of the bins gave way due to the side thrust of the grain contained. Several thousand bushels of wheat were spilled but all was salvaged. It was generally recognized that the accident was due to some flaw in the construction and not to faulty design or principle.

From that date concrete construction received the attention of all engineers. Next month we hope to present in our columns some of the outstanding improvements of the last decade.



THE CHICAGO & NORTHWESTERN ELEVATOR, CHICAGO, ILL.

## GRAIN BOAT SINKS

The steamship *Nesbit Grammar*, loaded with grain from Port Colborne to Montreal, went down off Thirty Mile Point, near Charlotte, N. Y., after colliding with the Canadian National Railway steamer *Dalwarnic* on the last day of May. The two ships met in a dense fog. The crew was saved and taken to Port Dalhousie by the latter vessel. The *Nesbit Grammar*, owned by the Eastern Steamship Company, was rammed squarely amidships and sank in 15 minutes.

## JUNE ELEVATOR SCHOOL

It looks as if the grain elevator management short course, as an institution, is here to stay. June 15 to 18 have been set as the dates for the second annual Short Course in Grain Elevator Management at the University of Illinois. It will be conducted similarly to the one held last year which was attended by more than 100 persons. Those who were present last year were so favorably impressed that they passed a resolution favoring a similar course this year.

## CORN PRICES UP

The general prices of farm products decreased slightly during May, the Department of Agriculture index of farm prices being placed at 139 compared with 140 in April and March, and 146 for a year ago this May. (The five-year period from 1909 to 1914 is used as a base of 100.) Corn prices, however, states the Washington dispatch, were higher than for the previous month for the first time in nine months. Grains in general obtained a May figure of 131, the same as for April. That compares with 159 for grain in May 1925.

## KENTUCKY CALLS COOPER

Acting on a request made by Secretary Jardine, the University of Kentucky granted Thomas P. Cooper a leave of absence on September 1, 1925, to become head of the Bureau of Agricultural Economics in Washington, D. C. Mr. Cooper has now resigned from his Government post to resume his duties as Dean of the Agricultural College and director of University of Kentucky's Experiment Station. Commenting on the resignation, effective June 10, Secretary Jardine said: "I am reluctant to accept your resignation, as I would like to have you carry forward the good work you have been doing as head of one of the most important bureaus in the Department of Agriculture. I feel obligated to accept it, however, for I am mindful of the understanding with the University of Kentucky to the effect that you were to return to your former duties at the close of the temporary leave of absence."

## VANCOUVER STRESSES RAPID HANDLING

Since the flow of grain from the prairies made its spectacular turn toward the Port of Vancouver, many new industries have followed in its wake. New interest has been aroused in the possibilities of the Pacific Coast as a potential center of world shipping, and the impressive mechanical complement of a prosperous port has commenced to hum with a clearness and persistence that presages greater things. Elevator engineers there are giving more and more attention to quick handling devices.

This Vancouver harbor commissioners' elevator plant represents the later developments in grain handling equipment, and has already hung up records for speed in handling, according to operatives there. Montreal previously held the record for rapid loading of overseas ships from two conveyors, they say, but this was surpassed when Elevator No. 2 loaded the steamer *Paris City* on the second of last December with 245,220 bushels of grain in nine hours and 36 minutes, an average of 25,600 bushels per hour. The operatives claim that practically all full ship cargoes are loaded at the Ballantyne Pier

at a rate of between 24,000 and 26,000 bushels per hour. Such rapid handling is giving Vancouver an enviable reputation for quick despatch.

## GRAIN DATA SERVICE IMPROVED

The weekly report of commercial stocks of grain will be augmented by the collection of stocks from additional markets on a comparable basis, according to a plan submitted to the grain exchanges by the Secretary of Agriculture. The plan will assure the collection of more complete figures on the visible supply and make the report fill the gap between the Department's estimates of stocks of wheat in merchant mills. Several markets that have recently become important in the storing of grain will be added. There will be no duplication, but a more complete record of grain stocks in the various positions in the market.

The plan will present a visible supply report of commercial stocks of grain in public elevators and warehouses, in private elevators and warehouses engaged in handling grain in interstate commerce, stocks afloat in lakes, rivers, canals and at sea-board ports, Canadian grain in bond in United States ports and markets, and American grain in bond in Canadian ports and markets.

## FIGURES ON SIDELINES

Farmer's elevators, as well as independently owned plants, are not slighting the sideline profit possibility. If the general store at the crossroads isn't on the job nowadays, the Ohio farmer gets a group of his neighbors together and sells himself anything from building posts to a good five-cent cigar. That this statement applies to many parts of rural Ohio is indicated by a study of farmers' elevators in charge of Prof. L. G. Foster of the rural economics department at the Ohio State University. Ohio farmers have more than \$3,838,000 invested in 265 co-operatively owned elevators throughout the state.

During 1924 the farmers did about \$35,000,000 worth of their own business. The size of the farmer elevator business depends largely on the number of member owners and local farming practices. The amount of business done by individual elevators, Professor Foster has found, may be as low as \$40,000 for the year, or it may reach a half million and more. Several of the larger farmers' elevators have reached a yearly total of \$800,000.

## FRANCE WANTS CHEAP GRAIN

The French Government intends to eliminate the import tariff on bread grains in an attempt to arrest the steadily rising price of bread, says a recent Inter Ocean Press cable, which continued:

"This will be done probably through refunding the duty to the millers. This plan was proposed when the price of bread reached recently 2.15 francs per kilogram following another rise in the price of flour. The newspaper *Intransigeant*, commenting thereon, fears that the domestic farmers will suffer in consequence, as now undoubtedly much foreign wheat will be imported."

Other dispatches from France bear the news that only 20 per cent of foreign wheat will be permitted in the milling mixture of grain. All this in a desperate attempt to overcome the inevitable consequences of the debasement of the franc.

## SEEKS TO EXPAND

The Canadian wheat pool which has been operating in the prairie provinces is now seeking to extend its jurisdiction to Ontario by taking in the United Farmers Co-operative Company of that province. The local units of the United Farmers' General Organization are now being canvassed, for the ostensible purpose of eliciting opinions. But it is understood the poll of opinion is in the shape of vigorous advocacy of pool operations, on the ground that they have passed from the experimental stage to one of two years' achievement.

## SUPREME COURT TO HEAR FOLGER CASE

The Folger case, in which the Western Grain Dealers Association has interested itself, has features which are gaining attention of grain men in several states. A brief review of the State of Iowa's case against J. C. Folger, by C. W. Pitts, attorney, is here given, pending the final action to be taken by the Iowa Supreme Court this fall:

Mr. Folger is 68 years old and has been connected with the grain business in the states of Iowa and Minnesota for the past 40 years. From 1921 to 1923 he was operating the Alton Elevator Company at Alton, Iowa. In 1923, owing to the slump in prices, he lost all his property and was unable to pay his debts. In January, 1925, he was indicted for larceny by embezzlement as bailee of certain money received from the sale of grain. On the trial he secured a directed verdict.

He was then indicted for larceny by embezzlement as bailee of certain grain, the proceeds of the sale of which was the subject of the charge in the previous indictment. He was tried in September, convicted and asked for a new trial. His request was overruled and he was sentenced to the State Penitentiary for five years. He has taken his appeal to the Supreme Court and a transcript of the testimony has been made. He has been given until July 1, 1926, in which to file his abstract and the case will undoubtedly be submitted to the Supreme Court at its September, 1926, term.

Mr. Folger never made a storage charge. In 1921 and 1922, he allowed many of his customers to deliver grain to him with the understanding on his part that he was to pay the market price for it when they desired to sell. The customers retained their weight tickets and no storage ticket was given. Mr. Folger understood that it was just a matter of a few weeks at the most, before the demand would be made and he believed that he had purchased the grain and was under an obligation to pay for it at its highest market value when the demand was made.

He handled the grain as his own and subsequently paid out on every contract except two or three at a heavy financial loss to himself. The prosecuting witness delivered several thousands of bushels of corn on this agreement in the fall of 1921 and several thousands of bushels of oats in the spring of 1922, and made no demand for his money until about July 1, 1923. If he had made a demand within a reasonable time he could have been paid. To protect himself, Mr. Folger had purchased corn on the exchange and carried that at a heavy loss. During part of the time, the market was upset and cash grain advanced and futures declined.

In July, 1923, when the farmer made his demand, he asked for the market price of his grain without any allowance for storage and has never offered to allow Mr. Folger one cent for storage. Mr. Folger was unable to meet his obligation, but paid what he could on it and in January, 1925, this farmer secured his indictment. The farmer's testimony was that the agreement was that he could leave the grain in the elevator and that the grain would remain his property until sold for him. The court submitted the question to the jury as to whether the contract was as testified by Mr. Folger or as testified by the farmer. The state's attorney said it was a case of the elevator companies against the farmers and demanded of the farmer jury that they protect the farmer and they proceeded to do so.

There are minor issues, of course, one of which being our contention that the original acquittal bars a prosecution under the second indictment, but if the Court should hold with us on the first contention here stated, as we believe it will, it would dispose of the case.

Mr. Folger has been unable to pay his attorneys anything and we have received nothing for our services nor for the expenses we have incurred so far. We appreciate very much the assistance which The Western Grain Dealers Association has offered to Mr. Folger, and incidentally to us, and we will see that the case is properly presented in the Supreme Court. Mr. Folger put up a bail bond, signed by some local men who have been interested in the grain business and he is out on bail until the case is decided, staying with some children who are clerking in California.

It is hardly necessary to say that he was always held in the highest esteem here in Alton and has served on the town council and on the school board for many years. His financial trouble due to the slump in prices brought on the first complaints that were ever made against him.

The first issue in this case, of course, is whether or not the original contract was one of sale or bailment. It is the lawyers' contention, and they believe the Supreme Court will sustain it, that under the circumstances of this case, the delivery constituted a sale, and that the relationship between Mr. Folger and the farmer was that of debtor and creditor. Mr. Folger had a right to do what he pleased without being guilty of embezzlement.

## AN ILLINOIS CO-OP ELEVATOR

Last fall well over 2,000,000 acres of the farm area of Illinois were sown to Winter wheat, and approximately 6 per cent of this was abandoned, due to extremely thin stands resulting from late planting and adverse fall conditions or winterkill. This compares with 3.7 per cent abandoned a year ago, according to the state's Department of Agriculture, and the five-year average of 5.7 per cent, or the 10-year average of 11.8 per cent.

It is in the central area of the state, practically the heart of this productive region, that the Havana Co-operative Grain Company is located. Mason County, in which Havana, Ill., is situated occupies an excellent position not only agriculturally, but is also provided with transportation facilities of more than average strategic value. The elevator is on the Illinois Central Railroad and is connected by a siding. It is also adjacent to the Illinois River, the importance of which fact may be greatly enhanced if the extensive plans for development of inland waterways now contemplated at the national capital are carried out.

The elevator proper is a building measuring 36 feet in length and 30 feet in width. The bins are 42 feet in height and the structure measures 73 feet to the top of the roof. The driveway attached is 12 by 30 feet. The Havana Co-operative Grain Company was organized in December 1923, and the house opened for business August 1925. Since then much that has been constructive has been accomplished and the concern has made good strides toward enlarged business. The manager is Richard Steging.

Six concrete tanks constitute the storage capacity of the house, and the total amount of grain which can be stored at one time is 20,000 bushels. The receiving capacity of the elevator is 2,000 bushels per hour, and the shipping capacity is 1,000 bushels per hour. A Western Gyrating Separator has been furnished by the Union Iron Works of Decatur, Ill., and this affords a cleaning capacity of 700 bushels an hour. In addition to this equipment, there is a 700-bushel Western Corn Sheller, made by the same manufacturer.

Electric power is used for operating the plant, and electricity is also used for lighting. Two electric motors afford the necessary 20 horsepower, and a belt drive is used. Two scales are used in the weighing department. In addition to the machinery already mentioned the elevator is provided with a Hall Distributor and a Western Manlift.

In addition to handling a large amount of wheat, the company also ships large quantities of corn, oats and rye.

## CEREAL GROWING IN ALASKA

The popular conception of Alaska as a frozen, inhospitable wilderness, worthless for agricultural purposes, is giving way to a more favorable view as the result of experiments carried on by the agricultural experiment stations of the territory, says the United States Department of Agriculture, which has supervision of the stations. Even as late as 1899 it was considered an impossibility for cereals to grow so far north, according to Bulletin No. 6, "Cereal Growing in Alaska," by C. C. George and G. W. Gasser, staff officials of the Alaska experiment stations.

The Yukon, Tanana, and Matanuska Valleys have fully demonstrated their adaptability to grain growing, and it is probable that the Susitna and Kuskokwim Valleys also are suited for grain cultivation on a large scale. By using hardy, early-maturing varieties of barley, oats, and Spring wheat, a considerable quantity of these grains is now produced. On the other hand, southeastern Alaska, as a whole, is not suited to grain growing because heavy precipitation in late summer and fall renders it difficult to harvest the crops in good condition. Furthermore there are no extensive areas in this part of the territory which can be cleared and cultivated at a moderate cost.

Hybridization work with barley and oats has developed varieties superior to those formerly

grown. Hybrid wheats obtained by crossing Siberian No. 1, the earliest wheat so far discovered, with vigorous varieties are expected to be better yielders than the Siberian parent and almost as early. As yet there has been developed no Winter wheat sufficiently hardy to withstand the severity of Alaskan winters.

A copy of the bulletin may be obtained free, as long as the supply lasts, by writing to the United States Department of Agriculture, Washington, D. C. (Office of Exp. Stations.)

HELPS HANDLE THE KANSAS  
CROP

There are a few things which remain as a constant basis for trade despite the turmoil which results from agitation and legislative experiment. And one of the mainstays of the grain trade in this country which refuses to be budged by any of the leaders of stampedes is the country elevator. It fulfills a very useful function in the economic scheme and has become indispensable. No matter what fantastic solution of all ills may be advocated, the necessity for caring for the needs of the country stations always remains.

Out in Kansas grain crops play a leading part in commercial life, and the country elevator has a well understood place in its community. The J. D. Collins Grain Company operates a house at Plymouth,



ELEVATOR OF THE J. D. COLLINS GRAIN COMPANY PLYMOUTH, KAN.

Kan., and does a large and varied business. The plant is situated on the right of way of the Atchison, Topeka & Santa Fe Railroad and has easy access via this rail system to all the markets with which it is profitable to maintain close contact. Grain can be moved rapidly and at a minimum cost.

The elevator of the Collins company includes a main building measuring 32 feet by 30 feet, along with an attached unit for storage 12 feet by 30 feet. The property also embraces an engine house, garage and workshop 12 feet wide and 26 feet long, and with a 12-foot driveway. Along with this is a 1,000-bushel shuck and dust bin. The elevator is of iron-clad frame construction and presents a good appearance. While the house has been standing for some time, it is just as modern as any other like plant constructed for the same purposes, the owners having kept it up-to-date mechanically.

The house has storage capacity which is adequate for 13,000 bushels of grain, and this is divided into 13 bins. Its shipping capacity is 1,000 bushels per hour and the receiving capacity is also 1,000 bushels per hour. A suction fan has been installed for cleaning the grain, and there is also a corn sheller which can handle from 225 to 350 bushels per hour.

For unloading there is a scoop for use in cars, and the grain is handled by gravity to the elevator boot. A four-bushel automatic scale takes care of the weighing. Chemical extinguishers located at vital points afford protection against fire. A manlift has been installed, and among the other equipment is a dump and a No. 9 feed mill made by the N. P. Bowsher Company of South Bend, Ind.

Among the grain products handled at the ele-

vator are wheat, corn, kafir and chop, and some cane seed. During 1925 the volume of business was 107,000 bushels sold and shipped out. A good trade in Alfalfa and Prairie hay contributed to the profits of the company during the last year, and these commodities represent part of the regular merchandise of the house.

A considerable part of the equipment of the elevator is of comparatively recent installation. In 1924 the cylinder corn sheller with 45-foot extension feeder, and the 16-foot elevator were put in to run corn direct to car from the sheller. Wire cribs were used for storage. During fall and winter of 1925 considerable construction was under way, and the manager now expects to build a warehouse 65 feet by 20 feet for storing various kinds of feed and seeds.

OF INTEREST TO CROP  
REPORTERS

Where stinking smut is present in a field the smutted plants can be recognized by their stunted growth, being shorter than the healthy plants, and often only half as tall. After the wheat has headed out the smutted heads are shorter than the normal ones and appear bluish-green in color, says E. A. Lungren of the Botany Department of the Colorado Agricultural College. On ripening, the diseased grains bulge out of the chaff and the black smutted

kernels can be seen plainly, often giving the whole head a darker color.

Some smutted plants are more distinct than others but by crushing the suspected head, the smutted kernels, if present, are readily seen and a little practice soon enables one to easily recognize the smutted heads.

To estimate the amount of smut in a field of wheat the simplest method is as follows:

1. Measure off a yard of any row at any place in the field except along the edges of the field. This is easiest done by laying a three-foot stick on the ground by the row.

2. Count the total number of heads of wheat in this three-foot length of row.

3. Then count how many of these heads are smutted.

4. Divide the number of smutted heads in the three-foot length by the total number of heads in the same part of the row and multiply by 100. This will give the per cent of smut.

Several counts like this should be made in each 10 acres. By adding together all the per cents thus obtained and dividing by the total number of places in the field where counts were made, an average of the per cent of smut in the field will be obtained.

IT is reported that on account of the threat of a general famine, in many sections of the Sudan, large quantities of cereals will be required in the next few months. Sources of supply in East Africa, India, and Egypt, have been tapped without sufficient success, and it is believed that there may be a possibility for some exports from the United States. The grain in greatest demand is kafir corn.

## Hints for the Elevator Millwright

**"Big Bill" Shows How Some Changes Can Be Made to Improve the Methods Used in a Modern Sized Neighboring Plant**

By OLD TIMER

**"BIG BILL"** DAVIS of the Square Deal Elevator at Massapoag Lake, had left his regular job temporarily to render special attention to a few things which needed fixing at the plant of George Carter of Muddy Bend. His instructions had been brief—merely to look around at Mr. Carter's factory, study the situation and make such suggestions as might occur to him for improvement, and the general foreman had been told to help him in any way he could. With no "strings tied" to his methods and a free rein, Bill proceeded to look the place over.

### HOLDING ROUND-SHANK TWIST DRILLS

A new machine was being set up in one of the factory rooms, and Big Bill found a workman trying to drill holes for lag screws, with a round-shank  $\frac{3}{8}$ -inch drill held in a carpenter's brace. There were nails in the floor which prevented an ordinary bit from being used. The brace jaws did not have sufficient holding power and the drill kept slipping in the brace, even though the workman had tightened the chuck jaws down upon bits of sandpaper placed between the drill shank and the brace chuck-jaws.

"Try this kink," said Bill Davis to the workman. "Put the drill into the vise and run a hacksaw into the end of the shank as far as it will go. Usually, there is a half-inch at least of drill-shank which has not been hardened. Next, fit up a bit of steel which will slide into the slot. A bit of broken hacksaw blade will do first rate. Draw the temper and cut off a bit as long as will pass through the opening in your bit-brace. This bit of steel will answer for the half-inch drill and for all smaller sizes. Slip the steel into the slot in the drill, insert the drill carefully in the brace, then give the drill a sidewise movement which will cramp the bit of steel against the chuck jaws and prevent the bit of steel falling out of the drill-shank. Tighten the brace-jaws and the round-shank drill will give no more trouble by turning around in the brace when the drill hits a nail in the floor."

### JOINING NEW TO OLD CONCRETE

In a corner of one of the factory rooms, Davis found some workmen trying to add a bit more concrete to a machine foundation which it was found desirable to enlarge to receive a bigger machine. Twice, Big Bill was informed, the workmen had built on the additional foundation, only to have it break away from the old concrete, thus forming a weak and very unsightly structure.

Mr. Davis found that the older portion of the concrete was dirty and grease-streaked, and he told the workmen that new concrete could never be made fast to old under such conditions. Under Davis's directions the new portion of concrete was completely removed and the old concrete scraped as free from grease as possible. Then, a can of "Red Seal Lye" or its equivalent, was dissolved in a hucket of water and by means of an ordinary fiber scrubbing brush, such as is used in kitchens, the old foundation was scrubbed free from grease. The workmen were cautioned to take great care that the lye solution did not fall upon hands or clothing, for it is powerful stuff. A drop in a man's eye might destroy the sight before the lye could be washed out.

After a thorough scrubbing with the lye solution, a hose was turned upon the washed concrete and every vestige of the lye removed, the scrubbing being continued while water was being applied. Next, one part of muriatic (hydrochloric) acid was mixed with nine parts of water and the old foundation was given a thorough scrubbing with this mixture, after which another thorough washing with water, and more scrubbing until every vestige of the acid had been removed. Should acid be left on the old concrete, it would continue to act, eating away slowly until exhausted, but surely loosening the new concrete as its action continued.

After the final washing, and while the old founda-

tion was still wet, he caused it to have a wash of cement mixed with water so it could be applied to every part of the concrete surface with an ordinary paint brush. The form for the new concrete addition was made ready before the cement "paint" was applied, and just as soon as the paint-wash was in place, and before it had a chance to set, the form was slipped in place and the new concrete poured and "puddled" into place. The puddling action consisted of prodding the concrete all along the form, and over the surface of old concrete, with an iron rod, to loosen any air-bells which might have collected there, and to push back any bits of large aggregate which might have reached the form or old concrete surface and which might possibly have prevented the cement and finer aggregate from completely covering the form and old concrete surfaces.

Davis cautioned the workmen against touching the surface of the old concrete with their hands or with any greasy article, for, wherever a particle of grease touched the old concrete, none of the new mixture would adhere to that spot. The old foundation was scrubbed over its entire surface as well as where the new concrete was to be joined on.

### TINKERING TIME-CLOCK RECORDS

"I was dead sure," said the time-keeper, "that two or three of the men were late this morning. In fact, I saw them come in fully seven minutes late, but here are their time cards, stamped properly a few minutes before seven o'clock. I don't understand it."

"Let me see those cards," said Big Bill Davis, who chanced to overhear the time-keeper's remarks. He studied the three cards intently a few minutes, and said, "Have you an extra card?" One was given to him. It was then 3:24, and he asked the time-keeper to stamp the card, which was done by inserting it in the clock and pulling the lever. Mr. Davis put the card in his pocket, saying he would report in about an hour, and went out into the factory. In a few minutes, or as soon as the "coast was clear" around the time clock, he returned, and from the window stool nearby, he picked up a bit of heavily waxed paper such as that in which bakers wrap bread. He had seen the paper there, and wondered why it should be in that place. He tore off a small bit of the waxed paper and placed it over the card where the minutes would be printed, on the space below the one in which the time-keeper had stamped "3:24." Pressure and the heat of his hand caused the waxed paper to adhere to the time-card.

Mr. Davis then inserted the card, adjusted it to print in the next lower space, pulled the lever and removed the card from the clock and found "3" printed upon the card, and "35" stamped upon the waxed paper, which he removed, leaving the card stamped with "3" only. Replacing the card in his pocket, Mr. Davis went about other business until 4:28, when he returned to the time clock, placed a bit of waxed paper over the hour "3," on the card, and inserted it again in the time clock and found "4:29" printed upon the waxed paper and card respectively. He removed the waxed paper from the hour space, and there was the reading "3:29" under the time-keeper's stamping of "3:35."

Just as Mr. Davis was handing the card back to the time-keeper, the foreman came up and the whole affair was related to him with the result that the time clock was removed from its position where the workmen had access to it at all hours, and placed where the clock was in full view of someone in authority at all times.

### INCREASING A DEPARTMENT OUTPUT

The very next morning Big Bill was waylaid by the superintendent and the general foreman, who imparted to him a tale of woe to the effect that a certain department fell behind the other departments about 10 per cent in production, and they

had found it impossible to increase the output of that department because there was no room for more machines.

Big Bill looked matters over, and found that there was sufficient power available to do the work after it had been increased 10 per cent, then he got the foreman and "Old Man" aside and that night he stayed in the factory after the workmen had left, and with the foreman's help, they changed a driving pulley so that the shaft which drove the machines which did not turn out sufficient product was speeded up about 12 per cent.

Not a word was said to any of the workmen or machine operators in that department, for had anything been said there would have been all kinds of objections, and the machine operators would have been utterly unable to tend the machines at their increased speed. But, not knowing of the change, the workmen went right along and adapted themselves to the new speed conditions without really comprehending what had been done. There were several complaints that the "motor was running too fast that morning," but the workers quickly adapted themselves to the new condition and in a day or two had forgotten all about the matter. But, the department had "speeded up" the desired 10 per cent, or a little better, and that too, without the cost of new machines, or the room in which to place them.

### MENDING A BROKEN VISE

A husky leg-vise with seven-inch jaws played a very important part in the factory basement, and just as Big Bill was passing, the thread in the sheath stripped out and the vise was useless. Much depended upon the work of that vise, and there was no time to send for another one and await its coming for two or three days. Under Big Bill's directions, two of the factory blacksmiths set to work on the vise. One heated a piece of  $\frac{3}{8}$ -inch square "cold-rolled" steel and wound it between the threads of the screw. The other smith heated the sheath to a bright red heat and cleaned out from inside the sheath, all the dirt, brass, and whatever other substances there might have been inside the sheath. The steel was coiled just small enough to go tightly inside of the sheath. In fact, it had to be forced in by turning the screw, with the wound-up coil between its threads. Some powdered borax and a lot of finely granulated "spelter" was inserted between the screw and coil, when they were forced into the sheath—the last inch or so, by pretty lusty driving.

Then, the sheath, with screw and coil inside, were placed in the forge fire and heated to a bright red heat, and, kept turning over and over, so as to heat equally on all sides. Finally, the spelter "run" as indicated by the tell-tale zinc flames. Then, the sheath was withdrawn from the fire, and turned around and around until it was screwed off the screw, which was held stationary. The sheath was rotated to cause the melted spelter to distribute itself evenly all along the inserted coil, which was then solidly brazed to the sheath. As soon as the sheath had been screwed off, it was cooled by quenching, but the screw was allowed to cool in air, until, by the time the sheath was bolted fast in the vise, the screw was cool enough to be quenched without danger of injury by springing. Then, a lot of thick oil was daubed into the sheath and upon the screw, which was turned into position in the sheath, and the vise was ready for work again in less than one hour after the sheath-thread stripped out.

## REGULATE SCANDINAVIAN GRAIN

By the end of this month, Sweden is expected to have imported from 7,000,000 to 9,000,000 bushels of wheat for the year ending June 30, 1926. Norway will probably have taken about 6,000,000 bushels in the same period. Rye imports into Norway last year totaled 8,000,000 bushels, and into Sweden, 5,000,000 bushels. It is this grain trade activity in Scandinavia that has recently brought forth legislative rulings in the countries affected. Both branches of the Swedish Parliament have



passed a bill providing for a grain import certificate system.

The system will be similar to Germany's plan. Certificates in Germany are issued to exporters of grain and are transferable, which makes it possible to export rye or wheat from the eastern provinces and import wheat into the industrial districts of the west without payment of duty.

A bill in the Norwegian parliament, Dr. Schoenfeld, government official at Berlin, reports, proposes a grain purchase and distribution monopoly, which would have power to buy domestically produced grain at higher prices than import grain.

## THE GRAIN WORLD

Official reports predict for New South Wales a very good wheat yield. The general level of food prices in New South Wales during April was 66 per cent above the pre-war basis and 10 per cent higher than in April 1925.

Richard A. May, trade commissioner at Alexandria, reports that Egyptian bonded warehouse stocks of cereals and colonial produce at that point moved in normal directions during April, and that very marked advances in flour stocks were accompanied by slight increases in cereals (wheat, maize, barley, etc.) and rice.

April corn shipments were 9,800,000 bushels, as against 5,000,000 last year. Passage quantities at the end of April show an increase of 2,300,000 for the month as compared with 1,400,000 decrease last April.

The Department of Commerce says, "Feed barley and oats were both in fair demand during April and prices show a good advance. Rotterdam reports fairly large business in American 38-pound White Clipped oats during the month."

The export movement of all cereals has increased in Argentina, according to a cable dated May 22, from H. B. MacKenzie, commercial attache at Buenos Aires. Corn prices are very low and the grain exchanges are requesting the abolition of the export duty on that grain.

The wheat crop prospects are excellent in Saskatchewan and Alberta, and business conditions are said to be the best that have been experienced in those provinces for several years.

In commenting on the grain market in Europe, the Department of Commerce said in a bulletin recently:

The European wheat situation, as on the first of May, is, from the foreign exporter's standpoint, stronger technically and statistically than a month ago. Such remaining surplus as the Danube Valley and Russia may be able to contribute will all be wanted in nearby areas. Native supplies in deficiency countries are rapidly approaching exhaustion. The European crop outlook, both as to area and condition, is somewhat less favorable than a year ago. Italy, in addition to purchases from adjacent surplus areas, must look to overseas sources for the major portion of her needs for the balance of the season. The big importing states of western Europe (excluding France) are definitely on an import basis up to the end of August when their own crops will begin to be available. During this period western European importers appear likely to require considerably more wheat than old crop surplus areas have available for shipment or will ship.

Government reports state that the in bond movement of cereals during April was distinctly upward with an advance from 53,319 to 59,147 sacks. Present stocks are normal, approximately January figures, but standing far below the April 30, 1925, total of 175,542.

Latest Argentine estimates regarding corn make no reduction under previous forecasts such as weather conditions during and since harvest would seem to dictate. A fairly wet harvest in many areas has not been conducive to good quality and a poor quality crop reduces the exportable surplus. The trade appears to be in a quandry as to whether Argentina will have as much corn for export as the official estimates indicate, and if so, whether or not the quality will be such as to curtail exports. Another factor affecting the corn market was the

limited offers of cheap Russian beans to the Continent. Good Russian beans, suitable for grinding and animal feeding, were sold in Rotterdam at about two guilders per quintal under the price of corn.

In Tunis, the import duties on cereals, and cereal products, including wheat, oats, barley, rye, corn, buckwheat, millet, bread, gluten and macaroni, have been increased 30 per cent, according to a decree published by the *Journal Officiel Tunisian*, of April 21, 1926, as reported by American Consul L. L. Smith.

Weather conditions in Europe for the past few weeks have been generally favorable for the growth of the cereal crops except in Bulgaria, Italy and England and Wales, according to cables received by the Department of Agriculture from the International Institute of Agriculture. In Russia the yields of Winter cereals are expected to be better than last year.

Imports of wheat into bonded mills for grinding into flour for export amounted to 329,000 bushels during the week ended May 22. For the period from July 1, 1925 to May 22, 1926, imports of such wheat have amounted to 13,537,000 bushels, as com-

parisons with only 5,809,000 bushels for a corresponding period a year ago.

enough quantity to make extra vessels necessary. It is at present estimated that approximately 50 of the Shipping Board's cargo vessels will be on hand toward the end of July for this work.

## POLITICS IN AN ELEVATOR

A New York elevator of late has been the storm center of inter-party political discussion in that state.

"Gross extravagance and unbusiness-like methods" by the State Government in the management of the barge canal grain elevator at Gowanus Bay, Brooklyn, have been charged by Representative Ogden L. Mills. Mr. Mills declared that the elevator was over-manned, that there was great payroll waste during the Winter and that nearly all the 60 or 70 employes had been paid for much overtime.

Mr. Mills, who has been a frequent critic of Governor Smith and has been mentioned many times as a possible Republican candidate for Governor, asserted that this waste could be prevented by a state budget system, similar to that of the Federal Government. "But it won't do any good unless you have a Dawes or a Lord to run it and a Coolidge to stand behind it," he added.

"What's the matter with Smith?" shouted several



NEW YORK STATE ELEVATOR AT GOWANUS BAY, BROOKLYN, N. Y.

pared with only 5,809,000 bushels for a corresponding period a year ago.

The spring corn crops of Guatemala have been destroyed by grasshoppers, and it is estimated that at least 3,000,000 bushels of corn will have to be imported.

## PREPARING TO EXPORT WHEAT

On June 3 the United States Shipping Board began to prepare for transportation from Gulf ports of the Winter wheat crop of the Southwest whenever a substantial quantity of it is ready for shipment. The Board passed a resolution authorizing President Crowley of the Emergency Fleet Corporation to investigate the probable requirement of tonnage for this service and the probable number of ships which will be available on call for immediate use. His report will be the basis on which the Board will work.

The Board has been advised that the need of vessels for grain movement is not likely to be as urgent as it was two years ago when several hundred freight cars loaded with grain were delayed outside of Galveston for want of ships but, it has been reported, the amount of Winter wheat available for export this season is in substantial

voices. Mr. Mills hesitated after this interruption. "I'm not attacking anybody here; I'm telling about conditions as I find them," he said. "I am not blaming the Governor personally but the Government of which he is the head."

Mr. Mills had previously said that he had the elevator payrolls investigated because he "wanted to find out what a state administration that is always talking about 'business principles' and asserting that the state is being run on a 'strictly business basis,' was doing in the case of elevators which never should have been built."

"The payroll of the elevator last year totaled \$128,210," he said. "Of this amount approximately \$50,000 appears to have been wasted. In January a year ago the total overtime was \$25.20. In January this year the overtime was \$1,532. In February of last year the overtime was \$109.90. In February this year it was \$1,837.

"Two laborers on January 20 last each received \$15.40 for 22 hours' work on that day. They each got \$9.80 overtime. On the same day a machine man was paid \$16. For two days before that he had put in 14 hours each day, but he came back and did 22 hours, and after two hours' rest did 12 hours and the next day 13 hours. In three days this man did 50 hours of work—24 hours regular time and 26 hours overtime."



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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JUNE 15, 1926

## THE BORER WAR

CANADIAN and United States officials have now begun work in earnest on the campaign to limit the advance of the European corn borer. The action is timely for the pest is headed directly for the corn belt. Dean C. F. Curtiss, of the Iowa State Agricultural College, makes no exaggeration when he describes the borer as "probably the most serious menace that has ever threatened the prosperity of American agriculture."

At Chicago, where the renewal of the corn borer war was declared, expert entomologists showed that the destructive insect has spread so rapidly that the infested area in the Dominion is now 15,000 square miles, and in the United States, 30,000 square miles. The borer zone moved down to within 25 miles of Indiana last year.

The progress of the borer is insidious. Yet the situation is far from hopeless. Federal appropriations, as well as additional state appropriations, are being urged. It is a genuine bit of farm relief that cannot be refused. Plans are being carried out to increase the quarantine forces this season on the borders of infested areas. Untiring strictness there is essential.

## EUROPE'S WHEAT

PROSPECTS for a good wheat crop in the principal countries of central Europe continue to be favorable. One who was in Europe scarcely a fortnight ago is responsible for this generality, and the following. Leaving Cherbourg on a five-and-one-half-

day boat, he was soon here in the heart of America with first-hand news.

Crops of wheat in Rumania, Austria, Hungary and the Bavat area are all in excellent shape. Conditions in Bulgaria and in the Serbian section of Jugo-Slavia are not so promising. Last year, Europe's bumper crop followed late spring and early summer conditions very similar to those that have been experienced this year.

Weather in Argentina has been erratic, yet generally favorable to grain growing. In the northern section, crops have received rainfall in over abundance. In the southern section, subnormal moisture has been recorded.

All the reports we get from across the seas from month to month may seem of no use to some. Others who follow daily bulletins, weekly reports and monthly summaries of foreign crop news, are not so puzzled at quotation trends. The "feel" of the market is theirs.

## HEW TO THE LINE

SIDELINE is an interesting term. Increasing competition at points where the grain from the fields heads in has demanded sideline activity or a shutdown for many plants. In the matter of life or death to many an elevator business, sidelines such as feed, salt, or numerous other lines have meant life. Without them, only losses could have been registered.

There is such a thing, however, as too much of a good thing when it comes to sidelines. When sidelines are *side* lines, they can profitably be developed. When they are turned into main lines they become a menace. The actual main line business, grain, is apt to be sacrificed on the altar of some product for which there is a temporary selling boom. When that passes, the grain trade is gone to a competitor.

Study your sideline possibilities. All straws in the wind seem to point to the conclusion that there is profit in that direction. But keep the sidelines in correct proportion. There is no substitute for a good grain trade at your elevator.

## POOLS NORTH AND SOUTH

DISCUSSING the present size of the Canadian wheat pool, an official review from the Dominion Government says that Canadian farmers in less than three years have established the largest co-operative organization of its kind in the world. The wheat pool referred to, with its three units in Manitoba, Saskatchewan and Alberta, now has a membership of 125,000, representing 13,230,000 of the 21,000,000 acres sown to wheat last year in the three Prairie Provinces. "It is handling the sale of the greater part of Canada's wheat production," declares the report.

The largest proportion of the wheat is sold by this central selling agency to importers and buyers in different countries of the world, for the agency has direct selling connections with every wheat importing country,

and its own representatives in 51 ports of the world.

Foolish is the man who tries to disparage the service Canadian pools furnish. Their worth is a known quantity. There are faults. But all in all, the pool plan there works well.

It is imperative that grain traders in the United States, however, realize that there is no parallel between the pool possibilities here and those north of our border. Canadian pools came into life without having to do battle with any long-established system of independent, orderly grain marketing. Some pools in this country have engendered such enmity from the veteran grain men of their respective sections that their continuance is of doubtful value.

## PUBLIC RELATIONS

IT MIGHT have been expected that the speaker who brought up the subject of the grain trade's public relations at a recent convention was not himself in the elevator business. He was, though, a man from within an industry which has to deal with the same public that grain men have to consider.

He suggested that it would not be a bad idea for the grain trade to become articulate. What does the average citizen know about the elevator business? The answer is approximately a zero with the rim knocked off. As one of the consequences, any farmer politician's utterance charging that the grain man, as a rule, is a robber is swallowed with hardly a grain of salt. Such a charge, nine times out of the well-known ten, goes unanswered. What is the result? At present, the result is class legislation being passed for co-operative grain marketing groups in competition with private grain markets. No fair mind can fail to see the injustice such a law will bring to the independent grain merchant.

But independent grain dealers, as an industry, are speechless—except in Washington. There, the grain trade representatives are doing their level best. But educating Washington is not the solution. Congressmen, until the sun sets in the east, will have their eyes on voters. The grain trade has not made friends with the voting public. Congressmen should worry about those who are not "in good" with their constituents.

That's stating the matter rather bluntly. Perhaps it is about time. The meat packers were once in the same predicament as grain men. They were charged with exorbitant profits. Now packer advertising has dissolved the farce of such accusations. Grain men have not thought much about appointing and investing their interest in a public relations committee. That is a side-line for the industry as a unit, that is worthy of thought—and action.

Canadian experiments with Ruby wheat are now in the ninth year. Official record has been made—believe it or not—of a nine-acre harvest which averaged 68 pounds to the bushel. Its protein was stated as 15 per cent. The kernels are small—but they must be heavy.

## EDITORIAL MENTION

A recent discussion of grain men brought to the surface a wide range of smut-cleaning costs. The estimates were eight cents, two cents, three cents and one-tenth of a cent per bushel. Take your choice.

Secretary of War Davis has received many congratulations on the fine business methods in use by the Mississippi Barge Line management. The grain barge express service is gaining popularity constantly.

Statistics of Argentina's foreign trade for the first quarter of 1926, received the first week in June, show a 45 per cent drop in wheat exports, as compared with the same period of last year. Interesting news for our export trade.

The shortest river in the world, the Detroit, is credited with carrying a greater yearly tonnage than all the tonnage leaving both Atlantic and Pacific ports. Some of the grain barges carry 500,000 bushels of wheat. In a season, that kind of capacity runs the grain volume into skyscraping figures.

The per cent protein in wheat is largely a matter of soil condition. For instance, at the Kansas try-out station, identified varieties were sown side by side in different soil. The wheat standing in soil that had been in Alfalfa two years bore kernels with 5 per cent more protein than the other kernels.

At St. Paul this summer there is to be a short course open for grain dealers in connection with the American Institute of Co-operation. Co-operative marketing in all of its phases, says a bulletin from Minnesota University, is to be the outstanding subject. In some academic circles the idea persists that co-operative marketing is nearly synonymous with grain dealing.

Imports of American wheat, British dispatches state, will be seriously affected by a prolongation of the general strike in England. Even though the strike should be quickly settled, the congestion on the docks will affect trade for several weeks to come. As in all emergencies, however, wheat cargoes and other food shipments are bound to receive precedence in handling.

There seems to be quite a rivalry developing in Colorado between the enthusiasts for Garnet and Marquis wheats. It is claimed that Garnet's main advantage lies in its earliness. At several points in the mountain state, though, Marquis and Garnet ripen simultaneously. Garnet will always give the old standby, Marquis, a run for its money, but will never altogether replace it.

European demand for Argentine wheat, which took a severe slump with the announcement last fall that the new wheat crop

had proved greatly deficient in specific weight, gradually picked up as cargoes began to arrive in Europe, and showed better quality than had been anticipated. However, despite a noticeable improvement in foreign demand late this spring, the shipments for the first quarter total only 31,351,000 bushels, as compared to 56,962,000 bushels for the same period in 1925.

Smutty wheat. Will that question ever be solved. One Ontario miller believes it is solved in his section. He says "the fear of God has been put into the elevator men and farmers" by mills refusing to take in tainted wheat. A miller from the Pacific Coast, replying to his comment, says that at certain seasons, if the mills there wouldn't take smutty wheat, they wouldn't get anything.

