

**THE NEW
MACARONI
JOURNAL**

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**August 15,
1919**

The New
Macaroni Journal

Minneapolis, Minn.

August 15, 1919

Volume 1

Number 4

*A Monthly Publication
Devoted to the Interests of
Manufacturers of Macaroni*

Vacation Time Is Here

VACATION TIME, a period during which we withdraw entirely from the business world and its sordid worries and heavy demands on mind and body, to enjoy a care-free and invigorating rest.

Since last summer we have looked forward to this event, and what a strenuous time we have all had during the months intervening!

But with the Boys home again, and business conditions returning to normal, how we will enjoy, more than ever, the change from cares and worries to rest and pleasures.

And what a variety of enjoyment there is for us!

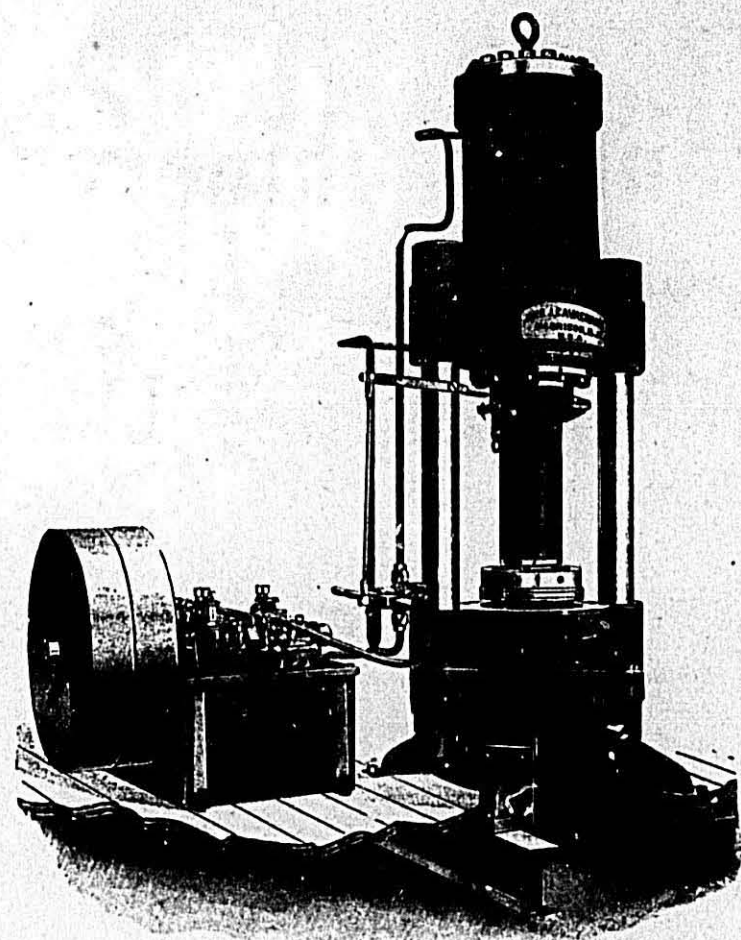
The roads are fine for motoring; boating, fishing, camping, hiking, swimming, golfing, mountain-climbing, and other pleasures too numerous to mention, all will afford us profitable recreation.

How happy we should be that we can have these pleasures, when we realize that in the other half of the world there are millions of people left homeless and penniless, their possessions destroyed and their country devastated.

We in the United States have much to be thankful for, especially our national prosperity, which enables us to so thoroughly enjoy life.

The NEW MACARONI JOURNAL certainly wishes every reader a very happy and enjoyable vacation, and hopes that all will return to their various activities with renewed vigor and enthusiasm, determined to still further add to the wonderful prosperity of this wonderful country by more successful application to their business.

NOW FOR A WELL-EARNED AND MUCH-NEEDED VACATION



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Engineer and Machinist

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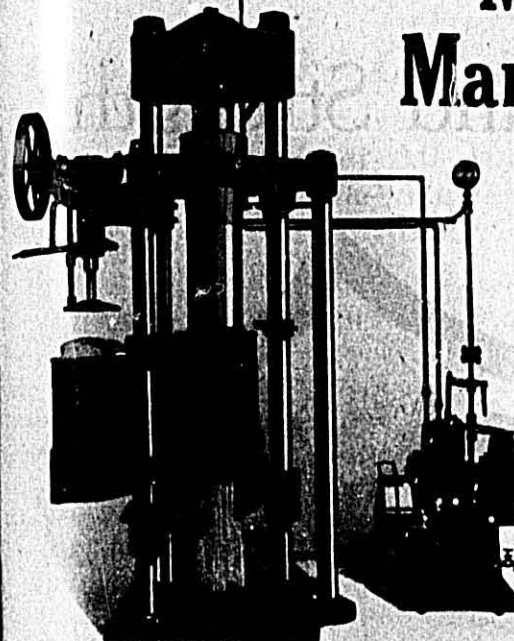
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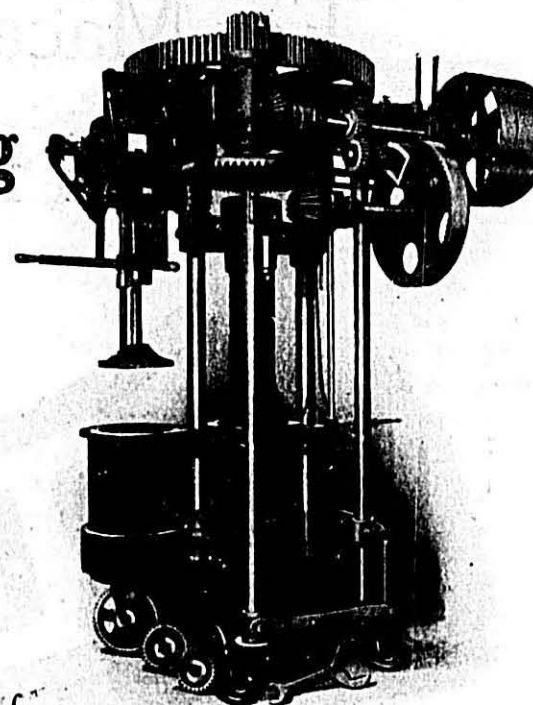
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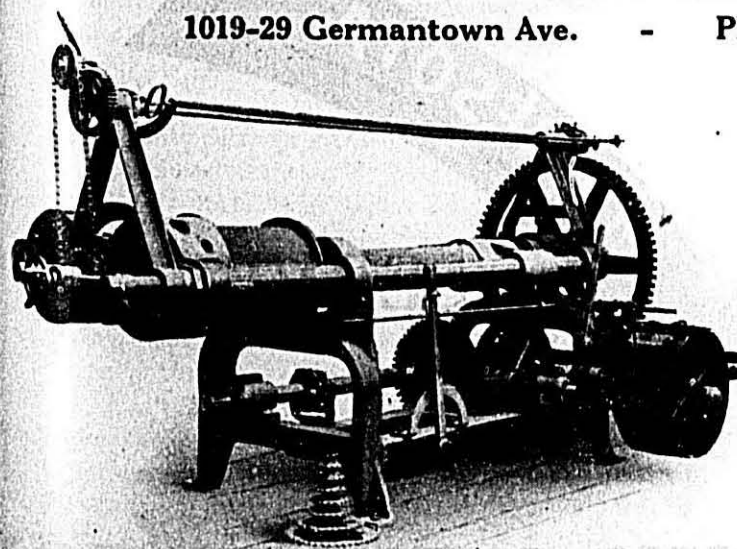
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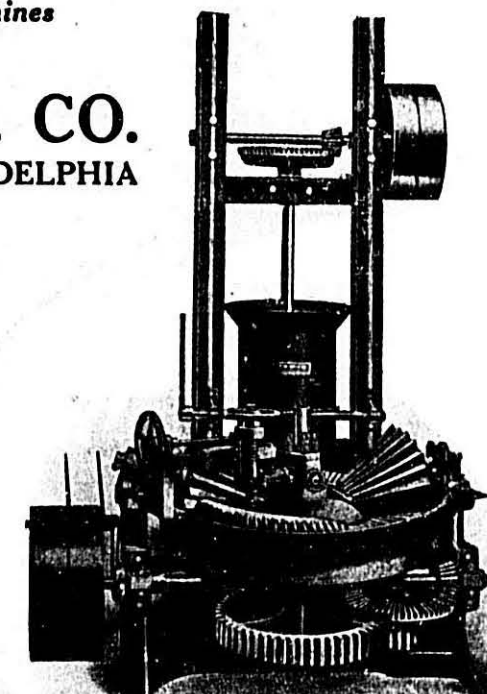
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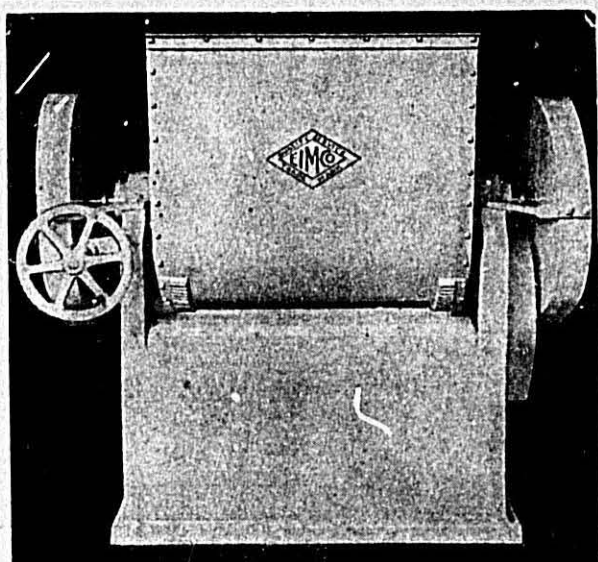
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YERXA, ANDREWS & THURSTON
MINNEAPOLIS, MINN.

MACARONI JOURNAL

Good Cheer—Good Work

Look on Bright Side of All Manufacturing Problems—Smile Always and Dispel Misery.

One of the first prerequisites of a successful leader is cheerfulness. He who forms the habit of continually looking upon the bright sides of things will enjoy a big advantage over the fellow who always carries a grouch, refuses to see any good in others and who spreads a spirit of gloom among all with whom he comes in contact. Cheerfulness will add to your personality, lends clearness to the very skies, more beauty to your surroundings, and helps materially toward making you a bigger and more likable fellow.

All who are managing a manufacturing concern should get a closer and a better slant at the workmen. Make them feel that they are working with you and not FOR you. Be big, kindly and human and let your mental attitude be reflected in your acts and general appearance. An infusion of cheerfulness into your work helps a lot when the other fellows are inclined to be miserable and grumpy. Talk cheerfulness, circulate cheerfulness, be cheerful and others will get the habit.

All manufacturing concerns can be classified into one of three great groups—ordinary, good and great. The position of each is decided by the fellow who runs it. He makes it what it is.

The poor ones hardly last long enough to be considered. The ordinary ones are composed of men who work for just so much a day, make ordinary goods, live and feel that way.

The good ones are men who produce the ideal and perfect articles, do things regularly and according to all rules of procedure. It goes without saying that these good ones live and feel that way about it.

The great ones perform great deeds, do wonderful work and produce almost impossible things. Their minds are always on their efforts, their hearts are cheerful and they are guided by eyes, clear and gay, that see only the bright things in life.

It's the spirit of the men that counts. To instill this spirit among your workers is to assure the success of your business, as on this is established the fundamental principle upon which all great and eminently successful business organizations are built. Therefore, create and foster this big friendly, cheerful spirit by being yourself big, friendly and cheerful. Only big fellows can do this as only big fellows can do big things.

Remember that the spirit that builds and the spirit that assures success is the spirit of cheerfulness equally distributed from the boss of the industry down through the various ranks of workers. Take them into mental partner-

ship and create in them a pride for good work done and appreciation of their leaders.

The Weaver Who Sang at His Loom

We get on with our work much better if we are cheerful when about it, and take recreation afterwards. There was once a weaver who got up very early to begin work, and while he was at work used to sing either hymns or else secular songs. As he had a loud, clear voice his neighbors needed nothing else to wake them of a morning. Now, close by the place where this weaver worked there lived a wealthy merchant who frequently did not retire to rest until long past midnight, and consequently was much annoyed at being disturbed by this man and awakened from his sleep at an early hour every morning.

He could not forbid him to sing, so he bethought himself of another means of making him quiet. He sent for the weaver and asked him at what price he rated his singing. The man replied that it was as much to him as a day's wages. The merchant then promised him that if he would refrain from his performance for a whole month he would pay him as much as he would earn in that time. In fact he put the amount down before him then and there.

The weaver was delighted at earning so large a sum so easily, and gladly agreed to the merchant's terms. Every night before going to bed he counted his treasure over and over again, he sat up gloating over it, and finally put it under his pillow lest he should be robbed of it. In the night he lay awake thinking what he should make of it, how he could spend it to the best advantage, so that when the time came to get up he felt tired and unrefreshed.

And since in addition to this he could no longer sing at his work, he could not get on with it as well, in fact it

Excellencies of a Sunny Disposition

The merchant, manufacturer or other man of business who is the fortunate possessor of a happy disposition finds it an asset that makes hardships endurable, that turns obstacles into trifles and transforms the raging rival into a fast friend.

Life is such a serious proposition to most of us that we are grateful for the relief of seasonable humor; the persistently cheerful man who is neither a grouch nor a professional jester is made welcome everywhere. The habit of the cheerful visage has a high medicinal value, both for its owner and for those with whom he is brought in contact.

An even temper should be cultivated just as assiduously as any other business asset. Smiles help more, when things go wrong, than many things which cost more in effort and time.

A good disposition makes living so much more comfortable and joyous. The man with a naturally happy expression is always sure of a welcome and a hearing.
—The Optimist.

became quite distasteful to him. Never had the hours passed so slowly; the day seemed an eternity to him. At last he resolved to give the merchant back his money. Without losing a moment he hastened to his residence and laid the money down before him. Then he hurried away without speaking a single word. Once more free to sing at his work, the first song he struck up ran thus:

"A cheerful heart and mind at rest,
What better thing can be possessed?"

All manufacturers and their general managers might

well cultivate this spirit of light heartedness and satisfaction with their line of business efforts to the end that, by example and precept, this spirit of contentedness be passed on to their employees. Nothing will tend to make employees happier than the thought that their services are appreciated as indicated by the cheerful expressions on the faces of the owners and managers, rather than the feeling shown by the grouchy, fault finding manners of those surly bosses whose every action indicates a spirit of toleration rather than appreciation.

RESTORE ECONOMIC LAW

Operation of Basic Rule of Supply and Demand Desired to Resume—Elimination of Federal Paternalism Demanded by Business Men.

There are many evidences of a marked growth of sentiment among business men favoring a "hands off" policy by the government so far as commerce and business are concerned, that the basic economic law of supply and demand again begin to operate.

Some weeks ago an association of manufacturers of the country, including makers of a most varied line of products, undertook a canvass of its membership to ascertain their opinions as to a number of fundamental problems of the period of readjustment, says the Twin City Commercial Bulletin.

"One of these queries had to do with the proposition of the most desirable way to arouse business from the lethargy which marked the period introduced by the signing of the armistice.

"A surprisingly large number of replies were favorable to elimination of paternalism so far as governmental interference or control of commodity prices were concerned, the belief being that resumption of the operation of the law of supply and demand would soon bring prices to a level normal for existing conditions.

"The same thought was credited to A. W. Douglas, chief statistician for the Chamber of Commerce of the United States, in newspaper stories of his address to members of the association at the annual convention in St. Louis this present week.

"The operation of the law of supply and demand does not mean that prices would revert to levels of the pre-war period. Various factors have entered into the situation to bring about a new price level. Currency inflation is responsible for the existing price levels to a larger degree than any one thing. Currency inflation is still with us. It is a world wide reality. Until such time as the normal relation between merchandise supply and purchasing power is restored, it is futile to talk of a return to general price levels even approximating those of 1913-14.

