

plished; or "No," what are the reasons? Most of them answered "No," with some qualifications or reservations. The major point that the sellers and buyers felt would be an aid to all segments of the trade was the plump kernel test and the thin kernel test using the 6/64 sieve for plumpness and the 5/64 sieve for thin or undersized barley rather than the 4 $\frac{7}{8}$ /64 sieve as under present federal regulations. Some thought that variety should enter into the grade. Others suggested some chemical or technical tests which would aid in determining the grade. Many buyers indicated, however, that even if the federal grades for malting barley were revised they still would buy on sample.

"What role would you say federal grade standards play in the malting barley picture?" was the next question asked. Many sellers and buyers answered "None." Others feel that the federal grades for malting barley provide certain necessary information which facilitates the trading of malting barley. Federal grades point out moisture, soundness, percentage of thin or undersized kernels, excess of skinned and broken kernels, etc. This undoubtedly is a valuable aid to all segments of the trade.

Many sellers and buyers feel that the country elevator managers hold the key to continued success and improvement in the barley trade. It is up to this sector of the trade to become the "masters" of barley buying so that they can reflect the buying at the terminal market and therefore carry these practices to the farmer. The local elevator manager is dependent on the farmer. Therefore he must be as successful as possible in the handling of grain. This means that he must not only have the respect of the farmers but also the respect of the trade at the terminal market.

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Keeping accurate records is seldom popular on farms but is essential to a profitable enterprise. And it can be simplified to reduce the drudgery to a minimum. A record keeping system that becomes more or less a mechanical daily process shows at a glance the current performance of the farm in much the same way as a gauge indicates the performance of a machine.