Scientific discoveries by Canada's system of experimental farms have increased the income of Canadian farmers by millions of dollars annually. Marquis wheat was evolved at the Ottawa farm by Dr. Charles Saunders. Garnet wheat, which ripens 10 days earlier than Marquis and is expected to supplant that variety in some territories, is also a product of the Dominion experimental farms. Other discoveries include beardless barley and hull-less oats.

The new crop improvement program for the wheat belt of Kansas is a five-year proposition. In 1930, it is hoped that 80 per cent of the growers will be selling intelligently on a protein and grade basis. Eighty per cent of the fields will then be in standard varieties, with 100 per cent control of the Hessian fly. With the energy that's being put into the work, the fields should be 99-100 per cent pure, anyway.

The first wheat "sales co-operative" in Italy is now a year old. It was organized in the Friuli district in Julian Venetia. The United States commercial attache at Rome reports it has 96 members who turn their wheat into a central warehouse. This first effort at co-operative selling was on a very small scale, but the example set has been followed, always in a small way, in other agricultural centers. It is now said that the Ambulatory Agricultural chair, whatever that is, of the Friuli district has been commissioned to investigate the wheat silos of Czechoslovakia with a view to erecting silos for local wheat sales co-ops. All of these undertakings are relatively unimportant from the point of view of grain handled, but may be considered significant, to the optimist, at least, as straws in the wind.

Discovery of a new variety of field peas which will yield 10 bushels to the acre more than standard varieties now grown in Canada and the United States, has been announced at Winnipeg, Man., by the Federal Department of Agriculture. The new type, which is called "Mackay," was evolved by agronomists at the Dominion experimental farm at Ottawa, Ont. Experts declare that Mackay peas will mean to the growers of field peas

what Marquis has meant to wheat growers in western Canada. The peas, which are the result of five years of experimentation at the central farm at Ottawa, are a selection from a cross made between varieties known as Mummy and Black Eye Marrowfat. Adoption of the new variety, it is said, will add millions of dollars of revenue to growers throughout the Dominion. It will also add much to the glory of the Canadian experiment stations.

Vice-President Dawes has changed his mind about the surplus control legislation which has the equalization fee provision. Sir Josiah Stamp, whom he blames for his reversal of opinion, has not endorsed the equalization fee as embodied in the Haugen measure. He has endorsed it as being practicable under certain given conditions—many of which we lack. We hope the vice-president is still corresponding with Sir Josiah. If he can change his mind suddenly once, he can do it twice.

In searching for new selling kinks for feeds and other sidelines at the elevator, we must bear in mind that old ideas are new to new people. Someone once asked an actor how he kept supplied with jokes. He said: "The gags are old ones, but the people are new." The basic principles of sideline selling remain the same. Hand out and mail out circulars just as you have done. Assert the same old facts about the feeds you are handling. No one in your locality has seen them half as often as you have.

In the 10 years ending January 1, 1926, the railroads of the United States increased their property investment from \$17,636,000,000 to \$23,548,000,000. A substantial part of the increase has been for grain handling. Speeding up of claim adjustments has been another feature. Loss and damage claims amounting to \$36,760,941 were paid by the railroads in 1925, as compared with \$119,833,127 in 1920. The number of claims filed was reduced from 4,721,497 in 1920 to 2,380,823 in 1925. Seventy per cent of all claims were settled in 30 days. After their sick spell of Government control, rails are getting on a business basis.

Apparatus, called a Bates Aspirator after its inventor, E. N. Bates, market specialist of the Department of Agriculture, automatically removes smut and light dockage from grain by suction, as a part of the threshing operation. In this attachment, the grain, as it is thrown from the thresher elevator, is spread out into a thin, even stream by being directed onto a low, inverted cone. The cone causes the grain to pile up and flow evenly over the edge. Suction from above draws a current of air through the thin sheet of falling grain and lifts out the light material. Need for the removal of smut and dockage at threshing time is emphasized by the fact that there was approximately 1,239,000 bushels of dockage assessable, against the 118,665,000 bushels of wheat produced in Washington, Idaho and Oregon during a recent year. Of this dockage total, approximately 764,000 bushels were of smut dockage.



GEORGE S. BRIDGE  
Chicago

## NEWS OF THE TERMINAL MARKETS



R. M. WHITE  
Duluth

### WHEAT CARRY-OVER

Nat C. Murray of Clement, Curtis & Co., Chicago, says: Reports from over one thousand country correspondents indicate that present stocks of wheat on farms are 25 per cent less than a year ago and stocks in country mills and elevators 8 per cent less than a year ago. These estimate that the wheat carryover July 1 will be about 20 million bushels on farms and 22 million in country mills and elevators. Carry over in all positions will likely be somewhere near 55 million bushels, against about 86 millions a year ago and 106 million two years ago.

### RATES OF COMMISSION FOR DELINQUENTS

The Board of Directors of the Milwaukee Chamber of Commerce has decided that if a member of the Board is delinquent in his dues he is not entitled to the members' rates of commissions after 30 days from the time the assessment is due. The Board has instructed the Committee on Rules to prepare an amendment to the rules providing for this change, and if the rule is adopted delinquent members will pay full non-member rates after 30 days and be liable to forfeiture of the membership after the fiscal year. This will insure promptness in the payment of assessments.

### A GLANCE AT INDIANA CONDITIONS

Crabbs Reynolds Taylor Company of Crawfordsville, Ind., say in their letter of June 12: Weather most of the week has been cool. It warmed up considerably Thursday and Friday. We have had local showers the last of the week, which were beneficial as they were badly needed.

Wheat: Practically all headed out. Prospects some improved as weather conditions and moisture have been excellent for wheat growth. With ideal conditions until harvest we should have a good yield and good quality wheat. The fields are clean and as fertilizer has been used in practically every instance the kernels should make a good grade.

Corn: Growth rather backward, showing lack of sunshine and warm days. This may strengthen the root growth and eventually prove beneficial. Color somewhat yellow. Most all of the corn has been plowed once and a large acreage twice. Fields are clean of weeds and good stands reported. Receipts of old corn lighter than expected. Farmers have been very busy and many are expecting higher prices. Both army worm and cut worms are being reported in this county. Army worms are doing considerable damage. Hogs are worth around \$14.25 to \$14.50 cwt. net to the farmers.

Oats: Still showing very spotted and have not made much growth during the past week. Receipts of old oats light.

### VOLUME OF GRAIN FUTURE TRADING IN MAY

L. A. Fitz, grain exchange supervisor at Chicago, announces that the total trades in grain futures on the Chicago Board of Trade during May aggregated 1,379,286,000 bushels, compared with 1,634,583,000 bushels in April, and 2,004,851,000 a year ago. The total of May trades in bushels was divided as follows, and for purposes of comparison the total for each grain for April is given in parenthesis: Wheat, 1,077,789,000 (1,208,957,000); corn, 221,142,000 (270,427,000); oats, 50,670,000 (117,083,000); rye, 29,685,000 (38,116,000).

The average open contracts in futures on the

Chicago Board for the different grains, were: Wheat, 85,808,000 bushels, as compared with 96,935,000 in April and 87,483,000 in May 1925; corn, 53,831,000 bushels, as against 57,876,000 in April and 54,477,000 last year; oats, 37,618,000 bushels, compared with 46,132,000 last month and 42,860,000 a year ago; rye, 8,359,000 bushels, as against 13,177,000 in April and 10,230,000 in May last year.

### WICHITA BOARD ELECTS

At the recent annual meeting of the Wichita Board of Trade, Edward M. Kelly, president of the Commerce Milling & Elevator Company, was elected to the presidency. Mr. Kelly's rise in the grain business has been interesting for he started as a young man in the country grain business. He was born in 1871 at Joliet, Ill. When Mr. Kelly was 17 years of age, the family moved to Harper County, near Kiowa, Kan., settling on a ranch. Wheat was among the products raised. This was really the



EDWARD M. KELLY

incentive which urged the young man to enter the grain business.

In 1900 he and his brother sold the family's land holdings to concentrate on the country grain business. His first country grain business was in the '90's at Kiowa, Corwin and Hazelton. He built elevators at Corwin and Hazelton and later built other country houses.

In 1906 he entered the terminal market business, establishing the Kelly Grain Company at Wichita. At one time it had 15 country houses. This led to his election to the presidency of the Imperial Flour Mills Company.

Shortly after 1917, he and William Henry Smith joined interests as the Imperial Flour Mills Company of Wichita. Later the company was consolidated with the Commerce Milling & Elevator Company and the name was changed.

Mr. Kelly succeeds Roger S. Hurd in the presidency of the Wichita board. J. A. Woodhill, president of the Woodhill Grain Company, has been chosen vice-president; Mr. Hurd was elected to the Board of Directors, with H. F. Bradley, R. R. Roth and A. F. Baker.

For the first time in the history of the organiza-

tion, the secret ballot was used. Municipal officers loaned a ballot box to the Board of Trade and the members greatly approved of the new system.

### INSPECTION FEES AT MILWAUKEE

On June 1 a new schedule of inspection fees became operative at Milwaukee as follows:

Grain	
Inspecting grain from cars and furnishing sample, per car.....	\$1.00
Inspecting grain "in" by sample, in bulk, per car.....	1.00
Inspecting grain equal to sample when made by original inspection sample, in addition to the initial inspection charge, per car.....	.25
Inspecting grain from elevators into cars by grade or sample, per car.....	.75
Inspecting grain from elevators into vessels by grade or sample, per 1,000 bushels or part thereof.....	.60
Inspecting grain from wagons or trucks, per load.....	.25
Inspecting by sample, or sampling grain in bags, per bag.....	.0½
Each bag inspected while unloading, carloads, per bag.....	.0¼
Minimum charge.....	1.00
Inspecting grain from elevators into wagons or trucks, per load.....	.25
Sampling grain and furnishing sample, per car.....	.40
Bulkhead cars, for each additional lot.....	.15
Sampling grain where no inspector or sampler is stationed, per car.....	1.00
Bulkhead cars, for each additional lot.....	.25
Sampling and inspecting grain where no inspector or sampler is stationed, "in" per car.....	1.50
Sampling and inspecting grain where no inspector or sampler is stationed, "out" per car.....	1.25
Sampling and inspecting screenings from railroad cars and furnishing sample, per car.....	1.00
Sample and inspecting screenings from elevator into railroad cars, per car.....	.75
Where no inspector or sampler is stationed, additional charge per car.....	.50
Testing grain for moisture, per car or lot.....	.25
Re-inspection, per car.....	1.00
Unless re-inspection results in a change in grade, when no charge is made.	
Inspecting mail samples, or any other samples submitted for test, per sample.....	.25
With moisture test, per sample.....	.50
If certificate is issued, above service is.....	.75
A re-inspection performed more than 48 hours after original inspection shall be regarded as a second inspection, and the charge for the service shall be the same as the charge for the original inspection.	

### Flaxseed

For each car or part car, in bulk or in bags.....	1.25
For each 1,000 bushels from or to elevator or warehouse by lake transportation.....	1.25
If moisture test is made, additional charge.....	.25

### NEW PORTLAND EXCHANGE RULING

The new rule on deliveries on the Portland (Ore.) Merchants Exchange supersedes that in effect several months ago:

It is recommended that in all cases returns be made as early as possible. Mills and members operating as dock receivers shall make returns on grain deliveries within 20 days, the date on the inspection certificate to determine. Members of the next position are allowed not to exceed five days, in each case, to make returns.

Sundays and holidays shall not count in the time estimates.

In the event of a delay in the making of returns beyond the time limits hereby fixed, it shall be the duty of the shipper to notify the party of the next part of the delinquency, such notice to be in writing. Thereupon, such notice having been given, the returns shall be made within three days of the receipt of such notice. If the returns are not so made, there shall be a penalty fixed upon the party or parties delinquent of one dollar per day per car,

June 15, 1926

continuously, until returns are made, the penalty to be part in its amount of the returns.

Any member shall have the right of appeal in an unusual case or cases to the Grain Committee, which committee shall have power to act finally upon such appeals in any or all of its details.

It is recommended that this rule be in effect June 1, 1926, superseding from that date any other rule of previous adoption.

## DISPUTE LEASING TO POOL

Grain interests of Canada, particularly the grain dealers of Vancouver, B. C., are active participants in the dispute over whether or not the Alberta Wheat Pool shall be allowed to lease Vancouver elevators. Milton Campbell recently introduced a bill seeking to give the grain producer the right to determine the destination of his own grain.

Objections have been raised that (1) the Vancouver cash grain market cannot function properly with less than the existing capacity of "public storage"; (2) the cash grain market was established in Vancouver as the result of persistent demands from Alberta farmers non-members of the pool, who desired daily authentic quotations from the coast; (3) The Spillers Elevator, heretofore operated as a "public" elevator under its new ownership; (4) No. 1 Elevator should not be leased or sold to any interests whatsoever at the present time.

The Wheat Pool claims to have shipped 60 per cent of wheat exported from Vancouver and the grain interests claim 65 per cent. And there the matter stands.

## N. Y. PRODUCE EXCHANGE ELECTS

B. H. Wunder of the Harry E. White Company of New York and Baltimore has been chosen by members of the New York Produce Exchange to direct the activities of that association during the coming year. R. L. Sweet was elected to the Board of Managers.

The report of the Exchange shows that it has a membership of 1,133 regular, of which 1,117 are subscribers to its gratuity fund. There are 445 associate members.

## MONTREAL HOLDS GRAIN LEAD

Statistics issued by the Harbor Board at Montreal show that shipments of grain from Montreal in 1925 aggregated 166,212,335 bushels, as compared to a total of 165,139,399 bushels during the preceding year, and 155,035,817 bushels in 1922. The nearest competitor among the ports is New York, which handled about 25 per cent less grain last year than did Montreal, and in 1924, between 40 per cent and 50 per cent of Montreal's total.

Last year Montreal handled as much grain as the combined ports of Philadelphia, Baltimore, New Orleans and Galveston.

## TERMINAL RECEIPTS LIGHT

Conditions here no doubt are the same as they are at most terminals. Receipts are extremely light and there seems to be considerable demand for all kinds of grain. Some buyers, of course, are rather reluctant to commit themselves on wheat, although other grains have apparently taken a definite trend.

Oats are wanted here in liberal quantities, particularly qualities suitable for cereal mills, and our malt houses are still operating at full capacity and we are having an exceptionally good market for barley. Rye also seems to be wanted by the elevator interests.—*E. P. Bacon Company, Milwaukee. Market letter of June 11.*

## CORN AND OATS DEMAND SLOW

The eastern domestic demand on both corn and oats has been very slow for several months and while the merchants in this market have been looking for an improved demand, up to the present time it has not materialized. There has been quite a good movement of fresh shelled corn from Ohio arriving in this market, most of which has graded No. 2. This has been taken by the local mills. Just at the present time the movement is not heavy, in fact unless it increases within the next

few days there will not be enough arriving from the country points to fill the demand from the local mills in this market.

There has been a very good demand for heavy test No. 2 White oats. Up until three or four days ago the movement from the country has been rather liberal, the local mills being well supplied they have not followed the advance in the option on their purchases of cash oats. We figure that there will be a good demand for fresh shelled corn all through the summer months.—*McConnell Grain Corporation, Buffalo. Market letter of June 11.*

## CORN ACTIVE IN PEORIA

There has been very little wheat handled here, only an occasional car and no well established quotations. We have had rather large arrivals of corn for more than two weeks—inspection has shown more than 100 cars daily and practically all of it was satisfactorily placed.

Up to past few days there was quite a large proportion of corn that was heating or hot but the arrivals now show that nearly everything is cool. Values here as compared with other competing markets have been about even, we think, on the better grades but our prices have been relatively better on all grades below No. 3. The daily industrial requirements here now approximate 70,000 bushels.

We see no reason why we should not have continued good arrivals and that shippers may expect fair market values for the grain they ship. Our oats market has not been heavily supplied as the movement mostly has been very light. There has been and is now a good demand for oats at prices that correspond very closely with values in other markets.—*P. B. & C. C. Miles, Peoria. Market letter of June 11.*

## MEMBERSHIP PRICES BOOSTED IN NEW YORK

As the futures market approached completion on the New York Produce Exchange, the price of memberships reflected the anticipated benefits of the new order. A month ago when the futures plan was in more or less nebulous state the price of an associate membership was from \$1,400 to \$1,500. On June 7 the price had risen to \$2,800 bid and \$3,000 asked, and even higher prices are anticipated if the futures market develops to the extent expected.

As the *Journal of Commerce* sees it: "In the vessel freight market the opinion is general that, as the proposed market expands, it will draw a great deal of grain to New York which now goes to other North Atlantic ports. In the grain trade, emphasis was laid on the necessity of a ceaseless campaign for recognition of the hedging as well as the other facilities of the New York export market until operations shall have broadened to the point where its own initiative will be established.

"To what extent western grain exporters, who are strongly attached to their home markets, and long accustomed to hedging in them, will patronize the seaboard market, the New York trade does not foresee. It believes they will come in and combine their shipping and merchandising operations, right where both coalesce, and the exporter must daily be present in person or by proxy."

## CROP ESTIMATES—PRIVATE AND FEDERAL

Crop estimates are of greatest interest in the total figures of expectancy. The manner in which they are gathered has little public regard, so long as they are comprehensive and accurate within the limitations imposed on any event of future determination. The trade reads carefully what the crop experts employed by private grain firms have to say, and their estimates are checked against the Government estimates issued a few days later. This year these comparisons will be of greater interest because of the new stand by the Government, explained in the following statement made recently by B. W. Snow:

"The crop reporting bureau of the United States

Department of Agriculture has adopted a policy of refusing to make public the pars used each month in converting crop condition figures into indicated bushels per acre. Heretofore it has been customary to furnish these par values to private crop reporters on the theory that the public interest was best served by having the recognized private and the Government crop forecasts calculated upon a common basis that made them comparable.

"As the Government now sees fit to withhold this common basis, those interested in crop information are hereby advised that Mr. Murray, crop expert with Clement Curtis & Co., Mr. Bryant with Jackson Brothers & Co., Mr. Cromwell with Lamson Bros. & Co., and myself with Bartlett Frazier Company propose hereafter to co-operate in preparing the par values used each month so that the private crop reports may continue to be made upon a comparable basis.

"Our various sources of crop information and our conclusions as to crop prospects will, of course, remain entirely individual and independent, the only purpose in the co-operation being to have crop reports from various sources that shall be of a character that may be properly compared."

Following comparative estimates were made by the four crop experts, based on conditions June 1, 1926:

	Winter Wheat. Bushels.	Spring Wheat. Bushels.
B. W. Snow .....	582,000,000	218,000,000
N. C. Murray .....	563,937,000	220,552,000
R. O. Cromwell.....	567,400,000	222,700,000
G. C. Bryant .....	532,000,000	203,000,000
Harvest, 1925 .....	398,487,000	270,879,000

## HIGHER LEVELS LOOKED FOR

While stocks of corn and oats in local elevators are of good volume, and the eastern demand is quiet for all grades at the present time, there is a stronger undertone to the market recently, and an inclination on the part of the trade to look for somewhat higher level of values. This is due to some extent to the fact that the poor start which the new crop has had in the surplus states in the West, makes it seem improbable that this year's out-turn will equal that of last year, and also to the fact that the production of fodder crops in the East is going to be seriously curtailed this summer which makes it necessary for the eastern consumer to purchase the greater portion of his supplies in the open market than has been necessary during the past few years, when home grown crops have turned out well.—*J. G. McKillen, Inc. From letter of June 11.*

## CHANGES IN MEMBERSHIP

*Chicago.*—The following memberships on the Board of Trade have been transferred: C. Arthur Howe, Robert C. King, Estate Wm. S. Booth, George A. Hill, George E. West, Estate James B. Johnston, Estate Emile M. Larson and Estate Wm. Wittman. Memberships have been granted to: Jos. D. Carroll, Sam S. Denman, Lou J. Weitzman, Ernest W. Saville, Otto Tomasek, Walter W. McKeon, Henry G. Campbell and Wm. F. Wittman. The following were suspended for the non-payment of dues: S. P. Buchanan, J. D. Cannon, C. A. Heath, Wm. H. Noyes, G. G. Rosino, and W. N. Jacobs. Reported by Secretary James J. Fones.

*Duluth.*—The following have been elected to membership on the Board of Trade: Hamilton Cook, Wm. Grettum, E. R. Balfour, F. L. Carey. The memberships of the following have been withdrawn: R. M. Davies, A. L. Goodman, O. T. Newhouse, W. G. Philip and R. C. Schiller. Reported by Secretary Charles S. MacDonald.

*Hutchinson.*—J. J. Hughes has been admitted to membership on the Board of Trade on a transfer from Allan Logan, Jr.

*Kansas City.*—S. Mayer has been elected to membership on the Board of Trade on transfers from B. M. Huffine and T. B. Armstrong; Samuel S. Carlisle is also a new member.

*Milwaukee.*—The following new members were

admitted to the Chamber of Commerce: Arthur K. Emrich, F. P. Wheeler, L. W. Gifford. The memberships of E. A. Duff, E. W. Taylor and W. H. Eiring, deceased, were transferred. Reported by Secretary H. A. Plumb.

*Montreal.*—James A. Richardson is a new member in the Stock Exchange. He is president of J. A. Richardson & Sons, grain brokers.

*Peoria.*—Frank Haines and William Merkle are new members on the Board of Trade reported by Secretary John R. Lofgren.

*St. Louis.*—Robert H. Shepherd and S. G. Stickney have been admitted to membership in the Chamber of Commerce. Reported by Secretary Charles Rippin.

### CHICAGO MARKET NEWS

**Wheat:** Steady at the start; the later trade developed a lack of speculative support and a more bearish sentiment on the probabilities that with favorable weather harvesting would be general in Southern Kansas next week. The declines in premiums in the southwest Winter wheat markets influenced a like tendency here, but the arrivals here are hardly sufficient to establish a definite trend.

**Corn:** Gave way under greater selling pressure. High temperatures after the heavy rains in the corn belt are likely to promote rapid and more satisfactory growth. Arrivals fair; some improvement in the domestic cash trade here, and keener competition for the better qualities in the carlot offerings.

**Oats:** Weaker; a notable lack of that speculative support which established the high range the previous session. Free sales of new crop lots estimated 200,000 bushels, probably the important influence. Shippers sales moderate; arrivals fair. Crop news, mostly unfavorable.

**Barley:** Averaged unchanged. Receipts quite liberal but trade small. Spot quotable at 65 for low grade up to 73 for choice quality.—*From June 12 market letter of Pope & Eckhardt Company, Chicago.*

### TERMINAL NOTES

A new private wire office has been opened in Kansas City, Mo., by Lamson Bros. & Co., Chicago commission merchants.

George L. Brannen is now associated with Frazier, Jelke & Co., in Chicago. He was formerly with Babcock, Rushton & Co.

A partnership has been formed at Hutchinson, Kan., as the Cunningham Vance Grain Company by R. W. Vance and Roy Cunningham.

The Powell & O'Rourke Grain Company has moved its offices in St. Louis from the Pierce Building to the Merchants Exchange.

The Colby, Kan., branch office of the John Hayes Grain Company of Wichita, Kan., is now under the management of E. J. Minshall. He took charge on June 1.

Robert Bell has returned home to Milwaukee, Wis., after a five months' trip abroad. Mr. Bell is a member of the grain commission firm of W. M. Bell Company.

Howard C. Turnley is associated with L. J. Nelson, a grain broker at Sioux City, Iowa, handling business there for the Beach-Wickham Grain Company of Chicago.

Harold E. Tweeden has been elected vice-president of the Cargill Grain Company of Buffalo, N. Y. He will have charge of the sales, with headquarters at Buffalo.

C. H. McKeller is now on the Oklahoma City office staff of the Stowers Grain Company. He was formerly associated with the Acme Milling Company of Oklahoma City.

The Brown Grain Company of Minneapolis, Minn., is to be represented on the road by Matt Bayer, formerly general manager of the Northern Grain Company of Scobey, Mont.

Charles Kenser is the new manager of the grain consignment and merchandising department of the General Commission Company of Kansas City, Mo. He was formerly wheat buyer of the Midland Flour

Milling Company of Kansas City. Mr. Kenser will represent the company on the Board of Trade. C. L. Fontaine, Jr., is president of the company.

Tom Flynn is now in charge as manager of the office of B. C. Christopher & Co. at Topeka, Kan. He succeeds Tom Dunn, who is now in charge of the company's office at St. Francis.

Branch offices have been opened at Bloomington and Gilman, Ill., by the Bartlett Frazier Company. A. H. Ellis is in charge of the Bloomington office and Leland G. Duncan in charge of the Gilman office.

J. E. Nuber will be manager of the San Juan, Porto Rico, branch of the rice and grain department of J. S. Waterman & Co. He was formerly located at New Orleans but has left to make his home in San Juan.

Robert H. Shepherd is associated as a partner with J. B. Taylor in the J. B. Taylor Grain Company of St. Louis, Mo. Mr. Shepherd was formerly president of the Carter-Shepherd Milling Company of Hannibal, Mo.

A branch office has been opened at Kinsley, Kan., by Wolcott & Lincoln, members of the Kansas City and the Chicago Boards of Trade. The company has other branch offices at Salina, Hutchinson and Wichita, Kan.

Louis J. Schuster and Radford L. Burge have been nominated as directors of the Toledo Produce Exchange of Toledo, Ohio. They will fill vacancies caused by the resignation of Lester Howard and Charles Mollett.

L. B. Cusick has been made Duluth, Minn., manager of the Continental Grain Company of Minneapolis, Minn. He has made application for transfer to himself of membership standing in the name of E. F. Carlston.

A Chicago Office has been opened by A. A. Housman & Gwathmey, with offices at New York and New Orleans. They are located in the Illinois Merchants Trust Building and will trade in grain, cotton and stocks.

The grain department of the brokerage business of J. D. Latta at Houston, Texas, is now under the management of Edward W. Lambert of New Orleans. He will direct the movement of grain through Galveston.

At the annual meeting of the Fort Worth Grain & Cotton Exchange of Fort Worth, Texas, James A. Simond was re-elected president. Mr. Simond is vice-president and general manager of the Smith Bros. Grain Company.

In July, trading is to be resumed by the New York Produce Exchange in grain futures with Buffalo as the delivery point under New York contracts. Trading was suspended during the war and it has not been resumed since then.

Walter C. Poehler has sold his interest in the Pacific Grain Company of Minneapolis, Minn., and has moved to California where he will enter business. The change was made necessary because of the illness of his daughter.

In order to accommodate the inspection department of the Canadian Government, it has been found necessary to build an additional story to the Winnipeg Grain Exchange. When this is completed, the building will have 11 stories.

The Hipple Grain Company has been formed at Hutchinson, Kan. The firm is composed of F. W. Hipple, formerly of the Hipple Grain Company of Kansas City, Mo., but recently a real estate dealer in Florida, and his brother, G. C. Hipple.

A partnership has been formed at Omaha, Neb., by W. J. Fuller and A. R. Roberts under the name of Roberts-Fuller Grain Company. It will handle trades in Chicago grain, and in cotton and provision futures. Mr. Fuller resigned as manager of the private wire office of the Trans-Mississippi Grain Company.

The Marshall Grain Company which has been operating in the St. Louis, Mo., market for a number of years on June 1 was succeeded by the Marshall Hall Grain Corporation of which W. T. Brookings is president. The corporation has bought the

1,400,000-bushel Burlington Elevator together with the good will of the grain company. Extensive improvements have been made at the elevator which will give the corporation facilities for handling grain with rapidity.

Ramond B. Wilcox was recently elected president of the Portland (Ore.) Chamber of Commerce. Mr. Wilcox is active in the grain, flour and lumber business on the Pacific Coast and is a member of the Wilcox-Hayes Company, importers and exporters.

The Minneapolis Chamber of Commerce Glee Club was on the air from Station WCCO on May 25. The club is made up entirely of members of the Chamber of Commerce and their employes and is conducted by H. S. Woodruff. John J. Beck is accompanist.

The vacancy on the Board of Directors of the Philadelphia Commercial Exchange caused by the resignation of William M. Richardson, has been filled by Walter K. Woolman. Mr. Woolman formerly served for two years as president of the exchange.

Articles of incorporation have been filed by Ernest D. Gourd of Needham, John E. Stevens of Lexington and Rufus E. Sparrell of Marshfield, at Boston, Mass., as the Stevens-Crosby Company, Inc. The firm is capitalized at \$99,000. The company will deal in grain, feed and hay.

Eugene B. Collard has engaged in the grain and feed business on his own account in the Chamber of Commerce Building, Buffalo, N. Y. He recently retired from the grain and feed firm of the Collard-Meyer Company in which he has been associated with C. J. Meyer for several years.

Articles of incorporation have been filed by the Red River Grain Company of Superior, Wis., which is capitalized at \$50,000. The company was organized by John S. Sprowls, Lyman T. Powell and A. K. Rasmussen, all of Superior, Wis. The firm will conduct a general grain and seed business.

A branch office has been opened at Salina, Kan., and one at Hutchinson, Kan., by the Logan Bros. Grain Company, which has its headquarters at Kansas City. The company will maintain a private wire system from its interior offices to Kansas City. At Salina, R. P. Harbord will be in charge.

A check for \$328,878.84 was given by the Underwriters Grain Association to the Trans-Mississippi Grain Company of Omaha, Neb., as partial payment for the company's loss in its elevator fire at Council Bluffs on February 19. There is still due \$72,000 on the grain and between \$500,000 and \$600,000 on the building insurance.

Business has been discontinued by the Niedorp Grain Company of St. Joseph, Mo. Mr. Niedorp will give his entire attention to his other interests. E. A. Gumbert, who was manager of the company, is now connected with the Dannen Hay & Grain Company of St. Joseph and will have charge of the coarse grain department.

A partnership has been formed by J. B. King and E. B. Danforth at Seattle, Wash., to conduct a grain business under the name of the King Grain Company. Mr. King was formerly with Strauss & Co., and lately with H. D. Gee & Co. of Seattle, and Mr. Danforth was formerly with the Sperry Flour Company. Mr. Danforth will open a branch office of the company at Spokane and Mr. King will be in charge at Seattle.

J. M. Chilton is now associated with the Marshall Hall Grain Corporation of St. Louis, Mo., in charge of its wheat department. For three years, Mr. Chilton has been manager of the St. Louis office of the Hall-Barker Grain Company of Kansas City, and prior to that was manager for two years of the Continental Grain Company of Denver, Colo. John Schmitt, formerly with the Marshall Hall Grain Corporation, has resigned from that company.

*Editor American Grain Trade:*—Am taking charge of the Farmers Independent Elevator Company at Sanish, N. D., July 1. Renewal of my subscription to the AMERICAN GRAIN TRADE is herewith enclosed, which please direct as above. JOS. C. FOLVEN, Watford City, N. D.

## TRADE NOTES

Sprout, Waldron & Co., 1202 Sherman Street, Muncy, Pa., makers of the well known "Monarch" line of grain handling, cleaning and grinding machinery, announce a new line of conveyor equipment which will tie up with the older lines under the trade name "Monarch". The new machinery will consist of conveyors, trippers, sheet metal work, power transmission and other allied equipment, and will have the same high grade materials and care in construction that has always distinguished the company's products.

As a means of training new salesmen in company policies and standards and as an inspirational force for older men in the sales department, the Link-Belt Company of Chicago, Indianapolis and Philadelphia, recently held a sales school at the Indianapolis plants. This contact of salesmen with actual production heads, and the scientific specialists of the organization, is a large factor in increasing their ability to solve intelligently and economically the elevating, conveying and power transmission problems of the trade. The school was a great success and its benefits will be passed on to equipment buyers.

In line with its well established policy of giving prospective elevator builders the greatest possible convenience and personal attention, John S. Metcalf Company, Ltd., has opened a new office at Vancouver, B. C., with E. F. Carter in charge. The home office of the company is at 111 W. Jackson Boulevard, Chicago; the main Canadian office at 54 St. Francois Xavier Street, Montreal, and with branches at London, England; Buenos Aires, Argentina; Melbourne, Australia. In all of these countries the Metcalf company has constructed large grain handling plants and has achieved a high reputation for engineering skill and business ability.

Elevator managers are continually on the lookout for a suitable sideline in connection with their grain business. The Barton Salt Company of Hutchinson, Kan., offers one which should have a wide appeal in stock districts, and it is becoming difficult nowadays to find any farm community in which livestock is not an important part of farm operations. The Homestead Fly Salt is said to make the blood of cattle distasteful to flies and they will not bite. What dairyman would not be interested in this means of saving money and making his work infinitely easier in fly-time. Sidelines should be selected with the idea of bringing in a definite profit, and secondly of supplying a service to your farmer friends. Homestead Fly Salt bears all the earmarks of satisfying both of these requirements.

### HOWES ADDS TO BUSINESS

The S. Howes Company of Silver Creek, Mich., has bought the business of the Johnson & Field Manufacturing Company of Racine, Wis. The latter company was established in 1876 to manufacture seed-cleaning machinery, by J. F. Johnson and M. S. Field. In 1888, the F. A. Dickey Manufacturing Co. was acquired. In 1898, the original corporate name was changed and later Mr. Johnson took over the entire business. The Racine plant will be dismantled and placed on the market. All operations will be centered in the Silver Creek plant of the S. Howes Company.

Its dominating personality having passed away with the demise of Mr. Johnson, the Racine institution's control came into the hands of his widow who has since continued the business. Mrs. Johnson for some time past has been anxious to relinquish her arduous duties, yet could not be induced to dispose of her holdings in the corporation without adequate assurance from prospective buyers that her late husband's policies would be continued. It was a difficult matter to find a manufacturer in this or a related line whose ideals measured up

with those of Mr. Johnson and whose financial standing and physical resources would permit upholding the Johnson & Field reputation. A proposition was finally made to S. Howes Company, Inc., of Silver Creek, N. Y., said to be the world's largest producers of grain and seed cleaning machinery. Their "Eureka" and "Invincible" products are popular with all flour millers, elevator operators and seed merchants.

### THE GRAIN MARKET SITUATION

BY G. A. COLLIER

Bureau of Agricultural Economics, U. S. Department of Agriculture

A material deterioration in the prospect in both the Hard Winter and Spring wheat crops has caused a considerably firmer tone in the wheat market during the past month. The June 1 report of the United States Department of Agriculture places the condition of Winter wheat at 76.5 per cent of normal, compared with a 10-year average of 77.8. The condition of the Spring wheat crop was 78.5 per cent of normal, the lowest on record for June 1, and compared with a 10-year average of 89.9 per cent.

The Winter wheat crop, as indicated by June 1 condition, will total about 543,000,000 bushels, a decline of about 5,000,000 bushels from the forecast of May 1. The greatest decline was in the Hard Winter wheat states of Kansas and Nebraska, where the June 1 estimate was over 13,000,000 bushels below that of the previous month. The crop in Texas showed an improvement of 5,000,000 bushels, due to very favorable moisture conditions. In the three Soft Winter wheat states of Ohio, Indiana and Illinois, conditions were also more favorable, and the June 1 prospects were nearly 5,000,000 bushels above those of May 1. There was a decline of about 2,000,000 bushels during the month in the Pacific Northwestern states of Washington, Oregon and Idaho, caused by lack of rain toward the last of May.

The condition of the Spring wheat crop on June 1 was below the usual average for every state of the Spring wheat belt, from Minnesota to Washington and Oregon. In North Dakota, the leading Spring wheat state, the condition of 78 per cent on June 1 compares with a 10-year average of 88 per cent. The final yield, however, particularly in the Spring wheat territory, will depend largely upon moisture conditions during the remainder of the season.

Canadian Spring wheat prospects are apparently much more favorable than in the United States. Trade reports indicate that prospects throughout the West at the first of June were uniformly good and that growth was a week to 10 days earlier than at the corresponding time last year. A fairly heavy rainfall was received during the last week in May over most of Saskatchewan and in many parts of Manitoba and Alberta. Grain in certain districts suffered loss by drifting of the soil because of high winds which continued to some extent during the last week in May. With few exceptions, there appeared to be plenty of moisture at the first of June in the three Prairie Provinces and a good early crop seemed probable with a continuation of favorable growing conditions throughout the area.

Cereal crops in Europe did not make normal progress during May because of adverse weather conditions, and prospects at the first of June were not as promising as reports indicated a month ago. In Western Europe the weather was cold and rainy during the latter part of May, particularly in France, Belgium, The United Kingdom, Northern Italy and parts of Germany and Central and Northern Czechoslovakia. Southern Italy, Greece, Eastern Prussia and parts of Bulgaria suffered lack of rain, but barring some of the dry sections, warm, bright growing weather was needed for the best development of the crop, which generally was considered a week to 10 days late.

#### CASH PRICES MAKE SHARP ADVANCE

While wheat future prices at this writing (June 10) have advanced only about 4 cents per bushel since our last report, cash prices have recently

made sharp advances at the principal markets. Receipts of good milling wheat in the principal Hard Winter wheat markets have been below current needs, and while flour demand has not shown any material improvement, mills have been forced to bid actively to obtain sufficient wheat for their current needs. Rains in Oklahoma and Texas have somewhat delayed the movement of the new crop wheat and this also has been a strengthening factor. Good milling grades of wheat at Kansas City are quoted as high as 36 cents per bushel over the July future prices for No. 2 Hard Winter 12-13 per cent protein.

The advance in the Hard Winter wheat market has not been followed fully by the market for Soft Winter wheat, which sold below \$1.50 per bushel at St. Louis during the first week in June, for the first time during the current crop year. Improved crop prospects in the Soft Winter wheat area, together with the continued light demand from southern mills, is probably principally responsible for the weaker tone in the Soft wheat markets.

The demand for wheat in the Spring wheat markets has been sufficiently active to hold premiums very firm for milling grades. Thirteen per cent protein No. 1 Dark Northern is being quoted at Minneapolis at 14-19 cents over the July prices. Prices of Durum wheat are also holding firm, with the Duluth market relatively higher than Minneapolis.

Crop conditions in the Pacific Northwest have become less favorable than a few weeks ago, because of the dry weather which has damaged the crop in many sections. The demand for wheat in the Pacific Northwestern markets has become less active, as exporters have withdrawn from the market and are awaiting the arrival of boats to export the wheat which has accumulated to near the capacity of the marketing facilities at Portland. Notwithstanding the decrease of about 2,000,000 bushels in the prospect of the three northwestern states of Washington, Oregon and Idaho, the June 1 condition indicates a crop of around 50,000,000 bushels, compared with 28,000,000 bushels harvested in these states last year. Considerable old wheat still remains to be marketed in this territory also, according to trade reports.

#### BETTER DEMAND STRENGTHENS CORN MARKET

A better demand and continued light receipts created a firmer tone in the corn market early in June and resulted in a moderate advance in prices. Corn planting has been practically completed and weather conditions at this writing are considerably more favorable than a few weeks ago, by reason of warmer weather and much-needed showers over a good part of the corn belt. The crop is making very good progress in the Ohio Valley and also is good in Iowa, where the first cultivation is well advanced.

The movement of corn has continued of good volume, but total receipts in the principal markets for the crop year to date are only about 4,000,000 bushels larger than from last year's small crop. Unsatisfactory prices, and relatively higher prices of livestock, have caused the farmers to market their corn slowly and to feed more on the farm. Commercial stocks, which totaled around 37,000,000 bushels at the first of April, have now been reduced to about 26,500,000 bushels. This, however, is a slight increase over the stocks at the last of May, and has been caused by the rather heavy after-planting marketings. Stocks on farms are still relatively large, and any material advance in prices causes heavier country offerings. Small amounts of corn continue to be taken for export and exports since the first of July have totaled about 21,000,000 bushels. Export channels, however, cannot be expected to provide an outlet for any great amount of United States corn, because of the relatively large crop in Argentina which is being offered in European markets below prices of American corn. The Argentine crop was estimated at nearly 280,000,000 bushels. Allowing 80,000,000 bushels for domestic consumption, Argentina will have nearly 200,000,000 bushels for export, from which about 46,500,000 bushels had been exported to June 4.

# NEWS LETTERS

## BUFFALO

ELMER M. HILL      CORRESPONDENT

UNUSUAL ice conditions in lower Lake Erie off the Buffalo Harbor delayed the opening of navigation more than a month, with the result that Buffalo grain elevators were deprived of a large part of the early shipments from terminal ports on Lake Michigan and Superior. Much of this grain was diverted through Port Colborne and Montreal. At times there was a fleet of more than 40 vessels ice-bound off the north harbor entrance and aerial views of the lake resembled the ships of explorers jammed in the arctic ice.

The initial skirmish of the season between vessel owners and grain shippers came during the closing week of May, which resulted in a temporary victory for the boat owners. Shippers were forced to bid higher for tonnage with the result that the rate from the Head of the Lakes to Buffalo jumped from 3 to 3½ cents and then later to 4 cents. Some charters were made at 3½ cents from Fort William and Port Arthur to Buffalo, while most shippers at the Canadian Head of the Lakes have been paying up to 4 cents. An oddity occurred when a medium sized steamer loaded flax at Buffalo for South Chicago at 3 cents. This was the first grain shipped out of Buffalo for Chicago in some time.