"Does this mean that the operation of the law of supply and demand would have no effect upon commodity prices? By no means. While it would have little appreciable effect upon the general level of prices, it would have marked effect upon the prices of individual items.

"Those kinds of merchandise which are in short supply and large demand would carry prices correspondingly higher than would commodities in larger supply and smaller demand. Each kind of merchandise, each industry, would be an entity with prices the normal level higher than in days gone by owing to inflation and other causes, nevertheless responsive to the forces of merchandise supply and consumer demand.

"During the war we had paternalism in great degree. That this was made necessary by the conditions which faced us is generally agreed. Without priorities and other artificial measures it would have been exceedingly difficult if not impossible for Uncle Sam to have marshaled his forces for the one objective of the period, the winning of the war.

"Without price control the unparalleled conditions of the war period would, under the operation of the law of supply and demand, no doubt have carried prices on many commodities to the point where they would have been prohibitive for many of our people or, to avoid their becoming prohibitive, still larger wage increases and still greater inflation of currency with still greater depreciation of the buying power of the dollar would have been required.

"Things have changed with the close of the war. The signing of the peace treaty will add still more to the change. Instead of straining every effort to the production of war supplies of all kinds, we must now strain every effort to the stimulation of normal business. Greater consumption of our different industrial products is needed that our enlarged output resulting from our wartime factory enlargements may be assimilated and our labor may be employed.

"The deadlock between the Railroad Administration and the Industrial Board has brought sentiment to a focus. While there were many who felt, when the creation of the board was announced, that it was not exactly a wise move thus to continue governmental interference with business, there were others, possibly a majority, who felt that under existing conditions such action as this board might take would tend to create confidence in prices and would afford the stability which seemed essential.

"The clash between these two governmental agencies on the question of steel prices has resulted in the conversion of many who formerly held this view to the belief that the sooner the government adopts a 'hands off' policy, eliminating paternalism so far as business is concerned, the more quickly will business really get going and the more rapidly will prices in all lines reach a level

normal with respect to inflated currency, higher wage scales and increased living costs.

"That the stabilized prices sought by the Industrial Board are already with us, not as a result of the board's action but rather as the result of the working of natural economic forces is the belief of many students of the situation, their views being well summed up in the expression recently made by T. S. Holden of the economics section of the Department of Labor, that 'economic forces appear to have already acted to stabilize prices at a level below which they are not likely to fall by any appreciable amount in the near future.'

"Individual initiative explains the record established by American business in years gone by. Individual initiative manifests itself best when economic laws are permitted to operate. Paternalism crushes and destroys initiative. Why not, therefore, permit the early and free resumption of operation of the basic economic law of supply and demand?"

Noodle Standard Valid in Calif.

A decision by the California courts held valid the state laws governing standards of egg noodles, the court deciding the law not to be in conflict with the federal food and drugs act as averred by the complainant.

Application was made to enjoin the California state board of health from proceeding under the state food law against certain shipments of "noodles" on the ground that such noodles were misbranded thereunder, as alleged, in that they contained but 2 per cent of egg, whereas the state standard for noodles requires at least 5 per cent of egg ingredient, and such noodles should have been labeled. "Plain noodles" or "water noodles." The application was denied, the court holding that food shipped into California to the wholesaler, sold by the importing wholesaler to the retailer, removed from the shelves in which shipped and placed on the shelves of the retailer for sale to the consumer, is in the course of intrastate commerce and not interstate commerce, when so sold at retail, and is subject to the state statute; the California food law and regulations thereunder are not in conflict with the federal food and drugs act; the state law is reasonable; and it was competent for the state to provide that the federal standards of purity for food products shall be the standards used for the enforcement of the state food law. (Cleveland Macaroni Co. v. State Board of Health, 258 Fed. 374.)

REVIEW OF DURUM CROP

Adverse Conditions Reduce Crop Prospects—70,000,000 Bushels Shrinkage Reported in June—Semolina Higher—Durum Crop Probably Less Than Last Year—No Price Shrinkage Probable.

In a trade letter recently issued by Yerxa, Andrews & Thurston, close students of the wheat, particularly durum, situation, there appears a little anxiety about the realization of the boasted large crop for 1919. Crops are not maturing nearly as well as was expected and many fields are showing very low production.

Since our last trade letter there have been adverse changes in the wheat condition which point forcibly to the statement we made at that time, using Mr. Barnes' figures as a basis, that there would be no shrinkage in price values under the government figures at the beginning of the crop; and now the situation points not only to government price, but to figures higher than government price, wheat having advanced very materially during the last month, and especially so during the last few days, when the wheat condition has been so thoroughly gone into, that the deterioration is shown much greater than anticipated it could be a month ago.

Semolina prices have advanced practically \$1.00 per barrel and it does not look like any immediate decline could take place in view of the serious condition of the wheat crop, especially in this section of the country.

Considerable Shrinkage

As to the wheat crop in general, the government report giving the condition up to July 1 shows a shrinkage of 70,000,000 bushels during June, and the deterioration since the first of July has been much greater than during June, and we shall not be at all surprised to see the government figures on the first of August showing not to exceed one billion bushels, which would mean a shrinkage of 160,000,000 during July.

We base this opinion upon information obtained during the last three weeks from both the winter wheat and spring wheat sections; for instance, an eminent authority in Kansas told the writer personally that he did not believe the Kansas crop would now show more than 150,000,000 bushels, which is a tremendous shrinkage from their original calculations. This condition is more or less true in the other large wheat raising states in the Southwest. Nebraska, we understand, is going to get a very good crop but when we get north of Nebraska, into the purely spring wheat states, we find Montana has practically a complete crop failure; western North Dakota and western South Dakota estimates run from 50 to 60 per cent loss; eastern South Dakota and eastern North Dakota, also Minnesota, are showing extensive damage by blight and samples of new wheat which have recently been taken show the weight from 45 to 53 pounds, indicating a highly shrunken condition of the berry, accounted for by the wheat maturing so much earlier than anticipated. Black rust has appeared in North Dakota and Minnesota and has developed quite

rapidly, especially on the low ground, and it looks as if we were going to have a very much smaller crop in the three states than would have been believed possible the first of June.

Comparisons Not Favorable

On the first of July the government showed the four spring wheat states as follows:

	Bushels
Minnesota	60,956,000
North Dakota.....	86,918,000
South Dakota.....	52,385,000
Montana	11,522,000

Total211,781,000 and on looking back at the December government report showing the actual production of wheat in those four states in 1918, we find same to have been as follows:

	Bushels
Minnesota	78,330,000
North Dakota.....	101,010,000
South Dakota.....	69,350,000
Montana	17,250,000

Total266,240,000 What the deterioration has been since the first of July it is impossible to state, but with 55,000,000 bushels less in prospect the first of July than actually raised last year in these four states it certainly looks like a small crop, not even up to normal. Of course there is considerable spring wheat raised in other states, such as the north-eastern and central states, also Wisconsin, Iowa, Missouri, Nebraska and Kansas, together with all of the western states, but of them all Nebraska is the only one which raises a considerable quantity of spring wheat and, although their prospects are very good this year, yet it is not possible for them to make up any appreciable amount of the loss in the four principal states.

Durum Crop Decreases

In 1918 the durum crop was somewhat in excess of 40,000,000 bushels. The increase in the durum acreage for this crop is estimated at approximately 10 per cent which would, under normal conditions, forecast approximately 45,000,000 bushels, but with the very serious shrinkage throughout the north-western states it is entirely problematical how much will be raised, but it is sure to be less than last year and probably will be much lighter weight wheat, hence requiring more bushels to make a barrel of semolina, which naturally will result in a relatively higher prices of semolina as compared with the price of a bushel of wheat.

Macaroni manufacturers who have kept themselves well stocked for their full 60-day supplies of raw material have made no mistake and it does not look as if they would make any mistake for some months to come, and as the millers are compelled under their agreement with the Grain corporation to sell for not more than a 60-day shipping period,

it is easy to perceive the possibility of higher prices as we get onto the new crop, due to the actual loss in wheat produced and in the weight per bushel.

On July 23 the U. S. Grain corporation announced that the receipts of wheat from farmers for the week ending July 11 amounted to 17,493,000 bushels, an increase of 12,505,000 bushels over the previous week, and against receipts for the same week in 1918 of 22,771,000 bushels. The stocks of wheat in mills and elevators on July 11 were 40,961,000 bushels as against 23,732,000 last year. The increase in the amount of wheat delivered by farmers was, of course, due to the new crop in the southwest and central states, and there should be a considerable increase each week until the height of the grain movement is reached, which will probably be in September and October; but notwithstanding any amounts which may be delivered by the farmers, there is no over production and the demand is so great and prices so high that in all probability the Grain corporation will for months have no opportunity of buying any wheat as, of course, they cannot purchase wheat and pay more than the government price for it.

Marquis Leading Spring Wheat

The Marquis variety of wheat has gained on other varieties of spring wheat, year by year, until in 1918 it was more than one-half of the spring wheat crop. As estimated by the bureau of crop estimates of the United States of America, the Marquis variety was 59 per cent of the spring wheat crop in Minnesota, 47 per cent in North Dakota, 58 per cent in South Dakota, and 47 per cent in Montana.

Durum wheat, in demand for regions of low rainfall and with a special market as a material for such products as macaroni, was second in popularity in 1918 in North Dakota, South Dakota, and Montana, where it produced 29, 20, and 15 per cent, respectively, of the total spring wheat crop. This variety of wheat has the advantage of large productivity per acre, a quality possessed almost in equal degree by the Marquis variety.

The Velvet Chaff variety had second place in Minnesota with 22 per cent of the total, third place in North Dakota with 9 per cent, third in South Dakota with 12 per cent, and fourth in Montana with 2 per cent.

Third place was taken by Blue Stem in Minnesota, and this variety produced 12 per cent of the spring crop; it was of small use in North Dakota, South Dakota, and Montana, as were Fife and other varieties.

Biblical War Bread

The Scriptures give us many lessons in thrift, according to a writer in Thrift Magazine. Ezekiel warned the children of Israel that during the siege of Jerusalem they would have to be thrifty. He said: "Take thou also unto thee wheat, and barley, and beans, and lentils, and millet, and fitches, and put them in one vessel, and make thee bread thereof."—Ezekiel 4-9. The Bible shows that Ezekiel ordered the children of Israel to eat their meat by weight, and even thus only "from time to time."

LABOR SITUATION

All Classes of Industries Affected—Closer Study of Relation Between Capital and Labor Needed—Less Government Regulation Demanded.

The labor unrest that has prevailed throughout the world during the late war and since the armistice was signed has made itself felt among nearly all classes of industry, the macaroni manufacturing concerns included. The eastern section of the country was first affected and many of the demands were granted, and now the middle west is wrestling with the many problems brought to a head by the ever increasing high cost of living.

Great Problem Presents Self

The readjustment of labor conditions to a peace time basis, devoid of too much government interference, is so great a problem as to call into use the brightest minds in the country. The situation is ably summed up by one of the greatest students in the country in the following recent statement:

The war has undoubtedly set men everywhere to thinking about the justice or injustice of our present industrial system. The liberal and thoughtful man, whether employer or employe, has come to the conclusion, first, that every reasonable demand and requirement of labor, whether economic or humane, must be satisfied; second, that the present system of property ownership must be conserved. Such humane questions as child labor, minimum hours of labor, minimum wage, etc., must be properly settled so as to protect the future of our race and allow for the development of a strong, healthy and virile people. From an economic viewpoint, the laborer is entitled to a fair and reasonable wage, to the essential requirements of life and to a decent chance to earn a fair living and maintain a proper home for himself and his family. He is entitled to the benefits of a free public school system, such as exists in this country, where his children may receive the best education available to anyone. Then, under the democratic government and equal opportunity for advancement, the future is open.

More Harmony Necessary

On the other hand, the employer is entitled to a fair return and full protection of the business which he has created, directs and maintains, fully commensurate with the risk involved and the skill, judgment and capital employed to make it go. Every proper incentive should be given to both capital and labor to reap the reward of intelligence and industry.

To create a greater degree of contentment on the part of the employe it may be well to encourage as much as possible, and where conditions permit, stockholding on the part of the employe. Many concerns are going much further by providing for some form of division of profits after a fair payment of wages to the employe, on the one hand, and after a fair return upon the capital invested, on the other.

To encourage and maintain the business initiative and constructive commercial

genius that has made America the greatest commercial nation in the world business should be freed from every unnecessary governmental restriction and left to its head, provided it proceeds fairly in a competitive field.

America Against Bolshevism

It is directly repugnant to a democratic form of government for any class to dominate. Capital is no more entitled to a complete domination over society, under a democratic form of government, than is labor. The attempt on the part of the Russian Bolsheviki government to establish dictatorship of the proletariat, that is to place the working class in complete control of society and to reduce all other elements of society to that class, is not only directly repugnant to a democratic form of government, but is contrary to every dictate of a normal and sound society.

America stands today as the bulwark against the spread of Bolshevism throughout the world. Here, under a democratic form of government, it is proven that capital and labor can exist and grow side by side, each mindful of the just rights of the other, the whole being controlled by the wishes of the majority. Such a condition of peace, security and prosperity can be brought about under any democratic government, wherever placed.

And to secure the efficiency and more definitely to realize the blessings of our democratic government, it is necessary for business men collectively and in their own circles to reexamine their relationship with their employes and to ascertain whether or not their employes are receiving fair and just consideration; it is necessary for the government to encourage and aid business and labor equally.

Argentine Wheat

Wheat is sown as early as May 15 and as late as Sept. 15. The greatest quantity is seeded during July and August, which is the middle of the Argentine winter. In the center of the wheat belt the harvest usually begins in December, depending on the time of sowing and on the weather conditions throughout the growing season. During the crop year of 1914-15 the harvest did not begin until January and in some parts not until February. This, however, was an exceptionally late season.

The flaxseed grown in the northern part of the cereal zone is usually harvested earlier than the main part of the oats or wheat crop. The harvesting of oats takes place at about the same period as wheat, the seeding being done in May, June, July and August.

Old Style of Harvesting

Harvesting is by means of headers, binders and Australian combined harvesters and threshers. The latter are sometimes called "stripper harvesters," from the fact that the heads are stripped from the stalks without cutting the plants. The machine is equipped with a comb having fingers, which are set just far enough apart to permit the plants to be drawn through until the heads are reached, at which time the latter are stripped from the straw by the aid of beaters, revolving

within a drum situated above the rear of the comb. While passing through the machine the wheat is separated from the heads, cleaned and finally deposited in a box having a capacity of several bushels, which is attached to the machine. From this box the wheat is sacked and left at convenient points in the field. Some machines are equipped for sacking the grain as it is threshed, the bags being deposited in the field as they are filled. From six to eight horses are generally used to draw the machine and the operation may, under favorable conditions, be done by one man, although at times an additional man or boy is required to assist in driving the horses.

Wheat Varieties Grown

Although the wheats of Argentina are generally classed as soft wheats, they more nearly resemble our varieties of hard red winter. The principal varieties are Barletta, Russo, Italiano, Frances, Rieti, Tuzela, and Saldome. These varieties have been grown for many years; and it is an unfortunate fact that very little attention has been paid to the selection of seed wheat, so that the wheats have become very badly mixed, it being almost impossible to find pure types. Barletta is practically the only variety recognized in commerce, the others being shipped simply as wheat, or "trigo de pan," meaning wheat for bread. The "Bolsa" of Rosario has designated a special type of wheat as "Rosario," which is simply a commercial name given to the better wheats grown in the Rosario district and sold to Europe under that name.

American Wheat in Cartagena

The American consul at Cartagena, Colombia, reported recently that the flour mill there in normal times imports 40,000 to 50,000 bags of wheat, 2 bushels each. Excerpts from the report read:

"American flour recently imported from Panama is selling in bags of 125 pounds at \$17. Colombia flour is not obtainable owing to impossibility of shipping from the interior down the Magdalena river, because exceptional dry spells, not navigable for freight to that point.