Grain has been arriving at Canadian shipping ports from the interior at a rapid clip and stocks at Fort William and Port Arthur are reported to be much larger than they were a year ago at this time. It is reported that early in June more than 50,000,000 bushels were being held at the Canadian Head of the Lakes, an increase of about 6,000,000 bushels over the corresponding period of last year.

Buffalo elevators are giving good dispatch to lake carriers because they were pretty well cleaned out of storage grain this spring.

Thomas J. O'Brien, Jr., has assumed the management of the Abell Forwarding Company, it was announced by Harold L. Abell, president of the Abell Elevator Company, of Buffalo. Mr. O'Brien was brought up in the grain forwarding business as a youth. He is the son of Thomas J. O'Brien, veteran president of the Marine Forwarding Company, and one of the best known men in the business for many years. Young Tom, as he is familiarly known in the grain trade in Buffalo, gained much of his early experience with the Husted Milling Company, of which he formerly was assistant superintendent. He next served as superintendent of the Erie Elevator at Jersey City for six years and later was with the Armour Grain Company. For the last few years he has been with the Williamson Forwarding Company of Buffalo. When Mr. O'Brien assumed his new duties on the first of June, telegrams of congratulation poured into his office in the Chamber of Commerce from grain, elevator and steamship interests from many parts of the United States and Canada.

Elaborate preparations are being made by a special committee of Buffalo grain dealers for entertaining the annual convention of the Grain Dealers National Association, which will be held in Buffalo in the fall. It is expected that at least 2,000 delegates will attend the Buffalo convention. Fred Pond, secretary of the Buffalo Corn Exchange, is making the local arrangements. One of the entertainment features will be a trip through the Buffalo Harbor, visiting the new grain elevators which have been erected along the waterfront in the last few years. Several of the elevator owners have expressed their desire to act as hosts to the visitors on the tour of the elevators.

Daniel L. Sprissler has been appointed manager of the Transit Elevator. Henry Korn, formerly assistant superintendent at the Superior Elevator and later at the Saskatchewan Elevator, has been made superintendent of the Transit Elevator.

United States District Judge John R. Hazel has handed down a decision dismissing the demurrer en-

tered by Spencer Kellogg & Sons, Inc., the Great Eastern Elevator Corporation, the Western Elevating Association, Inc., and the Buffalo Elevating Company, to Federal indictments charging them with giving concessions, rebates and discriminations to certain consignees of grain which resulted in a lower rate for transportation than the through rate of 15.17 for each 100 pounds of ex-lake wheat in bulk. The decision orders the defendants to enter a plea to the indictments so that the trials can be started at once. Judge Hazel decided that the corporations came under the Elkins Act, which holds it unlawful for persons or corporations to grant rebates or discriminate. Defense counsel argued the corporations are not common carriers or agents of railroads transporting the grain and that they acted in their own interests as private concerns. The indictments were returned by the Federal grand jury more than a year ago.

The Saskatchewan Co-operative Elevator Company's new elevator at Buffalo made a new record in unloading a grain cargo from the steamer *Shenango* early in the month. The entire cargo of 372,000 bushels were taken off in a little more than 11 hours by two marine legs—an average of better than 33,000 bushels an hour. One of the marine legs unloaded 105,000 bushels in five hours' straight run. At the same time 164,000 bushels of wheat from this steamer were loaded on cars for rail shipment to New York in 6½ hours. The new Saskatchewan Elevator is proving to be one of the fastest grain handling plants in the harbor. Contractors have completed the piling foundation for the new addition to the plant at Buffalo and work on the superstructure already is well under way. The new addition which will double the present capacity of the elevator is expected to be completed in time for the fall rush of grain down the Great Lakes to the Buffalo Harbor.

More than 25,000,000 bushels of grain have been diverted to Port Colborne, Ont., from Buffalo so far this season because of unusual ice conditions off the Buffalo Harbor which made it impossible for many of the large lake grain carriers to reach Buffalo with their first cargoes of the season. As a result of the ice conditions, Port Colborne received the bulk of the first shipments down the lakes and the two big elevators at Port Colborne worked day and night handling the big influx of cargoes. The grain was transferred from the large lake boats to smaller cargoes carriers, which took it through the Welland Canal for transport to Montreal. William P. Doran, of the Seaboard Forwarding Company, said that in 30 years' experience he did not recall a situation where lake and canal shipping has been so long delayed by ice conditions.

Following a conference with the grain futures administration at Washington, A. Hansen, chairman of the Grain Futures Committee of the New York Produce Exchange announced that the plans of the Exchange for trading in grain futures with delivery at Buffalo have been approved without important changes. Ample storage room has been provided through arrangements with Buffalo elevator interests for contract grain for the New York deliveries under the supervision of the chief inspector of New York. This change is welcomed by elevator and grain interests at Buffalo and it is claimed will mean much for the development of the port in the future.

The movement of grain through the Welland Canal enroute to Montreal for export to Europe has been delayed by Henry Ford's scrap fleet navigating the Canadian waterway. The boats are the first of a fleet of 169 vessels being moved from Atlantic Coast ports to Detroit. About 130 of these boats are due to pass through the canal this season. The blocking of the St. Lawrence and Welland Canals by these unwieldy monsters has been protested by the Dominion Maritime Association, which represents lake steamship owners. The Association has asked that the Canadian Department of Railways and Canals at Ottawa issue instructions to canal superintendents to give regular lake boats engaged in the grain trade right of way over these derelicts.

Grain movement through the Welland Canal between Lakes Erie and Ontario enroute to the Atlantic Seaboard via Canadian ports during the month of May totaled 19,236,476 bushels, an increase of 800,000 bushels over the corresponding period of last year. The total traffic for the season, however, is 5,000,000 bushels behind the 1925 figures due to the fact that

navigation opened three weeks later than usual. Wheat shipments formed the bulk of the cargoes last month. Shipments of grain from Buffalo through the Welland Canal for Canadian ports showed a big decline for the month, the total being only 2,175,919 bushels as compared with 5,024,077 bushels for May, 1925. Shipments from Buffalo elevators to Montreal were as follows last month: Wheat, 1,136,019 bushels; oats, 838,200 bushels; rye, 136,700 bushels, and corn, 65,000 bushels.

Interests identified with the George J. Meyer Malt & Grain Corporation of Buffalo have purchased the Export Elevator Company, which owned and operated a grain elevator of 1,000,000 bushels' capacity on the Blackwell Ship Canal at the Hamburg turnpike. The purchase price is reported to be approximately \$200,000. The elevator was constructed in 1897. Announcement of the purchase was made by Eugene Meyer, treasurer of the Meyer organization, who added that plans already are under consideration for the construction of an addition to the Export Elevator. Associated with Eugene Meyer in the company are Leo and Alexander Meyer, who have been engaged in the grain and malting business in Buffalo for many years.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE grain receipts for the past month have proved another pack of surprises. In general, however, the trade has been under that of a year ago, this phase of the trade being similar to that of the past for many months. Wheat receipts mounted to more than 425,000 bushels as compared with only 107,000 bushels for the corresponding month of last year. The corn receipts also proved a decided surprise with only 164,000 bushels delivered here for the past month as against 264,000 bushels, the receipts for the same month of last year. The oats supply at Milwaukee for the past month proved a decisive disappointment, the receipts being only approximately 638,000 bushels as against receipts of 1,108,000 bushels for the corresponding month of last year. Barley trade, like the wheat report, was one of the two bright spots in the monthly grain report with receipts for the past month of 833,000 bushels as compared with a supply of approximately 743,000 bushels for the same month a year ago. There was nothing important in the rye trade for May.

One of Wisconsin's old time millers, John F. Kern, who was well known to a large portion of the Milwaukee grain trade has passed on. He was also a flour broker. Mr. Kern died suddenly from a stroke at the age of 64.

Milwaukee grain men are very much interested in the new air mail service which has just been inaugurated to Chicago and the Twin Cities. However the saving in time is not so important as expected. The schedule calls for 50 minutes service to Chicago but since the airport is in New Butler, west of the city, it takes 35 minutes to get down town to the post office. Since the fastest train service is about one hour and 45 minutes to Chicago, the advantage of 15 or 20 minutes is merely nominal. However, the saving in time to the Twin Cities will be several hours and the saving on eastern mail for the Milwaukee grain men will also be several hours.

Milwaukee grain stores are quite extensive despite the fact that ships have taken out a lot of the surplus grain. The total supply is still not far from the 1,500,000 bushel mark.

The wheat supply at the opening of the month was over 307,000 bushels, the corn supply was approximately 331,000 bushels, the oats in store tops all grains with a total of 500,000 bushels. The barley holdings are only 67,000 bushels and the rye supply is 220,000 bushels.

J. W. Sims, an old familiar figure to Milwaukee grain men for many years, negro porter at the Chamber of Commerce, took his life by jumping into Lake Michigan. But he remained the inveterate optimist to the end. Before he left the Chamber of



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Commerce he had erased the quotation blackboards carefully and in a large, bold scrawl he had written the following message to all the grain men: "Peace, happiness and good will to all." Under this message he signed his name.

Milwaukee grain dealers have received telegrams from Oklahoma indicating that the wheat crop is likely to be enormous, much larger than the yields of a year ago. One message said that thousands of acres are being cut in that state daily now and much of the wheat is going better than 60 pounds to the bushel. In fact some tests show that wheat is likely to weigh close to 65 pounds to the bushel which would be an extraordinary weight.

Albert C. Elser, who is vice-president of the Second Ward Savings Bank, has been elected as trustee of the Chamber of Commerce Gratitude Fund. He will serve for a term of five years.

An unexpected increase in the supply of flour was reported at Milwaukee at the opening of the month. At that time the total stores had passed the 55,000 bushel mark which was almost double the 30,000 barrel holdings which prevailed a month ago, at the opening of May.

The June rate on advances at the Milwaukee Chamber of Commerce has been fixed at the old rate of 6 per cent. This has prevailed now for a long time.

Crop reports from Wisconsin which indicated for many weeks that the season had been much too dry, with complaints of dry soil from almost every county of the state have now changed radically to a point where there is complaint of heavy and excessive rains over the greater territory of Wisconsin. In the southern and western counties there was quite a little damage by washing in hill side fields.

However the cool, dry weather for many weeks had done some damage. Winter wheat and rye are heading over short straw and the heads are also small. Oats, barley and spring wheat however make a better showing. The report is good to fair for all three of these grains. The meadows are getting along fine now after the recent rains but grass was very short earlier in the season.

Corn prospects are fairly good with good stands for the most part. Some of the corn is being cultivated for the first time. Many other fields are just coming up, or have grown an inch to three inches. With warm weather in the future the outlook for corn should be excellent, though the season has been excessively cold during most of May and the first 10 days of June.

Predictions are that the Wisconsin grain crops cannot possibly be compared to the bumper yields which were reported all along the line one year ago.

Karl A. Albrecht, a graduate of the University of Wisconsin and now employed in foreign trade activities in Charleston, S. C., has been named harbor traffic director by the Milwaukee Harbor Commission.

Mr. Albrecht is a native of Appleton, Wis., where his parents lived and where he attended elementary and high schools. After studying at the University of Wisconsin and taking a course in foreign commerce at Georgetown University in Washington, he entered the Government service as a special agent in the Department of Commerce. For a time he was stationed at New Orleans to represent the Department of Commerce in connection with port development of that city. Later he was employed by the Port Commission at Charleston, S. C.

The main purpose in engaging Mr. Albrecht is to get more ship traffic for Milwaukee. For some time the Harbor Commission has been concerned with the idea of developing more traffic by water, as it was feared that an enormous investment would be sunk in the new harbor and not enough traffic never to make the investment profitable.

Reports on shipments of grain outbound by lake indicate that the total movement has passed the 2,000,000-bushel mark. Of this total about half has gone to Buffalo and the other half to Canadian ports. Rates on the lake have been attractive this season being quoted mostly from 2 to 2 1/4 cents per bushel. This has helped largely to increase the grain shipments this year. Predictions are made that this will be one of the busiest shipping seasons on the Great Lakes from Milwaukee for many years. More ship lines touch at Milwaukee than ever before and more vessels are making this port than for many years in the past.

The Lake Carriers Association hands Milwaukee the palm for fast loading of grain in recent years when the *George H. Ingalls* loaded 391,000 bushels of oats at the rate of 92,117 bushels per hour. In less than a half a day, this entire cargo of grain was taken on. This was about 1575 bushels per minute. However, this record was not as good as the one made in Milwaukee in 1923 when one vessel took on 13,000 bushels of wheat, a part cargo in exactly one hour. This was at the rate of more

than 2,166 bushels a minute, which was far above the 1,500 bushel per minute record established with the *George H. Ingalls*.

A. L. Flanagan has been elected as the treasurer of the Chamber of Commerce Clearing Association. W. A. Hottensen, who was formerly treasurer of the organization, has been named president of the Chamber of Commerce and hence he resigned his office in the clearing house group.

Among the new members of the Milwaukee Chamber of Commerce, who have been elected recently are L. W. Gifford of the Gifford Grain Company, of Cedar Rapids, Iowa; E. P. Wheeler of Minneapolis, and Arthur K. Emrich, a grain dealer of Emmetsburg, Iowa.

The Milwaukee Chamber of Commerce has been forced to increase the fees for supervision of weighing of grain out of elevators. The new rate now in effect provides that weighing of grain from elevators to cars shall cost 75 cents a carload and for weighing grain moved from elevators to ships to 20 cents per 1,000 bushels, or fraction thereof. There will be no change in the fees for weighing supervision for grain received and unloaded at Milwaukee.

Milwaukee grain dealers are already discussing the big wheat crop in the Southwest and making plans to use Milwaukee as a gateway for the movement of grain which is expected to reach tremendous volume by the opening of the fall. For several years in the past, millions of bushels of this wheat was corraled by Milwaukee dealers and brought up here for shipment by lake to the east. Last year the movement was of smaller proportions. This year a fresh attempt will be made to make this movement of its old time volume. With the emphasis now put on Milwaukee as a leading grain shipping port, it is believed that the scheme can be put over easier this year than ever before.

## INDIANAPOLIS H. M. RUDEAUX - CORRESPONDENT

THE month of May has been a quiet one in the Indianapolis territory. Shipments are very light and advices are far from encouraging in the shipping line. The wheat crop is somewhat improved and in some localities the yield will be more than was anticipated a few weeks ago. Corn looks very good especially in the southern part of the state, and farmers are busy cultivating the crop. Oats will probably make a fair crop, but will be very far from normal at the best. The weather has been unfavorable up to this time with cold nights, and days not much better, but nothing but exceptional good weather from now on will help matters.

The annual meeting of the Indiana Grain Dealers will be held at Memorial Hall Purdue University on the 24th and 25th of June. Charles Riley, secretary of the Association, says that a very good and interesting program is being prepared, and a large attendance is expected.

The annual meeting of the Indianapolis Board of Trade will be held Thursday evening, June 10, 1926. Members are requested to assemble in the library at 6:00 o'clock to join in the annual dinner, which will be served on this occasion. The dinner will be followed by the president's address and the usual annual reports. The annual election will take place Monday, June 14, at which time there will be a president, vice-president, treasurer, and 11 members of the Governing Committee.

The Indianapolis Grain and Hay Club held their annual romp at the Shelbyville Country Club, Shelbyville, Ind., on Wednesday, June 9. All the outdoor sports were indulged in, after which a dinner was served, with the election of officers later. Members left the Board of Trade Building in automobiles shortly after noon.

The Amo Mill & Elevator Company, one of the properties of the Kinney Grain Company, was recently sold to Etna LaForge. Mr. LaForge is one of the pioneer grain men in the trade, but not an experienced miller. No future plans have been made public, but it is understood that the enterprise will not change its name, and will continue under the name of the Amo Mill & Elevator Company.

The Kinney Grain Company is now in position to grind feeds at their plants in Morristown and Fountaintown, Ind., having all the necessary equipment installed. The company is looking forward to the development of a line of superior prepared and concentrated feeds of high quality. H. E. Kinney reports crop conditions from his observation as follows:

Wheat that a few weeks ago looked bad in fairly to good condition and that many of the fields have stood out well, in fact better than anticipated. Corn in many sections looking good and being cultivated generally. Oats crop unfavorable.

Bert Boyd of the Bert Boyd Grain Company says that corn is about three weeks late, and in fact the latest in years, while the movement of grain has been a disappointment, with a large portion still in the farmers' hands.

Now that the debris has been cleared away from the ruins of Elevator "B," work has begun and excavating is well in hand.

Mill feeds are quiet with no demand whatever, and offerings are very light. Occasionally an order for a carload is received, but this is sold very close. Country dealers are buying sparingly, and prospects at present for a change are very poor.

The new hay crop looks very good with meadows clean and free from foreign grasses and white-top. Clover fields look very promising and are now beginning to head. It has been predicted that the crop will be far in excess of the demand.

## KANSAS CITY B. S. BROWN - CORRESPONDENT

A NEW four-state wheat pool has been organized, the sales office of which will be located in Kansas City. The states represented in the pool are Kansas, Oklahoma, Colorado and Nebraska. The new pool is called the Southwest Co-operative Wheat Growers Association, and is a consolidation of four state pools. W. W. Young, formerly head of the Kansas Co-operative Grain Company, the sales organization of the Kansas Wheat Growers Association, is manager of the new organization, and the office of the Kansas Co-operative Grain Company, 540 Board of Trade Building, is to be the sales office of the Southwest Co-operative Wheat Growers Association. The pool, which represents four of the Hard Winter wheat producing states, was capitalized at \$200,000, each of the three states, Nebraska, Colorado and Oklahoma, taking out their pro rata stock in the Kansas Co-operative Grain Company. All the wheat from the four pools will now be handled through the Kansas City office, eliminating the competition which existed when each of the four pools had its own sales organization. The actual organization of the Southwest Co-operative Wheat Growers Association is the culmination of a movement toward this end, which has been on foot for several years. The purposes of the association is to effect a more economical operation, through the maintenance of one office instead of four, to eliminate the competition of four rival organizations, and through the handling of large volume through one office to be able to enter larger markets. The Southwest Co-operative Wheat Growers Association has leased the new Chicago & Alton Elevator, which was completed June 1. The elevator, built at a cost of \$400,000, has a million-bushel capacity, and is one of the most complete, modern, and up-to-date elevators in Kansas City. It was built by the railroad with this purpose in mind. The lease is on the basis of a 6 per cent return to the railroad on its investment, plus half of the taxes and insurance. It is estimated the annual cost of renting and operating the elevator will be only \$37,200, as compared with \$100,000 for the same service in a public warehouse. The association will continue to operate terminal elevators. It is estimated that between 20 and 30 million bushels of wheat will be handled by the new organization this year, the exact amount depending on the crop. Mr. Young, who is the manager of the new pool, has been the sales agent of the Kansas Co-operative Grain Company since its organization April, 1925, and had been the sales manager of the Kansas Wheat Growers Association for the two years previous to that.

When the United States Chamber of Commerce met in Washington the middle of May, the Kansas City Board of Trade was well represented. C. W. Lonsdale, of Simonds-Shields-Lonsdale and G. L. Carkener, of Goffe & Carkener, were the two members of the Kansas City Board who attended the national convention. Mr. Lonsdale is a director of the United States Chamber of Commerce, and Mr. Lonsdale represents the Board of Trade of Kansas City as a national council member. While in the east Mr. Carkener made a trip to New York City, and later visited his son who is in school at Westminster School, at Simsbury, Conn. Mr. Carkener has represented the Kansas City Board of Trade in the National Chamber of Commerce for the past 10 years.

The B. C. Christopher Grain Company office in the Kansas City Board of Trade Building, was treated to an unexpected thrill recently when one of the local papers carried a front page story of the daring parachute jump of one of the stenographers in the company office. Miss

Teresa Kirshe, who performed the feat, her first attempt, was on her vacation from the B. C. Christopher office, when she undertook the feat but had mentioned her intention of doing so to persons in the office, who accepted it as a joke. Miss Kirshe made the jump from a height of 2,100 feet. In order to make the jump she had to crawl out to the center of one of the wings, and fasten the parachute, which was attached to a wing strut, to a belt around her body. The performance was witnessed by a crowd of a thousand people. Miss Kirshe attributes the idea of gaining a thrill from a parachute jump to a friend of hers who is a professional parachute jumper. He was in the plane with her when she made the leap. Miss Kirshe denies that she was afraid at any time, although she admits that she got a real thrill, two in fact, one as she left the plane and before the parachute opened, the other as she neared the ground. Miss Kirshe is now back at her typewriter. None of the other members of the office force have announced their intention of following Miss Kirshe's example.

The grain trade tax case, which involves the right of the state to tax trade in grain futures, is still unsettled. Following a temporary restraining order granted by Federal Judge Albert L. Reeves on February 15 last year, and providing that the taxes should be impounded until such time as the case was decided, the case was taken under advisement by the three Federal judges acting in the case, Judge Reeves, Judge Merrill Otis, and Judge Arba S. Van Valkenburg. The case is the Kansas City Board of Trade against the attorney general of Missouri, attacking the legality of the law which puts a tax on every trade in grain for future delivery, contending that this act is superseded by the Capper-Tincher Act, which declares all trades in grain futures to be interstate commerce. After considering the case the three judges granted a temporary injunction against the enforcement of the state law, overruling the state's motion to dismiss the case. The judges, in granting the injunction did not however pass on the constitutionality of the law, but merely paved the way for further action to decide the validity of the law. The Board of Trade is now standing on the temporary injunction, and the lawyers for the Board of Trade are waiting the action of North Gentry, attorney general, in the case. Ordinarily the next move would be to try the case before the same court on the question of a permanent injunction. However this depends on the action of the attorney general who may appeal direct from the temporary injunction. While the case is pending the taxes will continue to be impounded by the receivers in the case.

Several men from Kansas City will be on the Kansas wheat demonstration train when it starts on its tour of Kansas, July 19 to August 7. H. M. Bainer of the Southwest Wheat Improvement Association, and W. B. Dalton, state grain inspector of Kansas, both of Kansas City, will accompany the agricultural college experts who will make the trip, lecturing and demonstrating. Miss Vada Watson, Kansas wheat queen, and the two winners of the Kansas girls' bread-baking contest will be on the train. President F. D. Farrell of the Kansas State Agricultural College will head the college delegation.

In connection with the five-year wheat improvement program which was inaugurated recently at a meeting held in Kansas City of representatives of all the interests concerned with Kansas wheat production, called by Dr. F. D. Farrell, the Kansas City Chamber of Commerce is offering \$600 in prizes to the three outstanding wheat growers of the state. The contest will be conducted in connection with the tour of the wheat festival trains, and the champions will be selected in accordance with a score card developed by the Kansas State Agricultural College. At the principal stop made by the train in each county, a committee of judges will select the champion wheat grower of the county, these county champions then competing with one another for the state championship. The contestants will be judged on the yield of wheat and the quality of the sample exhibited. The quality will be judged on the protein content, the freedom from smut and rye, and the weight per bushel. According to the *Kansas Cityan*, the Agricultural Promotion Committee, in presenting this matter to the directors of the Chamber, pointed out that Kansas receives \$100,000,000 annually from its wheat crop. The value of the wheat crop in the United States is not over 7 per cent of all the crops and livestock, but in Kansas it is 36 per cent of the total value of crops and livestock. Kansas climate and soil are naturally adapted to the production of Hard Winter wheat, and the demand for it is increasing daily, according to the committee. This fact is further illustrated, they say, by the movement of the flour mills to this section of the country. The campaign proposes not more acres of wheat, but more wheat per acre, and the rotation of feed crops and the raising of livestock in conjunction with wheat.

The Farm Labor Committee of the Chamber of Commerce of Kansas City on June 12 opened a harvest-hand information booth at the Union Station, in co-operation with the United States Farm Labor Bureau. It is estimated by George E. Tucker, director of the farm labor division of the United States employment service, that 45,000 men from outside the State of Kansas will be required to harvest the crop this year. According to an announcement in the

official organ of the Kansas City Chamber, a special railroad fare is offered by roads running into Kansas. The Chamber is furnishing instruction cards to the larger employers of labor in Kansas City for use in directing unemployed men to the harvest information booth in the Union Station. Last year the bureau organized 883 men into parties of 20 or more and sent them to points in Kansas where their services were most needed. More than that number were directed to the wheat fields, and went in automobiles. According to information secured by the Chamber, no serious shortage of men is anticipated, provided the supply of men is equal to that of previous years. Although there are 2,000,000 more acres of wheat to be harvested in Kansas than was harvested last year, any possible labor shortage which might result from this situation is offset by the fact that hundreds of combine harvester and threshers have been sold into the state this spring, one of which, with a crew of four men, will do the work of a score of men using the older method.

The opening up of the Missouri River for navigation is of the greatest importance to Kansas and Missouri wheat producers. Therefore, the very encouraging prospect for the placing of a large barge line on the Missouri is looked upon with interest by wheat growers in this section. It is predicted that within the next two years, contracts can be let for the building of boats and barges to operate between St. Louis and Kansas City. Of the \$50,000,000 appropriated for the Army Appropriation Bill for all river and harbor work for the ensuing year, the Board of Army Engineers has allotted to the Missouri River between St. Louis and Kansas City, \$2,000,000. According to a Chamber of

of the Board of Trade. The Kansas Cityans lived in their special cars during their stay in Salina. They report an exceedingly pleasant trip and a very profitable return on their two days spent at the convention. The consignment men were very glad to learn that there is such a strong argument in favor of consignments and that the majority of dealers are convinced that consignments, if carried out, will prove more profitable than selling. All expressed themselves as appreciative of the fine hospitality of the grain men, millers and the Salina Board of Trade, and said that the town furnished them with wonderful entertainment while they were there.

Stanley Christopher, Jr., son of Stanley Christopher, general manager of the B. C. Christopher Grain Company, is entering into the grain business and will travel for the company in the Southwest. Mr. Christopher has been attending Kansas University at Lawrence, Kan.

**DULUTH**  
S. J. SCHULTE - - - CORRESPONDENT

ELEVATOR men at Duluth and Superior are preparing to take advantage of an unexpected quiet period during July and part of August to get their houses ready to handle the usual fall movement from the county. Apart from the building of



C. & A. ELEVATOR, KANSAS CITY, TO BE OPERATED BY SOUTHWEST CO-OPERATIVE WHEAT GROWERS ASSOCIATION  
Commerce report, contracts for \$1,600,000 of the appropriation have been let, and the work will be pushed as rapidly as possible. It is estimated that the difference in rate against the Kansas producer who sells his wheat at Gulf ports in competition with northern wheat at Atlantic seaports is approximately 7 cents per bushel. When the Missouri River is made navigable, Missouri and Kansas wheat producers can compete on an equal basis with producers in the Great Lakes region.

About 35 members of the Kansas City Board of Trade and other grain men of this city attended the twenty-ninth annual convention of the Kansas Grain Dealers Association at Salina, Kan., May 20 and 21. The Kansas City grain men traveled in three sleeping cars and a club car, the special cars leaving here Wednesday night and returning Saturday morning. Twenty-eight of those making the trip were members

concrete cement storage bins at the plants of the Itasca and Cargill Elevators at Superior that will increase their storage capacities by approximately 1,500,000 bushels, no major elevator changes are forecast. The extensions at the Itasca and Cargill plants now under construction are scheduled to be ready to go into commission next fall.

Frank McCarthy of McCarthy Bros. & Co., received hearty congratulations from his friends upon his having become convalescent from an illness that involved an operation at a local hospital. He was warmly welcomed on his first appearance on the trading floor a few days ago.

With the rush of shipments to cover early deliveries in the East taken care of, conditions have become quiet at Duluth and Superior elevators. Stocks of all grains have been reduced from 31,383,000

bushels at the opening of navigation on May 5th to 18,175,000 bushels as on June 10. Holdings of wheat have been cut down from 11,223,000 bushels to 2,236,000 bushels, including 1,215,000 bushels of Durum wheat. Practically all the wheat stocks remaining on hand are reported to be owned by millers and are scheduled to be shipped out by the end of this month. The movement of grain to the elevators during the next few weeks is expected to be in substantial volume in view of holdings in interior elevators over Minnesota and North Dakota, that were held over the winter on account of the limited storage capacity available at the terminal houses.

Oat stocks of over 10,300,000 bushels account for the bulk of the elevator holdings here and from present indications it is thought most of those stocks will stick for some time yet, in view of the slack demand for that grain for some time. Export interest in oats that was active two months ago has completely dried up as a result of cheaper Canadian offerings. The elevators however, are working upon substantial inquiries and it is expected that some trade will result. Movement of oats from interior points this way continued upon a good scale during the last month and the offerings were readily absorbed by the elevators as they could be bought at a basis that admitted of the regular carrying charge.

Trade in rye on this market has been disappointing for some time back. Apart from a fair amount of business for eastern shipment reported by the Cargill Elevator Company and the Itasca Elevator Company three weeks ago, buyers interest has been nothing to brag about. The slackness in eastern and export buying of that grain has puzzled specialists in the market in view of the estimated small new crop in this country and expectations of an improved export demand. Comparative strength in the new crop future has been a subject of comment in that connection, it being taken to reflect more bullish sentiment for next fall. With light shipments, stocks of rye in the elevators here are holding well up to their peak, 4,317,000 bushels being reported as on June 10. A fair amount of rye is being moved from interior elevators to the terminals here. From a statistical standpoint rye is regarded as a good property, holders generally feeling bullish regarding its final market outcome.

Trade changes on this market during the last month included the transfer of the Duluth Board of Trade membership of E. F. Carlston to L. B. Cusick of the Continental Grain Company, and the membership of M. M. Davies to Hamilton Cook, who is associated with his father in the firm of Gregory, Cook & Co. Nyc & Jenks of Chicago, have been elected to corporate membership in the Board.

Operators here were interested in the announcement that William Grettum had organized and applied for the incorporation of the Red River Grain Company. It will do a general receiving business with offices in the Board of Trade Building here. Mr. Grettum is regarded as one of the best posted grain men on this market and he has received warm commendations upon his decision to re-enter the trade on his own account. He expressed himself as feeling sanguine regarding the outlook for good movement of wheat and other grains from over western Minnesota and North Dakota this way next fall and winter.

Officials of the Atwood-Larson Company are pluming themselves upon having handled the most perfect car of wheat offered on this market during the present crop year. It was shipped from a Montana point; was classed by the Minnesota State inspection department as perfect No. 1 Hard. It weighed 61½ pounds and was sold to a milling company at 27 cents over the July price. A rival milling company that was hot after the car bid 25 cents over for it.

As had been expected Minneapolis elevator and commission houses are putting up a stiff fight against the proposal of the Great Northern, Northern Pacific and Soo Line Railroads to discontinue the sampling of grain cars at Staples, Cass Lake, St Cloud, Wilmar, Sandstone and Thief River Falls. The order of the roads to that effect was to have become effective on May 16 but an appeal to the Joint Regional committee of the Regional Federal Board resulted in its being put over to July 1.

Competition for Spring wheat and Durum carrying fair percentage of protein has continued keen on this market with the local mills and buyers for Buffalo mills competing keenly for it. At this writing premiums up to 20 cents are being paid for Nos 1 and 2 Dark Northern wheat; up 22 and 23 cents over for Nos 1 and 2 Amber Durum and up to 18 and 19 cents over for Nos 1 and 2 Mixed Durum. It was noted though, that the mills were not as keenly on the trail for high protein Durum as they had been, and that they were buying some straight Durum to mix with it. A report was current here to the effect that some of Minneapolis mills had overloaded themselves with high protein percentage Spring

wheat and Durum for which high prices had been paid and that they are anxious to sustain the market at the highest level possible until they are in position to work off those supplies. Buying from that quarter is credited with having been largely responsible for the maintenance of the market in those grains lately.

Commission houses here contributed towards flattening out the congestion in the Chicago May wheat future at the last moment. A cargo 350,000 bushels of No. 2 Northern was loaded out at an elevator here on account of the Hallett Carey Company and it reached Chicago just in time to make the grade for May delivery here. A fair amount of Spring wheat had been previously shipped from there to Chicago to apply on May delivery contracts.

The injection of small Norwegian tramp steamers in the grain carrying trade between the Head of the Lakes and Montreal was a recent development on this market. In that connection it was mentioned that the Norwegian tramp steamer *Hilda*, recently took on a load of 60,000 bushels of Spring wheat for Montreal delivery at 11 cents a bushel under charter by the Hallett & Carey Company. A sister steamer, the *Hansas*, also took on a load of 60,000 bushels of Spring wheat for Montreal at the same rate. The steamer *Hansas* entered the Duluth-Superior Harbor four times last season and on two return trips she took grain for European ports.

Vessel interests here have stiffened up their lake freight rates as a result of a more active demand for wild tonnage in the iron ore carrying trade. Up till recently boat space from here for Buffalo delivery was offered at 3½ cents a bushel but space is now being held at 3¢ cents with the available tonnage reported scarce. In view of the picking up in the movement of grain from interior elevators to the terminals here, shipping to eastern points is expected to be active during the next few weeks.

Specialists in the Durum wheat trade on this market are looking forward to an active period next fall. Surveys made by them recently have led them to conclude that under normal weather conditions from now on the production of Durum over Minnesota and North Dakota, will show an increase over last year's figures. Export trade in Durum wheat has been on a good scale during the crop year now closing, and it was noted that millers were in the market for it more freely indicating expansion in its use for the manufacture of macaroni flour.

The hay harvest over this territory is likely to be short this season, according to R. M. White of the White Grain Company, who recently completed an auto inspection trip over some of the best producing northern Minnesota hay territory. Mr. White found the growth of hay grasses to be the most backward he had seen it in years due to dry weather conditions during May. Hay cutting will therefore be delayed.

## CINCINNATI

HARRY A. KENNY - CORRESPONDENT

THE grain and hay business in this district the past month showed a marked improvement. This was attributed to heavier receipts of virtually all commodities, which enabled dealers to quote on a wider range of business. Receipts of grain, in particular, increased substantially, while the movement of hay to this center was on a larger scale than for several months. Orders booked by merchants were taken at prices considerably above levels which have prevailed in this market for months. With the approach of the summer season, the trade in general is expecting further improvement in business. There is a better feeling on the part of both dealers and buyers, and this has helped to stabilize conditions. The feed business also has improved to a certain degree. Opening of the racing season at Latonia, Ky., has stimulated interest in hay and feed.

D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange, represented the local organization at the annual convention of the Illinois Grain Dealers Association, held at Decatur last month. Mr. Schuh, who addressed the convention, said that it was one of the most successful he ever attended.

The Cincinnati Grain and Hay Exchange will send a delegation to the annual convention of the Ohio Grain Dealers Association at Cedar Point, June 23 to 24. Among those who have signified their intention of attending are: John DeMolet, Frank Curras, A. C. Gale, Dan B. Granger, Fred Scholl and Max Blumenthal.

Henry Nagel & Son, flour millers, have engaged the architect firm of Rendigs & Panner & Martin to prepare plans for a grain elevator of 100,000 bushels'

capacity, to be erected adjoining the company's flour mill on Spring Grove Avenue. The structure will be built of wood, with concrete foundations. Bids will be taken the latter part of this month. The concern is one of the oldest flour milling establishments in the Middle West.

Lew McGlaughlin, connected with the Dan B. Granger Company, spent the major part of May on business in the South. He called on the trade in North and South Carolina and Georgia. Mr. McGlaughlin reports that business conditions in those areas rapidly are becoming better and prospects quite encouraging for the fall and winter months.

The *Daily Market Report*, now published by the Cincinnati Grain & Hay Exchange, is being favorably received by shippers and receivers of grain and hay throughout this district, according to D. J. Schuh, executive secretary of the exchange. "Our subscription rate is \$1 a year, and already we have 900 subscribers, despite the fact that publication under the exchange's jurisdiction is less than a month old," Mr. Schuh said. George Mosbacher, formerly connected with the Cincinnati *Daily Market Report* has been engaged as editor. The report contains all the latest news regarding the grain and hay markets in Cincinnati and Chicago, in addition to Government crop reports and news comments of the trade.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THE recent advance in corn resulted in very fair demand for white milling corn and a slightly better general movement of corn, but grain is at the slow period of the year, there being very little interest in oats, no rye moving here, and old wheat is not wanted, as millers and wheat traders are cleaning up, in the belief that new wheat will move at \$1.40 or lower after the first rush for wheat is filled.

Elevators have very small storage stocks of grain on hand, as wheat held for mills has moved to mill elevators long ago, not much corn or oats is being held, and just enough grain to take care of country demand. Until new wheat starts moving, there will not be much activity in anything. Elevators will be fairly well cleaned out for taking on large wheat storage, however.

Hay cutting is getting well under way in Kentucky, a good deal of hay having been cut and stacked over the past few days. The wet spring has resulted in big hay yield, which is not especially weedy, either, due to the fact that over the rainy season it was quite cold.

The smallest wheat crop in many years will be harvested in Kentucky, reports indicating around 2,900,000 to 3,000,000 bushels, as against a bumper crop of 11,000,000 bushels, and an average of around 6,500,000 bushels, with 8,000,000 bushels considered good. Country elevators won't have a great deal of work this year in handling wheat.

The Brent Seed Company at Paris, Ky., which purchased the old Paris Elevator Company plant, of which the elevator was about all that was left following fire a few months ago, is planning to store wheat in the elevator this season, according to reports from Paris.

The Ballard & Ballard Company, Louisville, is closing down its big mill on June 19, carrying over some old wheat to start grinding with new wheat in mid-July. New wheat will be a little late in moving this year, and it will be mid-July or later before operations will be resumed.

William Chreste, manager of the wheat department for the Ballard & Ballard Company, and Dave Morton, president of the company, are spending a little time in Ohio, looking over the general situation. The company is planning early buying and storage of wheat this year.

Ed Scheer, Bingham Hewett Grain Company, reported that corn had been a little more active, but otherwise there was practically nothing doing, general grain demand being anything but active.

F. C. Dickson, Kentucky Public Elevator Company, remarked that the company was now merely waiting for new wheat to start moving, elevators being almost empty.

Dealers report that as a result of the breaks in wheat is hard to interest retailers in anything. A few mixed cars are being shipped, and mills, of course, are using milling corn. Hay movement is slow, account of plenty of good grass in the state.

Clover has been very weak and slow moving. A little new Alfalfa has been coming in by river, but is of poor grade. River shipments of hay have been quite heavy this month.

It was with extreme regret that the agriculturists heard of the death of Frank E. Merriman, 45 years of age, county agriculturist, who died on June 5, of appendicitis. Mr. Merriman had performed a fine work in Louisville territory.

Figures compiled by the local wharfmaster show 30,800 bales of hay arriving in Louisville by river, from farmers along the Ohio, principally above Louisville.

The feed store of C. Fred Kieffer, 26th and Market Streets, was gutted by fire on May 28, loss being \$12,000 to stock, equipment, etc.

A truck was demolished and two men badly injured when a train struck a truck of L. Hartman & Sons, grain and feed dealers of New Albany, Ind., at a grade crossing in Louisville, where a gate tender had failed to lower the guards, claiming he didn't see the train coming.

The close of the spring racing season in Louisville saw hundreds of horses shipped to Cincinnati, Chicago, East St. Louis, etc., resulting in a considerable decrease in retail business in the southern part of the city, where a number of feed houses do a big race-track business.

## NEW YORK

C. K. TRAFTON - - CORRESPONDENT

PRACTICALLY all members of the New York Produce Exchange, and especially those interested in the proposal to resume trading in grain futures were gratified late in May by the following telegram which was sent from Washington by A. Hausen, chairman of the special committee in charge of the project: "Have had conferences with Secretary of Agriculture, with Grain Futures Administration and Solicitor General's Department all of whom have approved our plans for New York futures market and assured me that no objections will be raised to its designation as a contract market." Subsequently the committee announced that practically everything was in readiness for the submission of the proposed rules to the members for ratification. It is now expected that the vote will be taken about June 15. After that the proposition will go to the Board of Managers for their approval which, it is expected, will probably be given before the end of the month.

Alfred L. Fraser, associated with G. Schilperoot, grain exporter and importer, has been elected to membership in the New York Produce Exchange.

Joseph W. Hatch, one of the oldest and best known grain men in the New York territory and a member of the firm of Leverich & Hatch, was warmly welcomed and heartily congratulated by his many friends when he returned to his post on the Produce Exchange late in May. About six weeks previously his friends were greatly alarmed to learn that he had been struck by an automobile in White Plains, sustaining a broken collar-bone and a fractured skull. At first considerable apprehension was felt because of his years, but the fracture proved to be only slight and thanks to his strong constitution he made a complete recovery in about five weeks and returned to his work in his usual vigorous condition. You can't keep a good man down.

Carlo Gass of Fratelli Pozzano & Co., grain agents and importers of Milan, Italy, is an applicant for membership in the New York Produce Exchange.

Members of the New York Produce Exchange, and especially those identified with the handling of export grain, were shocked late in May to learn of the tragically sudden death of their old associate, Peter F. Terhune of Williams & Terhune, Inc., one of the oldest freight brokerage houses in the city. Although 78 years of age, Mr. Terhune was still in vigorous good health and according to his intimates was "good for another 10 years." He was attending to business on the Exchange floor on the day before his death. He was struck by an automobile while on his way home and died the following morning in the Broad Street Hospital.