"The La Heroica flour mill produces about 2,000 bags of flour monthly in normal times. These bags contain 5 cotton bags of 25 pounds of flour each. It has been the practice of this mill to import wheat from the United States in bags; when empty they are employed to pack the 5 cotton bags of 25 pounds each. When the supply is not sufficient to pack all the 25-pound cotton bags, loose bags are imported. The duties on the empty wheat sacks are 3 cents per kilo (2.2046 pounds), with surtaxes of 2 and 5 per cent on the total amount of duty.

"The high price of wheat in the United States, to which must be added a duty of 5 cents per kilo, with surtaxes of 2 and 5 per cent on the total duties, makes it impossible to employ American wheat. The duty on flour is 10 cents per kilo, with the surtaxes of 2 and 5 per cent on the total duty."

See notice in this issue of removal of association headquarters Aug. 23, to Braintree, Ill.

If Means Money

SEMOLLEON



Worth The Extra Price

SHANE BROS. AND WILSON CO. MINNEAPOLIS, MINN.

NORMAL BUYING

Curtailment of Orders Causes Reduced Production With Relatively Increased Cost of Manufacture—Retailer Must Buy Before He Can Sell.

"I believe that it is desirable for all of us to influence, so far as we possibly can, normal buying," said one of the leading speakers at the recent convention at Salt Lake City of the National Association of Retail Grocers in an interesting discussion of the question of food prices. There is no immediate prospect of any reduction in cost and conditions do not justify the expectation of general price recessions, according to this speaker.

No Prospect of Immediate Declines

"The opinion on the part of the retailers in general that they should wait a decline in prices before replenishing their stocks is fallacious and injurious to all concerned. Manufacturers do not anticipate lower prices. There may be reductions in some instances, but as a general condition there is nothing to warrant the expectation of general downward quotations for some time to come. It is a detrimental policy for anyone to urge the trade to buy in smaller quantities and to await a reduction in prices which will not eventuate in the near future. The retailer must be continuously aware of this fact.

"Reduced production on the part of the manufacturer means a higher cost of production and a consequent continuance of higher prices. The producer names the price he must receive for his goods and his business judgment prevents him from naming a price which will yield him an excessive profit, which would only invite competition with destructive results. Nor can he make quotations which will not yield a fair compensation for the capital and labor invested in his product. If the retailer will only realize these indisputable facts, the normal flow of business will result."

Future is Bright

Manufacturers and jobbers should take an equal part with the retailers in spreading this information. The public today is consuming the same amount of foods as formerly, and with this normal consumption there should be no hesitation in buying in normal quantities. The man who expects to sell must also buy, and if this reciprocal action is entered into with the proper degree of judgment and not influenced too much by over-caution, business will soon in a few months resume its normal and profitable condition.

We find ourselves at the close of the war more prosperous than ever. We have been taught thrift—many people have saved who have never before laid aside any money. We possess Liberty Bonds and War Savings Stamps, and capital will now become more and more available for development of industry, domestic and foreign trade.

Spending Power Continues

There is no real reason to be pessimistic about the future. We should all preach the doctrine of optimism. Our conditions are nowhere near as bad as in other countries compared with our enormous wealth—esti-

mated as probably not less than \$200,000,000,000. All that we lack is the spirit, the feel of prosperity. We retain the momentum of war expenditure which has given the country a spending power never before realized, and which still continues.

Japanese Rice Problem

Rice is the staple of food in Japan, being both bread and meat for a large part of the population. It has been their national and individual dependence to such an extent that it is almost venerated. To waste it is to commit a crime against tradition and popular feeling. There is a national belief that living on rice has sacred significance and privilege. Rice is the food of the Japanese gods and under the old order of things rice farmers outranked every one in social caste except persons of princely estate.

Even in ordinary times rice, being as yet a product largely localized in the Orient, has a more erratic price than wheat. The markets for wheat get stabilization from the widely scattered areas of important production. The centers of rice production more nearly come under uniform climatic conditions, with no chance for drouth in one quarter of the world to be offset by a favorable apportionment of rain and sunshine in an opposite quarter.

Rice a Political Issue

In the latter part of the war period the price of rice became a matter of political importance in Japan, where rice constitutes 80 per cent of the food of a workingman. Last August it stood about 250 per cent higher than in 1914, after being lower in 1915 than it had been since 1910. Rice forthwith became the question of greatest economic importance in the Japanese empire. It got attention from the emperor, government officials, political leaders, courts of justice, banks, stock exchanges, farmers, railroads and steamship lines; in a word, from everybody in a population of 60,000,000. The "rice crisis" was on.

The crisis had for months been gathering head. Imports of wheat from the United States had been stopped and rice from India and French China was controlled by European belligerents. In January of last year the government had sent emissaries to consult the rice exchanges. All sorts of half-way measures were taken. Speculation was rife. The exchanges were repeatedly closed and as often reopened. By August fishermen's wives began to form mobs and demand redress. Later, over 200,000 people joined in demonstrations.

Siberian Wheat Promises Relief

By September the cabinet was overturned and a new one formed with a commoner, for the first time, as premier. Toward winter "riceless" days were inaugurated by the people themselves. Temples opened rice stores. Rice queues became common and people kept places in line all night after providing themselves with blankets for the long watch. Feeling rose so high that even the speculators divided into "honest" and "dishonest" groups and on one occasion the former were attacked for their honest dealing. Rice was once more demonstrated as the most important thing in all Japan.

The rice problem still remains with Japan. The Japanese agriculturist, with his average "farm" of 2.64 acres on which he practices intensive cultivation, may get assistance through improvement of seed, better irrigation methods and the like, and Korea and China may supply more rice. On the other hand Manchuria and Siberia may soon furnish such supplies of wheat as to lead the Japanese to abandon part of their time honored diet of rice. Meanwhile, in the final analysis, all things Japanese continue to center in important degree around rice.—The Nation's Business.

Government to Sell Macaroni

The government has announced a plan whereby the surplus food owned by the war department will be sold at cost in an effort to force down what some of the congressmen term "abnormally high food figures." It plans to sell direct to the consumer through the post offices of the country and on a cash basis. Several hundred thousand pounds of macaroni and other alimentary paste products are to be thus disposed at a price set by the government of ten and a half cents (10½c) a pound. The notice does not state what grade of paste this is, but evidently it will be macaroni made from war flour as the government was a heavy buyer of this grade of food products during the war. Most of the material on hand is bulk goods and must be purchased in quantities contained in the original cartons.

Crop Report

Washington, Aug. 8.—Forecast of crops based on Aug. 1 conditions were announced today by the department of agriculture as follows:

Winter wheat, 715,000,000 bushels.
Spring wheat, 225,000,000 bushels.
All wheat, 940,000,000 bushels.
Corn, 2,788,000,000 bushels.
Oats, 1,266,000,000; barley, 204,000,000;
rye, 64,600,000; buckwheat, 16,100,000; white potatoes, 357,000,000; sweet potatoes, 100,000,000 bushels.

Condition of spring wheat: Minnesota, 56; North Dakota, 53; South Dakota, 55; Montana, 20; Washington, 64.

Patents and Trade Marks

The following patents were granted in July: No. 1,307,785—Drier for macaroni, etc. Paul De Martini, Jamaica, N. Y., patentee. Granted June 24, 1919.

TRADE MARKS PUBLISHED

The following application to register trade marks are of interest to macaroni manufacturers. Notices of opposition should be filed within 30 days of publication.
Serial No. 118,350. Class 46 Foods and Ingredients. P. and M. Giardino, Enaley, Ala. Filed May 12, 1919. "FIORE DI SICILIA" a design showing a woman in a wheat field. For use on macaroni products. Claims use since October, 1917. Published July 8, 1919.

TRADE MARKS GRANTED

No. 125,972 to the Buckley Macaroni Co., Inc., Kensington, Conn. Filed Feb. 17, 1919. Serial No. 116,900. Published April 8, 1919.

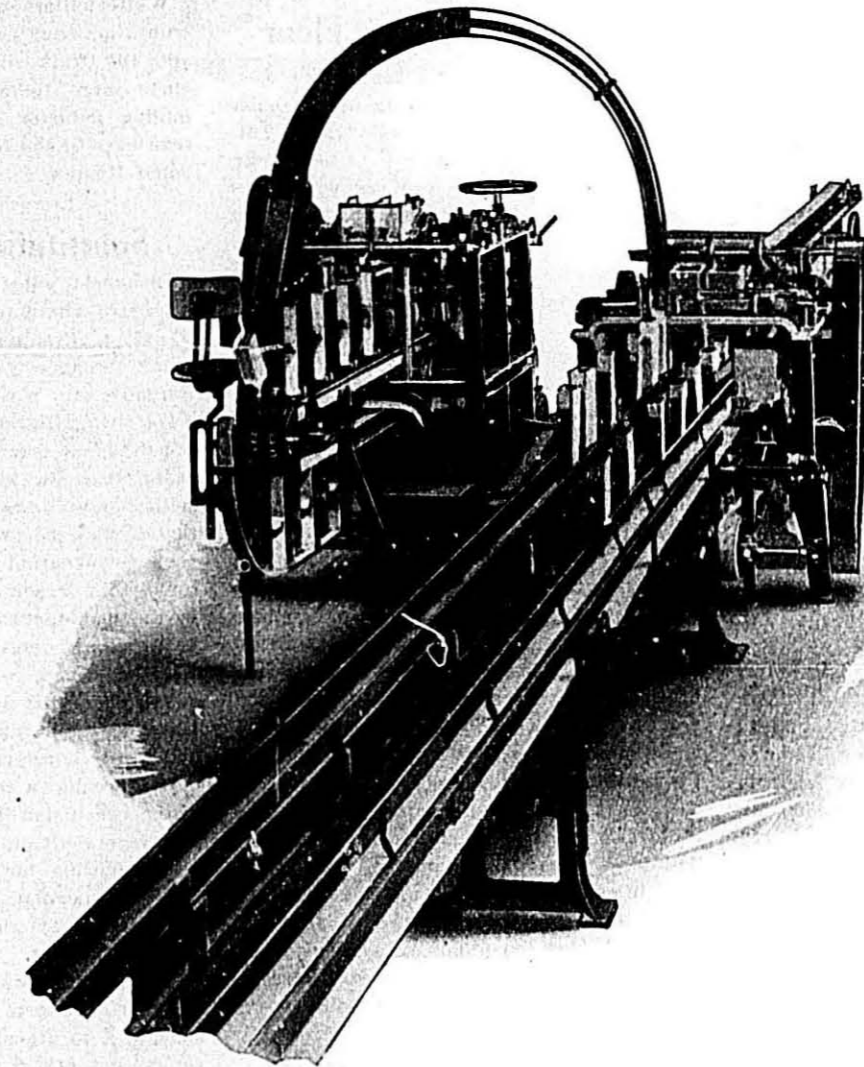
LABELS REGISTERED

"L'AQUILA ALPINA BRAND" for semolina macaroni by the Cumberland Macaroni Mfg. Co., Cumberland, Md., No. 21,325. Filed April 21, 1919 and registered July 1, 1919.

See notice in this issue of removal of association headquarters Aug. 25, to Braidwood, Ill.

PRODUCTION and EFFICIENCY GOVERN YOUR PROFITS

60 Complete Packages Per Minute.



This machine gives you production and efficiency. It seals and delivers 60 packages of macaroni per minute. Neat, clean packages. Operating costs reduced. Minimum floor space required. Motor driven.

We also make a combination sealer that seals both top and bottom of carton, 30 to 35 per minute, one operator. Motor drive.

All machines made adjustable for handling different sizes.

The best of MATERIALS, WORKMANSHIP, and MECHANICAL PRINCIPLES are combined in JOHNSON AUTOMATIC SEALERS.

Catalog Upon Request

Johnson Automatic Sealer Co.

BATTLE CREEK, MICHIGAN

MANUFACTURER SLIGHTED

Given No Representation in National Conference to Consider Industrial Problems as Proposed to Congress—Founders Association Urges Amendment.

Manufacturing interests of the country are not represented in the proposed plan for a national conference on industrial problems and the relationship between management and labor, reads a statement of the National Founders Association, through President William H. Barr of Buffalo.

Referring to the measure introduced in congress providing for such a conference and naming the conferees, the statement reads: "To understand the proposed personnel clearly it may be segregated as follows:

"Representing labor—Frank P. Walsh, Samuel Gompers, Andrew Fursueth of the Seamen's union, John Fitzpatrick of Chicago, W. H. Johnston of the Machinists union, A. B. Garrison of the Order of Railroad Conductors, Charles H. Moyer of the Metal Mine Workers, Frank J. Hayes of the United Mine Workers, William D. Mahon of the Street Railway Employees.

"Representing capital—Charles E. Hughes, John D. Rockefeller, J. Pierpont Morgan, J. Ogden Armour, E. H. Gary, William K. Vanderbilt, Daniel Guggenheim, Francis S. Peabody and E. T. Stotesbury.

"Representing government: William B. Wilson, Secretary of Labor, and Franklin K. Lane, Secretary of the Interior.

Small Manufacturers Backbone of Industry

"There is not a representative of the manufacturing interests of the country named in this personnel. Union labor is represented by eight officers of unions, by Frank P. Walsh, and also by the secretary of labor. The government is directly represented by the secretary of the interior, and the other nine men are identified with gigantic financial operations, with the exception of Charles Evans Hughes. The backbone of our industry is the comparatively small manufacturer, and the great corporations do not properly represent the prosperity of the country.

"Furthermore, John D. Rockefeller, J. Pierpont Morgan, J. Ogden Armour, William K. Vanderbilt, Daniel Guggenheim, Francis S. Peabody and E. T. Stotesbury are not in actual touch with manufacturing. E. H. Gary is directly concerned in an active way with a great corporation, but he is chairman of the board only and is a lawyer by profession.

Urges Protest

"The manufacturers of the country, who are represented in the great employers associations, have no representation whatever. It is imperative, therefore, that manufacturers should take a direct interest in these resolutions and should submit a most emphatic protest against any conference which excludes those who are vitally concerned with the result of the conference.

"This resolution is another evidence of the fact that our manufacturers are ignored in matters in which the government proposes to interfere in industry. Due defer-

ence to the financiers mentioned in the resolution, who are patriotic citizens, does not alter the fact that they are not representatives of the manufacturing interests. This is particularly opportune time for registering the views of the manufacturers with the government and stating plainly that the findings of any such conference will not be tolerated. It is a case of pseudo legislation and interference upon the great body of industry which has been given no representation."

Ready for New Crop Flour

They're polishing the brass in the operating departments as well as in the sales and other branches of milling plants. This more or less functional duty is being carried out with greater vigor and with more cheerfulness than in preceding years, for millers see better times ahead. The industry has experienced in the past two months one of its most stagnant periods, marked not only by a virtually lifeless demand for flour, but abounding with obstacles and ruts that have been difficult to overcome. There is about to open, on the other hand, a crop year which promises to be one of the most active in milling history. Therefore the vigor and cheerfulness accompanying the "polishing of the brass."

More Settled Tone

Millers over the entire producing sections and particularly in the winter wheat belt where the wheat harvest is progressing on a rapid scale look forward with confidence to a sharp broadening in the demand for flour. With the announcement of new crop plans for handling wheat just issued by the United States Grain corporation much of the uncertainty in connection with the flour trade has been cast aside, and a more settled tone pervades the market. Stocks of flour in consumers' hands are generally reported as extremely light, such a belief being based upon the prolonged stagnation in the market and the almost general desire to enter the new crop year with practically exhausted supplies.

Buyers Await Lower Prices

Buyers, from the small baker to the large jobber, having a knowledge of the contract or agreement with the Grain corporation under which they will operate, are beginning to display interest in the market for flour. Inquiries for new crop flour being received by mills are numerous and indicate more than a desire to get a line on prices. The trade is in earnest and is likewise eager to make purchases. Already an increase in the bookings for new crop flour are reported by mills, with buyers paying around \$9.75 to \$10.25 a barrel, bulk, basis Kansas City, for 95 per cent or standard grades. Some quotations as low as \$9.50 have been received, but this figure is out of line with the general range of quotations.

Demand Awaits Recession

It is not expected that a great demand will develop until wheat prices recede to the guaranteed minimum basis or until mills reflect such a figure in their quotations on flour. This view is based upon the indemnification clause in the contracts between

the United States Grain corporation and millers, jobbers, brokers and bakers, which provides no insurance for losses where purchasers were made above the \$2.26 a bushel basis. And there is a probability that buyers will exercise caution even on the minimum basis, for there are occasional periods in the year when millers are anxious to dispose of flour at a discount to maintain activity at their plants. The attitude of buyers will be determined in a measure by spring wheat crop and international price developments.

While millers will be restricted to sales within a 60-day period, under their contract with the Grain corporation, this will not preclude large selling of flour. In fact, the milling industry is now more accustomed than ever to shorter time contracts.—Rosenbaum Review.

Substitution in Macaroni

Dishonest substitution of a serious and extensive character was reported recently by E. J. Brennan, secretary for the St. Louis vigilance committee (Better Business Bureau), says a report from the Associated Advertising Clubs of the World, of which the St. Louis committee is a part.

Mr. Brennan found many grocers were selling bulk macaroni upon representation that it was the product of a factory whose package macaroni is widely advertised. He found that in some stores, the signs issued by the manufacturer were placed above the bulk "elbow" goods and in others people were informed, when they asked for the goods under the advertised name, that the bulk goods were made by the same company and were, therefore, "the same."

Mr. Brennan's investigation brought him to the conclusion that the man who stocked the grocers with the bulk goods was partially responsible for the deception. Grocers said the salesman had told them the goods were made by the manufacturer of the branded product.

The situation was found to be so serious that Mr. Brennan issued a special report, sending it to grocers, wholesalers, manufacturers and others calling attention to the practice and warning grocers against violating the law, while at the same time showing them that such practices do not pay.

"Remember," says the report, "that you make your money out of the customer who comes back. Aren't you foolish to give him any reason for staying away?"

SCOTCH THRIFT

A Highland gentleman on the point of starting for the United States by accident left his purse, containing \$500, at the railway station. On his return to his native land the purse was brought to him by a clerk, who expected some slight recognition. The laird took the purse and counted the money, and then looked inquiringly at the clerk, who asked, in astonishment:

"Isn't it right, sir?"

"Right? No," was the quick response.

"Where's the interest?"—Grit.

See notice in this issue of removal of association headquarters Aug. 25, to Braidwood, Ill.

MACARONI DRYING MACHINES

ROSSI MACHINES "Fool" the Weather

Labor Saving, 50 per cent. Saving of Floor Space over other Systems, Absolutely Uniform Products—Hygienic

Write or Call for Particulars—
IT WILL PAY YOU

A. Rossi & Company

Macaroni Machinery Manufacturers

322 Broadway

SAN FRANCISCO, CAL.

Who's Who in Macaroni Trade

One of the most successful macaroni manufacturers as well as one of the greatest boosters for the National Macaroni Manufacturers association is William A. Tharinger, a past president. His meteoric career in this business at once marks him as one possessed of instinctive ability in the manufacturing line.

He is the product of the sturdy state of Wisconsin and claims Milwaukee as his home. Like many other young lads he was lured by the railroads and he began what he thought was to be his railroad career away back in 1892 when he assumed a position as



William A. Tharinger

shipping and billing clerk for the Chicago & North Western railroad at the ore docks at Ashland, Wis., a position he held till 1896.

The grocery business next attracted him and in company with his brother opened up a business in Milwaukee, their combined business ability making the venture a great success. His first introduction to the macaroni business came in 1912 when the brothers acquired some stock in the Lorenz Brothers company of Milwaukee, and within a year purchased the controlling stock in this enterprise. His success may be judged from the fact that between 1913 and 1916 the business of the concern was increased 14 times through able management.

Mr. Tharinger had no sooner entered the macaroni field than he realized the benefits to be derived from acquaintance with his fellow manufacturers and early joined the National Macaroni Manufacturers association, attending his first convention at Milwaukee in June, 1913, and at this meeting his ability was recognized and he was honored by election as second vice president of the association. He was re-elected in 1914 and in 1915 he was elevated to the office of first vice president. At the convention held June, 1916, in McAlpin hotel, New York, Mr. Tharinger was chosen as president of the National Macaroni Manufacturers association.

Two distinct features marked his official activities, the lowering of macaroni freight rates and the organization of the Italian manufacturers in the middle west into an association that afterwards was gradually

assimilated by the National. At the expiration of his term he was chosen as a member of the executive committee where the association had the benefit of his long experience in macaroni matters, and at the recent convention in St. Louis he refused further honors, leaving the official field for newer and younger manufacturers, though he is still retained as chairman of the important traffic committee as freight rates are surely a hobby with Mr. Tharinger.

The Lorenz Brothers company has been changed to the Tharinger Macaroni company of Milwaukee and the capital of the concern has been annually increased till it now has stock to the amount of \$250,000 and the company is enjoying an enviable business.

CLEAN UP AT NIGHT

Morning Work Unsatisfactory While Factory Is Running—Less Spontaneous Firing If Daily After-work Plan Is Followed—Remove Debris at Once.

Danger in morning cleanups instead of removals of factory and warehouse debris at night is being suggested for the sake of fire protection. This better method is suggested by a fire protection engineer, who speaks at length on the subject. In effect the statement is as follows:

Dangerous Collections

"Many of factory, loft and mercantile occupancies have adopted the practice of doing their cleaning up in the morning instead of later in the day as the plant shuts down for the night. This permits dangerous collections of any scraps, oily waste, lint, papers and other rubbish susceptible to spontaneous ignition that collect during the day to remain on the premises overnight.

"Morning cleanings while the plant is in operation are unsatisfactory at best. Not only are many parts of the premises inaccessible to the sweeper, such as under operating machine tables, in motor boxes, belt ways, engine rooms and enclosures and under cutting and work benches, but there is a persistent tendency to hurry, slight and generally neglect the cleaning in an effort to avoid disturbing the workers and quickly release the sweeper for other work.

Sweepings Accumulate

"Consequently, in many instances, morning cleanings are little better than no cleaning at all. It is not uncommon for accumulations of sweepings to remain on the premises of manufacturing tenants several days at a time. In a great many instances no rubbish is removed between Friday and Monday of each week.

"The New York fire department records indicate in startling manner just what results from such neglect and carelessness. During 1916 the fire loss in Greater New York attributed to spontaneous combustion and non-ascertainable causes (probably largely spontaneous ignition) amounted to about \$4,600,000. In 1917. Greater New York's fire loss from these causes amounted to about \$6,500,000, showing nearly a \$2,000,000 increase over that of the previous year.

"Undoubtedly most of this fire loss occurred on the premises of factories, lofts and mercantile buildings. It is a peculiar fact that a large proportion of our manufacturing, loft and factory fires start at night, or when plants are shut down, and the important physical operating hazards are practically eliminated. This indicates in a measure how much of our fire loss is due to inefficient housekeeping.

"The above facts are significant and point out a course of procedure that, if backed by persistent organized effort, will undoubtedly bring about a gratifying result. If the Fire Prevention Bureau, which is doing such excellent work in the elimination of unnecessary physical working hazards, could devise a system that will lead to the thorough cleaning of manufacturing and mercantile establishments at the close of each working day and the prompt removal of refuse from their premises, the number of fires and the consequent loss of life and property will be greatly reduced."

Cows to Get Barley Now

"The closing of the market for barley in the brewing industry, as well as the present high price of corn, is resulting in many inquiries concerning barley as a dairy feed," says C. H. Eckles, new chief of the dairy husbandry division at University of Minnesota farm, St. Paul.

"Barley has long been a standard part of the dairy cow ration in north Europe and has been fed to some extent in parts of America. The reason it has not been used more for feeding purposes is that the brewers wanted it and were willing to pay enough for it to keep it out of the feed trough. As a result corn has been the cheaper feed but barley will undoubtedly be fed to a much greater extent in the future.

Food Value Compared

"In feeding value barley is slightly below corn, but so little that for all practical purposes it should be put in the same class and considered as the equal of corn pound for pound. At current market prices barley is cheaper than corn.

Barley supplies 79 pounds of digestible food to the hundred pounds and corn 86 pounds. With corn at \$1.40 a bushel, a pound of digestible food in corn costs three cents. With barley at 85 cents a bushel a pound of digestible food in barley costs two and a quarter cents. When corn is worth \$1.40 a bushel, barley is worth about \$1.10 a bushel.

Grain Mixture Preferred

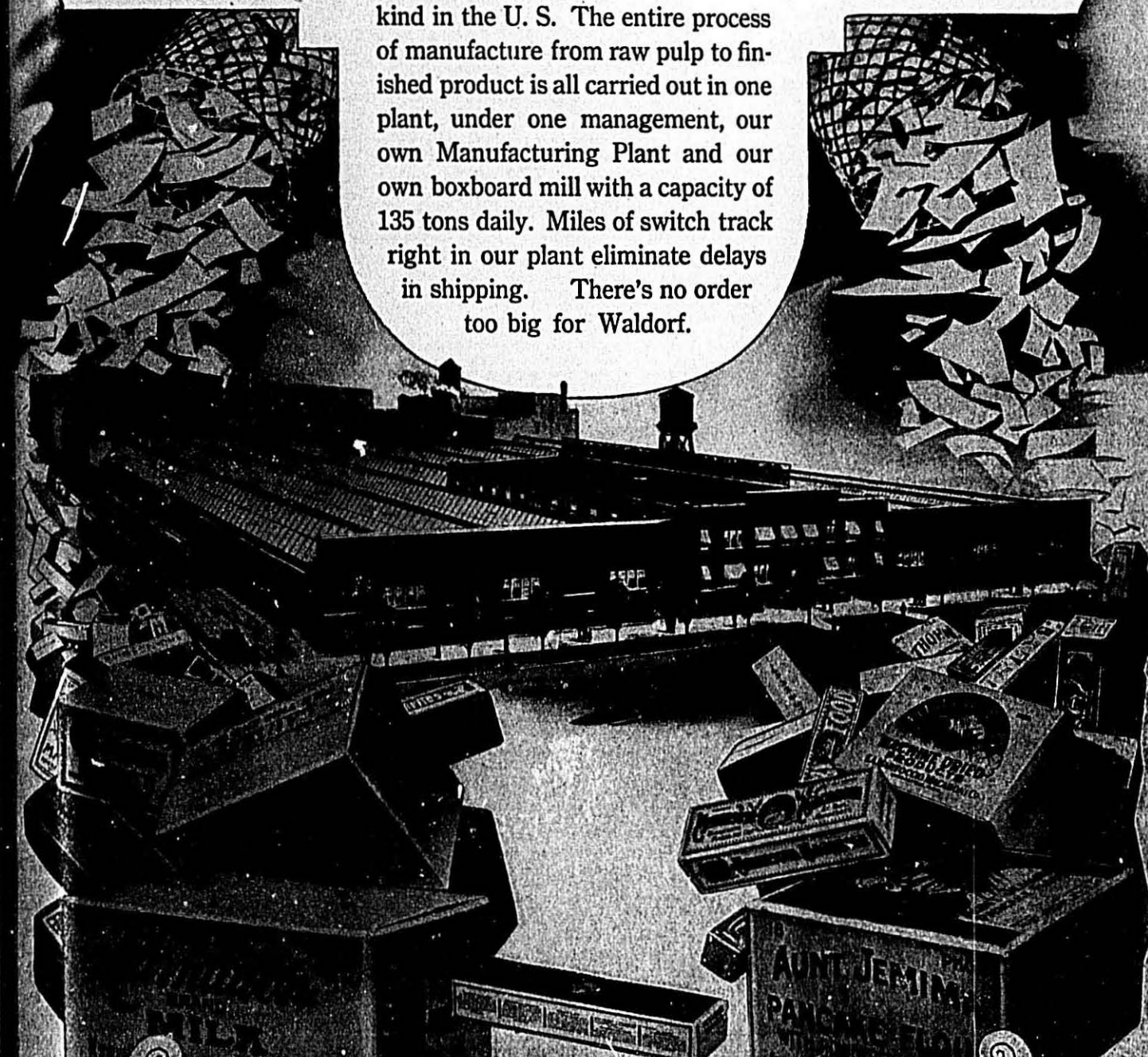
"Barley for cows should be fed ground and may be used with advantage up to half the grain ration. A good ration, containing barley, would be as much silage and clover hay as the cows will eat up clean and a grain mixture of four parts barley, two parts wheat bran, and one part oil meal or cottonseed meal. The grain mixture should be fed at the rate of one pound to each four pounds of milk produced by a Holstein or two to each three pounds of milk produced by a Guernsey or Jersey."

See notice in this issue of removal of association headquarters Aug. 25, to Braidwood, Ill.

WHY THEY COME TO WALDORF

Many manufacturers who use immense quantities of cartons and shipping containers get them from Waldorf Co. Why? Because they must deal with a firm who not only can make good containers, but is big enough to fill large orders promptly.

The Waldorf plant is the largest of its kind in the U. S. The entire process of manufacture from raw pulp to finished product is all carried out in one plant, under one management, our own Manufacturing Plant and our own boxboard mill with a capacity of 135 tons daily. Miles of switch track right in our plant eliminate delays in shipping. There's no order too big for Waldorf.



PAPER STOCK DIVISION - BOX DIVISION - MILL DIVISION
WALDORF PAPER PRODUCTS CO.
 SAINT PAUL MINNESOTA

THE WALDORF DAILY PLAN  PRODUCE THE BEST THAT MORTALS CAN

when they propose to make some change that is detrimental to the interests and on the offensive when you believe you have comparisons that are favorable for a reduction.

The idea of transportation is one of the elements in all costs. The making of transportation rates necessarily involves a large degree of guesswork, even though it is entrusted to capable men. By the justice and the degree of fairness with which the rates are established and the established rates are observed the carriers may profoundly affect or even absolutely determine the prosperity of an individual or an industry. If the rates are made prohibitive they can keep you out of a market to a material extent, if not entirely.

Entitled to Just Rate

As previously stated under the act to regulate commerce every industry is entitled to a just and reasonable rate. However rate structures are built not in a day but in years of consistent effort. You will find that true with the cereal preparations. It is not possible, in my observation, to take any general rate group and examine the group of tariffs without finding cereal food preparations specifically provided for under one of four descriptions—food preparations, cereal products, grain products, or some of those allied terms covering specifically grain and grain products.

In appearing before rate committees and before some of the traffic officials of our local roads the question has always been brought up in connection with the rates on cereal food preparations. There has not been, to my knowledge, any state but made that rate such that macaroni would not have been in the cereal group provided they had used the same consistent effort that was used by the cereal food manufacturers.

We have as our group, for instance, Battle Creek, Mich. I have had the pleasure of being in conference with Mr. Nettles and at hearings which he appeared before, and he has rather established rates all over this country from Battle Creek that are 25 to 50 per cent lower than the macaroni rates. I mean by that that his rates, in many cases, are nearly one-half of those applying upon macaroni.

Some Comparisons.

I will just give you a few comparisons here on the case referred to in connection with the South for illustration. We will use Chicago to New Orleans; Macaroni is carried at 5 1/2¢ a cwt.; food preparations and cereals not cooked are going forward at 30¢. Take the same from Chicago to Memphis and the Memphis rate on macaroni is 4 1/2¢ and the food preparations have a rating of 2 1/4¢, that is 24¢ under the macaroni rate or over 100 per cent greater is charged on the macaroni products. We give these figures for comparison and in general I would say that the general rate situation throughout the country is that cereal products are classified, but they are carried in the commodity tariff vs the class tariffs at an average of 20 to 50 per cent and in some instances you will notice greater than 50 per cent reduction over the macaroni rates.