Charles A. Robinson, head of the well known grain exporting house of Robinson & Sweet, members of the New York Produce Exchange and the Chicago Board of Trade, sailed early in June for Europe with Mrs. Robinson, who recently recovered from a serious illness. As usual they will be met at Cherbourg by a specially chartered automobile and the same expert

chauffeur as in former years and after going to Paris will motor to various places of interest on the continent. They expect to return home late in September. Mrs. Robinson, who has become known as the National Flag Lady, Veterans of Foreign Wars of the United States, owing to her patriotic practice of presenting flags to various organizations, recently presented to the president of the Board of Education the first of 900 framed copies of the Declaration of Independence which she is distributing among the high schools of New York.

Tully C. Estee, for many years prominent in flour circles as New York representative for the Washburn-Crosby Company, has resigned his membership in the N. Y. Produce Exchange.

Louis Veltri of B. F. Schwartz & Co., grain commission merchants, has been elected to membership in the New York Produce Exchange.

William Riemschneider, one of the most popular members of the grain trade on the New York Produce Exchange, was greatly surprised recently when he was "cornered" by a group of his friends who wished to present to him a token of their esteem before he sailed for a lengthy vacation in Europe. The token was in the shape of a handsome gold watch, suitably engraved, and the presentation speech was delivered by former president Elliot T. Barrows. Although Mr. Riemschneider has announced his definite retirement from business and stated that after spending the summer with relatives in Germany his future visits to the market will be for social purposes only, his many friends are convinced that he will not be satisfied to remain idle and will be glad to return to the export business after he has had a thorough rest. He is still a young man in appearance and in spirit in spite of the fact that he has been in the business for over 40 years, having begun as a clerk with E. Pfarrus while a mere youth and subsequently becoming a partner in the firm of E. Pfarrus & Co. In 1910 he went in to the export trade on his own account. He has been chairman of the Grain Committee of the New York Produce Exchange several times and was also a member of the Board of Managers of the Exchange for two years.

Howard P. Mitchell, connected with the local office of the Washburn-Crosby Company, has been elected to membership in the New York Produce Exchange.

The annual election of officers and members of the Board of Managers of the New York Produce Exchange took place on June 7 and resulted in the election of the "regular" nominees. The Independent Ticket which had been talked of failed to materialize, although somewhat of a contest developed in the voting for the vice-presidency. For the presidency practically a unanimous vote was cast for B. H. Wunder of the Harry E. White Company, flour mill agents and brokers. Mr. Wunder has completed two terms as vice-president, has just served as chairman of the Finance Committee, and has also served on the Board of Managers and on various committees.

R. M. Morgan of Albert C. Field, Inc., grain commission merchants, received 288 votes for vice-president and 113 were cast for A. Hansen of the Hansen Produce Company, Inc., a well-known importer. Walter B. Pollock of the New York Central Railroad Company, was re-elected treasurer by an almost unanimous vote. The following were elected to serve two years on the Board of Managers: C. Walton Andrus, of C. W. Andrus & Son, grain and cotton-seed oil brokers; Roger N. Black of Bowring & Co., steamship agents and commission merchants; Herbert L. Bodman of Milmine, Bodman & Co., Inc., grain merchants; Frank A. Ferris, Jr., of F. A. Ferris & Co., Inc., provisions; Richard L. Sweet of W. L. Sweet & Co., flour and grain merchants; H. B. Worthen of Worthen, Trott & Sullivan, commission merchants.

James Norris, president and treasurer of the Norris Grain Company of New York and Chicago, who had been in the latter market since December, returned to his post on the New York Produce Exchange late in May and received a hearty welcome from his many friends on the floor.

Robert E. Annin, one of the best known members of the grain trade on the New York Produce Exchange years ago, but latterly inactive, has resigned his membership.

Visitors on the New York Produce Exchange the past month have been: P. A. Nelson, Chicago; Edward E. O'Neill, Chicago; Barnett Faroll, Chicago; James C. Murray, Chicago; Robert J. Hanley, Chicago; A. M. Adams, Chicago; Daniel F. Rice, Chicago, and C. B. Mueller, Chicago.

Further reports regarding the progress made toward the resumption of trading in grain futures on the New York Produce Exchange have stimulated a continued good demand for membership tickets. At this writing a sale of a "regular" ticket is reported at \$3,100, at which price there is said to be a good inquiry. Only a few tickets seem to be available and

none below \$3,500. The last sale of an associate membership was at \$2,750, and holders now ask \$3,000. The price paid for the "regular" ticket compares with \$2,150 about a month ago and \$1,100 early in 1925. The associate tickets were selling at \$1,900 about a month ago.

## MINNEAPOLIS

EDWIN O. WELDE CORRESPONDENT

RAIN coming to sections of Minnesota where it was most needed, June 11th, brightened crop conditions somewhat, but a great deal more rain is needed according to Professor Andrew Boss, chief of the department of agronomy and farm management at University farm, who claims this is the driest season in many years.

F. M. Dar, manager of the passenger, mails and inland office division of the United States Shipping Board, said on his recent inspection trip to the Minneapolis office, that arrangements are being made for adequate shipping facilities for the handling of the export movement of flour and grain. The Board's offices are located at Minneapolis, Kansas City, St. Louis, Chicago, Detroit and Cincinnati.

The United States Department of Agriculture has established Federal standards for grading of barley to become effective August 24, according to word reaching the Minneapolis Chamber of Commerce recently. The Department's action is announced as a sequel to public hearings throughout grain producing sections of the country, one of which was held in Minneapolis in April. The new Federal standards, which are closely parallel to the Minnesota state grades already in use, divide all barley into four classes, based not only on variety of the grain but on the locality in which it is grown. The grades provide for discrimination between barley produced west of the Rocky Mountains and that of the remainder of the country. Another feature of the rule is that barley grown on the Pacific coast shall be graded on a dockage basis while that produced east of the Rockies is to be graded on quality, without specific allowance for the dockage charge.

Members of the Minnesota Wheat Growers' Co-operative Marketing Association at their annual meeting held in the court house recently, adopted a resolution urging a change from the present system of paying debts in the fall to the following spring, declaring farmers are better able to settle their debts in the spring than in the fall. The resolution urged the fixing of March as the settlement month instead of October and November, as at present.

An elevator belonging to the Atlantic Elevator Company, Minneapolis, located at Guthrie, N. D., was recently destroyed by fire including 15,000 bushels of grain.

Harold Anderson, manager of the National Milling Company, Toledo, Ohio, has purchased a membership in the Minneapolis Chamber of Commerce, formerly owned by Ellis Monroe of the same company.

Harold O. Hunt, formerly president of the St. Anthony & Dakota Elevator Company, has been elected vice-president of the Produce State Bank.

John G. McHugh, secretary of the Minneapolis Chamber of Commerce, B. F. Benson of the Benson-Quinn Co., grain and Harter Walters, manager of the Chamber of Commerce office of C. E. Lewis & Co., were among a group of Minneapolis business men who made a friendship tour by special train through Minnesota and the Dakotas.

Wm. J. North, who in the past has been associated with several leading grain, stock and investment companies, of Minneapolis, St. Paul and Duluth, has been appointed manager of the Minneapolis branch office of James E. Bennett & Co., Chicago grain and stock commission house.

Walter Poehler of the Pacific Elevator Company has gone to California where he will engage in business. He will be located near Pasadena.

Recent Minneapolis visitors include the following: Walter McCarthy, manager of the Capital Elevator Company, Duluth; John Stark, secretary of the Mid-Continent Grain Co., Kansas City, Mo.; W. C. Fuller of the Southwestern Grain Co., Hutchinson, Kansas; Walter Rice, manager of the grain department of the Froedtert Grain & Malting Co., Milwaukee, Wis., and F. M. Dar, manager of the passenger, mails and inland office division of the U. S. Shipping Board.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

Stevens-Crosby Company, Inc., Boston, has been incorporated to handle hay and grain. The capital stock is \$99,000 and the incorporators are Ernest D. Gourd, Needham, John E. Stevens, Lexington, and Rufus E. Sparrell, Marshfield.

The Batchelder Mill, Boston and Plainfield, Vt., has been incorporated to handle cereals and feed. The capital stock is \$50,000, and the incorporators are Herbert L. Hammond, West Roxbury, Harry N. Vaugh. Melrose, and Monroc J. Lorimer, Boston.

C. E. Chapin, Inc., Haverhill, Mass., has been incorporated. The capital stock is \$200,000, and the incorporators are Arthur D. Dickson, Arlington, Walter S. Dickson, Arlington, and Margaret M. Dunn, Cambridge. The company will handle foodstuffs.

Seed dealers have had a very active business owing to the lateness of the season, which crowded the demand and shipments into less time than is usually the case. There is an excellent inquiry for grass seed, particularly for golf links, owing to there being a number of new clubs formed during the spring.

The Boston Grain & Flour Exchange was represented by a large delegation of New England shippers at the rehearing at Washington, May 24, of the New England ports differential case. Andrew L. O'Toole, a director of the Exchange, and Charles Varga, chairman of Committee on Grain, officially represented the Exchange.

Coarse grains have ruled irregular in price, small changes occurring almost daily. Wheat feeds have had only a moderate demand and prices have eased up, quotations having reached the lowest basis for the present year. Buyers have confined their purchases to nearby positions. Feed for shipment is more freely offered. Spring bran ranges from \$30.50 to \$32.50 per ton for prompt shipment.

Receipts of hay have been moderate in volume. Top grades are firmly held, but lower grades are barely steady owing to quiet demand. Straw is ruling about steady. Receipts of hay for the month of May, 184 cars; straw, 6 cars.

In the statistical department of the Exchange, the records give receipts of grain at Boston during the month of May as follows: Wheat, 234,625 bushels; corn, 11,500 bushels; oats, 75,850 bushels; barley, 650 bushels; malt, 3,725 bushels; mill feed, 45 tons; oatmeal, 2,709 cases.

Stocks of grain at Boston in regular elevators as of June 1, were as follows: Wheat, 39,811 bushels; corn, 4,174 bushels; rye, 3,420 bushels; barley, 13,821 bushels.

Among the visitors to the Exchange during the month of May, outside of New England, were the following: J. B. M. Wilcox, Kansas City, Mo.; M. A. Smith, Winnipeg, Canada; M. M. Paterson, Winnipeg, Canada; Marshall Cox, Edgewater, N. J.; E. A. Wall, McPherson, Kan.; Francis B. Miller, Columbus, Ohio; H. F. Schell, Lancaster, Pa.; F. C. Tullis, Kansas City, Mo.; E. H. Dobbs, New York City; F. B. Parsons, Minneapolis, Minn.

## RECEIPTS AND SHIPMENTS

Following are receipts and shipments of grain, etc., at the leading terminal markets in the United States for May:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	1,405,583	757,214	1,008,958	992,189
Corn, bus...	112,642	57,496	208,012	...
Oats, bus...	384,576	353,085	332,678	255,773
Barley, bus...	335,799	258,523	300,405	186,501
Rye, bus...	11,667	18,441	...	845,259
Malt, bus...	12,097	14,210	...	...
Buckwheat, bus...	...	1,298	...	...
Millfeed, tons	1,909	1,130	...	...
Hay, tons...	1,387	1,652	...	...
Flour, bbls...	70,321	91,666	10,942	29,521

**CHICAGO**—Reported by J. J. Fones, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	1,914,000	3,249,000	1,390,000	1,386,000
Corn, bus...	3,036,000	3,615,000	4,278,000	2,535,000
Oats, bus...	2,851,000	2,838,000	5,666,000	5,482,000
Barley, bus...	685,000	382,000	161,000	211,000
Rye, bus...	54,000	2,663,000	3,000	1,470,000
Timothy Seed, lbs.	1,015,000	1,240,000	947,000	751,000
Clover Seed, lbs.	487,000	9,000	189,000	31,000
Other Grass Seed, lbs.	2,244,000	263,000	393,000	342,000
Flax Seed, bus.	182,000	512,000	2,000	2,000
Hay, tons...	10,935	9,782	3,465	294
Flour, bbls...	907,000	813,000	617,000	550,000

**CAIRO**—Reported by M. C. Culp, chief grain inspector and weighmaster of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	86,554	158,180	...	353,728
Corn, bus...	1,277,338	1,119,2	80,316	49,570
Oats, bus...	1,560,837	1,350,763	1,579,546	...

**CINCINNATI**—Reported by J. A. Hallab, chief inspector of the Grain & Hay Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	267,400	331,800	313,600	256,200
Shelled Corn, bus.	508,200	322,000	540,100	285,600
Oats, bus...	260,000	230,000	132,000	136,000
Barley, bus...	1,200	2,800	...	...
Rye, bus...	2,800	11,200	2,800	...
Grain Sorgh.,	2,800	4,200	...	...
Ear Corn, bus.	12,000	22,000	...	...
Hay, tons...	3,322	5,071	...	...

**DENVER**—Reported by H. G. Mundhenk, secretary of the Grain Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	627,000	234,000	45,000	43,500
Corn, bus...	337,900	345,650	112,600	119,350
Oats, bus...	96,000	156,000	52,000	90,000
Barley, bus...	20,100	17,000	...	...
Rye, bus...	1,500	4,500	...	3,000
Hay, tons...	820	490	...	...
Beans, c. l.	...	...	268	93

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	3,363,323	4,927,432	10,274,798	8,598,226
Corn, bus...	3,057	42,853	...	162,962
Oats, bus...	2,656,503	164,917	4,406,798	3,961,743
Barley, bus...	179,991	520,457	544,011	483,333
Rye, bus...	768,032	1,609,189	2,787,704	3,991,988
Flax Seed, bus.	212,403	248,933	67,339	284,538
Flour, bbls...	511,425	471,435	701,875	596,290

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners for Canada:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	17,200,218	7,060,136	29,905,058	9,745,232
Corn, bus...	2,920	2,976	2,920	2,976
Oats, bus...	5,269,703	2,260,572	6,494,537	6,538,228
Barley, bus...	3,363,274	723,525	3,489,841	2,094,138
Rye, bus...	786,273	227,993	192,402	231,551
Flax Seed, bus.	562,108	562,990	500,045	1,408,727

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	138,000	198,000	82,000	89,000
Corn, bus...	378,000	1,194,000	618,000	736,000
Oats, bus...	534,000	688,000	520,000	572,000
Rye, bus...	...	1,400	...	...

**KANSAS CITY**—Reported by W. R. Scott, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	1,885,950	2,326,050	1,850,850	2,124,900
Corn, bus...	1,341,250	1,067,500	1,428,750	1,721,250
Oats, bus...	195,500	401,200	933,000	463,500
Barley, bus...	22,500	33,000	15,600	10,400
Rye, bus...	25,300	3,300	7,700	8,800
Bran, tons...	4,660	12,912	10,820	25,380
Kaffir Corn, bus.	290,400	301,400	166,000	278,000
Hay, tons...	12,336	12,192	3,876	6,408
Flour, bbls...	54,925	51,350	417,300	524,875

**LOS ANGELES**—Reported by secretary of the Grain Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	220	176	...	...
Corn, bus...	205	156	...	...
Oats, bus...	47	29	...	...
Barley, bus...	174	96	...	...
Flour, bbls...	163	139	...	...

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	425,600	107,880	778,998	143,276
Corn, bus...	164,280	264,920	1,103,433	638,505
Oats, bus...	638,820	1,108,250	640,812	742,302
Barley, bus...	833,320	743,540	143,244	132,360
Rye, bus...	69,335	72,165	199,700	597,000
Timothy Seed, lbs.	123,050	90,000	...	813
Clover Seed, lbs.	34,115	4,875	...	8,060
Flax Seed, bus.	185,238	1,430	...	...
Feed, tons...	4,340	3,993	12,262	10,687
Hay, tons...	912	685	60	206
Flour, bbls...	187,810	229,890	57,560	61,060

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	4,594,230	3,378,230	2,929,790	5,460,820
Corn, bus...	497,810	448,450	382,990	493,040
Oats, bus...	1,363,800	1,676,830	3,916,780	4,778,950
Barley, bus...	1,112,640	888,590	1,766,860	1,250,610
Rye, bus...	292,220	189,660	219,860	432,350
Flax Seed, bus.	431,460	402,100	108,970	44,170
Hay, tons...	2,338	1,622	586	218
Flour, bbls...	47,571	51,586	897,336	772,355

**MONTREAL**—Reported by J. Stanley Cook, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	12,995,882	9,142,800	5,602,380	6,801,833
Corn, bus...	192,683	126,689	326	...
Oats, bus...	4,788,671	6,373,385	601,051	8,190,344
Barley, bus...	2,144,647	844,006	398,050	814,222
Rye, bus...	2,290,080	3,663,419	60,000	3,823,178
Flax Seed, bus.	60,021	172,572	...	...
Hay, bales...	25,522	110,061	23,913	44,008
Flour, bbls...	389,127	253,624	245,988	295,008

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	5,358,600	5,706,200	4,764,000	4,753,000
Corn, bus...	157,500	109,200	9,000	...
Oats, bus...	636,000	4,373,300	369,000	3,657,000
Barley, bus...	387,600	2,769,900	294,000	2,009,000
Rye, bus...	144,000	512,000	259,000	366,000
Clover Seed, bags	...	311	423	525
Flax Seed, bus.	453,000	271,000	...	...
Hay, tons...	4,739	3,490	...	...
Flour, bbls...	825,282	672,986	382,000	399,000

**NEW ORLEANS**—Reported by S. P. Fears, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	107	58	94,021	2,513,138
Corn, bus...	89	171	546,081	1,226,781
Oats, bus...	40	18	71,686	81,615
Barley, bus...	2	...	...	...
Rye, bus...	11	1	140,334	85,711
Wht. Scgs...	1	1	...	...
Grain Sorghum	1	1	...	...

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

	Receipts		Shipments	
	1926	1925	1926	1925
Wheat, bus...	854,000	1,075,200	628,600	1,064,000
Corn, bus...	1,150,800	957,600	1,598,800	1,226,781
Oats, bus...	366,000	932,000	754,000	1,328,000
Barley, bus...	24,000	19,200	11,200	17,600
Rye, bus...	53,200	28,000	96,600	96,600

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

	Receipts		Shipments	
	1926	1925	1926	1925

ORDER ESTABLISHING OFFICIAL  
GRAIN STANDARDS OF THE  
UNITED STATES FOR BARLEY

Pursuant to the authority vested in the Secretary of Agriculture by the United States Grain Standards Act, approved August 11, 1916 (39 U. S. Statutes at Large, p. 482), I, W. M. Jardine, Secretary of Agriculture, do hereby fix, establish, promulgate, and give public notice of, standards of quality and condition for barley, as hereinafter described, which shall become effective on the twenty-fourth day of August, nineteen hundred and twenty-six.

## OFFICIAL GRAIN STANDARDS FOR BARLEY

For the purposes of the official grain standard of the United States for barley:

Sec. 1. Barley. Barley shall be any grain which consists of 50 per cent or more of barley, and contains not more than 25 per cent of cereal grains of a kind or kinds other than barley. The term barley in these standards shall not include hull-less barley.

Sec. 2. Basis of determinations. (a) In the case of barley grown east of the Rocky Mountains, each determination shall be upon the basis of the lot of grain as a whole, including foreign material, wild oats, and cereal grains. (b) In the case of barley grown west of the Great Plains area of the United States each determination of dockage, moisture, temperature, odor, and live weevils or other insects injurious to stored grain shall be upon the basis of the grain including dockage. All other determinations shall be upon the basis of the grain when free from dockage.

Sec. 3. Percentages. Percentages, except in the case of moisture, shall be percentages ascertained by weight.

Sec. 4. Percentage of moisture. Percentage of moisture in barley shall be that ascertained by the moisture tester and the method of use thereof described in Bulletin 1375, dated February, 1926, issued by the United States Department of Agriculture, or ascertained by any device and method giving equivalent results.

Sec. 5. Test weight per bushel. The test weight per bushel shall be the test weight per Winchester bushel, as determined by the testing apparatus and the method of use thereof as described in Bulletin No. 1065, dated May 18, 1922, issued by the United States Department of Agriculture, or as determined by any device and method giving equivalent results.

Note. Under regulations pursuant to the United States Grain Standards Act, licensed inspectors are required to state under "Remarks" in all certificates issued by them for barley, unless issued for an export shipment, the test weight per bushel in terms of whole and half pounds. For this purpose a fraction of a pound when equal to or greater than a half shall be treated as a half, and when less than half shall be disregarded.

Sec. 6. Dockage. In the case of barley grown west of the Great Plains area of the United States, dockage includes weed seeds and other foreign material except cereal grains and wild oats which can be removed readily from the barley by the use of appropriate sieves; also undeveloped, shriveled, and small pieces of barley kernels removed in properly separating the foreign material specified and which cannot be recovered by properly rescreening or recleaning. The quantity of dockage shall be calculated in terms of percentage based on the total weight of the grain including the dockage. The percentage of dockage so calculated, when equal to 1 per cent or more, shall be stated in terms of whole per cent; and when less than 1 per cent shall not be stated. A fraction of a per cent shall be disregarded. The percentage of dockage, so determined and stated, shall be added to the grade designation.

Sec. 7. Foreign material other than dockage. In the case of barley grown west of the Great Plains area of the United States foreign material other than dockage shall include all matter other than barley which is not separated from the barley in the proper determination of dockage, except cereal grains and wild oats.

Sec. 8. Foreign material. In the case of barley grown east of the Rocky Mountains foreign material shall include all matter other than barley, cereal grains and wild oats.

Sec. 9. Cereal grains. Cereal grains shall include wheat, corn, rye, oats, hull-less barley, emmer, spelt, einkorn, grain sorghums, rice and cultivated buckwheat.

Sec. 10. Sound barley. Sound barley shall be all grains and pieces of grains of barley, including skinned barley, which are not heat-damaged, sprouted, frosted, badly ground-damaged, badly weather damaged, or otherwise distinctly damaged.

Sec. 11. Heat-damaged kernels. Heat-damaged kernels shall be grains and pieces of grains of barley, cereal grains, or wild oats, which have been distinctly discolored or damaged by external heat or as a result of heating caused by fermentation.

## CLASSES AND SUBCLASSES OF BARLEY

Sec. 12. Classes and subclasses. Barley shall be divided into classes and subclasses as follows:

## Class I. Barley

This class shall include all white (glumes) barley grown east of the Rocky Mountains and may include not more than 10 per cent of other barley or barleys.

## Class II. Western Barley

This class shall include the white (glumes) six-rowed barley grown west of the Great Plains area of the United States, and may include not more than 10 per cent of other barley or barleys. This class shall be divided into two subclasses as follows:

Subclass (a) Bright Western. This subclass shall include barley of the class Western Barley which has a good color (bright).

Subclass (b) Western. This subclass shall include barley of the class Western Barley which is stained, weathered, or discolored in any manner.

## Class III. Two-Rowed Barley

This class shall include the white (glumes) two-rowed barley, grown west of the Great Plains area of the United States and may include not more than 10 per cent of other barley or barleys. This class shall be divided into subclasses as follows:

Subclass (a) Bright Two-Rowed. This subclass shall include barley of the class Two-Rowed Barley which has a good color (bright).

Subclass (b) Two-Rowed. This subclass shall include barley of the class Two-Rowed Barley which is stained, weathered, or discolored in any manner.

## Class IV. Black Barley

This class shall include all varieties of black barley,

and may include not more than 10 per cent of other barley or barleys.

Sec. 13. Mixed barley. Mixed barley shall be any mixture of barley not provided for in the Classes I to IV, inclusive.

Mixed barley shall be graded according to each of the grade requirements common to the class of the barley which predominates over each other class in the mixture, except that all of the grade requirements in any class as to the maximum percentages of other barleys shall be disregarded. The grade designation of mixed barley shall include, successively, in the order named, the number of the grade (including the word "Special" or "Feed" when applicable), or the words "Sample Grade", as the case may be, the word "Mixed", and, in the order of its predominance, the name and approximate percentage of each class of barley which constitutes 10 per cent or more of the mixture; but if only one class exceeds 10 per cent of the mixture, the name and approximate percentage of that class shall be added to the grade designation, followed by the name and approximate percentage of at least one other class.

Sec. 14. Bleached barley. Bleached barley shall be barley which in whole or in part has been treated by the use of sulphurous acid or other bleaching chemicals.

Bleached barley shall be graded and designated according to the standards applicable to such barley if it were not bleached, and there shall be added to, and made a part of, the grade designation the word "Bleached".

Sec. 15. Garlicy barley. Garlicy barley shall be all barley which has an unmistakable odor of garlic or wild onions, or which contains garlic or wild onion bulbets in a quantity equal to one or more bulbets in one thousand grams of barley.

Garlicy barley shall be graded and designated according to the grade requirements of the standards applicable to such barley if it were not garlicy, and there shall be added to, and made a part of, its grade designation the word "Garlicy".

Sec. 16. Weevily barley. Weevily barley shall be all barley which is infested with live weevils or other insects injurious to stored grain.

Weevily barley shall be graded and designated according to the grade requirements of the standards applicable to such barley if it were not weevily, and there shall be added to, and made a part of, the grade designation, the word "Weevily".

Sec. 17. Smutty barley. Smutty barley shall be all barley which has an unmistakable odor of smut, or which has the kernels covered with smut spores, or which contains smut masses in excess of a quantity equal to 0.2 per cent.

Smutty barley shall be graded and designated according to the grade requirements of the standards applicable to such barley if it were not smutty, except that when the amount of smut present is so great that one or more of the grade requirements of the numerical grades cannot be applied accurately, the barley shall be classified as Sample Grade. For all grades there shall be added to, and made a part of, the grade designation, preceding the statement of dockage, if any, the word "Smutty".

## GRADE REQUIREMENTS

## Class I, Barley

Sec. 18. Grades for Class I, Barley. The class barley shall be divided into seven grades, the designations and requirements of which, respectively, shall be as specified in this section.

## No. 1 Barley

- shall be cool and sweet,
- may be slightly stained,
- shall have a test weight per bushel of at least 48 pounds,
- may contain not more than 14½ per cent of moisture,
- shall contain not less than 95 per cent of sound barley,
- may contain not more than one-tenth of 1 per cent of heat damaged kernels,
- may contain not more than 3 per cent of oats and wild oats, singly or combined,
- may contain not more than 2 per cent of foreign material,
- may contain not more than 3 per cent of skinned and/or broken barley, and
- may contain not more than 5 per cent of barley of other classes, but not black barley.

## Special No. 2 Barley

- shall be cool and sweet,
- may be stained,
- shall have a test weight per bushel of at least 46 pounds,
- may contain not more than 14½ per cent of moisture,
- shall contain not less than 92 per cent of sound barley,
- may contain not more than two-tenths of 1 per cent of heat damaged kernels,
- may contain not more than 5 per cent of oats and wild oats, singly or combined,
- may contain not more than 2 per cent of foreign material,
- may contain not more than 6 per cent of skinned and/or broken barley, and
- may contain not more than 10 per cent of barley of other classes, but no black barley.

## No. 2 Barley

- shall be cool and sweet,
- may be stained,
- may contain not more than 14½ per cent of moisture,
- shall contain not less than 88 per cent of sound barley,
- may contain not more than five-tenths of 1 per cent of heat damaged kernels,
- may contain not more than 8 per cent of oats and wild oats, singly or combined,
- may contain not more than 3 per cent of foreign material,
- may contain not more than 10 per cent of skinned and/or broken barley, and
- may contain not more than 10 per cent of barley of other classes, of which not more than 2 per cent may be black barley.

## No. 3 Barley

- shall be cool and sweet,
- may be stained or slightly weathered,
- shall have a test weight per bushel of at least 43 pounds,
- may contain not more than 14½ per cent of moisture,
- shall contain not less than 88 per cent of sound barley,
- may contain not more than five-tenths of 1 per cent of heat damaged kernels,
- may contain not more than 8 per cent of oats and wild oats, singly or combined,
- may contain not more than 4 per cent of foreign material,
- may contain not more than 10 per cent of skinned and/or broken barley, and
- may contain not more than 10 per cent of barley

of other classes of which not more than 5 per cent may be black barley.

## No. 4 Barley

- shall be cool and sweet,
- may be badly stained or weathered,
- shall have a test weight per bushel of at least 40 pounds,
- may contain not more than 14½ per cent of moisture,
- shall contain not less than 1 per cent of heat damaged kernels,
- may contain not more than 15 per cent of oats and wild oats, singly or combined, and
- may contain not more than 5 per cent of foreign material.

## No. 1 Feed Barley

- shall be cool and sweet,
- shall have a test weight per bushel of at least 35 pounds,
- may contain not more than 14½ per cent of moisture,
- shall contain not less than 70 per cent of sound barley,
- may contain not more than 3 per cent of heat damaged kernels,
- may contain not more than 25 per cent of oats and wild oats, singly or combined, and
- may contain not more than 6 per cent of foreign material.

## Sample Grade Barley

Shall be barley which does not come within the requirements of grades No. 1, Special No. 2, No. 2, No. 3, No. 4, or No. 1 Feed, or which has any commercially objectionable foreign odor, except of smut, or is musty, sour, heating, hot, or contains stones, or is otherwise of distinctly low quality.

## Class II. Western Barley

Sec. 19. Grades for Western Barley. The subclasses Bright Western and Western shall be divided into nine grades for each subclass, the designations and requirements of which, respectively, shall be as specified in this section.

## No. 1 CHOICE BRIGHT WESTERN,

## No. 1 BRIGHT WESTERN,

## No. 1 CHOICE WESTERN, and

## No. 1 WESTERN, each, except as provided in paragraphs (a), (h) and (k)

- shall be of good color (bright), in the case of Choice Bright Western and Bright Western; and may be slightly stained in the case of Choice Western and Western,
- shall be cool and sweet,
- shall have a test weight per bushel of at least 45 pounds,
- may contain not more than 13½ per cent of moisture,
- shall contain not less than 98 per cent of sound barley,
- shall contain no heat damaged kernels,
- may contain not more than 1 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination, may contain not more than 2 per cent of damaged, skinned and/or broken kernels for Choice Bright Western and Choice Western; and not more than 4 per cent of skinned and/or broken kernels for Bright Western and Western,
- may contain not more than one-tenth of 1 per cent of adobe and cinders,
- may contain not more than 5 per cent of barley, and
- shall be free from smut in the case of Choice Bright Western and Choice Western.

## No. 2 CHOICE BRIGHT WESTERN,

## No. 2 BRIGHT WESTERN,

## No. 2 CHOICE WESTERN, and

## No. 2 WESTERN, each, except as provided in paragraphs (a), (h) and (k)

- shall be of good color (bright) in the case of Choice Bright Western and Bright Western; and may be slightly stained in the case of Choice Western and Western,
- shall be cool and sweet,
- shall have a test weight per bushel of at least 45 pounds,
- may contain not more than 13½ per cent of moisture,
- shall contain not less than 96 per cent of sound barley,
- may contain not more than one-tenth of 1 per cent of heat damaged kernels,
- may contain not more than 2 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination, may contain not more than 3 per cent of damaged, skinned and/or broken kernels for Choice Bright Western and Choice Western; and not more than 8 per cent of skinned and/or broken kernels for Bright Western and Western,
- may contain not more than two-tenths of 1 per cent of adobe and cinders,
- may contain not more than 10 per cent of barley of other classes, but no black barley, and shall be free from smut in the case of Choice Bright Western and Choice Western.

## No. 3 CHOICE BRIGHT WESTERN,

## No. 3 BRIGHT WESTERN,

## No. 3 CHOICE WESTERN, and

## No. 3 WESTERN, each, except as provided in paragraphs (a), (h) and (k)

- shall be of good color (bright) in the case of Choice Bright Western and Bright Western; and may be stained in the case of Choice Western and Western,
- shall be cool and sweet,
- shall have a test weight per bushel of at least 42 pounds,
- may contain not more than 13½ per cent of moisture,
- shall contain not less than 94 per cent of sound barley,
- may contain not more than three-tenths of 1 per cent of heat damaged kernels,
- may contain not more than 3 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination, may contain not more than 5 per cent of damaged, skinned and/or broken kernels for Choice Western; and not more than 12 per cent of skinned and/or broken kernels for Bright Western and Western,
- may contain not more than three-tenths of 1 per cent of adobe and cinders,
- may contain not more than 10 per cent of barley of other classes, but no black barley, and
- shall be free from smut in the case of Choice Bright Western and Choice Western.

## No. 4 BRIGHT WESTERN, and

## No. 4 WESTERN, each, except as provided in paragraph (a)

- shall be of good color (bright) in the case of

Bright Western; and may be badly stained or weathered in the case of Western,

(b) shall be cool and sweet,

(c) shall have a test weight per bushel of at least 39 pounds,

(d) may contain not more than 13½ per cent of moisture,

(e) shall contain not less than 90 per cent of sound barley,

(f) may contain not more than 1 per cent of heat damaged kernels,

(g) may contain not more than 5 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination,

(h) may contain not more than 16 per cent of skinned and/ or broken kernels, and

(i) may contain not more than five-tenths of 1 per cent of adobe and cinders.

No. 5 BRIGHT WESTERN, and

No. 5 WESTERN, each, except as provided in paragraph (a)

(a) shall be of good color (bright) in the case of Bright Western; and may be badly stained or weathered, in the case of Western,

(b) shall be cool and sweet,

(c) shall have a test weight per bushel of at least 36 pounds,

(d) may contain not more than 13½ per cent of moisture,

(e) shall contain not less than 80 per cent of sound barley,

(f) may contain not more than 3 per cent of heat damaged kernels,

(g) may contain not more than 10 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination,

(h) may contain not more than 25 per cent of skinned and/ or broken kernels, and

(i) may contain not more than 1 per cent of adobe and cinders.

Sample Grade Bright Western, and

Sample Grade Western

Shall be barley of the subclass Bright Western or Western which does not come within the requirements of any of the grades from No. 1 to No. 5, inclusive, or which has any commercially objectionable foreign odor, except of smut, or is musty, sour, heating, hot, or contains small inseparable stones, or which contains wild brome grasses (*Bromus rigidus* and *B. rubens*) or is otherwise of distinctly low quality.

### Class III. Two-Rowed Barley

Sec. 20. Grades for Two-Rowed Barley. The subclasses Bright Two-Rowed and Two-Rowed shall be divided into nine grades, for each subclass, the designations and requirements of which, respectively, shall be as specified in this section.

No. 1 CHOICE BRIGHT TWO-ROWED

No. 1 BRIGHT TWO-ROWED

No. 1 CHOICE TWO-ROWED, and

No. 1 TWO-ROWED, each, except as provided in paragraphs (a), (h) and (k)

(a) shall be of good color (bright) in the case of Choice Bright Two-Rowed and Bright Two-Rowed and may be slightly stained in the case of Choice Two-Rowed and Two-Rowed,

(b) shall be cool and sweet,

(c) shall have a test weight per bushel of at least 47 pounds,

(d) may contain not more than 13½ per cent of moisture,

(e) shall contain not less than 98 per cent of sound barley,

(f) shall contain no heat damaged kernels,

(g) may contain not more than 1 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination,

(h) may contain not more than 2 per cent of damaged, skinned and/ or broken kernels in the case of Choice Bright Two-Rowed and Choice Two-Rowed; and not more than 4 per cent of skinned and/ or broken kernels in the case of Bright Two-Rowed and Two-Rowed,

(i) may contain not more than one-tenth of 1 per cent of adobe and cinders,

(j) may contain not more than 5 per cent of barley of other classes, but no black barley, and

(k) shall be free from smut in the case of Choice Bright Two-Rowed and Choice Two-Rowed.

No. 2 CHOICE BRIGHT TWO-ROWED

No. 2 BRIGHT TWO-ROWED

No. 2 CHOICE TWO-ROWED, and

No. 2 TWO-ROWED, each except as provided in paragraphs (a), (h) and (k)

(a) shall be of good color (bright) in the case of Choice Bright Two-Rowed and Bright Two-Rowed and may be slightly stained in the case of Choice Two-Rowed and Two-Rowed,

(b) shall be cool and sweet,

(c) shall have a test weight per bushel of at least 47 pounds,

(d) may contain not more than 13½ per cent of moisture,

(e) shall contain not less than 96 per cent of sound barley,

(f) may contain not more than one-tenth of 1 per cent of heat damaged kernels,

(g) may contain not more than 2 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination,

(h) may contain not more than 3 per cent of damaged, skinned and/ or broken kernels in the case of Choice Bright Two-Rowed and Choice Two-Rowed; and not more than 8 per cent of skinned and/ or broken kernels in the case of Bright Two-Rowed and Two-Rowed,

(i) may contain not more than two-tenths of 1 per cent of adobe and cinders,

(j) may contain not more than 10 per cent of barley of other classes, but no black barley, and

(k) shall be free from smut in the case of Choice Bright Two-Rowed and Choice Two-Rowed.

No. 3 CHOICE BRIGHT TWO-ROWED

No. 3 BRIGHT TWO-ROWED

No. 3 CHOICE TWO-ROWED and

No. 3 TWO-ROWED, each, except as provided in paragraphs (a), (h) and (k)

(a) shall be of good color (bright) in the case of Choice Bright Two-Rowed and Bright Two-Rowed; and may be stained in the case of Choice Two-Rowed and Two-Rowed,

(b) shall be cool and sweet,

(c) shall have a test weight per bushel of at least 44 pounds,

(d) may contain not more than 13½ per cent of moisture,

(e) shall contain not less than 94 per cent of sound barley,

(f) may contain not more than three-tenths of 1 per cent of heat damaged kernels,

(g) may contain not more than 3 per cent of oats,

wild oats, and foreign material other than dockage, either singly or in combination,

(h) may contain not more than 5 per cent of damaged, skinned and/ or broken kernels in the case of Choice Bright Two-Rowed and Choice Two-Rowed; and not more than 12 per cent of skinned and/ or broken kernels in the case of Bright Two-Rowed and Two-Rowed,

(i) may contain not more than three-tenths of 1 per cent of adobe and cinders,

(j) may contain not more than 10 per cent of barley of other classes, but no black barley, and

(k) shall be free from smut in the case of Choice Bright Two-Rowed and Choice Two-Rowed.

No. 4 BRIGHT TWO-ROWED and

No. 4 TWO-ROWED, each, except as provided in paragraph (a)

(a) shall be of good color (bright) in the case of Bright Two-Rowed and may be badly stained or weathered in the case of Two-Rowed,

(b) shall be cool and sweet,

(c) shall have a test weight per bushel of at least 41 pounds,

(d) may contain not more than 13½ per cent of moisture,

(e) shall contain not less than 90 per cent of sound barley,

(f) may contain not more than 1 per cent of heat damaged kernels,

(g) may contain not more than 5 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination,

(h) may contain not more than 16 per cent of skinned and/ or broken kernels,

(i) may contain not more than five-tenths of 1 per cent of adobe and cinders.

No. 5 BRIGHT TWO-ROWED and

No. 5 TWO-ROWED, each, except as provided in paragraph (a)

(a) shall be of good color (bright) in the case of Bright Two-Rowed and may be badly stained or weathered in case of Two-Rowed,

(b) shall be cool and sweet,

(c) shall have a test weight per bushel of at least 38 pounds,

(d) may contain not more than 13½ per cent of moisture,

(e) shall contain not less than 80 per cent of sound barley,

(f) may contain not more than 3 per cent of heat damaged kernels,

(g) may contain not more than 10 per cent of oats, wild oats, and foreign material other than dockage, either singly or in combination,

(h) may contain not more than 25 per cent of skinned and/ or broken kernels, and

(i) may contain not more than one per cent of adobe and cinders.

Sample Grade Bright Two-Rowed and

Sample Grade Two-Rowed

Shall be barley of the subclass Bright Two-Rowed or Two-Rowed which does not come within the requirements of any of the grades from No. 1 to No. 5, inclusive, or which has any commercially objectionable foreign odor, except of smut, or is musty, sour, heating, hot, or contains small inseparable stones, or which contains wild brome grasses (*Bromus rigidus* and *B. rubens*), or is otherwise of distinctly low quality.

### Class IV. Black Barley

Sec. 21. Grades for Class IV, Black Barley. The class Black Barley shall be divided into six grades, the designations and requirements of which, respectively, shall be as specified in this section.

No. 1 BLACK BARLEY

(a) shall be cool and sweet,

(b) may be slightly discolored,

(c) shall have a test weight per bushel of at least 48 pounds,

(d) may contain not more than 14½ per cent of moisture,

(e) shall contain not less than 95 per cent of sound barley,

(f) may contain not more than one-tenth of 1 per cent of heat damaged kernels,

(g) may contain not more than 3 per cent of oats and wild oats, singly or combined,

(h) may contain not more than 2 per cent of foreign material and

(i) may contain not more than 3 per cent of skinned and/ or broken kernels.

No. 2 BLACK BARLEY

(a) shall be cool and sweet,

(b) may be discolored,

(c) shall have a test weight per bushel of at least 46 pounds,

(d) may contain not more than 14½ per cent of moisture,

(e) shall contain not less than 92 per cent of sound barley,

(f) may contain not more than two-tenths of 1 per cent of heat damaged kernels,

(g) may contain not more than 5 per cent of oats and wild oats, singly or combined,

(h) may contain not more than 2 per cent of foreign material, and

(i) may contain not more than 6 per cent of skinned and/ or broken kernels.

No. 3 BLACK BARLEY

(a) shall be cool and sweet,

(b) may be discolored or slightly weathered,

(c) shall have a test weight per bushel of at least 43 pounds,

(d) may contain not more than 14½ per cent of moisture,

(e) shall contain not less than 88 per cent of sound barley,

(f) may contain not more than five-tenths of 1 per cent of heat damaged kernels,

(g) may contain not more than 8 per cent of oats and wild oats, singly or combined,

(h) may contain not more than 4 per cent of foreign material, and

(i) may contain not more than 10 per cent of skinned and/ or broken kernels.

No. 4 BLACK BARLEY

(a) shall be cool and sweet,

(b) may be badly discolored or weathered,

(c) shall have a test weight per bushel of at least 40 pounds,

(d) may contain not more than 14½ per cent of moisture,

(e) shall contain not less than 80 per cent of sound barley,

(f) may contain not more than 1 per cent of heat damaged kernels,

(g) may contain not more than 15 per cent of oats and wild oats, singly or combined, and

(h) may contain not more than 5 per cent of foreign material.

No. 1 BLACK FEED BARLEY

(a) shall be cool and sweet,

(b) shall have a test weight per bushel of at least 35 pounds,

(c) may contain not more than 14½ per cent of moisture,

(d) shall contain not less than 70 per cent of sound barley,

(e) may contain not more than 3 per cent of heat damaged kernels,

(f) may contain not more than 25 per cent of oats and wild oats, singly or combined, and

(g) may contain not more than 6 per cent of foreign material.

Sample Grade Black Barley

Shall be barley which does not come within the requirements of any of the grades from No. 1 to No. 4, inclusive, or No. 1 Black Feed, or which has any commercially objectionable foreign odor, except of smut, or is musty, sour, heating, hot, or contains stones or is otherwise of distinctly low quality.

## THE LAW FOR STAINING IMPORTED CLOVER SEED

By FRED W. KELLOGG\*

Congress has passed and the president has signed the law for staining imported Red Clover and Alfalfa seeds. It will soon be in effect. This law has great importance for farmers as well as seedsmen; and I believe a discussion of its provisions and effect will be interesting as well as instructive.

The law requires the Secretary of Agriculture to stain all imported Red Clover and Alfalfa seeds according to a well defined system. Seeds that are unadapted to agricultural use in any part of this country shall be identified by a red stain, and at least 10 per cent of such seed shall be stained. But seeds not found by the Secretary to be unadaptable for use shall be stained some other color, and the color will indicate the country from which it comes. The percentage of seeds to be stained, in this class, is not fixed by law, but will probably be about 1 per cent.

The purpose of staining is twofold, to quickly and accurately determine, upon a large scale, the adaptability of Red Clover and Alfalfa from the several foreign producing countries and to prevent imported seeds from being sold as domestic. When even a small percentage of a bag of seeds is stained, the stained seeds cannot be cleaned out sufficiently to conceal its identity thereafter. That lot of seeds is branded effectively for life; and neither by itself, nor mixed with other seeds, can it be sold as something which it is not; so long, at least, as the purchaser is alert, intelligent and equipped with good eyesight.

This law was not passed without opposition; but that is ended by the decision of Congress. In the opinion of our lawmakers, its advantages outweigh its disadvantages; and our problem is to make the most of the benefits it brings.

Chief among these, in my opinion, is that it will end, and forever, I trust, the controversy which has waged for several years about imported Clover. Widespread suspicion had been spread that unadapted Italian seed was being sold as domestic; and doubt created in many buyers' minds as to whether they could avoid the risk of buying worthless seed. What risk did actually exist was greatly magnified; and the effect of the suspicion so widely promoted, was thoroughly bad. It led to the use of uncleaned, and low grade domestic seed by large numbers of farmers, who would have had better results, had adapted, imported seed been purchased instead. Everyone suffered from this condition, including the producers of high grade domestic Clover, whose market suffered by the decreased demand.

To replace suspicion with certainty as to the identity of imported Clover can only result in good. And it is important, if this result is to follow, that the meaning of the Government stain shall be thoroughly understood. Only the red stain is a brand of unadaptability; and, so far as we are now informed, only Italian Clover will be stained red. Every other color used by the Government will have only the purpose of showing the stained seed's origin. There will be one color for each country which sends us seeds, and among the seeds stained, will be all of that originating in Canada, which are exceptionally hardy, and approved for use in even our coldest winter states.

In the Senate hearing, Senator Gooding, introducer of the new law, said the stain put on seed by the Government would in some cases become a badge of quality; and this we can easily see will be true. It will amount to official certification of the seed's origin; and, if the place of origin is known to be favorable, the value of the seed will be thus officially established. The quality of imported seed as to purity and germination is usually high. The complaint against Italian seed is not due to lack of quality in these respects, but to inbred qualities, making it less hardy and resistant to disease in our climate.

As to the value of other imported Clovers, we have much information both from the Federal Department of Agriculture, and the state experiment stations. And this data, we are promised, will be rapidly increased.

\*An address given by Mr. Kellogg, who is president of the Wholesale Grass Seed Dealers Association, over Station K Y W, Chicago, on May 11.

# HAY, STRAW AND FEED

## MEAL MADE FROM PEANUTS

Peanut meal as well as peanut hay is used in several southern territories. It is said to have a productive value about 10 per cent greater than corn. High grade peanut meal contains only 5 per cent of crude fibre, indicating that only a small amount of the hulls have been ground in with the kernels. Peanut meals having a relatively larger quantity of hulls naturally have a correspondingly lower digestibility and lower feeding value.

## PEANUT HAY IN TEXAS

In Texas, where the soil is sandy enough, the peanut crop is one of increasing importance. Peanut hay is fed to sheep in several localities and the results are said to be highly satisfactory. This hay contains no nuts, but in one case was found to have a feeding value about 28 per cent higher than Alfalfa hay and about 90 per cent of the feeding value of wheat bran. It does not contain quite as much digestible protein as Alfalfa but it contains a smaller proportion of crude fiber which gives it a better feeding value.

## HAY ON THE HONOR FARM

Evidence disclosed to a grand jury convened in Joliet, Ill., shows that Illinois prisoners confined on the honor farm at the state penitentiary are prone to shoot craps rather than make hay while the sun shines. It is reported that there has been an average of 175 men on the 2,300-acre prison farm, and yet there has not been enough grain, hay or straw produced to take care of the local institution. Last year 80 acres of hay were let go unharvested. As a result of the waste, hay and straw is being purchased by the institution. Illinois hay dealers who supply the prison hay are conceded to be the only ones benefitting from the situation, except the prisoners.

## CORN, THE FEED STANDARD

When unusual or new feed combinations are tried out, it is interesting to note that the results are generally computed from the basis of corn's feeding value. It may well be termed the gold standard of feeds. Thus rice bran has been found to have a productive value in sheep feeding trials, of about 20 per cent less than corn. The feeding value varies to some extent, as the percentage of fat is bound to vary.

Rice hulls with Alfalfa hay is another combination that has been tried. But the feeding value of rice hulls is very low, being about 48 per cent of the feeding value attributed to cottonseed hulls and 23 per cent of Alfalfa's feeding value.

## KANSAS CITY FEED PRICES ADVANCE

By B. S. BROWN

After a gradual decline in prices to a low point last week, of \$19.50 on bran and \$23 on gray shorts Kansas City basis, prices, due to a reduction in Kansas wheat crop estimates advancing coarse grain, have again advanced materially so that bran is now selling at \$21.50, and gray shorts at \$24.50, f.o.b. Kansas City, with the demand coming in from all classes of buyers throughout a widely scattered territory. The high premiums on milling wheat have caused a falling off in new sales of flour, but the advance in options, also in premium basis, has caused shipping instructions for flour to be very good.

Mill operations are around 55 per cent to 60 per cent with lighter run in prospect for the balance of the month, which is customary for this time of year, between crops. New crop feed on the basis of spot prices is in excellent demand, eastern and central state mixers being the principal buyers.

Mills are reluctant to make sales till after the flour is actually sold.

New record prices for hogs has caused a better demand for gray shorts, and the spread over the price of bran has widened materially. Millfeed prices seem to be regulated by the course of the weather, and future prices depend entirely upon drought conditions which may or may not develop in various parts of the country.

## CHANGE IN ARMY HAY BUYING

Considerable improvement in methods of purchasing forage for the United States army is expected to result from plans formulated co-operatively by the Department of Agriculture, the remount service, and veterinary service of the army. Proposals for purchase of forage will be prepared hereafter in each army corps area instead of at three or four large intermediate depots as in the past. The new arrangement was made following recent changes in the Quartermaster General's Department, whereby the purchase of forage has been transferred from the subsistence division of that department to the remount service.

The remount service has instructed the corps area quartermasters to send the proposals to all dealers known to them, to the depots which have formerly handled the purchasing, and to all post quartermasters for distribution to dealers and farmers in the vicinity of posts or stations concerned. Post quartermasters are to be instructed upon receipt of the proposals to distribute them to all local bidders, obtaining contact with such bidders through chambers of commerce, Federal inspectors, farm bureaus, state agricultural colleges, and state marketing departments. This, it is believed, will result in a wider distribution of the army advertisements for proposals than has been the case in the past.

The remount service is recommending to each corps area certain kinds of hay which are indigenous to that area and suggesting that proposals be obtained upon all of those kinds of hay. They are further requiring that no better than No. 2 grade be purchased of Timothy, Clover, Alfalfa or Light or Medium Grass or Clover mixtures, and that purchases of oats be confined to No. 2 or No. 3 grade with a test weight of not less than 30 pounds per bushel. The area quartermasters are also instructed to avoid, if possible, making all contracts for forage for delivery over a period in excess of three months and attention is also called to the fact that small dealers can make bids on smaller amounts than mentioned in the proposals and that prompt payment for the goods on delivery can be insured by offering a very small discount for payment within a certain number of days.

Quartermasters are also instructed that hereafter when any part of a carlot of the forage offered for delivery on contract is not up to contract grade the entire lot shall be rejected and not part rejected and part accepted, unless special arrangement is made with the contractor. This has caused difficulty in the past when quartermasters have rejected part of a car of hay, for example, so that the contractor has to move it at less than carload rates, which usually results in a relatively large loss. The regulations require veterinary officers who have been trained as hay inspectors by the Bureau of Agricultural Economics to make all inspections of hay when they are available.

## ALFALFA GRADES DISCUSSED

Correspondence received by the United States Department of Agriculture, Bureau of Agricultural Economics, Hay, Feed and Seed Division, from various hay dealers in the eastern part of the United States, indicates that there is some confusion in the trade as to the specifications for the various grades

of Alfalfa in the United States Hay Standards. Some of these letters make the complaint that as the grades are determined according to the cutting of the Alfalfa, whether first, second or third, it is impossible to obtain a high grade on the first cutting. Other letters indicate that some of the dealers recognize the fact that the grades for Alfalfa under United States Hay Standards are based upon such physical characteristics as leafiness, color and foreign material, but make the complaint that the cutting, whether first, second or third, should be taken into consideration in the grading of Alfalfa because many purchasers prefer one cutting to another and always specify the cutting wanted in placing orders for Alfalfa with the dealers.

It is the desire of the Hay, Feed and Seed Division, therefore, to present in this article a statement of some of the most important reasons underlying the principles involved in the U. S. Standards for Alfalfa whereby leafiness is considered of first importance in establishing the grade, with other factors such as color, foreign material and texture given secondary consideration.

The Department of Agriculture is fully conversant with the fact that local custom and buyers' fancy cause some Alfalfa buyers to specify the cutting wanted, whether first, second or third, or other cutting, or the region of production in placing orders. Again other buyers like to specify sweated hay, fine texture, coarse texture, very leafy, etc., in order to define the kind of Alfalfa wanted. Throughout the country the dealer and the consumer have learned from experience that, for example, New York State first cutting is often mixed, New York State second cutting usually medium texture and somewhat grassy, New York State third cutting leafy, Wyoming and Colorado first cutting usually coarse, Kansas and Nebraska first and second cuttings liable to be grassy, weedy or windrow baled, and the third and fourth cuttings fine, leafy, soft, or stack sweated, or that a certain region in any state has a more favorable soil and climate for Alfalfa and a more skilled group of hay producers than some other region.

On the basis of such knowledge and information a certain amount of rough grading is possible according to the cutting or the region of production, although in a big receiving market it is impossible for anybody to constantly certify to these facts about Alfalfa. These methods for measuring quality in Alfalfa are all subject in any given cutting or any given community because of variations in time of harvesting, methods of curing and storing, and the character and extent of the weather damage. The marked influence of these production factors upon the feed value of Alfalfa in any region or in any cutting of Alfalfa is discussed below.

The region of production or the cutting may govern the feeding value of Alfalfa and it may not do so. Without question, sunshine, soil, altitude, rainfall and the variety influence the quality and feed value of Alfalfa hay. Comparisons between many samples of Alfalfa from many regions, all cut at the same stage and all equal in leafiness, per cent green color and purity, would show some variation in total nutrients according to the variations in soil, sunshine and altitude in the regions of production. As a general rule, in such a comparison, the Alfalfa produced in northern regions of high altitude and continuous bright sunshine has slight superiority in digestible nutrients, especially protein.

Any superiority between regions, however, is of much less consequence in determining feed value than the influence of purity and the time of cutting and methods of curing which affect the degree of leafiness and the digestibility. These influences upon feed value are largely reflected in the Federal grades. These facts may be illustrated with the following comparisons: (a) early cut, leafy and properly cured Alfalfa from any region has more feed value than overripe, stemmy, though properly cured Alfalfa from any other region, (b) Alfalfa from any region, cured so as to retain the leaves, has more feed value than



Alfalfa from the same region or any other region that was so cured as to shatter the leaves from the stems prior to baling, and (c) early cut, leafy and properly cured Alfalfa from any other region has more feed value than early cut Alfalfa, severely bleached and rain damaged from the same region or any other region.

In other words, the quality or grade, when expressed in terms of leafiness, color, texture, and purity, is a truer guide to feed value than the region of production. It is true, of course, that a comparison of two samples of Alfalfa of the same grade, but produced in different regions, might show variations in feed value caused by sunshine, soil and altitude. It is equally true that great variations in feed value may occur in Alfalfa samples from the most favored regions of production according to time of cutting, methods of curing and storing, and the character and extent of weather damage. Thus grades, based on the factors of leafiness, color, purity and texture, indicate feed value in an approximate manner though not with absolute accuracy.

The agricultural experiment stations of the United States, in our Alfalfa producing states, have conducted a vast amount of research work on the feed value of Alfalfa and the methods of production necessary to attain maximum feed value. The analysis for protein, carbohydrates and fat show relatively slight variations between the various cuttings in the same region or as between different regions, as compared to the variations that occur from the time of cutting and the degree of leafiness.

The really important variations in Alfalfa feed value may be found in comparisons between samples cut at bud stage and seed forming stage; and between samples so cured as to have clinging foliage in a degree of over 40 per cent of the total weight or so cured as to have shattered leaves and less than 25 per cent of leafiness. In support of these general statements quotations are made as follows:

**Kansas Technical Bulletin No. 15:** Analysis of Alfalfa hay averaged for a period of three years showed crude protein variations in the entire plant, according to time of cutting, as follows: Bud stage, 20.2 per cent; tenth bloom, 15.4 per cent; full bloom, 15.9 per cent; and seed stage, 13.1 per cent.

In a feeding test for three years the feed required to produce 100 pounds of gain with beef animals was as follows: Bud stage, 1,628 pounds; tenth bloom, 2,086 pounds; full bloom, 2,163 pounds; and seed stage, 3,910 pounds.

**Utah Bulletin No. 61:** As compared with the stems, the leaves and flowers contain almost three times as much protein, more than four times as much fat, and a half more nitrogen free extract.

**Colorado Bulletin No. 110:** The leaves seldom equal less than 40 per cent of the weight of the plant and frequently make up 60 per cent of the plant. Four-fifths of the crude protein contained in the Alfalfa plant is found in the leaves. The leaves also contain considerably over one-half of the nitrogen free extract and fat, while the stems contain 9/11 of the crude fiber.

**Colorado Bulletin No. 111:** Analysis of Alfalfa hay before and after exposure to rain showed the following facts: hay not rained on: crude protein, 18.7 per cent; fiber, 26.5 per cent; nitrogen free extract, 38.7 per cent; fat, 3.9 per cent. Hay damaged by rain: crude protein, 11 per cent; fiber, 38.8 per cent; nitrogen free extract, 33.6 per cent; fat, 3.8 per cent. Of the original nutrients, 60 per cent of the crude protein, 41 per cent of the nitrogen free extract and 33.3 per cent of the fat, or 31.7 per cent of the total dry matter was lost. The actual damage was even greater, for the nutrients lost were those most soluble and hence most easily digested.

The Federal standards for Alfalfa hay provide practical specifications for those fundamental characters of leafiness, color, texture, and purity, which denote approximately feed value and the consumer's ideas of quality as reflected in market prices. These evidences of quality exist in all the various cuttings and various producing regions, and constitute the only factors of universal reliability that may be employed as indexes to quality. Federal Alfalfa standards, furthermore, are partly descriptive in themselves and employ numerous descriptive terms and notations that add to the information contained in the numerical grade itself. This feature of U. S. Alfalfa Standards may be illustrated by the following list of inspections commonly found in Alfalfa markets. U. S. No. 1 Alfalfa; U. S. No. 1 Alfalfa, High Green Color; U. S. No. 1 Alfalfa (very leafy with clinging foliage); U. S. No. 1 Coarse Alfalfa; U. S. No. 2 Alfalfa (leafiness good enough for No. 1); U. S. No. 2 Alfalfa (account lack of leafiness); U. S. No. 3 Alfalfa (account foreign material); U. S. Sample Grade Alfalfa (account heat-

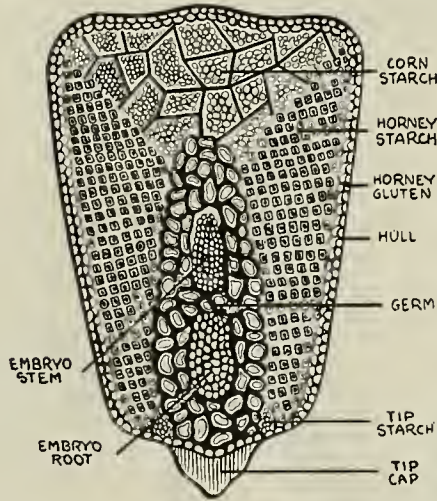
ing, otherwise, No. 1); U. S. Sample Grade Alfalfa (musty and moldy).

There is nothing in the Federal hay standards or in the Federal inspection service to prevent the buying and selling of hay on grade specifications from any region of production or from any cutting that the buyer fancies, providing no attempt is made to make the inspection service or the inspector responsible for any certification of facts relative to the cutting or the point of origin. If the buyer is a dairy feeder and prefers a green leafy type of Alfalfa of a certain cutting or from a certain producing region, he can specify such grades as U. S. No. 1 Alfalfa (very leafy with clinging foliage), U. S. No. 1 Soft Alfalfa, or U. S. No. 1 Alfalfa, High Green Color, in order to be assured of grade quality, and then ask the dealer or shipper to guarantee the desired cutting or the hay to be shipped from a certain region that may meet his special fancy.

## CHUCKLES ON THE SUBJECT OF CORN GLUTEN FEED

A turkish bath and a massage with stones are two of the experiences a kernel of corn goes through so that corn gluten feed may be produced, says *Chuckles*, the feed magazine published by Purina Mills, St. Louis, Mo.

A corn syrup refining company at Clinton, Iowa, which regularly supplies many tons of corn gluten



for the Checkerboard feed bags, submitted the information on which the following article was written. It was intended primarily for Purina employes, yet because of the widespread interest in corn gluten feeds, it now has a wider appeal. To many it will be an old story. But at least it is in a new form. The pictures are by the *Chuckles* artist, Paul Kissack.

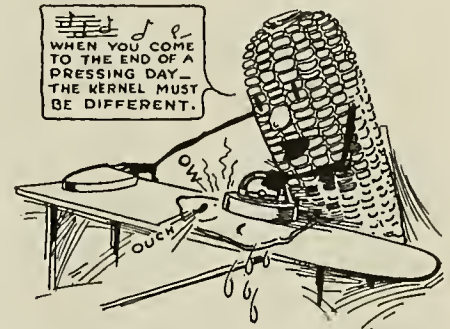
"Some may know that corn gluten feed is used in Cow Chow (Purina's dairy feed). A few may even know what gluten feed looks like and that it supplies 'cystine' for one of the needed proteins. But forgetting the chemical analysis, let's take a pleasant journey through a corn syrup factory and see how corn gluten feed is made for its Checkerboard home.

"Tons and tons of cleaned corn are run into huge

ing our picture of a Turkish bath, the mixture is then placed in another big tub full of starchy water and agitated. The embryo, being lighter, swims to the top and is taken off, while the rest of the corn is drawn off at the bottom.

"After the removal of the gluten the wet corn passes to stone mills, where it is thoroughly ground and the starch and gluten rubbed off from the fragments of hull. This ground mass is then passed into reels or 'shakers' where the starch and gluten are sifted through very fine silk bolting cloth.

"The mixture is then run into long troughs or 'tables'. Here the starch settles, while the lighter gluten run off at the end. The gluten is then



pumped into large presses where the water is taken out. After being thoroughly dried, it is all ready for bulk or sacked shipment—the commercial corn gluten feed that goes into the Checkerboard bag. Gluten is one of the vital ingredients in Purina Cow Chow. Although corn regularly contains only 10 to 12 per cent protein, gluten feed analyzes 23 per cent.

"The protein is different from that supplied by cottonseed meal and linseed oil meal. It contains 30 per cent starch and has the low moisture content of 8 or 9 per cent. Gluten feed is a natural milk stimulant."

In advertising Purina Cow Chow one of the well known dairy rations which contain corn gluten feed, much direct-by-mail literature is sent out. A million pieces of advertising for various Purina feeds often leave the plant in a single day. The figures, personifying the kernels shown here, are typical of the artists' work which is incorporated into the feed publicity copy. Three artists are retained at the mill, Miss Thoele, William Sims and Paul Kissack. Mr. Kissack, art director, is famous for his action feed bag pictures. He is particularly adroit at putting arm and legs and faces on feed bag or grain drawings and making them do a full share in carrying the advertising message.

## ACORN FEED

Elevator operators who merchandise prepared feeds and hay have a thousand and one different kinds of home grown feeds to consider as competition. In some sections of the country the acorn is a feed decidedly in the running for popularity.

Acorn kernels classify into two entirely different groups as to chemical makeup. In one group, including acorns from red oak, water oak, blackjack, willow oak, and blue jack, the acorns are rich in fat. In the other group, containing acorns from the shin



tanks and steeped for about two days in hot water containing a small amount of sulphur dioxide. The various parts of the kernel are loosened and softened by the water so they can be torn apart easily. The water is then drained off and evaporated to recover the soluble matter. These concentrates are later added to the gluten feed.

"The softened corn is then passed through a de-germinator. This device contains rows of knobs which revolve inside a cylinder, and tear the embryo or germ from the rest of the kernel. Continu-

oak, live oak, and post oak, acorns are low in fat. (The fat content of the first named acorns is so high that it would be practicable to extract it from them industrially, could the acorns be secured in sufficient quantity.) Acorn hulls, as could be expected, are very high in crude fiber and low in protein and fat. Acorns are extremely variable in water content, some of them containing as much as 60 per cent water.

Acorns used with ground corn cobs in feed tests are readily eaten when the kernels are not too

dried out. Prevalence of worms in acorns is a menace, though. Giving acorns all possible credit, they have been found, in the case of the red oak group, to have only about 85 per cent the value of Alfalfa hay, while the post oak group acorns have only 65 per cent the feed value of Alfalfa hay.

## FEED TRADE IN BUFFALO

By ELMER M. HILL

Feed buying in the Buffalo market has been more active in the last few weeks and is now sufficient to absorb the large output of mills of this district since their operation assumed normal proportions with the receipt of grain from the upper lakes. For a time acute grain shortage, resulting from the inability of steamers to force their way through the ice fields off the Buffalo Harbor, forced material curtailment of output which fell as low as 100,000 barrels a week, but recently has averaged more than double that amount. Buying of millfeeds, of which Buffalo is producing more than \$10,000,000 annually, has improved considerably, the price having settled down around \$25.50 per ton for bran and middlings. Western mills also are seeking eastern millfeed business and are quoting prices at seaboard which just about equal Buffalo quotations. The western feeds come down the lake and are shipped by rail from Buffalo to Boston and other seaboard points. Demand for linseed oil meal has picked up to some extent and prices have advanced after sagging to low points. The average price is now \$43 per ton, Buffalo, which represents a gain of \$1.50 a ton from previously established low quotations.

## THE ST. LOUIS HAY SITUATION

In a market letter under date of June 10, Martin Grain Company of St. Louis, Mo., says:

The Timothy hay market is unchanged. Receipts are much lighter, but consist principally of common hay. There continues a right good local demand for the better grades of Timothy, which is selling well. The medium and lower grades are rather dull, the demand at this time being quiet.

Light Clover Mixed hay steady on good No. 1 Light Clover Mixed, which is in excellent local request; the lower grades are dull.

Heavy Clover Mixed hay quiet and slow, demand only fair.

Pure Clover hay nominal, none offered. Demand fair for high-grade Clover, but off-grades are very difficult to place.

Alfalfa market unchanged. There is a fair inquiry for high-grade Alfalfa suitable for dairy trade, but the lower grades are in liberal supply and very dull. Offerings of new Alfalfa from nearby territories is liberal, this hay being delivered direct by farmers to the local trade, and supplying what little demand there is.

## NEW YORK HAY MARKET FIRMER

By C. K. TRAFTON

An advance of \$1 to \$2 per ton on the average was the most noteworthy development in the New York hay market during the month under review. This strength was traceable almost wholly to the continued light arrivals and the increasing difficulty of securing noteworthy consignments from the country where farmers were generally too busy with other work to attend to hay loading. As usual recently, this was especially true of choice varieties. On numerous occasions it was claimed that the receipts included no No. 1 hay, and hence the small quantity coming in proved to be readily salable at \$29 to \$30. In fact, while demand was not particularly keen, it was more than enough to absorb all such arrivals and buyers in many cases were glad to get good No. 2 at \$27 to \$28. The best of the arrivals generally graded ordinary No. 2 or No. 3, the latter bringing \$23 to \$25, but for the very poor stuff demand was poor and \$20 was the best price obtainable. According to experienced and conservative traders the market will probably remain firm on the top grades, for which they expect a continued good demand for the balance of the season; and they can foresee little or no increase in the

arrivals as it is generally conceded that most of the hay back in the country is of low grade, and this they believe to be plentiful.

## HAY RECEIPTS LIGHT

In their letter of June 11, Albert Miller & Co., of Chicago say: While all grades of hay are selling readily there is an exceptionally urgent demand for No. 2 and better, of Timothy, Light and Medium Clover Mixed. Marsh hay is wanted, also rye straw. Not much call for oat or wheat.

## NEW FEED BRANDS

"TANK-O" stock feed. Packers Sales Company, Inc., South Omaha, and Oxford, Neb. Filed March 1, 1926. Serial No. 227,962. Published May 11, 1926.

"TRUE VALUE" chick starter mash, egg mash with buttermilk, growing mash with buttermilk, developer feed, pigeon feed, scratch feed, dairy feed, and baby-chick feed. The Ladish-Stoppenbach Company, doing business as The Ladish Company, Milwaukee, Wis. Filed October 20, 1924. Published May 11, 1926.

"PURITAN" livestock, dairy and chicken feed. Wells-Abbott-Nieman Company, Inc., Schuyler,



Neb. Filed February 8, 1926. Serial No. 227,049. Published May 18, 1926.

"Y" rye flour, rye meal, rye flour compound and rye feed. Weyauwega Milling Company, Weyauwega, Wis. Filed February 17, 1925. Serial No. 209,758. Published May 25, 1926.

"ROSE COMB" poultry feed. William Frank, doing business as Jefferson Flour & Feed Mill, Jefferson, Wis. Filed April 6, 1926. Serial No. 229,731. Published June 1, 1926.

Poultry feed. The Quaker Oats Company, Chicago, Ill. Filed February 20, 1926. Serial No. 227,602. Published June 1, 1926.

## FEEDS EASIER IN NEW YORK MARKET

By C. K. TRAFTON

The feature of the New York feed market during the past month was a fairly sharp break in the wheat varieties early in the period, resulting in some increase in activity. This easiness was traceable to the arrival of long-delayed wheat cargoes at Buffalo, which permitted the mills to increase their output and offer more freely. At the same time, they encountered more competition from northwestern producers who shaded prices sufficiently to make fair sales for shipment to this territory. Subsequently the tone became firmer which served to check buying and the market is now dull once more. The higher views of millers are partly chargeable to the general advance in wheat prices and the disposition among many traders and crop

experts to reduce their estimates as to the size of the winter and spring wheat crops. Millers in the East have also been encouraged by the virtual withdrawal of competition from the Northwest where mills have been enjoying a much better local demand owing to the poor condition of pastures and meadows as a result of the general lack of adequate rainfall for a long period. As a consequence eastern bran is now available at a half dollar or so less than is quoted in the Northwest.

## HAY RECEIPTS LIGHT

The Toberman Grain Company, St. Louis, Mo., in its letter of June 10, says:

The receipts of hay continue to be light. Good demand prevails for top qualities of Timothy and Light Clover Mixed. Medium grades selling well. Quick shipments will surely reach good markets, and we urge them to come out before the new crop begins to move.

Clover receipts light. Choice qualities selling to advantage. Medium grades steady.

Alfalfa arrivals light. Fair demand for top grades. Medium grades difficult to place.

Prairie continues in strong request for the best qualities. Medium grades steady.

Straw is firm.

A Jay Bee Grinder has been installed by J. W. Webb of Beaver, Okla.

A feed mill and warehouse are to be built at Hollandale, Wis., by N. E. Demuth.

A No. 4 Jay Bee Mill with fan has been installed by the Farmers Union Elevator Company at Bedford, Iowa.

The Arcadia Feed & Seed Store at Arcadia, Calif., after August 1 will be in new quarters. Patrick Lloyd is owner of the property.

A 70x100-foot feed store and filling station is being built at Branch, Ark., by W. O. Glen and H. L. Wilburn, both of Branch.

A feed mill is being operated by the Hunting Elevator Company of Huntley, Minn., and a Strong Scott Dump Scale has been installed.

A. B. and R. A. Juhl have bought property at Eldora, Iowa, upon which they will erect a building for a general feed grinding business.

John Turbak has completed a modern warehouse at Fairmount, N. D., to handle feed, stock, tankage, etc., and flour. He recently sold his elevator.

The interest of S. D. Mann in the feed and seed business of Mann & Blount at Washington, N. C., has been bought by Herman Selby and John D. Webb.

The interest of George J. Litzinger in the Windon Feed & Coal Company at Clayton, Mo., has been sold to his partner, Robert A. Wiland of Glendale.

The Boulevard Coal & Feed Company is being operated at the site of the old Boulevard Elevator at Marion, Ohio. C. J. Hinaman and L. Augenstine are interested.

The Ballard yards of Arms & Scott and the Ballard Fuel & Feed Company, at Ballard (Seattle p. o.), Wash., have been consolidated as the Hocking Coal Company.

The building at Rock Rapids, Iowa, of the Levinger Estate at Rock Rapids, Iowa, has been leased by James Hoben who has been connected with the Davenport Elevator Company. He will open a feed store.

D. W. Gerber and Thomas Kemp have bought the property of the Immel Feed & Milling Company of Dover, Ohio, at receiver's sale. The firm name is to be changed and a new corporation formed. The Immel company was solvent.

A modern feed mill has been installed by the Eatonville Farmers Elevator at Princeton, Ill., as an addition to its equipment for grinding feed. The new mill has a capacity of 80 bushels an hour and will grind corn, oats and other grains.

A large feed grinder with two 40-horsepower motors has been installed by Mellinger & Son of Nashua, Iowa. They were operating a 30-inch grinder with two 30-horsepower motors, which have been taken out to make room for the larger machine.

Northrup, King & Co., feed manufacturers and wholesale seed dealers of Minneapolis, Minn., have increased their capital stock to \$1,500,000. H. H. Williams and J. H. Withey who have been with the firm more than 10 years are now on the Board of Directors.

A 30-inch feed grinder with two 30-horsepower motors has been installed by the Farmers Elevator & Feed Company of Indianola, Iowa. It has been running a 20-inch grinder with two 15-horsepower motors, but increased business made the additional equipment necessary.

# ASSOCIATIONS

## KANSAS GRAIN MEN MEET

On May 20 and 21, the Kansas Grain Dealers Association held its twenty-ninth annual meeting at Salina, Kan. There was a large attendance and an enthusiastic audience gave good attention to an excellent program which had been prepared. President C. M. Cave of Sublette, Kan., was in the chair. The official welcome on behalf of Salina's City Commission was extended by C. F. Dodds and the response was made by H. R. Rhodes of Colony. In his annual address, the president said, in part:

### PRESIDENT CAVE'S ADDRESS

Many people seem to have the mistaken idea that our association is against the farmer, and that we are fighting any and all legislation benefiting him, but we are not. I am sure this association will gladly support any bill introduced in Congress to benefit the farmer, which has merit. It is true we fought the McNary-Haugen Bill, and time has proven the uselessness of that bill. I personally do not believe any price fixing or control boards appointed by Congress at Washington will ever do the farmer any good.

How would you men like to have some radical politician or farmer, for instance, who knows nothing of the fundamentals of your business, about every 30 days, write an article and have it printed in large black letters all over the front pages of all the daily newspapers of the country, telling the world you were going broke, and that your business had to be run so and so, and if Congress didn't pass some laws pretty soon you would be ruined. Well, that is about what is happening to the farmer.

### Misinformation About Farm Costs

It is disgusting to me as well as to all intelligent farmers to read some of the stuff put out about their business. For instance, just a short time ago, some industrious fellow wrote an article which was carried in the daily papers of the state, in which he made the statement that he had interviewed 10 farmers in Pratt County, and he had learned from them that it cost \$1.18 per bushel to raise wheat with an average yield of 15 bushels per acre on 320 acres. In his figures he had each farmer owning two tractors, two double row listers, a plow and various other machinery to farm 320 acres of land. That proved to me he didn't know what he was writing about. Depreciation on his machinery was \$1,085 per year, then he added \$350 for repairs, and on top of that \$488 for interest. Now what do you think of that? Wouldn't he be a helova farmer?

### Comparison to Correct Farm Costs

Let me give you some actual figures on raising \$1 per bushel wheat, from my own personal experience. Out in Haskell County it costs us town fellows just 74½ cents per bushel and we don't do any of the work ourselves, we go right on with our regular jobs. For instance, it costs me \$1.50 per acre to get the land plowed in the spring; then, after the weeds start, \$1 per acre to have it tandem disced; then, after a rain, 25 cents per acre to have the land harrowed with a peg tooth harrow. This gives me the best seed beds, in summer fallow ground.

I pay 40 cents per acre for drilling the wheat in and 50 cents an acre for seed. We sow one-half bushel in this sort of ground and find it plenty. That ends the operation until harvest time, when I pay \$3 per acre to have the wheat combined, and an average price of 5 cents per bushel or 75 cents per acre to get the wheat hauled to the elevator. Then if this is rented land the landlord gets one-fourth of the crop or \$3.75 per acre on a 15-bushel yield, making a total cost of \$11.15 per acre or 74½ cents per bushel, leaving a total net profit of \$1,232 on 320 acres with a 15-bushel yield, and oftentimes we get as high as 25 bushels. So you see what we can do and yet do not work ourselves, but hire it all done. Doesn't it stand to reason that a bona-fide farmer can do it cheaper himself than it can be hired done?

If the price of wheat is to be maintained, a greater demand for it must be created. In western Kansas and eastern Colorado there are at least 10,000,000 acres of virgin soil, yet untouched by the plow, which is the finest wheat land God ever made, and thousands upon thousands of acres of this land are being plowed up by the farmer each year and planted to wheat. In my county alone the farmers last year plowed and planted to wheat 60,000 acres of sod land, and Haskell County this year expects to harvest at least 2,500,000 bushels of wheat.

### Defends Marketing System

Kansas anticipates raising 175,000,000 bushels of wheat this harvest. Add 10,000,000 acres to that with an average yield of 15 bushels per acre and see what you have. If the politician really wants to help the wheat raiser, let him give a little serious thought to this matter.

Gentlemen, are we to sit idly by with our hands folded and let the politician and other calamity howlers point us out as thieves and robbers, and educate the people to believe it is necessary for Congress to pass a lot of crazy legislation to protect their interests from us? To my mind, a legitimate grain dealer located in a community in the wheat belt is the greatest asset that community can have, and I am proud of the business I am in.

Practically every newspaper you pick up nowadays contains some article telling how the producer is being skinned out of his products, but seldom if ever do we see any praise given to the great selling organization located in Salina, Hutchinson, Wichita or Kansas City, perfected after years of effort, and maintained at great expense, with millions upon millions of dollars invested, whereby with the assistance of the country dealer we are able to offer to the farmer a market right at his door through which he may convert his products into cash any day in the year, no matter if it be one carload or 1,000 carloads, and at a minimum cost to him. That is the sort of business we are engaged in, and I am proud of it, and I hope you are, too.

Following this, Secretary E. J. Smiley read his

annual report, in which, among other things, he said:

### SECRETARY SMILEY'S REPORT

During the year 1925, 28 concerns holding membership in our organization discontinued business. Five of the 28 sold their elevators and have since engaged in other lines of business. The 23 other firms were forced to discontinue business, not being able to meet their obligations. Fourteen of these 23 failures can be charged to speculation and storing of grain for farmers. That these several failures could have been averted there is no doubt, but until those engaged in the handling of cash grain realize that future trading carries an element of risk, that the ordinary grain man cannot afford to take, these failures will continue to occur. We do not wish to be misunderstood in this statement, as it is not our intention to condemn future trading as a hedge or insurance against cash purchases, but we have no hesitancy in saying that playing the market has caused more failures of grain dealers in this state than all other causes combined.

### Storing for Farmers

Storing of grain for farmers as it was done in many instances in 1925 should also be discontinued. If a farmer wishes to store his grain, the elevator owner should advise him to ship his grain to some terminal market where it can and will be inspected and weighed officially and a warehouse receipt issued to the owner of the grain and delivered to him, and if he wishes to borrow money, let him deposit his warehouse receipt with his banker as collateral and dispose of his grain at his pleasure. Many grain dealers have gained the ill-will of their farmer patrons by advising them when to dispose of stored grain, and I believe much of the criticism directed against local grain dealers can be traced direct to advice given farmers as to the proper time for disposal of stored grain.

We have a law on our statute book making it mandatory on the part of the elevator owners to procure a license from the state and file bond for the protection of parties storing grain, but it is violated with impunity. I know of instances where 50 to 75,000 bushels of grain is supposed to be stored in a 10,000 bushel capacity country elevator and still sufficient space is available to handle daily receipts. Where this has been done, failure usually follows and the entire grain trade is blamed. I am very sure that we should use our influence to discourage the storing of grain in country elevators.

### Profits

You show me one country elevator operator that made a profit in 1925, and I will show you 50 that sustained a loss. Why? First, we had a short crop. Every one engaged in the business wanted a portion of the business and in order to get it handled it on such a small margin of profit that he sustained a loss. Bear in mind that you cannot reduce your overhead expense when operating a country elevator. An individual operator can do all of his own work, saving the expense of a helper, but a line company or co-operative concern has a salary account to be taken care of, which cannot be eliminated. Another reason for lack of profits is there are too many elevators attempting to do business in this state. There are numbers of points where there are three to five elevators at a station where there is not sufficient grain offered to maintain more than two. This is a difficult problem and the only way to solve it, so far as I can see, is for the local concerns to lease the extra elevators and keep them closed. If four to five elevators are kept open in a town where two houses can handle the business, you will find it difficult to show a profit at the close of the year's business.

The bankers of the state have experienced the same difficulty for the same reason during the past two years, and consolidation of banks is now the order of the day. According to press reports, this consolidation plan has been recommended by the bank commissioner of our state. Country elevators are as much of a necessity, or more so, than a bank, and every individual and company that invests his or their money in elevator property is entitled to a profit on his investment, and unless a profit is realized, he, or they, cannot continue in business.

### Destination Terms

Our office has received numerous complaints of unsatisfactory weights on shipments where official weights are not obtained. In a bulletin issued January 14 we warned our members that in all probability they would meet with trouble if accepting confirmation of purchase providing destination weights in final settlement. Our prediction came true, judging from the number of complaints received since that date. This is exceptionally true of shipments of corn into Oklahoma and Texas. If you accept destination weights, you have no recourse only by filing claim against the carrier, and we find that very few claims of this nature are paid by the carriers. It is our judgment that you had better accept less money for your grain at time of sale than accept destination weights and take the chances.

### Confirmations

We have urged shippers to confirm sales. We have furnished forms to all of our members and recommended their use. I have no means of knowing how many of our members have acted upon our suggestion and had blanks printed, but I know positively that there are a number of our members who are still going along in the same old way and not confirming sales. I want you to know that a confirmation becomes a contract between buyer and seller unless one of the parties protests by wire or telephone the day confirmation is received. As practically all trades are made by telephone, misunderstandings are likely to occur as to terms. If you will confirm sale by mail as soon as the trade is made, many of these misunderstandings may be avoided.