In conclusion I should like to state that some action should be taken in aligning the rates with the cereal products. That should be done, of course, collectively by the association, and make the association probe the situation.

PUBLICITY THAT PAYS

Example of Minneapolis Manufacturers Might Well Be Followed in Large Cities—American Made Macaroni Products Coming Into Their Own.
Says Journal.

In its Home Section of July 13, the Minneapolis Journal, with the evident intention of boosting that locality as a manufacturing center also gives macaroni a great boost and points out one other way in which publicity can be given this important food product. The manufacturers of that city apparently know how to obtain free publicity. The write-up is so full of good points that it is here reprinted in full as a hint to the manufacturers of other large cities to do likewise.

What Journal Carries

Minneapolis made macaroni, which already has found its way to Rome and Naples, promises to rival the Italian product in its native land. It already has been approved by the Italians, and Italy is to be worked out as a trade area for the Minneapolis factories.

When America sent food supplies to Italy after Italian reverses, the consignments contained many cartons of Minneapolis macaroni. It was seen in the public booths at that time and Italians cheered when the cartons were opened, returning relief workers said.

Not only Italy but all Europe likes to twirl the Minneapolis strands about their forks and now the nobility is getting it, according to distributors. Already London is a heavy consumer of Minneapolis macaroni, spaghetti, noodles and vermicelli, it was pointed out.

Product Worth \$2,400,000

The making of macaroni and macaroni products, which was a comparatively unimportant industry in the city until a few years ago, is now estimated at more than 1,200,000 pounds in output annually at a retail value of more than \$2,400,000. The industry is only in its infancy, according to the manufacturers, and a few years more will see Minneapolis forging to the front, the rival of New York as one of the great macaroni making and distributing centers of the world.

Minneapolis is strategically at an advantage, they said, for the making of this important item in the world's bill of fare. It is only in the Northwest that the ideal wheat for macaroni is grown. The best macaroni is made only from the semolina, or hard, granular parts of durum wheat, according to James T. Williams, president of the National Association of Macaroni Manufacturers. This wheat, he said, was grown only in Minnesota and North Dakota.

The rich product of the Northwest has qualities not possessed by other brands, local dealers declared. It is full of gluten, it withstands the ravages of time and produces a rich creamy mixture when cooked.

Nobility Praises Product

One Minneapolis manufacturer recently received a letter from his London agent saying one of his customers, a member of the British nobility, had tried Minneapolis made macaroni and had found it so edible he had recommended it to his titled friends.

Because of its adaptability to easy transportation, macaroni making here has grown by leaps and bounds since 1904, when it first began to be manufactured in earnest in Minneapolis. It has now come to be one of the leading food products made here, and it stands a fair chance of becoming as widely known as the flour for which the city has long been famous.

Macaroni products, it was pointed out, are compact and take a minimum amount of shipping space. They are so packed as to be virtually impervious to atmospheric conditions or bad shipping facilities. All waste material has been extracted in manufacture and only the vital properties remain, according to the manufacturers.

Three Companies Busy Here

At present there are three companies in Minneapolis making macaroni and its products. The output of these factories surpasses the products of those of many other cities which have from three to five times the number of factories that Minneapolis has, it was said.

"We have laid the foundation for an im-

portant industry in the Northwest," said one manufacturer. "I call it the foundation, for the manufacture of macaroni is still in its infancy here. When we get going as we plan, the businessmen of the city will be astounded at the volume of business it will bring.

"Every factor for its successful manufacture is to be found here. We are nearest the great wheat fields of the world that produce the ideal grain for the product. We have the equipment and the power for manufacture. So great has the demand become for products of Minneapolis firms they have decided to begin night shifts to keep up with their orders.

Labels Show Quality

"With the application of a federal law requiring the labeling of packages of macaroni and its products indicating whether it is from semolina or wheat flour, a great impetus is expected to result to the business of local firms. We are going out to get good hold on the world's business in macaroni making. It will be worth your while to keep your eyes on the macaroni industry in Minneapolis."

Wheat Producer Guaranteed Proper Price

One of the first attempts ever made to settle that age old dispute between the farmer and the grain buyer as to a proper price basis for wheat is the contract which has just been entered into by the United States Grain corporation and the grain buyers.

In one clause of this agreement a method is provided by which the buyer agrees to reflect properly to the producer the government guaranteed price for the various grades of wheat offered for sale. Thus, for the first time, the government is standing behind the producers to see that they get a proper price for their wheat. Part of the contract provides that either farmer or grain buyer, if disagreeing with the price reached in sale and purchase, is privileged to submit a sample of the wheat in dispute to the nearest zone vice president of the Grain corporation and obtain from him a review of the method of determining the price. If such a review is not satisfactory the case may be further appealed for final decision to Julius H. Barnes, United States wheat director.

In issuing this notice the corporation emphasizes the fact that it is hoped buyer and seller will wherever possible harmonize differences by mutual agreement and will not increase the burden of the corporation by trivial dispute.

When samples of wheat under dispute are forwarded to the Grain corporation the organization will advise both buyer and seller of its opinion as to proper grade and price. In case of sample wheat on which there is a dispute as to the proper price the corporation will express an opinion as to the relative value of such sample wheat compared with the guaranteed basis standard No. 1 price. Such sample will then be held for submission to the wheat director in case of appeal within 10 days, as provided in this clause of the contract.



FOLDING BOXES

HELP
SELL GOODS

CONSULT OUR TRADE MARK
BUREAU BEFORE ADOPTING
NEW BRANDS OR TRADE MARKS

THE UNITED STATES PRINTING & LITHOGRAPH Co.
8 Beech St - Norwood, Cincinnati, O.

JEWELERS TO LAUNCH PUBLICITY CAMPAIGN

\$300,000 Subscribed—Time Opportune for Increased Co-operative Paid Advertising in Public Prints—To Be Similar to Other National Association Propaganda.

At its convention held in Congress hotel in Chicago the last week in June, the Chicago Jewelers association considered the need of an extensive advertising campaign, and plans were laid for a publicity propaganda that will mean many per cent of increased business along this line for both wholesaler and retailer.

It was announced at the meeting that a great publicity bureau had been organized to begin an educational advertising campaign of national scope to place before the public through paid advertising in the press the beauty and permanent value of jewelry. The proposed advertising campaign will be conducted on the lines of the national advertising put forward by the National Florists association, the California Fruit Growers association, and others. One of the speakers stated that the advertising copy would be impersonal as to lines featured, but would cover headings such as the following: The necessity of jewelry; jewelry as an investment; its enduring character, as a gift; its beauty and artistic merit as an article of personal adornment. It is proposed to spend at least \$300,000 on this advertising campaign and a large part of the necessary fund was subscribed at the meeting on Tuesday.

Government Urges Advertising

"Indications from every quarter," said President Hardin, "point to the fact that this is the time to push out with maximum effort to put the jewelry industry and the city of Chicago as a distributing center therefor on the most prosperous basis possible. Authorities at Washington have emphatically stated in the public press that the present is the most opportune time for largely increased advertising investments in every line of business and the argument applies with peculiar force to the jewelry trade. Co-operative paid advertising in the public prints is a cure for all ills, real or imagined, prevailing in the business world—prosperity ultimately depends upon the consumer. Therefore with this \$300,000 fund we propose to reach the consumer and educate him to a larger use of jewelry products, not only because such products are valuable as an investment, but because they possess an artistic and enduring merit. This national advertising campaign should add further prestige to the already full measure of our great city of Chicago, the greatest central market of the world."

Officials chosen were: President, John H. Hardin, president of F. A. Hardy & Co., and president of the Lincoln Park commissioners; vice president, S. Y. Ball, president and general manager of Norris Allister-Ball; secretary and treasurer, Charles T. Ross, Waterbury Clock Co.

"Extravagance rots character; train youth away from it. On the other hand, the habit

of saving money, while it stiffens the will, also brightens the energies. If you would be sure that you are beginning right, begin to save."—(Theodore Roosevelt.) Buy W. S. S.

Qualities of an Executive

The Chamber of Commerce of the Borough of Queens, New York, recently conducted a novel experiment to determine what are the qualifications of a successful executive. A list of essentials prepared by some of the leading businessmen of New York City was sent to groups of salesmen, advertising managers, general managers, purchasing agents, auditors, treasurers, lesser executives, young business men and several members of an employment managers association with instructions that each indicate in a space opposite the respective qualities just the degree of importance he attached to that particular quality. Two hundred seventy-six answers were received and all contained so much good common sense that they were tabulated as follows:

1. Judgment (Reasoning ability, accuracy in conclusions, ability to profit by experience.)
2. Initiative (Alertness, imagination, originality, independence in thinking.)
3. Integrity (Truthfulness, honesty, sincerity.)
4. Organizing Ability (Systemizing, classifying according to functions, planning and delegating.)
5. Health (Bodily vigor, good sight, hearing, etc., included.)
6. Perseverance (Industry, ambition, concentration.)
7. Aggressiveness (Energy, courage, domination of will.)
8. Open-mindedness (Reasonableness, teachableness, openness to new ideas.)
9. Co-operativeness (Unselfishness, kindness, cheerfulness, tact, loyalty.)
10. Competitiveness (Interest in playing the business game.)
11. Control of Emotions (Freedom from outbursts of anger or touchiness.)
12. Refinement (Courtesy, manners, general culture.)
13. Appearance (Well-groomed appearance, good carriage, pleasing facial expression, etc.)
14. Sense of Humor.

How does this table agree with your views on this matter? An executive manager of a macaroni manufacturing concern is an almost indispensable adjunct, and the New Macaroni Journal will be pleased to publish the views of any in a position to speak for the trade.

Standards Again in Force

Prewar standards for macaroni, spaghetti, vermicelli, and similar products are now in effect, say the officials of the bureau of chemistry, United States department of agriculture, in charge of the enforcement of the food and drugs act.

During the period of the war substitutes for semolina of hard wheat were permitted for the manufacture of these products because of the urgent necessity for conserving wheat. Since this necessity no longer justifies substitution, all macaroni, spaghetti, and similar products shipped within the jurisdiction of the federal food and drugs act must comply with the standards as published in United States department of agriculture circular 136.

The standards define macaroni and kin-

red products as made from the semolina of hard wheat and containing not more than 13½ per cent of moisture. Products made from flour or from a mixture of flour and semolina may not be labeled as "Macaroni" or "Spaghetti," according to the standards, but should be labeled as "Flour Macaroni" or "Flour Spaghetti," etc., as the case may be.

Real macaroni made from the semolina of hard wheat when cooked has different qualities than those of flour macaroni. It is much preferred because of these qualities by those who know what real macaroni is, although flour macaroni and kindred products have merits and are excellent foods. Flour macaroni being inferior to real macaroni should be cheaper in price. The enforcement of the standard enables the housewife to know in each instance whether she is obtaining a product made from semolina or one made wholly or in part from flour. Twin City Commercial Bulletin.

Chocolate in the War

What chocolate did in winning the war will never be fully realized. In all the lexicon of the Red Cross and other war relief activities probably no word spells so much of comfort, and nourishment, and cheer to wounded men and well men in the trenches. In solid and liquid form, on the field, in the trenches and back of the lines, chocolate was the first demand. Its popularity over coffee as a drink was largely due to the superior food value in the chocolate, to the greater ease with which it was prepared, and to its more lasting nourishment. A Red Cross field worker writes in his diary: "For one week I made from 250 to 300 gallons of chocolate daily, besides helping to serve the boys with socks, cigars and treat their various ailments with the drugs we had on hand." Again a chaplain writes: "I talked, read and prayed with them, wrote letters for them, and left them chocolate."

The Old Homestead

No greater privilege could have been given American doughboys of foreign birth or parentage than the permission to visit their old homes before returning to their units and America. If a boy wishes to visit the "old country" and can be spared from France he is given leave to go back again to where the old home stands. In the near East, in Greece and Italy, the Yank is becoming almost as familiar a sight as the Tommy and Pollie. On the Island of Mytilene in the Aegean sea, there are several Greek-born Americans from United States army units. One is from Springfield, Ohio, and wears the Italian insignia of the Lion of St. Mark on his left shoulder. He fought with the 332d Infantry in Italy, and was born in Mytilene. While visiting the old haunts of his childhood he is working at the Apiano Scala orphanage where more than a hundred refugee orphans are being cared for by the Red Cross, and taught to sew on American sewing machines. Greece was one of the 24 countries invited to join the Red Cross league.

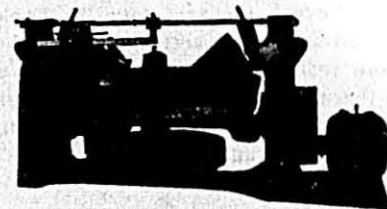
Established 1861

ELMES

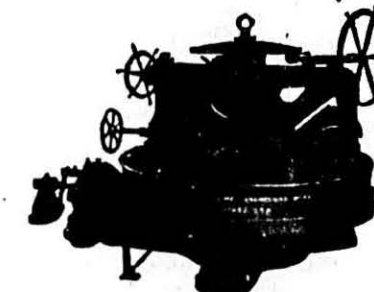
CHICAGO

Incorporated 1895

Builders of Macaroni, Spaghetti and Paste Goods Machinery



Motor Driven Dough Kneader
No. 1485



Motor Driven Dough Kneader
No. 1382

We build, erect and design complete plants for the manufacture of macaroni, spaghetti, and other paste goods. We incorporate in our designs the most advanced methods, which have proven very substantial and durable under test. We are also prepared to furnish expert superintendency, and can supply men thoroughly trained in the operation of such plants.



Three Plunger Vertical Pump
No. 549

High
Grade
Machinery
Only



Hydraulic Macaroni
Press No. 1110

Greater
Output
With
Less
Maintenance



Inverted Tank
Weighted Acc.
No. 1232



Horizontal Dough Mixer
No. 1487

Horizontal Short
Cut Presses



Four Plunger Horizontal Pump
No. 9

Investigate Our Record Run For Quality and Quantity.
Builders of Hydraulic Machinery For Over 60 Years.

Charles F. Elmes Engineering Works

Offices and Works: 213 N. Morgan Street,
CHICAGO, U. S. A.

Notes of the Industry

St. Paul Traffic Hearing

Rates on macaroni and kindred products shipped to Montana points were considered at a conference with the railroad officials, July 15, at St. Paul. The National association was represented by traffic expert, B. L. Benfer of Cleveland, who was assisted in presenting the manufacturers' side of the case by James T. Williams of Minneapolis, president of the association, and by F. X. Moosbrugger of the Minnesota Macaroni Co. of St. Paul.

The principal point made by the railroad administration representative against the proposed reduction was that freight rate reductions rarely were reflected in the price to consumers. The association answered that the abnormal freight rates in existence compelled the manufacturers to reduce the weight of macaroni, etc., in packages shipped to these points, and showed that if rates were reduced to normal the reduction would be reflected to the consumer in increased weight per package.

Due to the chaotic conditions prevailing in the railroads situation in reference to their return to private control, some delay is expected before a decision is given, which, in the opinion of our officials, should be favorable.

The proposed tariff carries specific rates from the junction points and others are made on a through basis or a combination of rates on Chicago, Mississippi river or St. Paul. The rates from Cleveland for instance, to be reduced from \$1.44 to \$1.15; from Chicago from \$1.34 to \$1.00; from St. Paul from \$1.17½ to \$.87½. These rates are given to Butte, Mont., only and the other points would be correspondingly affected. Final decision is awaited with interest by many of the concerns shipping to this section as action in this case is construed as having a great bearing on future hearing of like character.