A case was lately brought to our attention of where a local elevator man was called to the telephone by a terminal dealer who made an offer on a car of corn, immediate shipment. The offer was accepted. The seller failed to receive confirmation of purchase following morning and called the terminal dealer by telephone and asked for shipping instructions. The buyer denied having purchased the car of

corn, and the seller, being unable to prove the sale, was forced to sell the car at a loss of 2 cents per bushel. Had the seller confirmed the sale at the time trade was made, we believe that any arbitration committee would have considered the seller's confirmation as prima facie evidence that the trade was actually made. While this is an exceptional case, it tends to show what a crooked concern can do to avoid a verbal contract. It takes only a moment of your time and a two-cent stamp to confirm sale.

An address, the subject of which was "It Is Practical to Hedge Country Purchases of Grain", was given by George R. Gould. He said, in part:

### HEDGING COUNTRY GRAIN PURCHASES

The question under discussion is, "Resolved, that it is not practical to hedge country purchases when the deferred option is lower than the cash." Your Program Committee has assigned to me the job of discussing the negative side of this negative question. In my discussion, therefore, I will try to show that it is practical to hedge country purchases when the deferred option is lower than the cash.

The country shipper, after he has made a purchase of grain, must dispose of it in one of three ways.

First, he may consign it to a terminal market and receive whatever price it will bring upon its arrival in that market.

Second, he may sell to arrive to some mill, elevator, broker or speculator.

Third, he may hedge, consign to a terminal market, and when the grain is sold, remove the hedge.

The first option of the shipper, unhedged consignments, is not satisfactory. It is not merchandising of grain. It is blind speculation. If the market goes up, good. If the market comes down, too bad. The market does go up, and it does come down. Our farmer friends are good sellers. The higher a market goes, the more grain they sell. The country grain man buys as the farmers sell. Under the consignment option, the higher the market goes, the more grain the country grain dealer buys and has on the way to some central market. If the market drops a dime, the shipper drops many dollars. His consignments arrive in the central market and are sold, but the farmers do not like to sell on a break in the market, and do not sell. The result is the grain man has disposed of his grain on the market drop, and cannot replace it from the farmers until the market again advances.

On the next swing in the market the farmers again sell grain as the market advances, and the pyramid is once more built. The dealer buys on the advances, and the higher the advance the more he buys, and the more likely he is to run his grain to market on a downward reaction in the price of it. Even on big bull years, it frequently happens that the consignment specialists carry as much grain down on the break as they carry up on the advance. The result is that they make some money early in the crop year, but on the final balance sheets they show no profit.

The second option of the country shipper, that of selling to arrive, has many disadvantages. Among them may be mentioned variations in grades, difficulties in shipping within the time limit of a contract, and the lower prices paid for to arrive grain than for spot grain. In the matter of grades, the country shippers' troubles arise frequently because of moisture content, smut, rye or other objectionable matter, test weight, or protein content.

In this day of the harvester-thresher combine, wet or green wheat must be handled. It is an impossibility for a country shipper to say what his grain will grade at destination. A few days' delay in the handling of grain in the elevator or in the box car may make a big difference in the condition of the grain.

For example, last harvest, we had a car of combine wheat into Hutchinson and it graded No. 2 Dark Hard Winter. We did not like the way the Hutchinson buyers were acting on that particular day, so ordered the car to Kansas City. It arrived in Kansas City in due time, but graded sample, heating. If we had had that car sold to arrive in Kansas City we would have been in one nice mess. As it was, it brought more money than we had been offered in Hutchinson. The market had advanced of course. The country shipper, when he tries to apply such a car on a to arrive contract loses enough to pay the commissions on several cars.

The next trouble over grades, on the to arrive contract, come from smut, rye or other objectionable matter in grain which usually costs the shipper dearly when he tries to fill a contract with some of it. The buyer takes enough discount to enable him to re-sell the car at a profit, and to enable him to buy another car to fill his own contract requirements. We do not blame the buyer for doing just that thing. He is entitled to compensation for his trouble, but that does not help the shipper any.

The discount on account of light test weight on a to arrive contract is usually about double that which is taken if the car of grain is sold by sample. For example, during the past crop year the discount for light test weight has been one cent for 57 pounds, three cents for 56 pounds, and under 56 pounds not to apply at all. The actual spot selling difference has run from nothing to one cent for 57 pounds grain, and from one cent to two cents for 56 pounds grain. For the shipper who had a line of wheat testing from 55 pounds to 58 pounds, it was decidedly costly to sell to arrive.

The last objection to selling to arrive, in so far as grades are concerned, has to do with that element called protein. Perhaps many of you have had your protein troubles. The country shipper is indeed fortunate who can buy country run wheat and not get a variation of at least 1 per cent in the protein content of it. With our stations, the variation is about 4 per cent, running from around 11 per cent to 15 per cent. The premiums paid for protein on to arrive bids are about half what they are on the exchange floor. In other words, when a shipper sells high protein wheat to arrive, he takes a discount of from 1 to 10 cents a bushel on it under the spot price for the same class of wheat. The amount of his loss, of course, depends upon how much protein is being paid for protein and how much protein he is offering for sale.

It is not practical to sell wheat to arrive because of troubles arising over variations in grades on account of moisture, smut, rye or other objectionable matter, or protein content.

The second objection to selling wheat to arrive is on account of the time element. A shipper may be ever so honest, and may make every effort to ship his contract within the time limit. But grain fails to grade, elevators break, or railroads are unable to furnish cars, and he is forced to default a contract. During our heaviest run of wheat in Kansas it is very common for a shipper to be unable to get wheat out within a short time. He does not know how many

box cars he will be able to obtain nor when he will get them. It is dangerous, financially, for a shipper to sell quantities of grain to arrive for that reason. One 10 car contract defaulted on account of failure to ship within the contract time, can easily cost the shipper enough to pay the commissions on a hundred cars.

The last serious objection to selling wheat to arrive is because the price of the to arrive bid is rarely as high as the spot bid, and usually is from two to three cents under the spot price. When I learned that I was on this program, I kept a record of the to arrive bid and the spot sales out of and in Hutchinson for 10 consecutive days. The to arrive bids just averaged two and one-half cents a bushel less than the spot prices for the same class of wheat. This is as it should be.

A buyer from the terminal market is either a fool or a rank speculator when he pays the country as much wheat as he can buy it for in the terminal market. Phone calls and extra paper work cost money. He is in the same class with the country shipper who pays track price for grain and donates the use of his money, plant and labor to his customers for the pleasure of trying to win a profit by speculation from their wheat. It is evident from the nature of things that the to arrive bid should be lower than the spot price.

Therefore, gentlemen, it is not practical to sell to arrive because of variations in grades, because of difficulties in filling contracts within time limits, and because of the lower price for grain on the to arrive bids.

The third, last and best way to dispose of country purchases is by the hedge and consignment. Far too many country shippers do not have the correct conception of just what an option market is for. We are acquainted with but one of its functions, and do not appreciate some of its valuable uses. We are familiar with it as a means of speculation only, and seem to think that is the only use for it.

Many of us country shippers have but a single idea of an option market. We think of it only as a means of speculation—a place to spend our hard-earned cash. We are, therefore, afraid of it, and do not want to have anything to do with it. As a matter of fact, the average country shipper should be better acquainted with the option market as his friend and protector.

By the proper use of the options, the country shipper can sell his grain for exactly what it is worth, and he can do so at any minute during a market session. He can then load his grain, let it go to the terminal market and sell for exactly the market price for each particular car at the time it is sold. He then can remove immediately his hedge, and his profit is made.

If he bought his grain at a profit, he has sold it at a profit. It matters not to him what the market has done between the time that he made the country purchase and the time his grain arrived in the terminal. If he bought the grain too high, he, of course, has suffered a loss, but that is his own fault. He should go and sin no more. If he cannot buy grain at a profit, he should get out of the grain business. If he wants to speculate, let him operate where a speculator should operate. That most certainly is not from a country elevator office.

Among the others who addressed the meeting were H. A. Bainer of the Southwest Wheat Improvement Association, C. C. Isely of Dodge City, Professor E. A. Stokdyk of Manhattan, and Mr. Bren of the Salina Chamber of Commerce.

The following resolutions, submitted by S. W. Grubb, Topeka, of the Resolutions Committee, were adopted and were to the effect that the Association believes the present farm bills to be unworkable, and that the grain inspection department should be taken out of politics.

A banquet was served with the compliments of the Salina Board of Trade, in the Masonic Temple, at which there was both plenty to eat and plenty to amuse.

The following officers were re-elected: President, C. M. Cave, Sublette; vice-president, H. R. Rhodes, Colony; secretary-treasurer, E. J. Smiley, Topeka; director, fourth district, H. B. Wheaton, Hugoton; second district, C. A. Kalfleisch, Harlan; Nebraska, J. M. Rankin, Cambridge.

## MEETING OF FEED MANUFACTURERS

One-hundred and twenty-five feed manufacturers gathered at the French Lick Hotel, French Lick, Ind., May 27 to 29, to hold the eighteenth annual convention of the American Feed Manufacturers Association. President E. W. Elmore, of Oneonta, N. Y., presided at the business meetings, at which close attention was given to a series of carefully prepared addresses. During the leisure periods entertainment was provided which afforded everyone good opportunity for needed relaxation.

Mr. Elmore's annual address, in part, is as follows:

It is quite impossible for me to recommend any subjects for our activities; that field has been so well covered in previous recommendations. However, there are a number of extremely important problems, as it seems to me, yet unsolved and I trust you will pardon a few of them again being brought to your attention. It is to be hoped that you are all enjoying an increased volume of profitable business. Many of us doubtless are and others of us doubtless are not. Your Association is not properly functioning until we strive as an association to benefit all of our members. When some of us enter into long time contracts of sale guaranteeing prices over an extended period of time and sometimes accepting cancellation without adjustment, we are lowering the morale of our Association by such exaggerated, speculative methods and defeating the objectives of our co-operation.

Some of the manufacturers making such sales offer as an excuse that they are forced to do it in order to meet the competition of others making such offerings—while we all know there are other manufacturers operating in practically all territories who never countenance such methods and we also know they are highly successful both in volume and profits, proving absolutely that it is not necessary to enter into this wild speculation to be a success.

Further analysis reveals that these successful man-

ufacturers know their costs before their feeds are offered for sale. It is the only way any manufacturing business can be built upon a solid footing so that a reasonable profit will be assured and not a blind, haphazard profit or loss results.

On January 28, 1925, at a special meeting of your Association held in Chicago, J. M. Ullman of J. M. Ullman & Co., Chicago, expert accountants, addressed the meeting on the subject of "Uniform Cost Accounting." After a general discussion which followed the address, a motion prevailed to the effect that it was the sense of the meeting that the Executive Committee should consider the desirability of engaging Mr. Ullman to endeavor to ascertain whether it would be practicable to undertake the preparation of a system of uniform cost accounting for the feed manufacturing industry. As I remember it, this resolution was unanimously passed, there being a good attendance at the meeting.

One of the Executive Committee asked how many would be willing to have Mr. Ullman examine their books confidentially for his instruction to enable him to record a practicable cost accounting system. My remembrance is that there were but three who volunteered but if a true co-operative spirit had prevailed each manufacturer present would have volunteered. This doubtless discouraged the Executive Committee from further action.

It is my belief that these long time contracts with guaranteed prices and accepted cancellation would be entirely eliminated if a complete and true accounting system were practiced by the manufacturer. The lack of statistical information regarding costs in his own operation is directly responsible for this speculative practice and it is to be hoped that your Executive Committee will do all in their power to establish a true co-operative spirit that will eliminate these unbusiness-like methods. The consumer must not be forgotten since ultimately our success depends upon his prosperity but were we to attempt to analyze this situa-



RETIRING-PRESIDENT E. W. ELMORE

tion it would take far more time than I am allotted and with the splendid program which is before us we shall not further delay.

W. E. Suits, chairman of the Executive Committee, followed, dramatically emphasizing his ideas. His message in detail was as follows:

Shortly after the adjournment of the 1925 convention, we learned that some of the south central group of state feed control officials were putting into effect some quality standards for special purpose mixed feeds which we had understood were simply tentative until their correctness and justification could be determined by further investigation.

These tentative quality standards were as follows:

### Cow and Dairy Feeds

Minimum percentage of crude protein.....	15.00
Minimum percentage of crude fat.....	3.00
Maximum percentage of crude fiber.....	16.00

### Horse and Mule Feeds

Minimum percentage of crude protein.....	9.00
Minimum percentage of crude fat.....	2.00
Maximum percentage of crude fiber.....	15.00

### Hog Feeds

Minimum percentage of crude protein.....	14.00
Minimum percentage of crude fat.....	3.50
Maximum percentage of crude fiber.....	7.00

### Laying Mash

Minimum percentage of crude protein.....	18.00
Minimum percentage of crude fat.....	3.50
Maximum percentage of crude fiber.....	7.00
and 20 per cent of the matter in the mixture must be of animal mixture.	

The Executive Committee felt that fixed standards for special purpose mixed feeds were wrong in principle and that some of those prepared were at least defective in detail. The chairman was instructed to meet the national Association of State Feed Control Officials at its convention at Washington in October and present the arguments against the adoption of these or any such standards. He was placed on the program of that meeting and did discuss the problem at considerable length. As your representative he was accorded the most courteous attention and his arguments were carefully weighed and considered by the convention.

The horse population is still decreasing in the cities and towns. Even the country roads east of the Mississippi River and north of the Ohio carry very few horse drawn vehicles. This cuts off a large part of the feed manufacturers' former business and

makes an increasing surplus of oats and corn which must be ground and fed to the pigs and cattle.

The livestock population generally was smaller January 1, 1926, than a year before, reducing the feed requirements; even dairy cattle being 12 per cent below the corresponding date in 1925 and 9 per cent below 1924. Large numbers of dairy cows were condemned last year because of tuberculosis. It is plainly indicated that the American people are demanding that tuberculosis be eradicated from our population of men and beasts and that particularly includes the dairy cow.

This picture of unfavorable conditions which I estimate will continue to expand for a time leads one to inquire if we should not nail up our doors and avoid several years of unnecessary struggle.

I do not think so, in fact I believe that the picture is not as gloomy as it appears. We are simply viewing that part of the film where the hero and heroine are going through their time of intense trial and the reward for their constancy is still a development of the future.

I believe that the problem of a large crop of low priced oats will remain with us in future average years as the power truck and carriage, because of their greater capacity and serviceability will make them increasingly indispensable. But we may develop a way to take greater advantage of these cheap oats.

The feed manufacturing former jobbers, may find that the manufacturing end of their business is not so profitable as it was alluring. In fact I learn that some are already making the discovery that a manufacturing business carries with it a considerable investment and overhead expense which on a small volume of business may very readily be translated into an annual report largely written in red ink.

The chain store idea as applied to feeds has yet to be proven a winner. To be made successful in a large way will require a very large capital investment and an organizing power of the highest capacity. Some will succeed, others will fail. The successful chain store groceries base their success on simple salesmanship of nationally advertised brands. This enables them to use low priced salespeople which means low overhead. The successful feed stores require specialized training as most of the chain feed stores to date depend on selling lesser known goods of their own manufacture.

The batch mixer in the retail store and the co-op. as a future proposition does not worry me greatly. It needed the co-operative to show a lot of the feed dealers that they needed to be modern business men who studied the needs of their trade and went out aggressively after business and not spend a large part of their time doing the manual labor around the plant. The 1925 sales by the New England co-operative were only 40,000 tons more than the annual output of the Buffalo mill before they bought it and the advertised output of the manufacturer who made the feed for the G. L. F. and other co-operatives was only about 250,000 tons more than his output before he began to handle their business. And these increases were very largely new mixed business from feeders who mixed their own rations before.

The batch mixer is simply the application of power and machinery to what has been going on for years. It largely displaces shovel mixing on the farm and in the feed store. The farmers had the grain before; they raised it to feed and mixing it in a batch mixer adds not a single grain of corn or kernel of oats or barley to their supply. Besides I consider the batch mixer the parasite needed to neutralize the co-operative.

The reduction in the number of dairy cows is a natural and necessary elimination of the unfit and unprofitable animals whose former production is probably being made up by higher and more profitable producing units, because we know that the consumption of milk and other dairy products is steadily increasing. Improved dairy conditions will be the best possible advertisement for milk and for the betterment of that business on which our prosperity so largely depends.

For the sake of conserving time, the secretary of the Association, L. F. Brown, deferred reading his annual report with which the report of R. M. Field, traffic manager, was coupled. Mr. Brown simply dwelt on one or two of the important points of his report and informed the delegates that there were sufficient printed copies of his report for each one present. The conclusion of his report read as follows:

"What is the matter with the feed industry," is a question being propounded in all sections. I wish I might intelligently answer such inquiry but I would like to hazard an opinion that the lack of reliable information concerning the industry may be a factor largely responsible for present day conditions. While the stabilization of business conditions is an ideal which can never be completely realized with so sensitive and vast an organization as that of American business and commerce, due to many uncontrollable factors and the well established governmental public policy of the competitive system and a free, unrestricted market with a body of independent sellers and buyers, more or less informed as to existing conditions in any particular industry, yet, a fully informed body of buyers and sellers in any line of industry will act more wisely and more uniformly than would a similar group supplied with rumors, misrepresentations, and partial truths mixed with real facts.

The Government has long recognized the need of accurate information in the agricultural markets and spends huge sums annually on a nation-wide reporting system and is using every available agency to keep buyers and sellers alike accurately informed as to crop and market conditions.

Does the competitive system, the law of supply and demand, work differently in this respect in agriculture than in industry? Secretary of Commerce Hoover has done everything in his power to encourage the widespread dissemination of business facts within industries. The recent decisions of the Supreme Court, legalizing the collection and dissemination of business statistics by trade organizations, have freed business from the fear of prosecution and at least made possible, the existence of an intelligent and fully informed, and at the same time, an unrestrictable market.

If the feed manufacturing industry would co-operate in the collection of annual statistics which show its productive capacity and its actual production and such information were given wide publicity among business men, bankers and investors, it would tend to retard the construction of new plants far in excess of those needed to supply the demand, a condition which is unhealthy from an economic standpoint resulting in loss of capital, depression of wages or labor and chaotic conditions generally. If business men knew the productive capacity of the industry was outgrowing the demand, they would hesitate in building new plants. If bankers had similar

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data, they would be cautious in loaning money for new construction. If investors had the facts they would be more wary in placing their funds in an overbuilt industry.

Statistics showing the correct conditions of supply and demand, should prove of great value. A number of industries are already successfully compiling such information. Such data to be of service should be compiled and distributed as quickly as conditions in the industry will permit in order to reflect actual market conditions with reasonable accuracy. The real worth of information of this description is so patent that the many advantages need not be elaborated upon, but such data should be of still greater value in an industry where an accepted order is not always considered a binding contract of purchase and sale. Accurate knowledge as to manufacturing and distribution costs secured by a confidential exchange of such data through a reliable agency can but result in a steady influence.

Detailed cost statistics tend toward greater efficiency in individual competition. A detailed comparison by one manufacturer of his costs with the average costs of a group of his competitors often reveals items entirely out of line with those of his competitors and should result in a readjustment of those items which may not be comparable with average costs. As an industry strives to

sparkled with ideas and was received with genuine enthusiasm. He spoke as follows:

### PROF. A. G. PHILIPS' ADDRESS

I am a newcomer in the business of manufacturing feeds, my experience being limited to less than one month. I have been connected with agricultural colleges and experimental stations for 18 years, and have given most of my thoughts toward those things which might be classed as educational. It has been but recently that I decided to cast my lot with the commercial feed industry, knowing at the time that it was a type of business endeavor, providing opportunity for honest and sincere effort in producing something of economic value for the farmer. My viewpoint of the feed manufacturing business has been from the outside, where I have had the opportunity of becoming acquainted with the college man's attitudes. They are many and varied and differ widely. Some are narrow, and others are broad and tolerant. Many opinions are untrue, and because of this there is a problem which might be called the agricultural college versus the feed manufacturer. I want to discuss this question with you today, and since you know of my inexperience in the business, I have decided to label this talk "From the Outside Looking In."

In order for me to be rather definite in this matter, permit me to present extracts from two statements made in personal letters to me. Since I quote no names, I hope no one will feel that I am violating any confidences. The following is a statement from one college professor in a dairy department:

When we make such recommendations (referring to certain previous statements) we suggest the use of pure feeds, as there is no use for a farmer to buy clipped oat hulls or wheat screenings or such material to put in his ration. Commercial manufacturers get their required protein by the use of the cheapest high protein supplements, keep their fibre down as low as possible, and at the same time use all of the cheaper materials that they can. For this reason we believe that a farm mixed ration of 16 per cent total protein would actually contain more total digestible nutrients than a commercial mixture of the same total protein content, but of course it is up to the commercial concern to manufacture a feed that will sell at a profit.

What is the writer's inference? There is no doubt but that he means to infer that all feed manufacturers use undesirable sources of protein and worthless feed by-products in their dairy rations, and that the feed manufacturer is in business for profit only. He believes that a farmer, by purchasing individual ingredients, obtains "pure feeds" and by mixing them together makes a feed that contains the maximum of digestible protein. He thinks that a feed manufacturer cannot do what the farmer can do.

Another friend of mine, having heard of my change from college to commercial work, wrote me as follows: "I hope that you find your new work interesting, and that you are instrumental in bringing about needed improvement in the commercial feed business."

I immediately replied by asking the meaning of this statement. Did he mean to leave the impression that commercial feed concerns were not reliable or that they had been guilty of unfair practices?

Now this man is a very good personal friend of mine, so he wrote to me quite frankly as follows:

What I really had in mind when I made the statement that I hoped you would be instrumental in bringing about a needed improvement in the field of mixed poultry feeds, was that you would bring to these companies the idea that the first requirement of a poultry feed was to grow chicks and produce eggs and not to make money. Of course, I have good enough sense to know that some money has to be made, but a good many feed concerns have impressed me that they were in the business of mixing feeds to make money and not to make eggs. There is a heap of difference between these two points of view, as I have been able to see it. I think there is a place for commercial feeds, and I believe there is no limit to the development of this industry, but it cannot be done unless the feeds can be put out at a price that will compete with home-mixed feeds, plus a decent amount of labor that is saved in mixing. I do not believe that any commercial feed is any better than one I can mix myself. I do believe that their machinery can mix it easier than my shovel, and I would be willing to pay them for the use of their machinery and nothing more. So far as high-powered salesmanship is concerned, I think that it does as much harm as it does good in the commercial feed business.

I could quote further, but I think this is enough to show you the man's view points. Personally, I do not care to criticize him. What I want to know is why do these two men possess the opinions which they have, and which they so willingly expressed?

We must not expect the agricultural men in state or Federal employ to recommend any one manufactured product over another, but we can by careful education show them that we have a definite and rightful place in agriculture.

If any of the insinuations or accusations which I have read or stated, happen to apply in any way to any of us as individuals or concerns, then let us take them seriously and do everything in our power to correct existing mistakes.

There are two distinct viewpoints on feed mixtures for livestock. There need be no controversy, but unless we do our part in getting together with the other fellow at every opportunity and through every available channel, we cannot criticize the other fellow. We need the agricultural departments. They explore and teach. The results of the research are the foundations upon which we build, and the materials from which we make our feed mixtures. They teach these things to college students, and we employ the graduates in our business concerns. They extend their knowledge to the farmer in the country, and make him receptive to the use of commercial feeds.

Can we not view this situation with honesty and frankness, and do our part in developing a unity in thought and action? Will you not accept my few words and opinions as being given with honesty of purpose and with a hope for a greater development of the commercial feed business, to meet the needs of the ever-increasing demand for our feeds, even though they are given by a person who is really speaking from the outside looking in?

Secretary Brown announced that President Elmore had appointed the following committees:

Resolutions: A. F. Seay, S. J. Thompson, C. T. Kayhart; Auditing: W. D. Green, L. R. Hawley, R. L. Hall; Nominating: J. M. Wilson, F. J. Bradford, J. B. Edgar, C. P. Wolverton, and H. H. Humphrey.

The meeting adjourned at 1:30 p. m.

A special luncheon was provided for the sales managers where the discussion of various sales problems was open to all. Other delegates went to their respective choices of vacationing and thus ended the first day.

### FRIDAY, MAY 28

Because of an important golf tourney to take place in the afternoon the delegates assembled for business promptly at 10 o'clock. President Elmore calling the meeting to order introduced A. T. Pennington representing the Southern Mixed Feed Manufacturers Association of Memphis, Tenn., who spoke on the subject "Know Your Costs."

The meeting developed into a melee of general discussion from which the delegates emerged to listen to and look at an illustrated lecture by Dr. R. Adams Dutcher, professor of Agricultural and Biological Chemistry, State College, Pa.

Dr. Dutcher spoke wisely and demonstrated the advantages of cod liver oil and the effect of sunshine on animal growth—the difference between Yellow and White corn in feeding and the difference between rations fed with and without sunshine. All his experiments were made with live animals of the graded orders from rats to swine.

The golf tournament started at 2:30 p. m., with 42 players entered.

### ELECTION OF OFFICERS

The Nominating Committee presented its report and the following officers were elected: President, W. E. Suits, The Quaker Oats Company, Chicago; first vice-president, Frank R. Johnson, Arcady Farms Milling Company, Chicago; second vice-president, E. B. Savage, International Sugar Feed Company, Minneapolis; third vice-president, W. R. Smith-Vaniz, Royal Feed & Milling Company, Memphis; treasurer, W. R. Anderson, Flour & Feed, Milwaukee; secretary, L. F. Brown, Chicago; traffic manager, R. M. Field, Chicago. The Executive Committee: E. W. Elmore, Elmore Milling Company, Oneonta, N. Y.; H. A. Abbott, The Albert Dickinson Company, Chicago; G. A. Chapman, Riverdale Products Company, Chicago; D. W. McMillen, The McMillen Company, Fort Wayne, Ind.; J. B. Edgar, Edgar-Morgan Company, Memphis, Tenn.; A. F. Seay, Ralston-Purina Company, St. Louis, Mo.; The president is ex-officio, a member of the Executive Committee. Board of Directors: O. E. M. Keller, J. J. Badenoch Company, Chicago; Roy Eshelman, J. W. Eshelman & Sons, Lancaster, Pa.; G. G. Keith, The Hermitage Mills, Nashville, Tenn.; Jim Rapier, Rapier Sugar Feed Company, Owensboro, Ky.; F. J. Ludwig, The Chas. M. Cox Company, Boston, Mass.; Flynn Owen, The Corno Mills Company, Cedar Rapids, Iowa; B. T. Manard, Penick & Ford, New Orleans, La.; S. J. Thompson, The Ubiko Milling Company, Cincinnati, Ohio.; Chas. Staff, The Larowe Milling Company, Detroit, Mich.; Floyd M. Wilson, Denver Alfalfa Milling &



PRESIDENT-ELECT W. E. SUITS

reduce items of cost there will naturally be a tendency for such costs to become more uniform but the tendency should be toward reduced costs which should be reflected in more uniform but lower prices to the public.

A tendency toward stabilization in price resulting solely from increased efficiency in the individual units of an industry, is thoroughly in keeping with the spirit and purpose of the competitive system. If the industry itself will support the undertaking, the American Feed Manufacturers Association, can very quickly set in motion, machinery for the collection and publication of business statistics relating to the industry.

Recent decisions of the Supreme Court have offered a fair opportunity for the industry to secure all of the benefits which can flow from a legitimate use of business data of the proper kind and when properly employed, should have a constructive and stabilizing influence and a steady factor will have been injected into the industry to enable it to function on a sound basis which should result in its permanence as well as its prosperity.

The food manufacturing industry can accomplish but little unless reputable manufacturers are willing to assume a reasonable amount of obligation in an endeavor to solve the many problems continually confronting the industry. The American Feed Manufacturers Association should be of much greater numerical strength in order that it may function for the greatest possible good to the greatest possible number and assume its justifiable place in the economic growth and development of this country.

Prof. F. D. Fuller, president of the Association of Feed Control Officials, College Station, Texas, spoke next. Among the important facts covered in his address, he said:

The science of chemistry is continually adding much to our knowledge of feedingstuffs. Brilliant progress is being made by the chemist in his investigations on the mysterious substances known as vitamins. It is a fact today that we must recognize their importance in planning a family diet and in feeding livestock. Again, it has been demonstrated that the proteins of different feeding stuffs show very striking differences in food value and we must know more of the chemical properties and nutritive value of these proteins in order to produce the greatest amount of animal growth with minimum expenditures. For years the protein content was the yard stick by which we measured the value of most feeds but in recent years considerable attention has been given to the fiber content and productive value. Is it unreasonable to predict that at some future time the quality of the protein will be seriously considered by the manufacturer, consumer and feed control official? We have yet much to learn about feeds and the proper blending and utilization thereof.

In conclusion, I want to impress upon you the fact that it is absolutely essential to watch carefully the quality of the raw material entering your mixtures and above all else do not let your finished product go upon the market without knowing its analysis. Do not base your guarantee for the entire season's output upon analysis of one sample. The chances are that that sample will not be representative. Watch closely, at frequent intervals, the composition of the goods with which you are planning to win the confidence of the public and build up a profitable business.

"From the Outside Looking In" was the subject used by Prof. A. G. Philips, vice-president of the McMillen Company, Fort Wayne, Ind. His talk



PROFESSOR A. G. PHILIPS

Products Company, Lamar, Colo., chairman; E. G. Olden, Hiawatha Gin & Manufacturing Company, Jackson, Miss.; M. M. Nowak, Nowak Milling Corporation, Hammond, Ind.; H. H. Humphrey, Northern Milling Company, Wausau, Wis.; C. P. Wolverton, Maritime Milling Company, Buffalo, N. Y.; E. Wilkinson, Western Grain Company, Birmingham, Ala.; The president is ex-officio a member of the Board of Directors.

### RESOLUTIONS

The Resolutions Committee drew up and presented to the delegates resolutions of condolence on the death of Milton G. Peters, Omaha, Neb., and Roscoe E. Doolittle, Evanston, Ill., both former members of the Association. They also presented resolutions of thanks to Col. Allen G. Winter

(father of the Association) and to the French Lick Springs Hotel. Another resolution endorsed the 1927 "France Convention of the American Legion" in Paris and called upon employers of World War Veterans to permit them a four weeks' vacation.

## OKLAHOMA DEALERS MEET AT ENID

With a registration well over 450, the twenty-ninth annual convention of the Oklahoma Grain Dealers Association was convened by President L. O. Street, at Enid, Okla., on May 19. A special train in charge of T. A. Bryant carried the St. Louis grain men who attended, and the session included liberal entertainment. A trip to the oil fields by automobile was arranged for the visiting grain merchants at Enid and a dinner was given by Cecil Munn of the Enid Terminal Elevator Company.

The meetings were held in the rooms of the Elks Club, and Mayor Carr of Enid made the address of welcome. H. E. Hart, general manager of the Alva Roller Mills, Alva, Okla., responded on behalf of the Association. An address was also made by J. A. Whitehurst, president of the State Board of Agriculture, Oklahoma City, and Charles Quinn, secretary of the Grain Dealers National Association, conducted a round table discussion covering various timely subjects of vital interest to members of the grain trade.

In making his annual report, Secretary Prouty said, in part:

### SECRETARY PROUTY'S REPORT

I am frequently asked regarding the making of contracts in advance several weeks before harvest time for future delivery. This of course involves the discussion of speculation and hedging as concerns the home marketing of grain at country points where we find at least two classes of speculators, one the farmer, the other the grain dealer.

#### Contracting Wheat from the Farmer

The farmer, an honest, industrious and successful business man, foresees a fine large harvest near at hand and almost made. He also feels well satisfied with present pre-harvest prices and fears considerable decline will surely follow soon after harvest time when the new crop is offered freely on the market. He wants to benefit by present pre-harvest prices before the decline and concludes to go to his favorite grain dealer in the home town and contract his crop, or at least a good part of it, all of which seems entirely proper and legitimate. His favorite grain dealer cannot turn the offer down, and neither can he afford to carry the risk and hazard himself, because he likewise feels there will be some probable decline in prices at a time when the wheat is delivered, which may cause him quite a loss, so he proceeds at once to resell the wheat for future delivery and passes the burden of risk to some one else.

Eventually the wheat is delivered by the farmer, he gets his contract price for his grain and is jubilant because the market has actually declined 15 cents per bushel and he has saved \$450 on his crop of 3,000 bushels. The grain dealer is also equally well satisfied because he insured himself against loss and at the same time preserved his normal profit, and everything passed off lovely.

In this case both the farmer and the grain dealer happened to guess right. They were looking for a decline and the decline happened. But suppose the market had advanced 15 cents higher than the contract at delivery time, instead of 15 cents lower. What then? Well, the grain dealer is protected just the same, and his normal profit is preserved, provided his farmer friend comes through all right with the full amount contracted, but what assurance has the grain dealer that the farmer will do this? Is it just mere trust and confidence in his word and honor?

This brings me to the conclusion that the making of contracts for future delivery is just about the same as what we commonly call "speculation" on the Board of Trade, and is attended with the same risks and uncertainties. But who can "speculate" on the Board of Trade unless he puts up a cash guarantee of 5, 10 or 15 cents per bushel margin? Then why should not contracts for future delivery be protected by a similar marginal guarantee?

#### Trade Rules

I have been asked so many times on what basis of weight should settlement be required in cases of defaulted shipments on contracts that specify cars, or capacity cars, or specified capacity cars. In checking up our rules, also National Rules, it appears this point is not as clear and definite as it should be to avoid misunderstanding or misinterpretation. To illustrate: A shipper contracted or sold three 80 and three 60 capacity cars, which means, according to the rules, that if he ships three cars containing any amount between 80,000 and 88,000 pounds each, and three other cars containing any amount between 60,000 and 66,000 pounds each, that he has properly filled his contract. In other words, such a contract implies that it is shipper's option to load the three 80's with 80,000 pounds each, or with 88,000 pounds each, and the three 60's with 60,000 pounds each, or with 66,000 pounds each, or with any other intermediate weights between the limits stated, as he may choose.

The shipper has this option or leeway of loading his contract capacity cars not to exceed 10 per cent of the marked capacity specified. But, suppose shipper defaults on part of his contract and ships only one 60 and two 80's and the market has advanced quite materially, then on what basis of settlement should the unfilled portion of the contract be figured? On the marked capacity basis, or on basis of 10 per cent above the marked capacity?

I believe we should have a clear and specific rule incorporated to cover cases of this kind, and it has been suggested that the 10 per cent above the marked capacity should be adopted as a proper basis for making settlement in default of this character.

#### Know What You Are Buying

Knowing what you are buying from the farmer's wagon. Herein lies the bulk of our past troubles. We are all interested in securing greater values for the producer, yet the producer should not expect to be paid a No. 2 price for No. 3 grain, nor a No. 1 price for No. 2 grain.

According to our Federal rules of inspection, the

test weight, cleanliness and soundness are the principal determining factors on which different grades are established or based, but in recent years the quality and percentage of gluten or protein content has much to do with the price value regardless of the grade, except when shipping to Gulf for export. Therefore, it behooves all grain men to study and consider wisely and well the commercial value of the particular kind and quality of wheat he buys and sells. Many times the grain buyer in the country misjudges the quality of his grain regardless of its grade, and sometimes he overpays or undersells its proper price value.

Resolutions were adopted, when they were presented by Fritz Straughn, on behalf of the Resolutions Committee, covering the following points: Advocating the same rates to Texas points as to New Orleans; and deploring the tendency toward class legislation such as the Haugen Bill.

The Nominations Committee consisted of John O'Brien, El Reno; W. B. Johnston, Enid; and F. R. Milbourne, Fairland. The following officers were nominated and elected:

President, L. O. Street, Woodward; vice-president, F. R. Millburn, Fairland; secretary-treasurer, C. F. Prouty, Oklahoma City; directors: M. E. Humphrey, Chickasha; J. R. Thomas, Carnegie; W. B. Johnston, Enid; J. J. Stinnett, Oklahoma City, and John McCrady, Yewed.

Board of Arbitration: Ben U. Feuquay, Enid; Harry Hunter, Okarche; J. W. Stewart, Chelsea.

Tri-State Appeals Board: W. M. Randels, Enid.

## THE TEXAS MEETING

At Houston, in the Rice Hotel, the Texas Grain Dealers Association held its twenty-ninth annual convention on May 24 and 25. The steamship *Galvez* took the convention delegates to the San Jacinto battle field where Sam Houston defeated the Mexicans under Santa Ana in 1836, and a sea food dinner was served. Judge Kittrell made an address and entertainment was provided.

The convention was called to order by President Harry L. Kearns, of Amarillo, and Mayor O. F. Holcomb welcomed the grain men to Houston. Speakers who followed included Colonel H. H. Haines of the Houston Chamber of Commerce and Mayor B. C. Allin, director of the Port of Houston.

President Kearns then delivered his annual address after which Secretary Quinn, of the National Association spoke on the subject, "Tendencies in National Legislation." Before adjournment was announced the following reports were made: Arbitration Committee, E. N. Noble, chairman, Plainview. Arbitration Appeals Committee, H. L. Kearns, chairman. Report of member of the Tri-State Appeals Committee, R. L. Merrill, Fort Worth. Secretary-Treasurer's report, H. B. Dorsey, Fort Worth.

The morning of the second day the following topics were discussed under the respective leaderships noted:

Can the Texas Grain Dealers Maintain a Mutual Insurance Company?—Led by W. B. Drake, San Benito. What Can Texas Dealers and Farmers Do to Maintain a Standard in Field Seeds to Overcome the Menace of Johnson Grass?—Led by W. W. Manning, Fort Worth.

Should the Members Give More Information for Dissemination Among the Members in Reference to Irresponsible Dealers?—Led by Douglass W. King, San Antonio.

How Can a Reliable or Dependable Grade on Country Run Cane Seed Be Established or Standardized?—Led by Robt. Nicholson, Dallas, and Clarence O. Byrnes, Tulsa.

Are Not the Rates on Shipments of Straw Excessive, Value Considered?—Led by M. C. Powell, Anna.

Can the Texas Ports Handle the Export Business of Texas and Contiguous Territory on the Prospective Movement?—Led by Julius W. Jockusch, Galveston.

Are Grain Dealers Entitled to a Reasonable Profit in Handling Grain and Products?—Led by Jas. A. Simons, Fort Worth.

Resolutions were passed to refer the question of affiliating with the Texas Industrial Traffic League to the Board of Directors. The discussion was prompted by the complaint which has been recently filed, that the Texas grain rates are unduly preferential to Oklahoma and Texas interests.

The recommendation of the Cane Seed Committee that a committee composed of a grain elevator man, a seed man and a country shipper be appointed by the president, to work out a system of grading of cane seed, was adopted. The committee will be empowered to take the matter up with the proper authorities.

Other resolutions adopted provided that the Texas grain dealers co-operate with the Panhandle dealers in working with the Texas farmers to eliminate Johnson grass; that the Texas Grain Dealers Association oppose the house bill to abolish the printing of addresses on envelopes, and that the habit of delegates absenting themselves from the business sessions be discontinued.

While the convention was engaged in the above discussions the Houston dealers took the visiting ladies for an automobile ride around the city with a luncheon at the Warwick Hotel at 12:30 p. m.

The following officers were elected: President, R. L. Cole, Krum; first vice-president, V. H. Davidson, Galveston; second vice-president R. H. Wagenfuhr, New Braunfels; secretary-treasurer, H. B. Dorsey, Fort Worth; directors, Gus E. Cranz, Fort Worth; John Clement, Waco, and L. C. McMurtry, Pampa.

## CONVENTION CALENDAR

June 22.—Retail Feed Dealers of Wisconsin, at Milwaukee, Wis.

June 23-24.—Forty-seventh annual meeting of the Ohio Grain Dealers Association, at Hotel Breakers, Cedar Point, Ohio.

June 24.—Mutual Millers and Feed Dealers Association at Buffalo, N. Y.

June 24-25.—Eastern Federation of Feed Merchants, Buffalo, N. Y.

June 24-25.—Indiana Grain Dealers Association, at Purdue University, Lafayette, Ind.

June 24-26.—Southern Seedsmen's Association, at Huntsville, Ala.

June 28-29.—Wholesale Grass Dealers Association, at Chicago, Ill.

June 29, 30 and July 1.—Thirty-third annual convention of the National Hay Association, at the Niagara Hotel, Niagara Falls, N. Y.

June 29, 30 and July 1.—American Seed Trade Association, at Chicago, Ill.

August.—Association of Official Seed Analysts of North America, in conjunction with the International Botany Congress, at Cornell University, Ithaca, N. Y.

October 18-20.—Thirtieth annual convention of the Grain Dealers National Association, at the Hotel Statler, Buffalo, N. Y.

October 18.—United States Feed Distributors Association, Hotel Statler, Buffalo, N. Y.

## CHANGE IN FEED RULES PROPOSED

It has been proposed that a change be made in the general Feed Trade Rules, the United States Feed Distributors Association having already adopted the change into its own rules. The change involves Paragraph A of Rule 8 of the National Trade Rules Governing Transactions in Feedstuffs, which before the amendment was proposed read as follows:

Maker of Feed—(a) A sale of feedstuffs by any miller or manufacturer shall mean goods of his own manufacture, brand or equal in every particular, unless otherwise specified at the time of sale.