Labor Situation at Fulton

Theodore D. Foster, assistant secretary-treasurer of the Massaro Macaroni company of Fulton, N. Y., sends the following statement relative to labor conditions seriously affecting the manufacturers there and Mr. Foster is greatly concerned about the industry elsewhere.

"Inasmuch as labor is holding the attention of our country to a large extent you may be interested to learn what conditions exist in this section.

"Three weeks ago the various industries found it expedient to make radical changes in working hours and wage scale of employes with the result that the mills and factories are now running on an 8-hour day basis. The industry of Fulton are in the main: Paper making, woolen cloth, firearms, cutlery, canning and candy manufacturing, the latter being the Peter's Chocolate company. We also are on an 8-hour day basis

and are paying employes the same wages for 48 hours per week as we did for a 60-hour week of a fortnight. Time and a half is paid for all over time.

"We would appreciate advice from you if it will not trouble you too much stating what other macaroni manufacturers are contending with in regard to labor and if any others have come to a shorter working week basis, etc. It is in the air and we believe that we must all come to it sooner or later."

Labor is becoming more and more restless throughout the country though there is no information on hand showing definitely what effect this is having on the macaroni industry at large. From various sections comes requests for information along similar lines and those in a position to give this information should, out of regard to their fellow producers, furnish it to the Journal for general distribution.

No License Required

The United States Grain corporation through its second vice president, Watson S. Wood, has announced to the National association that at present the macaroni manufacturing concerns are not required to take out license under the presidential proclamation governing users of wheat and flour. The price protection to bakers, millers, etc., is the carrying out of the congressional act which requires that, in the event of a lower resale wheat price, that price should be reflected to the consumer through the product. The whole idea, according to this official, is that the consumer shall get the benefit of any price reduction. "We understand from your letter—which is in accord with our own views—that it will be practically impossible to see that such reduction be made to consumers of macaroni," is the reason advanced for not requiring macaroni manufacturers to take out a license at this time.

When asked whether something could be done to protect the American macaroni industry by prohibiting import of alimentary paste products, this official answered: "The Grain corporation has no power to interfere with the imports or exports of other grains, except insofar as storage is concerned, in order that there may be sufficient room for wheat. We are not authorized to interfere on any other basis, either export or import, domestic or foreign. The particular point on which you desire relief will have to be presented to congress. We regret that we are not in a position to be of greater service to your industry."

Announces Change in Name

According to announcement by President R. B. Brown of the Foulds-Briggs company of Cincinnati, the corporate name of that firm will be changed Sept. 1 to "The Briggs Cereal Products Company." This company was formed five years ago by R. B. Brown,

Colburn S. Foulds and C. Briggs and has enjoyed an enviable business career. Some confusion was experienced by this new company owing to the similarity of its name to the older and better known firm, The Foulds Milling Company, and this change is being made with the prime purpose of eliminating this confusion.

Mr. Brown will continue as president of the firm with Mr. Foulds as vice president and active head of the manufacturing department. Mr. Briggs will handle the finances of the concern while the remainder of the personnel of the management will be unchanged.

Macaroni Situation in Northwest

President J. L. Day of The Macaretti company of Tacoma, Wash., one of the live wires of the macaroni industry in the Northwest is a booster not only for the New Macaroni Journal but also for the association. He sums up the conditions existing in that section as follows:

"Reviewing the situation in the Northwest the facts are these. There are 10 or more factories manufacturing alimentary paste in the territory immediately surrounding this city while there is enough business for only two. The result is that goods have been made in a slipshod way out of very poor material and the products have been sold at about cost or even a little less for several years.

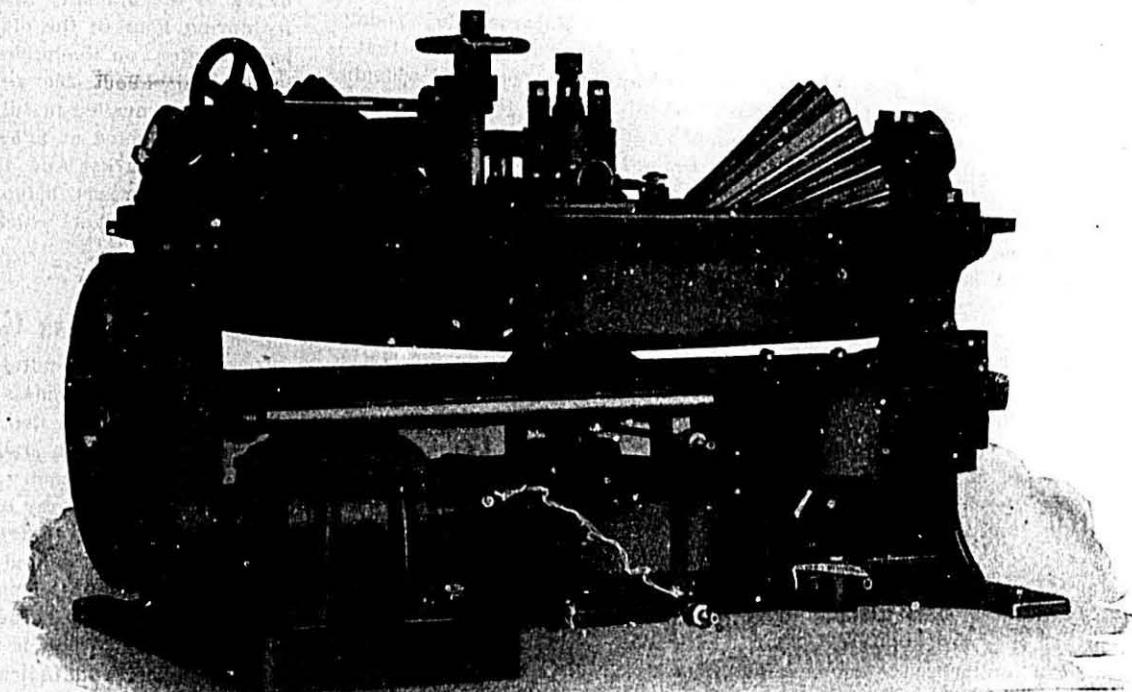
"About two years ago I endeavored to get the people together to form an association with the idea that we could talk over our troubles, both concerning the method of manufacture and marketing the product. We succeeded in forming an association known as The North West Macaroni Manufacturers association. We met once in a while and did accomplish some good in reducing the number of packages and sizes. But most of the manufacturers in this section are of a class that does not take a great deal of interest in associations. A. P. Ghiglione & Sons of Seattle belong to the National association and ere long we plan to make application also."

Mr. Day is of the firm opinion that a strong National association interested in the macaroni industry as a whole will be more effective than many small and conflicting local associations usually pulling at cross purposes. This same belief prevails in practically every section of the country.

Chicago Strike

Labor troubles in Chicago that affected many lines of industry were extended to include the macaroni manufacturing concerns when the macaroni employes, after organizing themselves into what they termed The International Macaroni Workers Union of America, struck for an approximate increase of \$3.00 per week for all classes of labor, a 48-hour week with 60 hours pay and

The W. & P. DOUGH KNEADER



Just one illustration of our complete line of up-to-the-minute Macaroni and Noodle Machinery



WERNER & PFLEIDERER COMPANY, INC.

1224 North Niagara Street

Saginaw, Michigan, U. S. A.

New York
Woolworth Bldg.

Philadelphia
Drexel Bldg.

Cleveland
Hippodrome Bldg.

San Francisco
Pacific Bldg.

a closed shop. Rather than grant all these demands the owners closed their factories. At a conference between manufacturers and employes the question of a raise in wages was discussed and the two factions are apparently not very far apart on that issue, though the policy of a closed shop is meeting with great opposition on the part of the employers.

Growth of K. C. Macaroni Co.

The Kansas City Macaroni Co., with factory at 556-62 Campbell street, recently moved into its new office quarters and warehouse at 401 Grand avenue. Switching facilities at the new building will better enable the company to handle a trade that has outgrown the means at hand in the former location, which was completely lacking in trackage.

Started in 1912 in a small room and employing only four men the company now occupies a total of 95,440 square feet of floor space, employs in the busy season from 75 to 100, and has increased capacity of the plant to 120 barrels daily. Local Italian merchants organized the company to supply the local trade. Sales, however, have increased, and the company now ships to all parts of the United States. Chicago is the largest single distributing point.

The bulk of the sales is in 20-pound packages for the Italian trade. Local advertising is building up a demand for smaller packages and the officers intend to push this class of goods strongly. Durum wheat is bought in the Northwest, as there is little wheat suitable for use raised in the Southwest. A small amount is bought from eastern Colorado.

It is the opinion of R. Sarli, president and manager, that the war hurt rather than helped the macaroni and spaghetti industry. While the importation of foreign goods was stopped this benefit, he says, was more than offset by the "save wheat" campaign.—North Western Miller.

Rochester Concern Changes Hands

According to recent announcement the Woodcock Macaroni company has undergone reorganization and is now owned by John G. Elbs of that city. This company is the producer of the widely advertised Woodcock brand and according to the plans of the new manager an even greater advertising campaign will be conducted in the next year that will benefit not only the Woodcock brand but also all macaroni products.

Build Large Addition

Enjoying a brisk business in semolina products and looking forward to a larger demand this fall and winter, Henry D. Rossi of Peter Rossi & Sons of Braidwood, Ill., writes that plans have been completed for a large addition to the present macaroni factory. A fire proof extension, 40x150, two stories and basement, is to be erected and a capacious storage room is to be constructed on the railroad spur in which the finished products are to be stored awaiting orders and cars. This concern is doing some

foreign business and with the added machinery and shipping facilities will be in better position to expand this export nucleus.

New Concern Organized

A new macaroni manufacturing concern has been formed at Canton, O., incorporation papers having been granted by the secretary of state to Leonard Fortune, Joseph Cincelli, Giovanni di Gerelomo, E. K. Reedy and J. E. Kennison. Capital stock to the amount of \$50,000.00 has been subscribed, the organizer taking it all. A site has been selected and installation of machinery will begin as soon as it can be had. It is to be known as the Canton Macaroni Co.

Damage Claims Unsettled

The Youngstown Macaroni Co., Youngstown, O., is one of several concerns that is being affected by the contemplated widening of East Federal street in that city and the building of an approach to the new East End bridge. Several conferences between city officials and property owners have failed to bring about an agreement affecting the macaroni concern. The city has offered \$90,000 for damages to the property, but the Youngstown Macaroni company claims \$210,000. A committee representing the city and the property owners are considering the matter with hopes of reaching an agreement.

Macaroni Maker Marries

Arthur W. Quiggle, assistant general manager of The Creamette company, Minneapolis, was married last month in Minneapolis to Miss Anna E. Peck, a high school teacher of Hastings, Minn., and they are now on their honeymoon among the lakes of that state. Both are graduates of the University of Minnesota. They will be at home Sept. 15 at 1031 Fifteenth avenue SE., Minneapolis. Mr. Quiggle has been with the Creamette company since his graduation and has actual charge of the office work. His activity during the 1918 convention of the macaroni manufacturers in Minneapolis made him many friends in the industry, all of whom join in wishing him and his beautiful bride a long and happy wedded life.

Exports to Cuba and Brazil

The Gooch Food Products company, Lincoln, Neb., one of the big macaroni producing concerns of the middle West is planning to extend its business to Cuba and Brazil and is studying the exportation problem from every angle. One of the problems under consideration is the government regulations, if any, covering sizes, shapes and kind of boxes, barrels and packages in which alimentary paste can be shipped.

Foreign trade experts are unanimous that American manufacturers are not as thoughtful about their method of packing and labeling as are some of the European countries with the result that goods reach foreign ports in poor shape and naturally appear inferior. Macaroni should be shipped in strong cases, well protected by sufficient and

proper lining, and shipping directions should be in type the largest possible on each case.

About Ready for Business

With installation of machinery almost complete, a new macaroni factory will soon be in operation at Braidwood, Ill. Stephen Rossi, formerly of Peter Rossi & Sons of the same city, is sole owner. The new factory was located in the spacious Old Commercial hotel building, which has been thoroughly remodeled for manufacturing purposes. It is planned to have the new concern in full operation before Sept. 1.

Good Durum Flour Agency

According to the durum millers of the Northwest high grade durum flour is scarce owing to the difficulty to obtain high quality durum flour of the old crop. This has had its effect on the prices which show an increase of about 25c a bushel over the prices that prevailed in July 1918. No. 1, A durum was quoted at \$2.50 a bushel in the Minneapolis market Aug. 1, with little prospect of a decrease before the 1919 crop reaches the market which will be about Sept. 15.

Business Good

Henry Rossi of Peter Rossi & Sons, Braidwood, Ill., reports business is very good in the macaroni line and that it is getting better, especially for high grade semolina products. "There is an inquiry for export to the amount of 100,000 boxes of 22 pounds net part of which we will try to land. Only semolina goods are wanted and shipment is to be made within the next four months. Payment will be made as soon as goods reach New York." This is the tone of many letters received and indicates a revival of the good business that the industry enjoyed about a year ago.

New Semolina Mill

The Semola Milling company has been organized under the laws of Minnesota with the following as incorporators: E. B. Szwed, L. M. Ebbey, L. R. Wolfe, Kay Todd and C. D. Russell. The capital stock is \$500,000 most of which was subscribed by the incorporators. A mill is being built at Woodward and John streets, St. Paul, and will manufacture macaroni flour exclusively. It is expected to be in operation in early fall.

Bomb Shatters Macaroni Plant

Labor troubles is assigned as the reason for a bomb attack made the night of August 1st, against the John B. Canepa company at 310 W. Grand avenue, Chicago. Unreasonable demands made by some of the striking macaroni makers, pressmen and kneeders who are on strike in nearly all the factories in the Chicago district, caused the manufacturers to close down their plants instead of granting the demands.

About a dozen sticks of dynamite were used, but two of the sticks failed to explode. The front of the building was damaged.

A Wonderful Crop of Durum Wheat Is in Sight for the Northwest

We Are Located in the Very Heart of this
District
and Are in Position to Furnish Quality

SEMOLINA

Coarse Medium Fine

Our courteous representatives are always
pleased to furnish information and
samples of our goods.

Get in touch with

PHILETUS SMITH
O. F. HARTMAN
CORBIN FLOUR CO.
CORBIN FLOUR CO.
CORBIN FLOUR CO.
CORBIN FLOUR CO.
BREY & SHARPLESS

Produce Exchange
Board of Trade
Lytton Bldg.
Union Arcade
Williamson Bldg.
Pierce Bldg.
Bourse

New York, N. Y.
Boston, Mass.
Chicago, Ill.
Pittsburgh, Pa.
Cleveland, Ohio
St. Louis, Mo.
Philadelphia, Pa.

CROOKSTON MILLING CO.

CROOKSTON, MINN.

ly damaged and windows for many blocks around were shattered. Fortunately no one was injured. Investigations are being made by the police with the thought that the attempts may have been aimed at some negro residents due to the race riots then prevailing.

John B. Canepa, Jr., manager of the company, is having the damaged walls repaired and the company is about ready to resume operations. This company makes the well-known Red Cross Brand of macaroni.

Consumption Increasing

Reports from various markets are that macaroni products are being bought in increasing quantities and that the stock on hand has been moving gradually into consumption, at a fair rate. The one disquieting feature of the trade is that buyers throughout the country are not anticipating requirements to the extent that should lend the needed firm tone to the market. Some foreign shipments have been made the past month and some of the larger concerns are making inquiries about the needs of macaroni products in other countries, especially in South America.

The prices prevailing during July average about as follows:

Extra quality in bulk, box of 22 lbs. \$2.05
Domestic, extra quality, lb.10%
Domestic, ordinary, lb.09%

Market reports indicate that little or no inferior quality macaroni is being offered and that the general trend is toward a higher quality, the various manufacturing concerns being interested in meeting foreign competition that will soon be felt, not on a price basis alone but by offering a product equal if not superior to the imported all-montary pastes.