(b) Durum wheat by-products shall not be deliverable on contracts for wheat feeds unless so specified.

The amendment consists in striking out Paragraph A, so that Rule 8 as revised will read:

Maker of Feed—Durum wheat by-products shall not be deliverable on contracts for wheat feeds unless so specified.

## NEW FEED DEALERS GROUP

At Milwaukee, Wis., in the directors' room of the Milwaukee Chamber of Commerce, there was held on May 18 a meeting of a committee of 30, who sponsored the organizing of the Central Retail Feed Association. This new association now plans to hold its first annual convention in Milwaukee on June 22 and 23. The plan of organization provides that membership be definitely restricted to bona fide dealers and no provision has been made for associate memberships. Any person, firm or corporation operating a mill or warehouse in the Central States, maintaining stocks of flour, feed and allied products sufficient to meet the needs of the community, and having an office which is open daily during business hours is eligible.

The temporary chairman of the meeting arranged by the Committee of Thirty was Bentley Dadmun, of the Dadmun Company, Whitewater, Wis. It is hoped that a large number of eligibles will attend the convention this month, and a mixed car of flour and feed is to be offered as an attendance prize; it is a donation of Milwaukee, Minneapolis, New Ulm and Chicago jobbers, mills and manufacturers.

## HAY MEN WILL MEET AT NIAGARA

Reservations are now being made for those who expect to attend the thirty-third annual convention of the National Hay Association, at Niagara Falls, N. Y., June 29 to July 1. The headquarters hotel will be The Niagara, and the low tourist rates which are available on all railroads will assist in cutting expenses. There will be reports from the various standing committees, and the indications are that much valuable information will be gathered by those who attend the convention. Ample opportunity for discussion of current topics will make the proceedings all the more beneficial.

It is scarcely necessary to dwell at any length on the beauties of Niagara Falls and the excellent opportunities for sight-seeing and combining pleasure with business. This is all familiar ground to most of the hay men, since meetings have been held here before. Preparations are being made for good entertainment, and Secretary Fred K. Sale assures the members that they will be missing something worth while if they fail to put in appearance at the convention.

# FIELD SEEDS

## CALIFORNIA TESTS ITS SEEDS

Purchasers and growers contemplating either the planting of their own seed stocks or buying from another farmer were the principal "clients" of the California co-operative seed laboratory. This department during the first three months of 1926 analyzed and tested more than 870 samples of Alfalfa, Clover, grain and garden vegetable seeds.

Extra precautions should be taken, says the department, in the purchase and planting of farm or field run seed and extra precautions should be taken to determine that such seed does not contain seeds or noxious weeds nor an excess amount of inert or other foreign material. At the same time precaution should be taken to obtain seed of high germination, so essential in obtaining a perfect stand.

## EFFICIENCY IN HANDLING SEED

It was nearly four decades ago that the business now conducted by the Western Seed & Irrigation Company was established at Fremont, Neb. Seven years later, in 1894, the company was incorporated under its present name. Today, the steadily increasing business is under the capable management of Lowell Emerson, president and treasurer, and William Emerson, vice-president and manager.

The company makes a specialty of sweet and field corn seed, and cucumber, musk and watermelon, pumpkin and squash seeds. In order to handle its increasing business in these seeds, the

of which were of poor yield and quality, only 25 selected varieties will be planted. Five of these are designed for the export trade.

Millions of pounds of seeds are being distributed among the peasant farmers. Soviet papers hail the new development as of the greatest economic importance. "Discovery of new gold deposits in the U. S. S. R." is the front-page caption in *Pravda*.

## CRIMSON CLOVER SEED CROP MUCH SMALLER THAN LAST YEAR

Production of Crimson Clover in Tennessee, Delaware and the Carolinas is expected to be considerably less than that of last year, according to reports received by the United States Department of Agriculture. Acreage for seed is reported to be about 40 per cent smaller than last year. Dry weather at planting time and lack of interest due to the low price were the chief reasons for not sowing the usual acreage. Poor stands and unfavorable growing weather caused some farmers to plow under or cut for hay. Yield per acre may be 20 per cent less than last year. The quality of the crop is expected to be fair to good.

In the Carolinas cutting began May 15-20, while in Tennessee cutting is expected to begin mostly between June 5 and 10, which is later than last year. More or less nominal prices ranging \$6.60-\$8 per 100 pounds have been offered to growers in the Tennessee district.

The outlook for the new crop in France, which

comes unhulled, hulled and scarified. The scarified seed has been treated by the complicated machinery in use in the big seed plants to scratch the covering. This does for hard seeds precisely what the thawing and freezing of a winter in the ground does, renders them permeable to moisture, so that they germinate promptly. It is therefore best to sow scarified seed in the spring and the hulled or unhulled for fall sowing, when hard seeds will be brought to life by nature.

Tested seed of high quality, such as reputable seed houses can furnish, a well-prepared, firm seed bed and germination will be abundant if the proper grade of seed is sown. If unhulled and unscarified seed is sown in the spring, the hard seed will lie dormant until later in the season or until the following year.

A new variety of Sweet Clover, known as Alberta Sweet Clover, is to be placed on the market within a year or two, the introduction of the University of Wisconsin Experiment Station. It is said to resemble Alfalfa and to have several points of superiority over the usual varieties of Sweet Clover. It has not yet been produced on a commercial scale. The university authorities announce themselves as much impressed with this Clover. The present varieties, however, are growing more popular and their use is spreading rapidly.

## THE SEEDSMEN'S PROFIT

In a recent talk over Station KYW, Fred W. Kellogg, president of the Wholesale Grass Seed Dealers Association, said:

The field seed trade buys from farmers and sells to farmers. Between the price a seedsman pays and the price he asks there is a difference. It is natural that farmers should inquire what it is the seedsman does for this difference. How does he earn his pay?

I wish to answer that question fairly and frankly, and in doing so I am going to take you into my confidence as business men, and tell you something of the changes which have come about in recent years in the seed business. The seed merchant of today is very different from the seed merchant of 20 years ago.

Twenty years ago a seedsman was comparable to some extent to a dealer in cash grain. Clover, Timothy and similar seeds were commodities and handled on a commodity basis. Prices were governed by a futures market on boards of trade. In those days the seedsman purchased seeds from growers in districts which produced a surplus, and cleaned them with machinery, which was simple compared with that now in use. Testing for germination and analysis or purity were not practiced generally. Clover seed was Clover seed and worth a standard price, wherever produced.

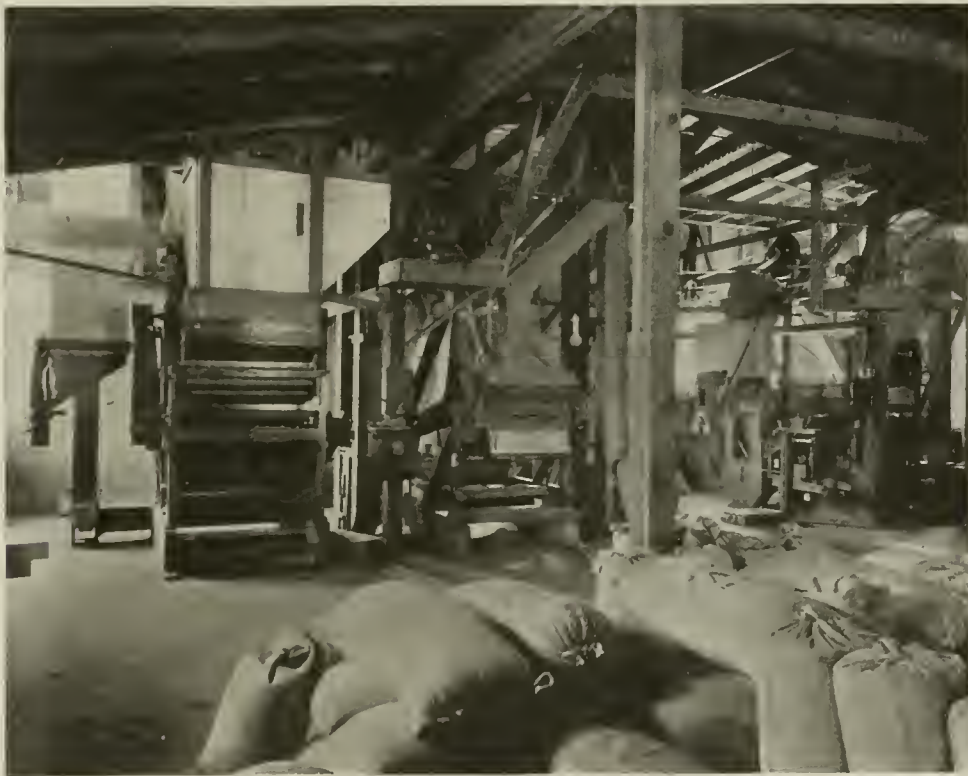
The seedsman's service then was to provide cash for the purchase of the seed, warehousing and cleaning to put it in a salable condition and keep it over the winter and finally to distribute it to buyers through the dealer. The seedsman was a merchant, and took a trading profit, the size of which was dependent upon his skill as a trader, in estimating demand and supply. He provided a cash market for the seed grower, and performed the service of distribution for the buyer.

The seedsman today does all this and more. Changes have come about which profoundly affect the nature of his business. Seeds today are no longer classified as Clover, Timothy, etc., regardless of where they may be grown. They can no longer be purchased in the fall, cleaned by simple machinery and marketed in the spring at a minimum of expense. In order to give the service which advances in agricultural science and the requirements of state laws demand, the honest seedsman has been obliged to change from the status of a merchant to something closely approaching a manufacturer. Seeds are no longer just seeds; they are now classified in many ways, some according to strains and place of origin, and all according to their degree of purity and percentage of germination.

All these changes have been made for the benefit of the farmer. All of them make seeds more valuable to him. At the same time, all of them make the expense of handling seeds greater for the seedsman. And the prices at which seeds are sold have not advanced in proportion to the increased expense of service. Though seeds can no longer be handled as commodities, with a minimum of expense, they are still subject to a large extent to commodity market conditions, and the margin between the buying and selling price is very low.

If you have any doubt about the expense to

(Continued on Page 772)



INTERIOR OF ROCKY FORD, COLO., WAREHOUSE OF WESTERN SEED & IRRIGATION COMPANY.

company last winter found it necessary to build an additional warehouse at Rocky Ford, Colo., and in a little over two and one-half months actual working time two men there handled, cleaned and shipped about 270,000 pounds of cucumber and other seed.

The building is 48x80 feet, with reinforced cement foundation and floor and cement block side walls. It is located near the Santa Fe Railroad station and is under the management of E. M. Blore.

The equipment is of the latest, and includes two dustless clippers, a Barnard & Leas Scalper, or single screen machine, Fairbanks Morse Scales, a platform scale, heavy friction rubber belting. They use bags of standard make.

Colorado is making rapid strides in its reputation as seed-growing state, the Western Seed & Irrigation Company has already made and is continuing to make rapid strides in its reputation as a seed-handling company. Together, success is inevitable.

## NEW SEED WHEAT IN RUSSIA

The yield of wheat is being increased in Soviet Russia this year from two to five and one-half bushels by the use of improved varieties of wheat. A bulletin from Moscow to the Russian Information Bureau states that these are the results of experiments made by Soviet agronomists, and that now, instead of thousands of varieties of wheat, many

furnishes the bulk of the imports to this country, is not so favorable as last year. The low price has influenced growers in that country as well as in Hungary to decrease their acreage considerably. French exporters, the latter part of April and first week of May, were quoting new-crop seed for July shipment at \$6.25-\$6.75 (\$7.25-\$7.75 duty paid) per 100 pounds, c.i.f., American Atlantic ports. Old crop was quoted 50 cents-\$1 lower.

Imports July 1, 1925, to May 15, 1926, were 5,362,700 pounds, compared with 4,348,200 pounds last year, 7,480,800 pounds two years ago, and 2,148,300 pounds three years ago for the same period.

## USE SCARIFIED SEED IN SPRING

There has been considerable perplexity among farmers desiring to plant Sweet Clover as to the quality of seed to sow. Sweet Clover contains usually a considerable proportion of the so-called hard seeds—seeds that through some trick of nature have a harder and thicker covering which is not so susceptible to moisture, and therefore does not germinate as quickly as the majority of the seed.

The weathering from being in the ground over winter is usually the natural corrective of hard seeds, which after this weathering germinate as freely as the majority of the seed. But if the sowing is to be done in the spring the hard seed will make uneven germination. Sweet Clover seed



## EASTERN

The Borden Grain Company which was incorporated at Taunton, Mass., has bought the warehouse formerly owned by the Milotte Bros.

The rebuilding of the elevator and warehouse of E. Steen & Bro., grain dealers and feed manufacturers of Baltimore, Md., which burned in 1925, is progressing rapidly.

To deal in grain and feeds, the Grant P. Veale Corporation has been incorporated at Winthrop, Mass., capitalized at \$75,000. Those interested include Grant P. Veale, Clarence N. Marsden and Leon H. Greaves.

The Batchelder Mill of Boston and Plainfield, Vt., has incorporated in Massachusetts to buy, sell and deal in grain, cereals, flour, feed, etc., and to manufacture foodstuffs. The capital stock of the company is \$50,000.

Henry Korn is superintendent of the Transit Elevator at Buffalo, N. Y. He was formerly with the Husted Milling Company, the Superior Elevator and the Saskatchewan Wheat Growers Association. Daniel L. Sprissler is manager.

The Export Elevator Company of Buffalo, N. Y., has been bought by the George J. Meyer Malt & Grain Corporation interests. The elevator has a capacity of 1,000,000 bushels and was built in 1897. Plans are now under way for an addition to the Export Elevator by the new owners.

## THE DAKOTAS

A new elevator is being built at Bucyrus, N. D.

J. L. Olson is manager of the Farmers Elevator Company at Wyndmere, N. D.

A Strong-Scott Dump has been installed at the Drews Elevator at Ashley, N. D.

A 15,000-bushel elevator is to be built at Mountain, N. D., for the Farmers Grain Company.

A new scale and air dump have been installed by the Ribstein Grain Company of Bruce, S. D.

Four new motors have been installed by the Farmers Elevator Company of Faulkton, S. D.

Joseph C. Folven is taking charge of the Farmers Independent Elevator Company at Sanish, N. D.

An addition is to be built to the property of the Farmers Equity Elevator Company at Sheldon, N. D.

The plant of the Farmers Elevator Company at Harrisburg, S. D., has been equipped with ventilated motors.

A new scale and truck dump has been installed in the plant of the Bancroft Elevator Company at Bancroft, S. D.

Alterations are being made to the house of the Powers Elevator Company at Lallie, N. D., and a new truck dump is to be installed.

Repairs are being made to the elevator of the Liberty Grain Company at Strasburg, N. D., and a Strong-Scott Dump is being installed.

The elevator at Carson, N. D., formerly known as the Farmers Equity Elevator, at that place, has been bought by the Monarch Elevator Company.

Repairs are being made to the plant of the Englevale Farmers Elevator Company of Englevale, N. D., and a Strong-Scott Pneumatic Dump is being installed.

Capitalized at \$25,000, the Logan Grain Company has been incorporated at Burnstad, N. D. H. W. Reed, M. F. Walsh and W. E. Cummings are interested.

The new warehouse at Fairmount, N. D., from which flour, stock and feed will be sold, will be managed by John Turback who recently sold his elevator there.

Frank Block of Greenville has bought the elevator and equipment of the Webster Mill Company of Webster, S. D. He will tear it down and remove it immediately.

The Rounseville & Dunwell Elevator at Spiritwood, N. D., is to be remodeled. A Strong-Scott Pneumatic Dump will be installed, the driveway rebuilt, the elevator heads and legs rebuilt, and the elevators respouted.

Extensive improvements are being made to the elevator and mill of the Electric Milling & Grain Company of Westport, S. D. They are installing another leg in the elevator and also putting in a rope drive. The old belt is being replaced with

one of larger carrying capacity. On the dump floor they are installing a Strong-Scott Air Dump and a Fairbanks-Morse 10-ton Type Registering Beam Truck Scale.

The business of the Wells Grain Company at Edgeley, N. D., has been bought by John Tompt, manager of the Co-operative Grain Company at Cogswell, N. D., for a consideration of \$15,000. J. J. Wells was owner.

A new coal shed has been built and 10-ton scale and dump installed by the Rudolph Equity Exchange, Rudolph (Aberdeen p. o.), S. D. It has also wrecked its former South Elevator and now has only one in operation.

Paul Lemke is now manager for the Selmser Fuel & Grain Company at Watertown, S. D. He was for 20 years manager of the Great Western Elevator Co. at Florence, S. D. J. H. Selmser, former manager of the company, is retiring.

The Independent Elevator at Bryant, S. D., owned by Harry Stearns, has been bought by G. M. Thompson, manager of the Farmers Elevator at Vienna. He will take over the operation of the elevator immediately. Mr. Stearns will devote his time as representative of the Frazer Grain Company in that state.

The new elevator of the Farmers Elevator Company at Larimore, N. D., has been completed. It is of 16 bins, with two stands of legs. Power is obtained from one 7½-horsepower Fairbanks enclosed type motor, two five-horsepower and one two-horsepower motors, the latter operating the dump. It also contains automatic scale with capacity of 2250 bushels per hour, with signaling device, a 10-ton Fairbanks Dump Scale, double distributor, silent chain drive and manlift.

## INDIANA

A new grain elevator is being built at Sandborn, Ind.

Owen A. Dutchess is manager of the elevator at Windfall, Ind.

Beach & Simmers of Albany, Ind., are remodeling and enlarging the office at the elevator.

A grain drier is to be installed by the Hirsch Bros. Grain Company of Grass Creek, Ind.

A grain elevator business is to be conducted at Monon, Ind., by George Malsbary.

A combined corn cracker and grader is to be installed in the elevator of the Farmers Co-operative Company at Centerville, Ind.

A grain elevator at New Richmond, Ind., has been bought by Fred Cokee, who has employed Bert. Furr as manager.

The Studebaker Grain & Seed Company of Bluffton, Ind., is now in its elevator property at 114 N. Main Street.

C. A. Hedworth's interest in the Simison & Hedworth Grain Company at Romney, Ind., has been bought by C. A. and W. P. Simison.

The elevator of the Gessie Grain Company at Newport, Ind., is being rebuilt. The Reliance Construction Company has the contract.

Capitalized at \$30,000, the Goodland Grain Company has been incorporated at Goodland, Ind. The incorporators are J. C. Wallace, Fred Burger and Wm. C. Wallace.

The half interest of Roy and Hortense Wilkinson in the grain elevator at Remington, Ind., has been bought by Claude Hedworth. The consideration was \$22,500.

The elevator at Hemlock, Ind., which was formerly owned by the Windfall Grain Company has been bought by Ed Trimble and John Pugh. The new firm will be known as the Hemlock Grain Company.

C. G. Wolf and C. E. Bowser of North Liberty, Ind., have bought the Teegarden and Tyner (Ind.) Elevators. The new owners of the elevators will improve the service and install feed grinders and other improvements at both places.

Fred Siess has bought the Grant Elevator at Lebanon, Ind., from the Citizens Loan & Trust Company for \$5,500. The only equipment included in the sale was the wagon scales. All else had been sold to Reveal & Patterson, who had removed the machinery to their own elevator.

The grain elevator business of the Wasmuth Grain & Coal Company at Huntington, Ind., has

been taken over by the Hoosier Feed & Seed Company, comprised of F. L. Wasmuth and Con Herman. The coal and buildings departments of the old company, which has been dissolved, was taken over by A. D. Wasmuth and A. S. Fisher.

## MINNESOTA AND WISCONSIN

Ed Pirk has bought the Tanner Elevator at Swanville, Minn. He will add a feed mill.

The Equity Elevator & Trading Company's new elevator at Buffalo, Minn., has been opened for business.

Leo Paradis succeeds William Van Sadelhoff as manager of the Farmers Elevator Company at Amiret, Minn.

A new elevator and feed mill are to be built at Amery, Wis., for Fred Rouse. The plans have been approved.

T. C. Schiller is manager of the Occident Terminal Elevator at Duluth, Minn., succeeding the late W. F. Converse.

R. H. Sietsema has succeeded C. Steele as manager of the Wirock Farmers Cooperative Elevator Association of Wirock, Minn.

The elevator at St. Charles, Minn., has been bought by John Small and James Barry, who had charge of the Forestell Elevator.

A new elevator costing \$20,000 is to be built at Guckeen, Minn., for the farmers company replacing the elevator which burned.

A new office building is to be built at Elmore, Minn., for the Farmers Elevator Company. The old office building will be converted into a display room.

Capitalized at \$50,000, the Red River Grain Company has been incorporated at Superior, Wis. Lyman T. Powell, Agnes K. Rasmussen and John S. Sprowls are interested.

A truck and wagon dump has been installed in the elevator of the Underwood Grain Association of Underwood, Minn. It has just installed a new 10-ton scale complete with truck dump and has made minor repairs.

W. H. F. Winterfelt of Henderson has bought the elevator of H. E. Nagel of the Nagel Grain Company at Henderson, Minn., taking possession June 1. The elevator has a capacity of 13,000 bushels and was built a little over a year ago.

A 21-compartment grain storage house is to be built for the Cargill Grain Company, Superior, Wis., at the Montreal pier, which will increase the storage capacity of that company to more than 4,000,000 bushels. The cost of improvements will be \$200,000.

## OHIO AND MICHIGAN

New elevators are being installed in the elevator of Fred Kile & Sons at Kileville, Ohio.

W. H. Kemmerer is manager of the Farmers Elevator Company at Hamler, Ohio.

A new grain elevator is being built at Sedalia, Ohio, by the Sedalia Grain & Lumber Company.

John Shuler is manager of the Mortimer Grain & Supply Company of Mortimer (p. o. Findlay), Ohio.

A new grain dump and other equipment is to be installed in the elevator of C. W. Pontius of Lewisburgh, Ohio.

Clare Minthorn has bought out the Lake City Elevator Company, Lake City, Mich. John C. Schepers will remain in charge.

A new cleaner and elevators are being installed in the elevator of the Boyce-Coon Grain & Seed Company of Bowling Green, Ohio.

The Williamstown Elevator Company of Williamstown, Ohio, has been put into the hands of a receiver, Charles L. Fulks.

New cleaners and elevators and other equipment are to be installed in the elevator at Tiffin, Ohio, for the Sneath-Cunningham Company.

Cbatterton & Son of Lansing Mich., have sold the Clare Hay, Grain & Bean Company's elevator and business at Clare, Mich., to E. G. Johnson.

The business of the Jonesville (Mich.) Milling Company and the Jackson (Mich.) Grain Company and also elevators at Stockbridge and Alma, Mich., have been bought by the Jackson (Mich.) Grain & Milling Company which was recently formed.



The authorized capital stock is \$150,000, of which \$112,000 is paid in. Oliver S. White is president and treasurer; Charles G. White, vice-president; George H. Whipple, secretary. Besides operating the mill, the company will do business in flour, feed, grain, salvage grain and beans.

Complete machinery and equipment are to be installed in the elevator of Snyder & Inmel of Kingston, Ohio, replacing that recently destroyed by fire.

Fred Schaffer succeeds George McConnell as manager of the Lock Two Grain & Milling Company of New Bremen, Ohio. Mr. Schaffer was formerly the manager of the Kettleville branch of the company. Mr. McConnell has retired. Walter Loy succeeds Mr. Schaffer at Kettleville.

A new elevator is being built at Lansing, Mich., by the Breisch Elevator Company taking the place of the Farmers Elevator which burned. Stavey Wert will act as local manager. Ward King, who was manager for the Farmers Elevator Company for several years, has accepted a position with the McLaughlin Ward Company of Jackson.

The Sneath & Cunningham Elevator Company of Tiffin, Ohio, is contemplating the erection of a new 12,000-bushel elevator at Marion, Ohio, on the site of the one which burned. C. J. Hinnamon, manager of the old Boyer Elevator, holds a lease on the ground. He is building a new feed and coal house and is remodeling the office of the grain elevator.

## SOUTHERN AND SOUTHWESTERN

A wholesale grain and feed store has been opened at Rock Hill, S. C., by W. W. Gill.

J. S. McMillen, Jr., is building a 20,000-bushel ironclad elevator at Hartley, Texas.

The liquidation has been announced of the Pridy-Maer Elevator Company of Fort Worth, Texas.

The West Grain Company has been incorporated at Fort Worth, Texas. Joe Collins is interested.

The Floris Grain Company has been incorporated at Floris, Okla. H. A. Laske will be manager of the business.

Repairs are to be made on the elevator at Guyton, Okla., owned by the Light Grain & Milling Company.

A coal warehouse has been built and the elevator of C. W. Goltry & Son at Mountain View, Okla., overhauled.

Lee Butcher is manager of the Farmers Elevator Company at Buffalo, Okla. He was formerly of Hardt, Okla.

A new ironclad grain house, costing \$3,500, is to be built at Houston, Texas, for the Dowman Grain Company.

The capital stock of the Farmers Grain & Supply Company of Fargo, Okla., has been increased from \$10,000 to \$40,000.

The Houston Port Commission reports that it contemplates additional loading facilities at its new grain elevator at Houston, Texas.

The Farmers Elevator Company of Pond Creek, Okla., is building a new elevator there which will be ready for operation the middle of June.

E. R. Day is manager of the Farmers Co-operative Elevator Company at Grandfield, Okla. He has been located at Pratt, Kan., for some time.

T. L. Hughston and J. R. Allee have incorporated at Crowell, Texas, as the T. L. Hughston Grain Company. The firm is capitalized at \$21,000.

An elevator at Miami, Texas, has been bought by the Kearns Elevator Company, which was organized there with Frank Wible as local manager.

The elevator of the Farmers Elevator & Storage Company at Vega, Texas, has been closed for repairs. A new truck dump has been installed.

A new warehouse is being built at Tallahassee, Fla., for O. I. Gramling, wholesale grain and feed dealers. It will be used for warehouse and sales-rooms.

A. W. Roehrig is now manager of the three elevators of the Farmers Co-operative at Defiance, Ohio. He was manager of the Co-operative Elevator at Hamler.

J. F. Jones and W. R. Smith have bought the Pendleton Grain & Provision Company at Tallahassee, Fla., from Sam J. Pendleton. Mr. Jones will be in charge.

The Weatherford Milling Company of Weatherford, Okla., is rebuilding its elevator which burned. The company will not rebuild the flour mill which also was destroyed.

The Leslie Floyd Grain Elevator at Lockney, Texas, has been leased by R. C. Ayers, formerly with the R. C. Ayres Grain Company of Plainview. He will operate it this season.

The interest of A. C. Black in the Star Mill & Elevator Company at Hennessey, Okla., has been bought by W. J. Baines. This gives him and his son, Roy, complete control of the business.

Brent & Co., of Paris, Ky., have bought the plant

of the Paris Milling Company, including the elevators which were not touched by the fire which destroyed the rest of the plant, and have made plans for storing wheat this summer. The company is a large seed jobber.

The 12,000-bushel elevator of the J. C. Hunt Company at Harrold, Texas, has been equipped with a new scale platform. The house is being overhauled and it is planned to install a new gas engine and dump.

W. L. Fellrath is now assistant superintendent of the new Port Houston Elevator at Houston, Texas. George S. Colby is superintendent. Mr. Fellrath was until recently connected with a public grain elevator at New Orleans.

A new 2,000-bushel elevator leg is being installed by the Farmers Grain Company of Tulia, Texas, and a new seven-inch 15-duct distributor with steel spouting is also being installed. The entire plant is being re-roofed with iron roofing.

The Cotton Belt Savings Bank & Trust Company of Pine Bluff, Ark., has sold the plant of the Westbrook Grain & Milling Company there to the Cook-Bahlau Feed & Manufacturing Company. The plant will be put into operation by June 15.

A 10,000-bushel elevator, wareroom and coal bins are to be built at Cheyenne, Okla., by the P. G. Newkirk Grain Company, successors to the Clinton Milling Company. A truck dump and Fairbanks-Morse four-bushel scale will be installed.

A new elevator is being built at Vega, Texas, by Lester Stone & Co. of Amarillo. It will have a capacity of 20,000 bushels. It will be equipped with 10-ton capacity wagon scale, pneumatic combination truck and wagon dump. Vernon Shields will be the grain buyer.

An addition is being built to the plant of the Nashville Warehouse & Elevator Company of Nashville, Tenn., of 360,000 bushels' capacity which will give the company facilities of more than 1,000,000 bushels. The improvements will include all modern equipment for handling grain. The company has been in business since 1878. S. M. Allen, Jr., is president; J. W. Scales, manager; and T. F. Squires, secretary.

## WESTERN

The Lankershim Grain Company at Lankershim, Calif., has been bought by William Borthamley and R. C. Armstrong from M. C. Ray.

The Boyd-Conlee Company of Spokane, Wash., has increased its capital stock to \$150,000. The company deals in grain, flour, feed and hay.

An addition is being built to the plant of the Huffin Grain Company at Bell, Calif. The extra space will be used for storage and loading purposes.

J. E. Platt has resigned as manager of the Farmers Co-operative Elevator Company at Holyoke, Colo., and is succeeded by Mabel Chapman, cashier of the company.

The Escondido Lumber, Hay & Grain Company's holdings at Escondido, Calif., were sold for \$21,100. The company has not been in active business for over a year and the sale winds up its business.

The Holley Mill & Elevator at Laramie, Wyo., has been leased by the Gem City Grocery Company. The company will start in operation at the elevator at once. Sam Klingen will have supervision of the plant.

The elevator of the Mikkelson Grain Company at Uniontown, Wash., has been bought by the Uniontown Co-operative Association. The company also has one at Tacoma. Plans are being made for improvements to begin at once.

The Birchard Company of Lincoln, Neb., who recently bought the Farmers Co-operative Elevator at Hudson, Colo., in a bankruptcy sale has leased the plant to Vinsonhaler & McBride. The plant is under the direction of W. W. McBride.

A grain elevator is being built at Waterman Station (Athena P. O.), Ore., for Alex McIntyre. The elevator will have a capacity of 37,000 bushels bulk grain. The equipment will include machinery for rolling and steaming barley. The elevator will be ready for this year's crop.

The grain business of the Cardle Bros., A. L. and John Cardle, owners, Everett, Wash., has been bought by the Monte Cristo Feed Company. Mrs. Gertrude Wehr and associates control this company. The Cardle Bros. had been in the grain business at Everett for over 20 years.

The elevators at Forsyth, Hysham, Ingomar and Sumatra, owned by the Yellowstone Elevator Company have been bought by the Eastern Montana Elevator Company of Glendive, Mont. The Yellowstone Elevator Company has been operated and owned by G. and A. R. Thruston and G. D. Whitney.

Genesee Union Warehouse Company, Genesee, Idaho, is to build an additional grain elevator of 110,000 bushels' capacity, at a cost of \$40,000. It will give the company a total capacity of 300,000 bushels. It will consist of five reinforced concrete

tanks, a door platform accommodating 40 wagonloads of wheat of 100 bushels a load, every hour. A 125-foot electrically operated belt conveyor will connect elevator and warehouse, with capacity of 1,500 bushels an hour. A conveyor will run from top of the tanks to the shipping house and another from shipping house to the bottom of the tanks.

Grain brokerage offices have been opened at Great Falls, Mont., and Spokane, Wash., by Patton-Kjose Company. B. H. Kjose will have charge of the Spokane office and J. E. Patton will remain as manager of the Great Falls plant. Both of these men were formerly with the Quinn-Shepherdson Company.

The brick building, formerly occupied by the Nicholls Grain & Milling Company at El Monte, Calif., has been bought by the El Monte Grain company. The building will be remodeled and the offices of the company moved to the new building when finished. They also are building a concrete block building and will install equipment for mixing mashes and special scratch feed for chickens.

## IOWA

B. E. Paterson is manager of the Gilbert Grain Company of Gilbert, Iowa.

The elevator of the North Iowa Grain Company at Rudd, Iowa, has been repaired.

J. Johnson is manager of the elevator at Thor, Iowa, and has assumed his duties as such.

Repairs have been made to the elevator of the Farmers Elevator Company at Scranton, Iowa.

Martin Martinesen succeeds George Dillman as manager of the Farmers Elevator at Dike, Iowa.

The coal sheds of the Farmers Co-operative Elevator Company at Swea City, Iowa, are being repaired.

T. S. Carroll is succeeded as manager of the Atkins Grain Company of Atkins, Iowa, by L. M. Better.

The Manly Grain Company of Manly, Iowa, is being re-organized. The capital stock will be increased.

E. G. Mellem succeeds S. F. Price as manager of the Farmers Co-operative Elevator at Grundy Center, Iowa.

The Garden Elevator and coal yards at Hampton, Iowa, have been bought by the Farmers Elevator Company.

The elevator at Kanawha, Iowa, owned by Johnson & Berhow, has been bought by the North Iowa Grain Company.

The Davenport Elevator Company's property at Rock Rapids, Iowa, has been bought by the Quaker Oats Company.

Extensive improvements are being made to the elevator of the North Iowa Grain Company of Klemme, Iowa.

The elevator and mill business at Dallas Center, Iowa, of George Conant has been bought by G. A. Kent of Indianapolis.

The charter of the Farmers Co-operative Elevator Company at Iowa Falls, Iowa, has been renewed for another 20 years.

The new 20,000-bushel elevator of the Colo Farmers' Grain Company at Colo, Iowa, is being ironclad. Robert Jack is manager.

The former Farmers' Elevator Company at Ocheyedan, Iowa, whose charter expired, is being reorganized. C. Fletcher is president.

The Farmers Elevator Company of Grafton, Iowa, has been incorporated for another 20 years. Most of the old stockholders remain as members.

The elevator of the Farmers Elevator Company, Klemme, Iowa, is being remodeled and a combination wagon and truck dump installed. Coal sheds are also being built.

Herbert Kirchert is now in charge of the elevator of the Turner Bros. at Griswold, Iowa, in the absence of Mr. Turner. N. N. Turner of Red Oak will act as his assistant.

The grain elevator and feed mill of Roy Cooley at Wyoming, Iowa, has been sold by him to Emil Jansen and Henry Eichorn, Jr. Leonard Ahrendson will continue as manager.

A new brick elevator and mill will be built at Ventura, Iowa, replacing the Woodford-Wheeler Elevator which is being torn down. The new mill will grind all kinds of feed, but no flour.

The Farmers Co-operative Elevator at Allison, Iowa, has been bought by A. J. Frohning, of Garrison for \$8,200. The sale included the lumber sheds, feed house and coal sheds. It is understood that Mr. Frohning's son will operate the elevator.

L. D. Clock has bought the elevator at Geneva, Iowa, which has been under the operation of the Farmers Company. E. G. Muller, formerly manager, has moved to Grundy Center where he will be in charge of a grain elevator.

The Cedar Rapids Food Products Company, Cedar Rapids, Iowa, has absorbed the Wilder-Murrell Grain Company, the Piper Milling Company and the

Cedar Rapids Canning Company. Its capital stock is \$400,000. It will conduct a grain business and manufacture food products.

The Garden Elevator and equipment at the Great Western yards at Hampton, Iowa, have been bought by the Farmers' Elevator Company. It consists of coal sheds, elevator, feed mill, grinder, oil tanks and other equipment. The property is owned by the Garden Estate.

## ILLINOIS

The Farmers Co-operative Grain Elevator was recently organized at Wataga, Ill.

Harold Steele is the new manager of the Farmers Elevator Company at Fisher, Ill.

M. C. Donnelly has been employed as manager of the Farmers Elevator at Toluca, Ill.

A new scale is being installed by the Nelson Grain Elevator Company of Steward, Ill.

A 210-foot drag belt is to be installed by the Bourbon Grain Company of Bourbon, Ill.

The plant of the Farmers Square Deal Grain Company at Morris, Ill., is to be improved.

The Farmers Elevator Company of Chapin, Ill., is building new driveways with concrete walls.

Lightning rods have been put on the elevator of the Farmers Grain Company at Paxton, Ill.

Forest Oaks succeeds Howard Carter as manager of the Laura Farmers Elevator Company of Laura, Ill.

Clark E. Stanbery is the new manager of the Warrensburg, Ill., elevator of the Beall Grain Company.

The Allerton Estate Elevator at Allerton, Ill., has been taken over by Adam Eaton, who bought it recently.

The elevator at Garber, Ill., has been bought by Howard Carter, formerly with the Laura Farmers Elevator.

The Twin Grove Elevator at West Twin Grove (p. o. Danvers), Ill., is to be managed after June 1 by Otto Barkley.

D. B. Barrett of Elmwood, Ill., has bought the Bowlin Elevator at Reading, Ill., and is in charge of the grain business.

Harold Steel of Foosland is manager of the Fisher Farmers Grain & Coal Company at Fisher, Ill., succeeding W. H. Allen.

Repairs are being made to the elevator of the Manhattan Grain Company of Manhattan, Ill. Concrete floors are being put in.

The contract has been let by the Pfeffer Milling Company of Lebanon, Ill., for the erection of a 70,000-bushel storage elevator.

The Oreana Grain Company of Oreana, Ill., has been dissolved. The company has been bought by the Oreana & Argenta Grain Company.

Some minor repairs are to be made to the elevator of the Kenney Elevator Company at Kenney, Ill., and the cob house is to be rebuilt.

The Central Illinois Grain Company has dismantled its elevator at Cody (Curran p. o.), Ill., and with the material and machinery is rebuilding the plant at Maxwell which burned in 1924.

A new Western Corn Sheller with drag chain complete has been installed by the Winchester Farmers Elevator Company of Winchester, Ill.

The large hay barn of the Harvel Grain, Hay & Supply Company at Harvel, Ill., has been torn down and the lumber used for other purposes.

A new coal shed 16x48 feet is to be built at Thawville, Ill., for the Thawville Farmers Grain Company to take care of their increasing coal trade.

A partnership has been formed at Ottawa, Ill., by W. P. Cavanaugh and George W. Kirby as Cavanaugh & Kirby. They will conduct a general grain commission and brokerage business.

The Farmers Elevator at Lake City, Ill., has been leased by E. L. Beall of Decatur, Ill., who has already taken possession. Paul Smith of Lovington will have charge of the elevator.

The management of the business of L. R. Jeter & Co., at Odell, Ill., has been taken over by Mr. Smiley. The business is to be conducted under the firm name of the Inland Grain Company.

Capitalized at \$20,000, the J. A. Havey Company has been incorporated at Elkhart, Ill., to conduct a grain, feed, fuel, business. The incorporators are J. A. Havey, T. W. Quiulan and N. Gullett.

The Lynch Grain Company of Cairo, Ill., has gone out of business. The company, which was the successor to the Magee-Lynch Company following the death of Mr. Magee, lost its elevator through fire some months ago and have been operating through the Hastings Stout Company's elevator since that time.

The elevator of the Farmers Grain Company at La Hogue, Ill., has been remodeled and covered with galvanized corrugated roofing. Instead of having the pit and elevator leg some seven feet

underground the grain pit is on the ground level with an inclined driveway leading to the dumps. The old elevated driveway has been wrecked, a new iron trestle built with cement road bed.

A new warehouse is being built at Weston, Ill., by the Weston Grain Company, from which they will handle salt and roofing. The company has just erected lightning rods on two of their three elevators.

Ike Barrett has bought a grain elevator at Streator, Ill., and has taken possession of it. He was manager of the Farmers Elevator at Elmwood for some time, and is succeeded there by Harold Buck of Monica.

The Champaign Milling & Grain Company was incorporated at Champaign, Ill., capitalized at \$30,000. The company will manufacture, buy and sell grain and feed products. M. A. Duncan, M. W. Stewart and G. Housh are interested in the new company.

The property of the Deland Farmers Co-operative Grain Company at Deland, Ill., has been bought by Amos Weedman. For the past four years Mr. Weedman has been manager of this company's elevator. He was formerly in the grain business at Farmer City.

## MISSOURI, KANSAS AND NEBRASKA

A grain elevator is to be built at Abilene, Kan., by G. G. Huffman.

G. W. Glenn is manager of the Farmers Elevator Company at Dodge City, Kan.

F. W. Albee is manager of the Iantha Producers Grain Company at Iantha, Mo.

The elevator of A. J. Mills at Iowa Point, Kan., is being rebuilt and overhauled.

A new elevator has been built at Lenexa, Kan., for the Lenexa Grain Company.

A. N. McCulley is manager now of the Farmers Co-operative Elevator at Zurich, Kan.

The elevator of J. H. Machens at Machens, Mo., has been bought by Lester Busch Faust.

H. H. Kessler has resigned as manager of the Farmers Elevator Company at Altamont, Kan.

The engine and machinery of the Stevens Scott Elevator at Ransom, Kan., is being overhauled.

The elevator of the Smith-Reiter Grain Company at Indianola, Neb., has been repaired and improved.

A new Fairbanks-Morse Truck Scale has been installed by the Farmers' Elevator at Fairfield, Neb.

A new office is being built adjoining the elevator of the Edholm Grain Company located at Edholm, Neb.

The contract has been let by Judge Bender of Holton for a 10,000-bushel elevator at Mayetta, Kan.

Capitalized at \$30,000, the Farmers Grain & Supply Company has been incorporated at Hugoton, Kan.