Export Trade for Macaroni

"It seems that practically every industry except the macaroni industry is making some arrangement to co-operate for export trade," writes Lloyd Skinner of Omaha. "As there is a great demand abroad for wheat and flour there should be some demand for macaroni products. No doubt this demand could be stimulated if it could be shown that durum flour could be manufactured into macaroni in this country and that the macaroni could be shipped abroad as economically as the flour could be shipped and the macaroni made up in Europe or South America. If macaroni manufacturers do not make some effort to co-operate in regard to handling export business the foreign demand for macaroni will be of no benefit, in fact will work an injury on the industry, as factories that are not able to sell their entire output at home or find themselves with large stocks, will name an unprofitable price because of the competition that export buyers will be able to get on this class of business. Macaroni manufacturers can obtain from the Federal trade commission at Washington, D. C., a pamphlet giving details of the export trade act known as the Webb-Pomerene law. It would seem that macaroni manufacturers should form an export association to operate under this act. Certainly such an association

would benefit the market at home by at least keeping up the price abroad."

Siberia Wants Macaroni

According to information in the report of the Canadian economic commission just issued, macaroni is one of the urgent needs of Siberia. Among the other things needed are agricultural implements, tools, hardware, household utensils, clothing, food stuffs, paper, etc. The list was prepared on the basis of reports submitted by private individuals, firms, officials and co-operative organizations covering their requirement of goods for this market. Judging from other reports there will be no scarcity of wheat in that country though the war has devastated many of the leading manufacturing plants and the macaroni demands will have to be supplied by importations for several years, pending reconstruction of the destroyed plants.

English Distilleries Flourish

It is officially announced from London that the Distillers Company, Ltd. (which has almost a world monopoly of the production of grain whiskey, which is essential for blending in all other whiskeys), has absorbed the old business of John Haig & Co., of Markinch, in Fifeshire. The Distillers Company, Ltd., also acquired Preston's Liverpool Distillery Company, Ltd.—a distillery which devotes itself entirely to producing industrial spirits.

After Foreign Export Trade

The Huron Milling company, Harbor Beach, Mich., is seeking to land some of the foreign macaroni trade and must have a slice of this business in sight as it is anxious to get in touch with wooden box shooks manufacturers for containers to take care of the export. Several other companies are also after information covering trade with foreign countries and it begins to look as if the macaroni industry is coming into its own. This is one of the solutions of the conditions facing the industry the past few months.

Another Factory Planned

Plans are under way for starting a small macaroni factory at Springfield, Ill. Local capital is being interested and some machinery is being slowly installed. Randazzo & Lopiccio are the partners most directly interested.

Organize Macaroni Concern

Several prominent businessmen of Franklin have organized the Franklin Macaroni Mfg. Co. with capital of \$10,000. A plant will be established at Franklin, Mass., and will begin operations about Sept. 1.

Italy Reduces Wheat Guarantee

The Italian government has fixed the prices for home grown grain crops at \$16.00 per quintal for hard wheat and \$14.00 for other grades per quintal. (A quintal is 220.46 pounds avoirdupois). This is a re-

duction of \$1.00 on the hard wheat and 80c on the other varieties on this year's guarantee. This bonus is extended to include the redeemed provinces as well as the islands. The premium on the hard wheat is an encouragement to the growers of macaroni wheat, an important staple in that country.

Quit Macaroni Manufacture

The J. Vincent Labate company, Brooklyn, has discontinued the manufacture of macaroni, according to notice sent. No reason is given for discontinuance except that other lines are requiring its undivided attention.

Sugar Tax Decreased

Decreases have been issued in Madrid lowering the tax on sugar and establishing provincial depots to do away with middlemen.

United States Norway Natural Food Market

With her large merchant fleet, Norway can afford to scour the world market far and near for necessities of commerce. Other countries with more limited ocean tonnage might be forced to pay the high price for grain in this country. The Norwegian government, which is buying the grain and sugar in this instance, can save money by going to South America and the Antipodes, even if the freight is higher. The United States is Norway's natural food market, Norwegian commercial men say. They regret that their country has been forced to go to other and more distant shores for breadstuffs.

Brazil Against Boycotts

Any action deemed necessary to prevent boycott has been authorized by the Brazilian government.

Antwerp New Feeding Base

Up to the present the revictualing of Germany has been carried on through the port of Rotterdam, with the exception of cargos sent direct to North Sea ports. Mr. Hoover has now arranged for all cargos hitherto sent to Rotterdam to be diverted to Antwerp, whence they will be shipped up the Rhine in Belgian river craft. Arrangements have also been completed to make Antwerp the feeding base of the 3rd American army.

Long Time Credits

Amendment to the War Finance Corporation act has permitted the corporation during the next year to make advances to enable houses to extend long time credits to foreign customers. None of the loans, however, may extend beyond a five-year period from the date on which originally made. The War Finance Corporation board has been formulating rules to govern the extension of this credit.

Capital City Milling & Grain Co.

DURUM WHEAT
MILLERS

St. Paul - Minn.

Capacity 1500 Barrels



This new mill is located at the Gateway of the Great Northwest, where the best Durum Wheat is always available.

We offer

SEMOLINAS

Made from

DURUM WHEAT

We want your business. Ask for
Samples and Prices.

Capital City Milling & Grain Company

ST. PAUL, MINNESOTA

THRIFT PROMOTION AMONG ALL EMPLOYEES

Plan of Milwaukee Shoe Firm Successful—
Each Worker Contributes Weekly Stipend
From Pay Envelope Toward Savings
Account—Company Donates
Additional Deposits.

The attitude of the employer toward his employe has undergone radical change in the past few years and the successful employer now takes his employes into his confidence and encourages them by showing his appreciation of their efforts. The employe is now treated as a co-partner and more and more is being done by successful firms to promote his welfare.

Notable Pattern

The plan adopted by the Nunn, Bush & Weldon Shoe company, Milwaukee, of establishing its "Employe Savings and Profit Funds," as explained by the Boot and Shoe Recorder, might serve as a basis for a similar plan among the leading macaroni concerns, whose need for retaining their employes, especially skilled laborers, is most urgent:

"The plan is simple. Any employe is eligible to join the fund. There is no advance fee of any sort. Whenever an employe joins he (or she) is obligated to deposit not to exceed 5 per cent of his salary each week in the fund.

"At the end of the year the company puts into the fund as a bonus 25 per cent of the net earnings of the company. The last two

years this has amounted to a little more than \$2 for every \$1 deposited by the employes. The fund thus obtained is invested in preferred stock of the company, which pays 7 per cent dividends.

Concrete Case

"A practical instance is afforded by a boy of 20 years old, who is learning the cutter's trade. His salary is \$20 per week. He deposits \$1 per week in the savings and profit-sharing fund. By the time he is 40 he will have deposited \$1,040 in the savings and profit-sharing fund. But, based on the company's past donations to fund, he will receive \$7,181.43. A man earning \$40 a week would, by depositing \$2 a week, have \$14,362.86 to his credit at the end of 20 years.

"When it is borne in mind that the average man of 40 possesses only about a week's salary, it can readily be appreciated that \$7,181.43 is a nice amount to have for investment purposes.

How Fund is Administered

"The fund is administered by five directors—two chosen from the officers of the company and three from among the depositors. To obtain the full benefit an employe must deposit every week for 10 years, but the employe may withdraw their deposits plus 7 per cent interest at any time. However such withdrawals lose the company's additional deposits. Withdrawal in case of marriage of a girl employe, or death or permanent disability in case of any employe, entitles to withdrawal of their deposits, the company's deposits, and 7 per cent interest on the entire amount withdrawn.

"The plan will result in making a large group of men and women independent when they are ready to retire from active labor."

Stockholders Approve Plan

One interesting feature of the plan is that the stockholders in this shoe company heartily approve it, realizing that it was good business to share earnings with employes, for if a body of shoe workers inside a factory are vitally interested in the profits of the company, the quality of goods of which profits depend must uniformly increase.

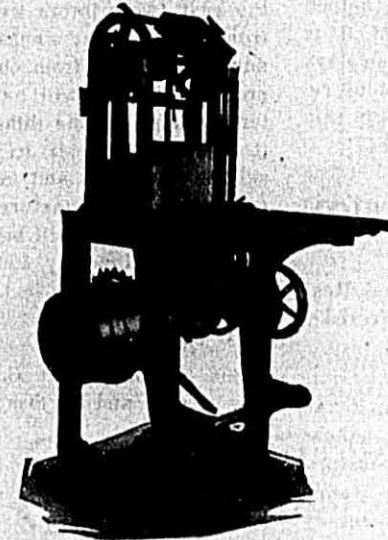
As the employe profiting by this plan is required to deposit not more than 5 per cent of wages or salary, and average savings among thrifty people is fully 10 per cent, this leaves a margin for individual thrift in other directions, such as the purchase of war savings stamps.

Benjamin Franklin gave this advice to a young man: "Keep an exact account for some time, both of your expenses and your income. If you take the pains at first to mention particulars, it will have this good effect: you will discover how wonderfully small trifling expenses mount up to large sums, and will discern what might have been and may for the future be saved without occasioning any great inconvenience." Put those savings into W. S. S.

See notice in this issue of removal of association headquarters Aug. 25, to Bradwood, Ill.

ANNOUNCING

Three ingenious machines which form, line, fold, close, wrap, label and seal protective packages for food products.



The Forming and Lining Machine
Space occupied, 4 x 4 feet. Weight,
1000 lbs. Power, 1/4 H. P.

WE ARE able to offer to the trade on unusually reasonable terms a complete line of automatic package machinery.

For years these machines have been used successfully by foremost food manufacturers.

Three machines comprise a complete unit, each working independently of the others. The first forms and lines the package and carries it to the packing table. The second folds and closes the package and seals it if desired. The third wraps, labels and places a seal on each end.

Three operators suffice for the unit, and its productive capacity (40 packages a minute) is equal to the best efforts of 25 or 30 hand operators.

The largest of the machines occupies only two square yards of floor space.

By setting the pace for the factory organization, effecting material economies in time, labor and floor space, and placing fresh, attractive, labeled goods in the hands of consumers in protective packages, these machines offer an opportunity particularly worth while.

Exhibited for the first time at the Convention of the Biscuit and Cracker Manufacturers' Association, at Chicago, July 29th, 30th and 31st.

PETERS MACHINERY COMPANY

209 South La Salle Street
CHICAGO

Beware of Infringers and Imitators

De Martini Drying System

Reduces the cost of production. The only one of its kind.
No competitors. No Agents.

Genuine only through Direct communication. Built from PRACTICAL EXPERIENCE, (not theory). Creates conditions as DESIRED, regardless of atmospheric conditions. Makes the factory IDEAL and SANITARY. Eliminates WASTE of material, labor, power, time and space. Macaroni taken directly from PRESSES to DRY ROOMS.

No Preliminary Drier
No Sweating Rooms
No Waste
No Loss of Time
No Doubts

No Dark Damp Rooms
No Dirt
No Wasteful Labor
No Idle Capital
No Worry

Economical in Construction, Simplicity in Operation. Proven Its Efficiency in More Than 50 Factories.

Paul De Martini Sole owner, constructor and distributor of Scignano Patent and De Martini Patent. Drying Apparatus

5121 Morningside Ave. JAMAICA, New York

WARNING: The De Martini Drying System is Fully Protected by United States Letters Patent Scignano Patent March 7, 1916. De Martini Patents August 21, 1917; August 20, 1918; September 10, 1918; June 24, 1919. Other Patents Pending. All Infringements of said Patents Will Be Vigorously Prosecuted.

nets of this country on a par with the quality imported, though the leading manufacturers present at a recent meeting of the National association were at a loss as to when and on whose advice this standard was established. The question of the relative value of macaroni made out of durum and hard wheat has been an open one for many years, both having strong followers.

Direct to Consumer Plan Fails

In discussing the high cost of living and its many causes the New York City Bank in its monthly publication cites the failure of the Interborough Rapid Transit company to serve its employes with goods at wholesale, an experience that covered a period of war and pre-war conditions. The bulletin reads:

"Apropos of the high cost of living in the cities, now at or still near the top notch, notice should be taken of the discontinuance of an interesting experiment in company stores by the Interborough Rapid Transit company, which was brought to a close about the first of this year. There was a time when it was common practice for industrial corporations, particularly in rural communities, to operate company stores as a source of profit but the Interborough, which operates the principal street railways of this city, did not establish its grocery stores for that purpose. Having regard for the rising cost of food supplies the management considered that it would be doing a helpful thing to undertake to distribute the

common articles kept in a grocery store to its employes at wholesale cost.

"It inaugurated the policy several years ago, locating these stores as conveniently as possible upon its lines, to serve the employes. Passes upon the lines were granted to the wives of employes to enable them to visit the stores without cost. There was no delivery service and sales were for cash only but at wholesale cost. The company paid the rent and upkeep of the stores and salaries of clerks, etc., and supplied the required capital without charge so goods could be sold strictly at wholesale cost without figuring overhead expenses. The stores were clean, well lighted and well equipped, and manned by an efficient staff of clerks. It was calculated that the savings afforded to patrons were approximately 30 per cent, and to guard against outsiders taking advantage of the bargains a card system of identification was put into effect for employes and their families.

"At first the patronage of the stores was large and the experiment seemed to be a success but gradually interest diminished and sales declined. The company was willing to bear the overhead cost involved in the investments, rent, etc., provided the sales were large enough to signify important benefits to the employes, but finally it was concluded that this was no longer the case. The stocks accordingly were sold out and the business closed up.

"The experiment seems to show that the small grocery stores scattered throughout the city serve the consuming population to

its satisfaction better than any system of central markets can do. The small store system is criticised as uneconomical and costly but apparently the consumer is willing to pay the cost for the service which is given."

Banana Bread

That wartime stress showed the way to many new and acceptable food products previously unknown is patent to anyone familiar with the subject.

The West India Committee's circular (British) just issued contains particulars regarding banana bread which, it is stated, represents a saving of about 30 per cent in the use of wheat flour.

Thorough tests have demonstrated that banana bread is quite as palatable as and equal in every respect to the usual white bread, except possibly in the matter of appearance. Green bananas just about to turn are preferable and these should be peeled in water with a silver knife to prevent discoloration, then boiled in salt water, mashed thoroughly, and stirred into the dough.

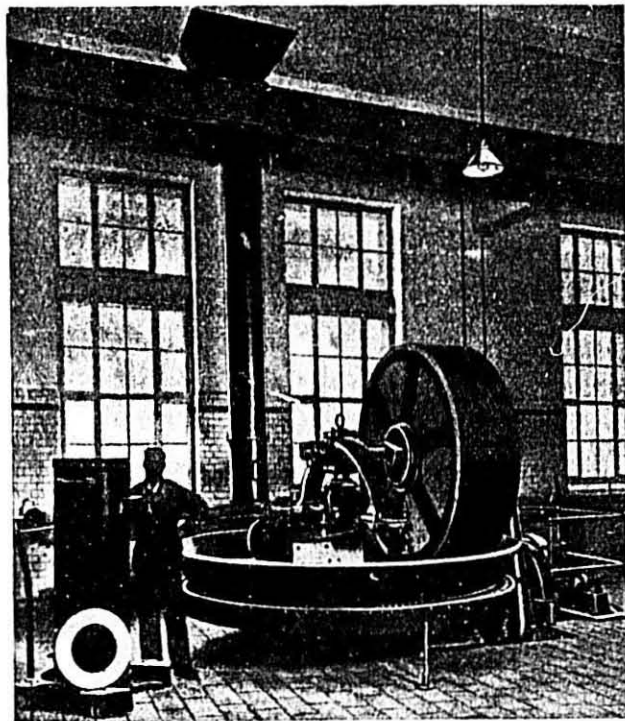
UNSATISFIED

"You can't complain of the price of wheat now."