Improvements are to be made to the property of the Arlington Elevator Company at Arlington, Kan.

The Barstow Grain Company of Lincoln, Neb., is building a 40,000-bushel grain elevator at Milligan, Neb.

The Wellsford, Kan., elevator of the Dunbar Grain Company, which it bought recently, is to be remodeled.

The old elevator of the C. N. Bunds Grain Company at Clifton, Kan., is being torn down and will be rebuilt.

A new truck dump and new motors have been installed by the Ehlers & Binning Grain Company of Dix, Neb.

J. W. Edwards succeeds A. W. Steen as manager of the Co-operative Elevator & Supply Company at Meade, Kan.

Extensive repairs are being made to the elevator of the Light Grain & Milling Company of Liberal, at Bloom, Kan.

The Warwick Elevator at Hardy, Neb., which Dan Richel of Republic bought is being rebuilt and otherwise improved.

Morris Wright is manager of the Shannondale Farmers Co-operative Elevator at Shannondale (p. o. Salisbury), Mo.

Charles M. Hoover succeeds F. E. Hansen as manager of the Sutton Farmers' Grain & Stock Company of Sutton, Neb.

A 15,000-bushel elevator is being built at Osborne, Kan., by M. O. Koesling of Bloomington. It will be ironclad, one leg and motor.

Lee Butcher has been made manager of the Farmers Elevator Company at Harper, Kan. He was formerly at Hardtner, Kan.

The Southwestern Co-operative Wheat Marketing Association has taken over the three-year lease which the Kansas Co-operative Grain Company holds on the 1,000,000-bushel Chicago & Alton Ele-

vator at Kansas City, Mo. The terminal elevator at Leavenworth will also be transferred from the Kansas organization to the Southwestern company.

The elevator of the Anderson Bros. at Bird City, Kan., has been bought by H. B. McDougal of Colby, Kan.

The elevator of the Spalding Elevator Company at Spalding, Neb., is being covered with galvanized iron. R. R. Becker is manager.

The elevator at Wells, Kan., formerly owned by the Wells Co-operative Elevator Company, has been bought by Frank and Herb Kay.

The Dugan interests in the Rossville Elevator at Salina, Kan., have been bought by Emmett Berry of St. Marys who will be manager.

Otis Courtney is manager of the Lord Grain Company at Emporia, Kan. He has been manager of the Union Elevator at Severy.

The Harper, Kan., branch of the Kansas Milling Company has bought the Bowersock Elevator and its entire contents at Harper, Kan.

The Morrison Grain Company of Kansas City, Mo., is to build a 25,000-bushel, one leg, ironclad elevator at Buleton, Kan.

With capital stock of \$20,000, articles of incorporation have been filed at Walton, Kan., by the Walton Elevator & Supply Company.

Capitalized at \$10,000, the Farmers Grain Company was incorporated at Miller, Neb. Henry Ehresman and others are interested.

John Potter and associates of Columbus, Neb., have bought a controlling interest in the Farmers Grain & Milling Company of Sidney, Neb.

Articles of incorporation have been filed by the Hayesville Elevator & Supply Company at Hayesville, Kan. The firm is capitalized at \$25,000.

The contract has been let by the Farmers Elevator Company of Clyde, Kan., for installing a new dump and making various repairs on its elevator.

A new dump and truck scale are being installed for the Aurora Grain & Coal Company of Aurora, Kan. The elevator is being put into first class shape.

A large capacity leg, an eight-bushel automatic scale and new spouting is to be installed at Sublette, Kan., elevator of the Sublette Grain Company.

The Farmers Grain Company, operating at Pleasanton, Rosalie, and Miller, Neb., has been dissolved. The company is reorganizing at Pleasanton and Miller.

An interest in the Clark Burdg Grain Company's elevator at Cheney, Kan., has been bought by Orville White. He will conduct the grain and elevator business.

Wendell Wilkins is to have charge of the Farmers Elevator beginning June 1 at Delphos, Kan. John Miller will continue to act as Mr. Wilkins' assistant.

The Farmers' Elevator Company of Rush Hill, Mo., has been dissolved and is succeeded by the Rush Hill Elevator Company, which enters business on July 1.

J. F. Moyer will engaged in the grain business at Hutchinson, Kan. He was for three years grain buyer for the Pratt Mills, Pratt, Kan., and resigned recently as such.

Capitalized at \$25,000, the Ansley Grain & Live Stock Company has been incorporated at Ansley, Neb. J. R. Rhodes, J. T. McGowan, John Springman are interested.

Elevators at Roseville and Silver Lake, Kan., are to be operated after June 1 by Emmett Berry of St. Marys. He was formerly in the grain business at Bluff City and Deery.

Albert Weaver has let the contract for a 35,000-bushel ironclad cribbed elevator at Bird City, Kan., with one leg, Fairbanks-Morse Ball-bearing Motor, manlift, dump and Fairbanks Scale.

Repairs are being made to the elevator of the Light Grain & Milling Company of Liberal at Santanta, Kan. A new engine, truck scales and a 5,000-bushel storage are being added.

The Buchanan Elevator at St. Joseph, Mo., has been leased by the Trans-Mississippi Grain Company. The elevator has a capacity of 1,000,000 bushels. R. E. Weise of Omaha will be manager.

D. K. Baty bought the Wilson Land & Improvement Company, Plains, Kan., and is operating it as the Baty Grain & Machinery Company. George Smith is in charge of the grain department.

The grain elevator at Grantville, Kan., has been bought by J. J. Merillat of Topeka. This brings his string of elevators to five; the other four are at Newman, Silver Lake, Grove and Menoken. The Grantville elevator will be enlarged to 30,000 bushels. It is operated by electricity.

The Armour Elevator "B" at Kansas City, Mo., has been bought from the Armour Grain Company by John N. Davidson of the Davidson Mill & Elevator Company. The elevator has a capacity of 50,000 bushels and is valued at \$169,000. The Davidson

Mill & Elevator Company now operates a mixed feed plant at Kansas City and deals in coarse grains and sorghums.

The Farmers' Elevator at Danville, Kan., has been bought by W. L. Botkin & Son. Mr. Botkin will look after the elevator at Runnymede, while his son, Eugene, will have personal charge of the Danville house.

The Farmers' Elevator at Windom, Kan., has been bought by R. C. Webb of Conway. He will overhaul and improve it, installing additional machinery, including a Fairbanks-Morse Ball-bearing Enclosed Motor and manlift.

One 7½ and one 10-horsepower motor and gravity truck dump have been installed in the elevator of the Lebsack Grain Company at Otis, Kan. An additional bin of 3,500 bushels' capacity is being made out of the old engine room.

A grain and hay commission business is to be conducted at Columbia, Mo., by Percy M. Klass of the Klass Commission Company and B. I. Wright of the Wright Bros. The building is of fireproof construction 150x150 feet.

The Peoples Co-operative Milling Company was incorporated at Petersburg, Neb., to conduct a grain elevator and milling business with capital stock of \$25,000. J. H. Eberly is president and treasury; R. J. Carey, secretary.

The elevator of the Duff Grain company at Leshara, Neb., has been bought by the Leshara Farmers Union Co-operative Association. The Duff Elevator will take the place of the Farmers Elevator, which burned during an electrical storm a short time ago.

A number of additions have been made to the first plans for improvements at the property of the Lexington Mill & Elevator Company at Gering, Neb. They have changed their site and leased

additional space on which they will build a 30,000-bushel elevator.

The Burlington Elevator at St. Louis, Mo., capacity of which is 1,400,000 bushels, has been bought by the Marshall Hall Grain Corporation. Extensive improvements are being made which will increase the handling capacity, giving the company very much improved facilities.

James R. Raup, who bought the old elevator of the Humburg Grain Company at Timkeu, Kan., has torn down the old elevator and is building a new 12,000-bushel house on the site. It is studded, ironclad and modern in every detail. It includes an engine, truck dump, cleaner, truck, automatic scale, manlift, etc.

A 15,000-bushel elevator is to be built at Shook (Anthony P. O.), Kan., for the Farmers Co-operative Grain & Mercantile Union. It is studded, ironclad, metal roof and is equipped with one leg, five-bushel automatic scale, dump, manlift, etc. A 10-horsepower Fairbanks-Morse Engine in a fire-resistant power house is attached. The old elevator burned in May.

## CANADA

Effective August 1, the Prince Rupert (B. C.) Grain Elevator built by the Canadian Government has been leased by the Alberta wheat Pool.

The buildings and equipment formerly known as the Alexander Brown Milling & Elevator Company at Toronto, Ont., are to be sold by the Harbor Commission. Proposals will be received for the demolition and removal of some of the buildings by July 1 and the purchase of the remaining buildings and equipment and their removal by September 1, also for the purchase of the buildings and the continuation of milling or other business subject to the approval of the commissioners.

a loss of \$10,000. The origin of the fire, which started in a small barn adjoining the elevator, is unknown.

Chokio, Minn.—An exposing fire was the cause of a small loss to the elevator of the Chokio Equity Exchange which is just being built.

Imbler, Ore.—Two warehouses, a grain elevator and 30,000 bushels wheat and barley burned, with a loss of between \$75,000 and \$80,000.

Round Lake, Minn.—With a loss of \$25,000, the elevator and warehouse of the Farmers Elevator burned. The loss is covered by insurance.

Guthrie, N. D.—Fire destroyed the elevator at this place, owned by the Atlantic Elevator Company of Minneapolis, Minn. It contained 15,000 bushels grain.

Southampton, Mass.—On May 12 fire destroyed the grain store of Madsen & Fowles with a loss of \$5,000 on stock. This is partly covered by insurance.

Spruce Pine, N. C.—In a fire which destroyed considerable property here, the establishment of the Womble Seed & Grain Company was completely destroyed.

Wheeler, Mich.—A small loss was caused on May 25 to the elevator of the Breckenridge Farmers Elevator Company. The fire originated in the drier of the elevator.

Zook (Belpre p. o.), Kan.—Fire destroyed the Farmers Elevator, with a loss of \$10,000. About 900 bushels wheat and 170 bushels corn were in the elevator at the time.

Leshara, Neb.—Lightning was the cause of a severe loss to the Leshara Farmers Elevator Company on May 27. The loss amounted to \$8,000, fully covered by insurance.

Indianapolis, Ind.—The old grain elevator which was damaged by fire early in May was totally destroyed by fire on June 2. The elevator had not been in use for some time.

Roy, Mont.—Fire which started in the elevator head, totally destroyed the plant of the Roy Elevator Company on May 15, with a loss of \$18,000. This was partly covered by insurance.

Branford, Fla.—Two buildings of the Branford Products Company were destroyed, with a loss of \$50,000; no insurance was carried. One of the buildings was a grain elevator and had been used until about three years ago, when business was discontinued.

McCown Station (Chrisman p. o.), Ill.—The elevator and cribs here were destroyed completely by fire, with a loss of \$12,000. It is thought that the fire originated from a spark from the engine of a train. The elevator was owned by Cooley & Price of Brockton.

Lakeville, Ind.—Fire on May 11 destroyed the Wolff & Schafer Elevator with a big loss to the owners, including 5,000 bushels grain, a large amount of Clover seed, flour, feed and farm seed. The loss was \$40,000 on buildings and grain, which is partially covered by insurance.

# FIRES—CASUALTIES

Rochelle, Ill.—Fire destroyed the elevator of the Kennedy Cereal Company.

Chokio, Minn.—Fire damaged the elevator of the Victoria Elevator Company.

Decatur, Ill.—The E. E. Lilly & Son Feed Store burned with a loss of \$10,000.

Henderson, Mich.—Fire destroyed the property of the Albert Todd Company on May 14.

Louisville, Ky.—The Fred Kieffer Feed Store was destroyed by fire with a loss of \$12,000.

De Lamere, N. D.—Fire destroyed, with an \$18,000 loss, the International Grain Elevator.

Tampa, Fla.—The Jackson Grain Company's warehouse burned on June 6. Loss was \$25,000.

Paola, Kan.—Lightning started a fire which destroyed the elevator of B. H. Fessenden on May 18.

Eau Claire, Mich.—Fire damaged the Farmers Elevator Association elevator. The loss was small.

Ashton, Ill.—Fire destroyed O. C. Baker's Grain elevator. The loss is partly covered by insurance.

New Orleans, La.—Fire damaged the plant of the Milan-Morgan Feed & Grain Company with losses of \$1,500.

Loxa, Ill.—Fire destroyed, with a loss of \$41,000, the Loxa Grain Elevator. The loss is partly covered by insurance.

Bennett, Neb.—Fire destroyed the frame elevator, 14,000 bushels' capacity, here, of F. M. Saum & Son. The loss was \$8,000.

Payne, Ohio.—On May 27, fire destroyed the grain elevator and warehouse of the Brady Bros. The loss amounted to \$30,000.

Tallula, Ill.—Fire, started from a spark in the cob burner, destroyed the elevator here. The loss is covered by insurance.

Timber Lake, S. D.—Lightning struck the elevator of the Hoover Grain Company on May 30 and slightly damaged the cupola.

Monette, Ark.—With a loss of \$2,000, the feed store of R. Q. Steele was destroyed. The loss is partly covered by insurance.

Dundee, Mich.—Fire damaged to the extent of \$1,000, the elevator of Karner Bros. & Keinath. The insurance will cover the loss.

Shook (Anthony p. o.), Kan.—The Co-operative Grain Elevator, valued at \$10,000 burned. The fire started from a gasoline engine.

Carrollton, Mo.—Fire on May 29 destroyed the elevator, office building, etc., of the Seward Grain Company of Hardin, leased to the Gorman Grain Company. It was partly insured.

Kempton, Ind.—Spontaneous combustion was probably the cause of the fire which started in the

detached dust house of Cohee & Clark, and was communicated to the elevator. A cleaner was damaged and some grain water-soaked.

Stockholm, Sask.—Fire on May 20 destroyed the elevator of the Pioneer Grain Company, with considerable wheat, barley and flax.

Upham, N. D.—Fire destroyed the Imperial Elevator at this place. There was about 1,000 bushels of grain in the elevator at the time.

Lamb (Washington p. o.), Mich.—Fire damaged the Michael Shanahan Grain Elevator, coal sheds and feed mill, with a loss of \$36,000.

Dana, Ind.—Fire on May 26 destroyed the DePuy-Maddock Grain Elevator and large stock barn, with

# OBITUARY

**BENJAMIN.**—William A. Benjamin died on May 17. He was formerly head of the C. E. Pollard & Co., feed and flour dealers at Buffalo, N. Y.

**BLYTHE.**—Hugh Blythe died recently. He was one of the older members of the Chicago Board of Trade.

**BUCKLEAR.**—Joseph Bucklear, Sr., died at his home in Minonk, Ill. He was one of the organizers of the Minonk Farmers Elevator of which he was a director for several years.

**CASWELL.**—William R. Caswell, state grain inspector at New Ulm, Minn., and formerly grain buyer there, died not long ago.

**EARLY.**—Eugene Early died on June 5 at Waco, Texas. He was head of the Early Grain Seed Company, and at one time president of the Texas Grain Dealers Association.

**GREER.**—Robert C. Greer, one of the founders of the St. Louis Merchants Exchange, and doing a grain commission business for years at that place, died, aged 92 years, at his son's home in Seattle, Wash.

**GROTH.**—Charles E. Groth died, aged 44 years, at Milwaukee, Wis. He operated a seed and flour business under the name of the Groth Seed Company. His widow and one son survive him.

**HANNA.**—Bob Hanna died recently. He was a traveling representative of the Van Dusen Harrington Company of Minneapolis, Minn.

**HANSON.**—Louis Hanson, a member of the Hanson & Barzen Milling Company, and for years as-

sociated with the milling and grain business at Thief River Falls, Minn., died recently at Minneapolis. He was treasurer of the milling company and manager and treasurer of the Montana & Dakota Grain Company. His widow and two daughters survive him.

**HEALD.**—Michael C. Heald died, aged 71 years, at St. Joseph, Mo. He was co-partner with his son, Gordon E. Heald, in the Heald Grain Company and had been active in the grain business for almost 50 years.

**LIVINGSTON.**—J. P. Livingston, formerly vice-president of the Portland, Ore., grain firm of Strauss & Co., Inc., died recently at San Francisco, Calif., where he lived.

**McCLURG.**—George E. McClurg died from acute indigestion. He was manager of the Farmers Elevator at Urbana, Ill.

**MELCHER.**—Frank Melcher died following an operation. He was senior member of Melcher & Illig, feed dealers at Juneau, Wis. Mr. Melcher was a member of the Committee of Thirty, organization group for the Central Retail Feed Association.

**SAMMIS.**—George A. Sammis died on May 22, aged 74 years. He was for years with the Van Wickle Grain & Lumber Company of Omaha, Neb., and was a well-known member of the Omaha Grain Exchange. His widow survives him.

**SEBASTIAN.**—Henry W. Sebastian died, aged 80 years. He took over the Mississippi Valley Grain

Elevator at St. Louis, Mo., some years ago when that company was in financial difficulties.

**THOMAS.**—Benjamin F. Thomas died at Tracy, Minn. He formerly operated an elevator at Hankenson, N. D., and one at Garvin, Minn.

**TIBBETTS.**—Norris S. Tibbetts died, aged 61 years, at Auburn, Maine. He was for years in the grain business at Auburn and Lewiston.

**TRIMBLE.**—Murray Trimble died, aged 86 years. He was for years in the grain and feed business at Pittsburgh, Pa., and lived at Scottdale, Pa., at the time of his death.

**WALLACE.**—Frederick W. Wallace died, aged 75 years, at Niagara Falls, N. Y. He had at one time operated a grain brokerage business on the Buffalo Board of Trade, and later became treasurer of the Cataract City Milling Company of Buffalo, N. Y. His widow and two daughters survive him.

## FIELD SEEDS

(Continued from Page 766)

which a reputable seedsman is put in preparing seed for your fields, I invite you to visit the warehouse of any of our members; say that you come in response to this invitation, and you will be welcomed. You will see there an array of machinery as elaborate as you will find in a flour mill. Some of these special machines cost as much as a good 40-acre farm. The seed which has been put through modern cleaning devices is as much a manufactured product as is flour. The seedsman's investment is considerably greater than that of a local miller. I cannot detail in a radio talk the mechanical processes through which the seed must be put in order to rid it of chaff, trash and the weed seed that are found in every harvest, among which I might mention buckhorn, thistle, foxtail, cocklebur, pigweed, lamb's quarters and sourdock, as being some of the commonest ones.

A farmer who recognized at sight the seed of these and other weeds, when he examined the seed he had threshed out, could never be persuaded to sow his seed uncleaned in his own fields, or to buy the seed of a neighbor, uncleaned and untested, and sow that. He would never consent to a course which inevitably, if carried out over a few years, would ruin the grade and yield of his harvest.

Ask to be shown, on your visit to the seed warehouse, the bags of chaff and weed seeds which have been cleaned out of field seeds. In some establishments you will see wagonloads being carted to a dump and burned, and it surely will delight a conscientious farmer to see all that grief and disappointment going up in smoke.

Ask to see the laboratories where samples from every consignment are analyzed for purity, being divided and subdivided in a mixing machine until the seed in a given fraction of a sample can be counted and the exact number of aliens enumerated.

Here also samples are put through a germination test and the exact proportion of seeds that live and sprout with vigor is determined. If you wish, you can learn the cost of these operations and satisfy yourself that the reputable seedsman is more than a broker; that the service which his skill and machinery perform with the greatest efficiency is going to save you labor and money by increasing the effectiveness of your tillage and the quality of your crops.

Nothing that you pay money for can return you higher value than pure seed. Do not imagine for one moment that you save money when you buy cheap seed, or use home-grown seed. I assure you that every dollar you save in this way will be lost several times over before your crop is marketed, and I do not believe that any man will dispute this who has actually examined the facts.

### LATE SEED IN WISCONSIN

By C. O. SKINROOD

All eyes among the Milwaukee seedsmen are now turned to the crop outlook. One general report of the entire state says that the Alfalfa outlook is good, while the Timothy and Clover prospects are just fair.

Milwaukee seed dealers report a fair demand still for the soy beans, Sudan grass and millet as well as other grasses which are suitable for late planting on farms. With Clover killing reduced to

a minimum, there will be less occasion to plant the late grasses this year.

Farmers of Wisconsin also report in many cases large supplies of feed left at the close of winter due to the heavy crops of last year. This has made it less necessary to raise the late forage grasses.

Red Clover slumped in the Milwaukee market about \$2.50 at the close of the active buying season. The market is now down to \$25 to \$28 as compared with \$30.50 formerly. Other kinds of seeds held steady for the most part, with a narrow price range in Timothy. Timothy is quoted at \$5 to \$7, White Clover at \$25 to \$32, and \$14 to \$22 for Alsike seeds.

### NEW SEED ANALYST IN TEXAS

On June 1, Mary E. Woodbridge was succeeded as seed analyst for the Texas State Laboratory by Wynona Robbins. Miss Woodbridge came with the laboratory in 1920. Now she has gone with the New York Experimental Station.

Miss Robbins has for two years been regular assistant in the Texas laboratory.

### IOWA SEED DEALERS CHOOSE LEADERS

At the annual meeting of the Iowa Seed Dealers Association held June 1 at Des Moines, Iowa, the following officers were elected: President, L. L. Hunter, of Henry Field Seed Company, Shenandoah, Iowa; vice-president, J. F. Sinn, of A. A. Berry Seed Company, Clarinda, Iowa; secretary, Henry King, Hamilton Seed Company, Cedar Rapids, Iowa; treasurer, J. T. Hoffer, Hoffer Seed Company, Nora Springs, Iowa.

### NEW YORK SEED SEASON CLOSES

By C. K. TRAFTON

About a month ago it seemed that the large order season for the leading field and grass seeds had come to an end in the New York market, but developments during the past month demonstrated that such a belief was premature to the extent of about three weeks. While this extension was gratifying to the large distributors, it created no great or general astonishment as it was regarded as a natural sequel to the delayed start of the season. Many buyers had been holding off until they could be certain that the backward spring had actually arrived, and when the weather finally became more reasonable there was a disposition to lay in supplies in anticipation of a similarly delayed demand from smaller dealers and actual consumers. Business as a rule is now of the hand-to-mouth "filling-in" variety, giving the market a somewhat "spotty" appearance. It is mainly an individual affair. Nevertheless, the great majority continue to display a cheerful attitude, being generally satisfied with the total turn-over for the season, and especially well pleased because the continuation of at least a fair degree of activity into the latter part of May permitted them to make further progress in reducing their carry-over without sacrificing prices to any noteworthy extent.

Red Clover was quiet during the greater part of the month, but the market was consistently firm owing to strength in interior markets, appreciable reduction of supplies, especially of foreign Clover, and the lack of arrivals from abroad. At times reports were heard of a fair demand for shipment to New England, where dealers were evidently disposed to stock up with foreign seed prior to the date when the Staining Law became effective.

## SEED DEALERS

Bring more customers to your place by displaying PLANTS for GARDEN and FIELD use. We grow and ship millions each year throughout the United States and Canada and guarantee satisfaction. Arrangements can be made to ship you a fresh supply daily and protect you from losses. We are growing thirty acres of plants and can ship most any garden or field variety at any time. For more information write the

**OWENSBORO PLANT & SEED CO.**  
OWENSBORO, KENTUCKY

Refer any Investors Bank or Bradstreet

Crimson Clover remained inactive on spot, but with stocks light holders were generally firm at 7½ @ 8 cents duty-paid. They were evidently influenced by expectations of a good demand because of the scarcity and high cost of Winter Vetch and also by the bullish tenor of advices from France. It was predicted that the French crop would be a short one as the area was reduced about 25 per cent because of the low prices secured by growers last year. In addition, it was claimed that insects had done considerable damage during the winter. These advices resulted in some business early in the month at 7¼ @ 7½ cents c. i. f.

White Clover ended its season very quietly and while it was said to be possible to buy some first-hand lots at 30 cents, holders of smaller lots were generally firm at 35 cents and some still asked up to 38 cents. No interest was shown in European offers which generally ranged from 26 to 28 cents c. i. f. and the month's arrivals were only 225 bags against 370 during May.

Alfalfa remained dull throughout the month, but the tone continued firm as there seemed to be less seed available at 20 cents, more holders being firm at 21 cents. Offers for shipment from Argentina generally ranged from 13 cents to 14 cents c. i. f., and while buyers did not seem to be interested at over 12 cents, it was thought that some of them considered 13 cents low enough to result in business. Little or nothing was done, however, owing to uncertainty as to the enforcement and outcome of the staining law.

Timothy was somewhat more active demand early in the month as the willingness of some holders to sell at 8 cents brought in some belated buying. Others still asked 8¼ @ 8½ cents and as the prolongation of the season was reflected by a continued fair demand it became more difficult to buy at the inside price, more holders being firm at 8½ cents. Exports for the month were only 370 bags against about 1710 during May.

Alsike was extremely dull early in the month although more holders seemed disposed to sell at 27 cents, while others still asked 28 cents. The latter, however, was the general quotation at the close.

Kentucky Bluegrass was more active than usual early in the month and holders generally advanced prices about ½ cent, asking 37 @ 39 cents. Demand for this variety was also sustained to an unusually late date, but at the end practically all holders were quoting 37 cents. Only 20 bags were exported during the month.

### PACIFIC SEEDSMEN ELECT

At the annual meeting of the Pacific States Seedsmen's Association held in Del Monte, Calif., on May 19 and 20, the following officers were elected to serve the coming year: President, Dr. E. O. Pieper, Braslan Seed Growers Company, Inc., San Jose, Calif.; vice-president, W. B. Early, Aggeler & Musser Seed Company, Los Angeles; secretary-treasurer, F. W. Nelson, Portland Seed Company, Portland, Ore.; directors, Lester L. Morse, C. C. Morse & Co., San Francisco, Calif., and L. D. Waller, Waller-Franklin Seed Company, Guadalupe, Calif.

Two new mills have been installed by the Sherwood Seed Company of San Francisco, Calif.

The main office of the O. & M. Seed Company has been moved from Cleveland to Green Springs, Ohio.

The Blake-Ulate Seed Company has opened for business at Greensboro, N. C., and will handle seeds of all kinds, feeds, and poultry supplies.

The partnership of A. H. Dudley & Son, seed dealers at Jonesville, Mich., has been dissolved. The senior member of the firm will continue the business.

The building in which the Frank S. Platt Company has conducted a seed business for years at New Haven, Conn., has been bought by that company.

The headquarters of the Earle Seed Company has been moved by Fred B. Fuller from New York City to Gouverneur, N. Y., where it was formerly conducted.

John D. Sugaski, Robert B. Struthers and Peter C. Kelling have incorporated at Elyria, Ohio, as the Kelling Seed Company. The company is capitalized at \$20,000.

The interest of R. B. Halferty in the Long Valley Seed Company at Arling, Idaho, has been taken over by Marshall Lewis. The business will continue to be conducted under the old name.

New quarters at 116 North Street, Ga., Albany, are to be occupied after July 1 by V. T. Bush & Co. This will give the company increased warehousing facilities and a recleaner has been installed.

The business and stock of merchandise of the Brownsville Produce & Seed Company of Brownsville, Tenn., has been bought from Walter Duffey by G. H. Duffey. The business will continue to operate under its old name.

Capitalized at \$50,000, the Llenroc Seed Company was incorporated at Billings, Mont. The officers are: President, A. E. Cornell; vice-president, Mrs.

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E. A. Belden; secretary, Mrs. A. E. Cornell. The company will specialize in approved and registered seeds.

Work is progressing rapidly on the new three-story picking room and addition to the property of the Allan Seed Company of Rigby, Idaho.

A new plant is being built at Minneapolis, Minn., a branch of the Albert Dickinson Seed Company of Chicago, Ill. It will be a seven-story brick and concrete building and will cost \$300,000 with equipment. The new unit is being erected to replace a building burned 18 months ago.

The business of the Fort Smith Seed Company, Inc., Fort Smith, Ark., has been bought by Howard A. Payne of that city. The business will be turned over to him June 1. C. R. Binding, the present manager, will move to Tulsa, Okla., as manager of the Binding-Stevens Seed Company.

A new building is to be erected at Ordway, Colo., for the Ordway Farm & Seed Company. It will be used for handling seeds of all kinds, providing a large storage space and retail store for seeds, plants and bulbs. E. E. Hosler, M. F. Bollacker and J. C. Hoffman are interested in the company which was just recently organized.

## TRANSPORTATION

### THROUGH RATE HOLDS ON OATS

An examiner for the Interstate Commerce Commission, reporting on the case of the Scoulor-Bishop Company vs. the Santa Fe, said the rate on oats in question was an overcharge. A combination of local rates had been imposed because the car was set on the track of the consignee which refused the shipment. The complainant said the carrier had been notified, before the arrival of the car, that the shipment would be refused and that it had no right to place the car; and that the bill of lading was not surrendered. The examiner said the placement of the car on the consignee's track, therefore, should not be regarded as placement for unloading within the meaning of the Santa Fe rules, a condition precedent to the imposition of the local rates in and out.

### REFUSE TO REVISE SOUTHERN RATES

The Interstate Commerce Commission, by "Division 3" has found the proposed readjustment of rates and restrictions in routing of grain and grain products, from points in Utah and Idaho, to destinations in the southwest and Alabama and Mississippi not justified and has ordered the suspended schedules canceled.

The schedules were suspended upon the protests of the Ogden Grain Exchange and the Texas Industrial Traffic League. Commissioner Taylor, who wrote the report, said that it must have been apparent to the carriers that the major effect would have been to cancel the application of the joint rates through Texas, with transit privileges at the Texas mill points, which would increase the governing rates from 7 to 23 cents via the routes in question, those through Texas.

### BARGE TERMINAL PROSPECTS

The Warrior River Terminal Company has applied to the Commission for authority to issue and sell \$98,000 of common stock and to issue \$400,000 of 5 per cent promissory notes in connection with acquisition and operation of that part of the Ensley Southern in Jefferson county, Ala., between the terminal of the Warrior river barge line and the Birmingham district. The Inland Waterways Corporation, the government agency operating the Mississippi-Warrior services, will acquire the stock and the line will be used in connection with the movement of traffic via the Warrior Barge Line.

The Inland Waterways Corporation has made application to the Commission under paragraph 2 of section 5 of the interstate commerce act to acquire control of the Warrior River Terminal Company by purchase of stock, the consideration agreed upon being \$500,000. Applications are pending before the Commission relating to the acquisition by the terminal company of part of the Ensley Southern which the Inland Waterways Corporation proposes to use in connection with its operation of the Warrior River barge line.—*Traffic World*.

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### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

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### MACHINERY

#### MACHINES WANTED

Used lifting jacks for moving form construction. Must be in good condition. STEVENS ENGINEERING & CONSTRUCTION CO., Buder Bldg., St. Louis, Mo.

### FOR SALE AT A BARGAIN

Six-bushel 1,500 bushels per hour Richardson Automatic Scale f.o.b. North Dakota point.

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Six Fairbanks' Hopper Scales, 1,600 bushels, with type registering beam, good as new. They are coming out of grain elevators we are now dismantling for the Santa Fe Ry. Co., Argentine, Kan. Will guarantee same to be complete and in good working order. J. GOLDBERG & SONS STRUCTURAL STEEL CO., 800 E. 18th St., Kansas City, Mo.

## ELEVATORS AND MILLS

### FOR SALE IN NORTHERN ILLINOIS

Several grain elevators at small stations. Also handling lumber, coal and other side lines. HOLCOMB-DUTTON LUMBER COMPANY, Sycamore, Ill.

### FOR SALE IN NORTHERN INDIANA

Fully equipped electric drive grain elevator with feed store and coal yard. Down town location. Established business 15 years. FRANCIS K. BOWSER, Attorney, Warsaw, Ind.

### MILLING IN TRANSIT FEED MILL FOR SALE

Empire Mills at Olean, N. Y. Storage capacity, 65,000 bushels bulk grain; 21,800-foot warehouse room for sacked goods. All machinery for feed. Manufacture no flour. Private switch with track scale. Bargain for some one. FELT BROS. & GAGE CO., Olean, N. Y.

### FOR SALE

Three-thousand-bushel elevator, warehouse and coal bin located in southern Illinois on highway No. 2. Gas engine, elevators, wagon scale and office. Opportunity to establish flour, feed and coal business in connection with elevator. S. F. M., Box 6, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### A MONEY MAKER; WILL KEEP TWO BUSY

Owing to ill health this splendid little plant is for sale. On private owned ground, consisting of six lots, 66x210, one block from main street. In fine corn belt; heavy feeding; lots of grinding and sidelines; more could be added with profit. Small payment down; easy terms. Only elevator in town. HARBER GRAIN AND FEED CO., Wheatland, Iowa.

### A REAL BARGAIN

South Dakota elevator for sale. Electrically equipped; first-class condition. Ample territory in good grain belt. F. A. KOHLHOFF, Stratford, S. D.

### FOR SALE IN FINE LOCALITY

Good grain and bean elevator; electrically equipped; 35,000 bushels' capacity; good condition; prosperous community; not adequately financed and must be sold. Elevator and equipment with furniture and fixtures and coal sheds will be sold to highest bidder for cash at 10 o'clock Monday, June 21, 1926. Sealed bids should be sent to the secretary with certified check for 5 per cent of amount of bid. If interested it will pay you to investigate. This plant and community must be seen to be appreciated. FARMERS' CO-OPERATIVE MERCANTILE COMPANY, Willard Reid, Sec'y, Fort Morgan, Colo.

## Miscellaneous Notices

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Partner—too much for one man. Will accept part trade. This will stand inspection. HAWARDEN ROLLER MILLS AND ELEVATOR, Hawarden, Iowa.

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Central Minnesota electrified waterpower, including eight-year contract of current to the city where property is located; also mill building, dam flowage rights. Have transit on feed, and up-to-date feed mill running every day. Satisfactory reasons for selling. MINNESOTA, Box 5, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### SITUATION WANTED

Am a married man of mature judgment and desire to correspond with a firm operating a number of grain elevators in need of a manager. Have had over 10 years' experience in the grain business, also 10 years' experience in accounting and office management. Can furnish best of references as to my honesty and business ability. M-500, Box 6, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

## Land Opportunities

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For list of Western Canada farm bargains, best in quality, price and terms, write WALCH LAND COMPANY, Winnipeg, Man., Canada.

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Forty acres for sale at Silver Lake, Mo. Price \$320, \$25 down, \$5 per month. J. B. JARRELL, Mt. Vernon, Ill.

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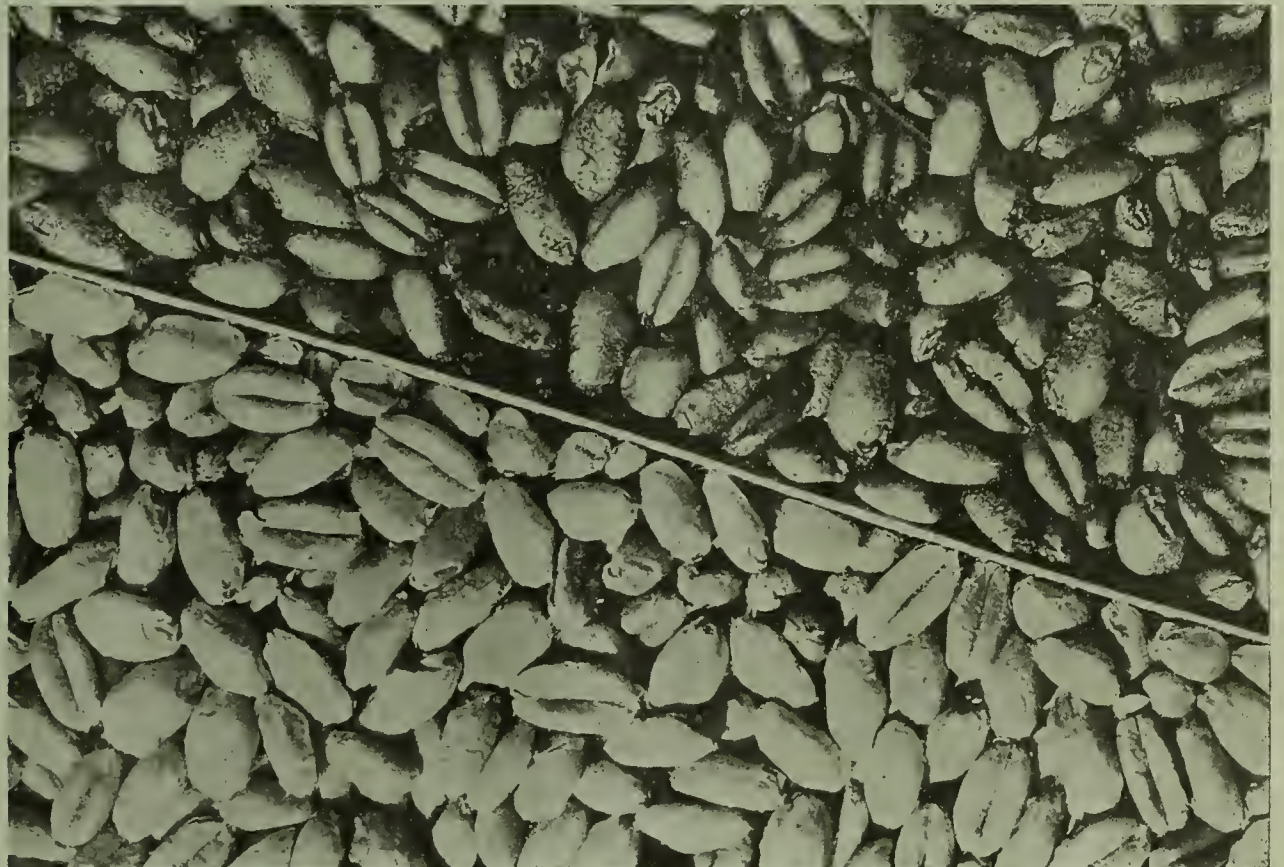
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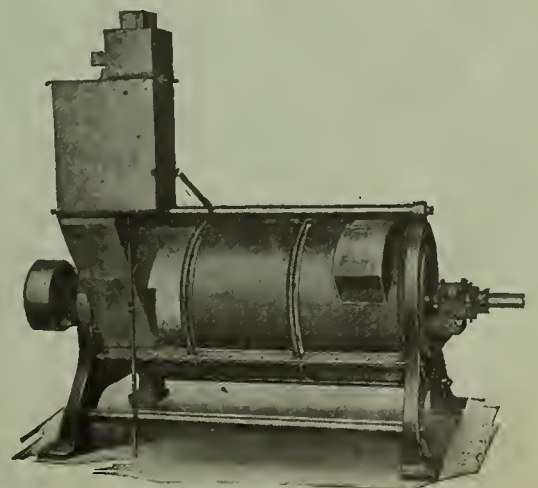
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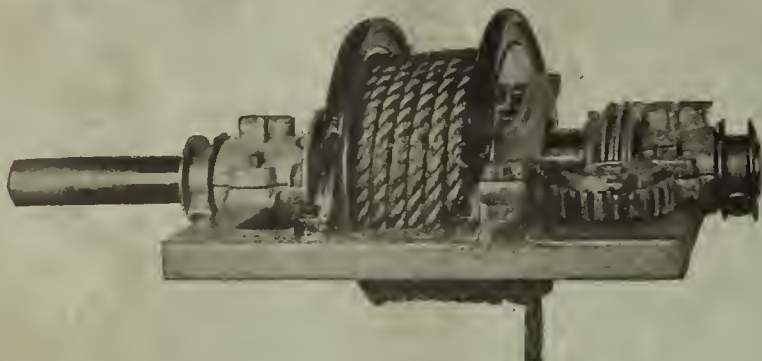


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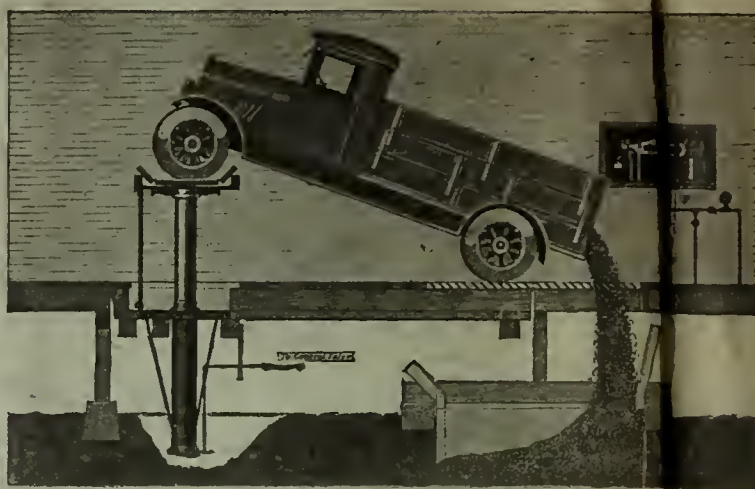
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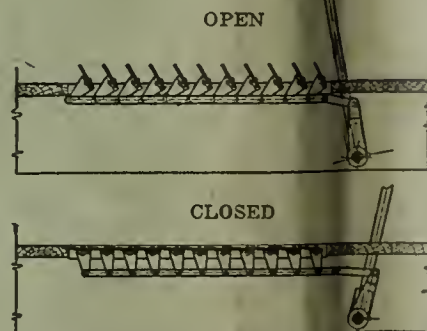
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