"No," replied Tarmar Corntassel. "But they might go a little further and guarantee us the money without putting us to so much trouble raisin' the wheat."—Washington Star.

BUHLER'S Dough Kneader---with cutters and turners

The dough is delivered from the dough mixers on the floor above through tubes to the kneaders on the floor below.



For thorough kneading of the dough no machine can equal Buhler's.

A. W. BUHLMANN
200 Fifth Avenue
New York

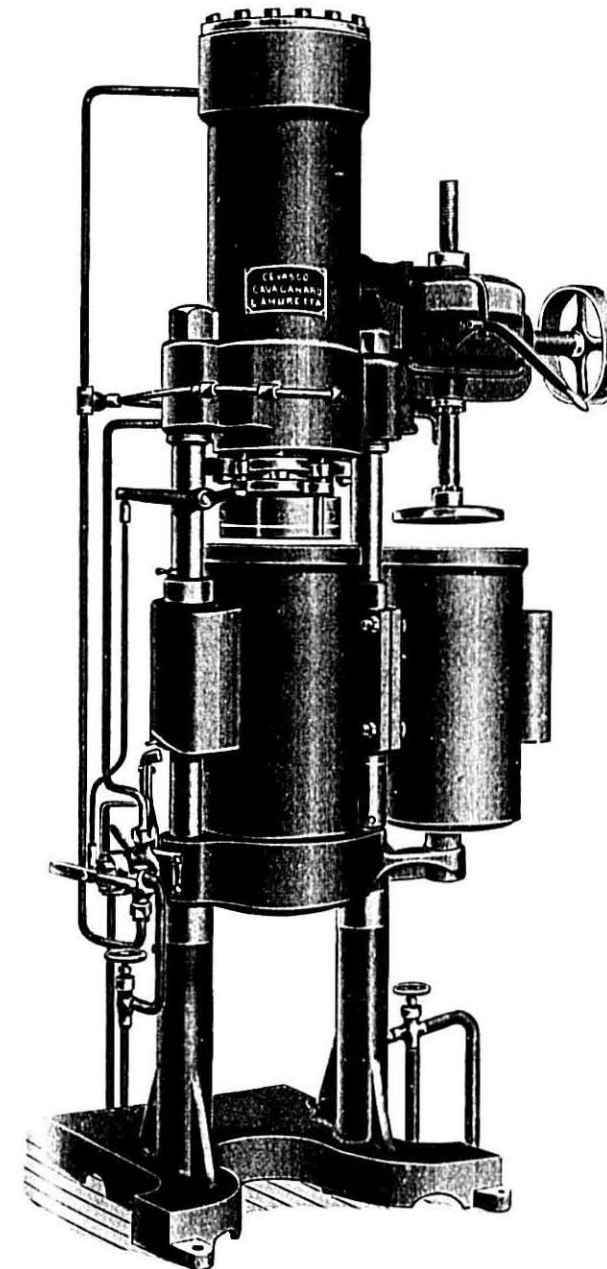
Sole Agent for
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Cevasco, Cavagnaro & Ambrette, Inc.

DESIGNERS and BUILDERS

of

Modern Machinery for the Manufacture of Macaroni, Spaghetti, Noodles, Etc.



PRESSES

Hydraulic
Screw

Vertical
Horizontal

Kneaders
Mixers

Dough Brakes
Noodle Cutters

Mostaccioli Cutters

All Kinds of Bronze and Copper Moulds for Macaroni, Spaghetti, Etc. Copper Leaf Moulds with Steel Support.

The machine shown is our latest model Vertical Hydraulic Macaroni Press. This machine has been specially designed for operation with an accumulator, but can be equipped with pump for direct drive.

It has a separate compartment for the mould so that one die serves for both cylinders, and need not be removed until the day's work is completed or a change is desired. The die compartment is heated by steam.

It is equipped with gauge, variable speed valve and attachment to prevent operation of machine until the cylinders are in proper working position.

This illustration shows the machine equipped with belt driven packer, but we have since made a change in the same, and all our machines of this type are furnished with our independently controlled hydraulic packer. We construct this type of machine in two sizes, as follows:—13½ inch and 17 inch.

Main Office and Works:
156 Sixth Street,
BROOKLYN, N. Y., U. S. A.

Branch Shop:
180 Centre Street,
NEW YORK, N. Y., U. S. A.

Grain, Trade and Food Notes

Dun Market Review

The really noteworthy feature of the business situation is not the fact that activities are enlarging, but rather that the expansion continues with so little sign of abatement during the summer period, when a distinct pause is usually witnessed. Yet dispatches from every section of the country and from nearly every trade and industry emphasize the absence of the customary seasonal halting and the week's advices remove all doubt, if any still exist, of the decisiveness and widespread scope of the after-war revival. Retarding elements, such as the disquieting labor unrest and a protracted wet spell along the Atlantic coast, have not been without influence but there is no general slackening of progress and new records in magnitude of transactions and in prices are not now uncommon. Where immediate wants have been largely filled by the recent vigorous purchasing there is less eagerness among buyers and some lines are quieter; yet few sellers are obliged to seek an outlet for their products, and not a few of them are booked ahead as far as they care to be, with the markets almost daily turning more sharply in their favor.

Car Shortage Delays Shipments

Complaints of a shortage of box cars for moving grain from Illinois points are increasing according to an article on the freight situation by the Chicago Trade Bulletin. More grain is moving and it is impossible for the railroads to have all the cars at the spots wanted. The new box cars ordered by the government months ago and not accepted by the railroads are to be put into service shortly under a new arrangement. There is said to be 6,000 of them at Chicago. Total loadings on western railroads are increasing and with few exceptions are about even, to slightly over last years. Shipments to the East have been held up owing to the marine strike but prospects are that an adjustment will soon be made.

Cereal Importation Restricted

Washington, D. C.—The United States government, acting through the department of agriculture under the plant quarantine act of Aug. 20, 1912, has promulgated regulations absolutely forbidding importations of seed or paddy rice, and, except under strict supervision, importation of all species and varieties of wheat, oats, and rye in the raw, uncleaned or unprocessed state from Italy, France, Germany, Belgium, Great Britain, Ireland, India, Japan, Brazil, and Australia. This action is taken because of the danger of further introduction into the United States of the destructive plant diseases known as flag smut and take-all. The quarantine becomes effective Aug. 15, 1919.

It is unimportant as affecting commercial importations because normally the grains mentioned are not imported into this country in quantity. Its object is to control and safeguard the occasional entry of such grains, either as minor commercial importations or for seeding purposes.

Trend Is Upward

Chicago.—An impression among a majority of the best posted and deepest thinking men in the grain and business world that an era of high prices is to prevail for a long time. How high prices will go and how much the fluctuations will be from time to time no one can say. There will be plenty of changes in the speculative market but the trend for the time seems upwards. Overbought conditions will develop into sharp recessions but they are expected to be temporary and to be followed by quick rallies.

Await Price Announcement

Wheat dealers are awaiting announcement from the U. S. Grain corporation as to the price of wheat to prevail during the month beginning Aug. 15. No change was made from the guaranteed price within the last 30 days because conditions did not warrant either a decrease or an increase, the movement from farm to elevator being regular, according to announcement by wheat director.

Italy Wheat Crop Small

Italy—Official reports state that the crop of wheat this year is smaller than last year. It is estimated the acreage to wheat is some 1,250,000 acres below the prewar average.

Italy Buys Surplus Equipment

Rome.—The American army reaped a harvest in Italy when it disposed of its surplus equipment. Automobiles which sell for but \$900 when new in America brought \$2,000. Typewriters which sold for \$100 in the United States were bought for \$200. All the material was second hand, the automobiles having been used on the Italian front. The importation restrictions and the scarcity of material is the cause attributed for the high prices.

Lower Production Estimate

A Sydney cable reads: It is estimated that the South Australia wheat yield for the next season was 23,000,000 bushels, the average yield being 10½ bushels to the acre against 28,000,000 bushels with an average of 12 bushels to the acre last year. The barley output is estimated at 2,500,000 bushels, which is an advance of 30 per cent on the previous record.

Control Restricts Competition

J. Ralph Pickell, with J. Rosenbaum Grain Co., delivered an address entitled "Oversea in a Sack Suit," to members of the Chicago Board of Trade, an impressionistic review of his four months in Europe, following the signing of the armistice. The address was a summary of his sightseeing with side lights on commercial conditions in England, France and Spain.

Touching the general economic conditions in Europe, he said: "I can see only depression in Europe for many weary months to come. The situation is more serious because of universal high price of food. Not that there is any world scarcity; for with the crops which are now being harvested and supplies already in hand, there is food enough and to spare with the one exception of meat."

Mr. Pickell was inclined to believe that American official control of breadstuffs, which of course, under the circumstances of the case can hardly be now discontinued, is at the root of a great deal of the European difficulty in the handling of the food question. Naturally with Americans controlling wheat, it is impossible for private firms and individuals in foreign countries to enter into competition with Americans or to buy successfully from Americans, "so that by our continued control we have forced allied and neutral countries to retain their official bureaus, thereby incurring the penalty of international business and retarding real justment the world around."

The speaker said that "supplies of wheat are more than adequate to meet every demand. European requirements will be less this year than the highest figures of prewar times. I repeat: The demand for wheat will be less in Europe than the highest figure of pre-war times." The general proposition which Mr. Pickell here emphasized conforms to the frequent statement of Broomhall of Liverpool, the great European authority, on the same subject. Mr. Pickell says that Spain will export 10,000,000 to 20,000,000 bushels of wheat; a part of the Balkan country is self-sustaining and can even export a small quantity; the most pessimistic reports from India indicate sufficient wheat for home consumption; and Russia will export from the Black Sea district 25,000,000 to 50,000,000 bushels and also considerable rye from the north.

The Worm Turns

The Ward Baking company brought an action in the supreme court, Brooklyn, to make permanent an injunction granted recently by Justice Kelsey restraining striking drivers and salesmen from committing various alleged unlawful acts. The company also has brought suit against the same defendants for \$100,000. The action, in many respects, is similar to the famous Danbury hatters case, in which the strikers were sued successfully by the company.

Your Shipments Are Advertisements

Make them create desire by clean, crisp, convincing appearance--- Pack your product in

A Shipping Box of Character for Every Need

FIBRE AND CORRUGATED
BOXES

Made to Your Individual Sizes According to Downing Standard

Manufactured by

Downing Box Company, Milwaukee, Wis.

Wooden Boxes

LOCK CORNER HINGE CORNER

Box Shooks

MACARONI SHOOKS

Made of Gum Veneer or Sawed Stock

OUR SPECIALTY

Dunning-Varney Corporation

99 Warren Street
NEW YORK CITY

High Grade Durum Semolina and Flour

- "GRANITO" Coarse Ground Semolina
- "2 SEMOLINA" Medium Ground Semolina
- "ORIENTAL" Fine Ground Semolina
- "DURO PATENT" A Fancy Macaroni Flour

Made exclusively from Pure Durum Wheat in our New Mill Equipped with the Latest Improved Machinery for Scientific Durum Milling.

Write for SAMPLES and PRICES.

Duluth-Superior Milling Co.
DULUTH, MINN.

and were forced to settle individually, some of them selling their homes to meet their share. The Ward Baking company runs an open shop, but employs union bakers. The drivers are union and non-union.

URGE SHARP CREDIT CURTAILMENT AS CURE

Crowding by Manufacturer on Jobber and by Jobber on Retailer Makes Limited Credits Proper—Indefinite Accounts Past.

During the war many so-called businessmen found it more profitable to conduct an honest business than to risk government investigation and probable arrest for violation of some of the war board orders. But with the signing of peace many are reverting to their old habit of "doing" the other fellow at every opportunity. Credit men and credit associations throughout the country have combined to put out of business any individual or concern whose business actions savor of the illegitimate. Legislatures in various states have been appealed to to pass most stringent laws protecting the honest dealers, especially against the bankruptcy evil.

Elimination of Credit

Though thoroughly in accord with the action of the credit men in trying to protect the manufacturers and wholesalers the retailer is anxious that something be done to help him in his dilemma, that of retaining

his business and cutting his credit losses to a minimum. Many ideas have been advanced through the various retail journals and though all agree on the need of some action along this line no definite plan has been perfected. The only remedy suggested by the leaders in the business world is elimination of practically all credit to the consumers. W. T. Reynolds & Co. of Poughkeepsie, N. Y., tells the whole story in a nut shell, when they relate how a courtesy is usually prostituted into a serious evil, in the following statement.

Borrowing Goods and Money Same

"If a man should go into a store and ask the proprietor to lend him from ten to one hundred dollars in money he would probably risk being turned over to the police for examination as to his sanity.

"Yet the same man does go into a store and 'borrows' goods to an amount often exceeding many times the figures named and complacently walks out feeling that he has done the merchant a favor by according him the privilege of writing his name on the store's books and hoping that some time in the future the goods will be paid for.

"And the merchant is expected to be pleased with the opportunity of delivering his goods without payment or security, and without any understanding that payment will be made at a definite time.

"No man's credit is as good as his cash and when goods are sold the seller should either have the money in his drawer or have some definite time fixed for payment.

"And this is why some of the farseeing,

progressive business men are seeking bring about the adoption of the cash system by retail merchants.

Cash Sales Only Remedy

"The jobber, no matter how high his commercial standing may be, is having his credit shortened almost to the vanishing point by the manufacturer, and, unless he prepared greatly to increase his investment the jobber cannot avoid shortening his credit to the retailer in like manner. For the retailer there is nothing left to do but to either sell for cash—which is the logical and proper thing to do—or, at least, restrict the credit privilege to those known to be financially worthy of it, and have a definite time fixed for payment.

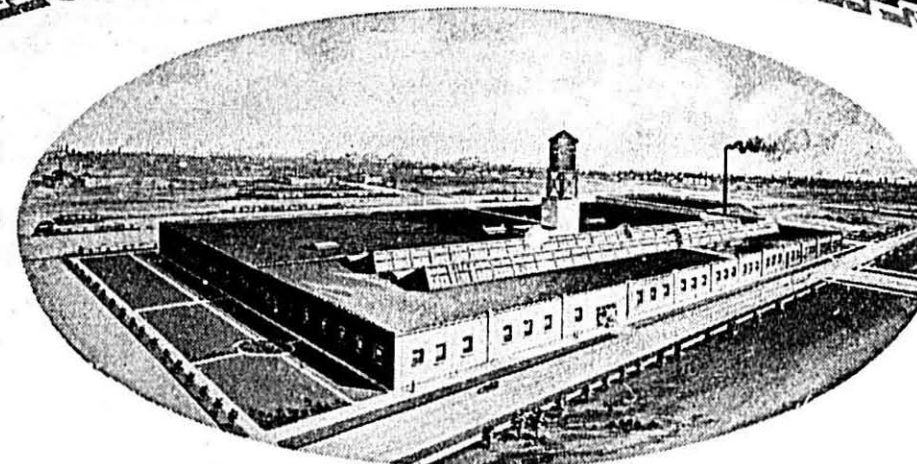
"The situation calls for the exercise of some grit and considerable diplomacy on the part of the retailer, with the possibility that a few of the slow payers, through failure to appreciate the position in which the retailer is placed, may take offense, but such customers usually return after they have had time to think it over.

"In any event, the long and indefinite book account seems doomed and no good merchant will regret its passing."

RIGHT-ABOUT FACE

"Pa, what is a socialist?"
"A socialist, my boy, is a man who thinks he ought to have as much as you have?"
"But supposing he is earning more than you are, dad?"
"Then, my boy, he ceases to be a socialist."
—Louisville Courier-Journal.

CHICAGO CARTON COMPANY



HOME OFFICE AND FACTORY
4433 Ogden Avenue
CHICAGO

TELEPHONE
Lawndale 906

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NEW YORK CITY
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DALLAS, TEXAS
3200 Main Street
ST. LOUIS, MO.
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MAKERS FOLDING PAPER BOXES

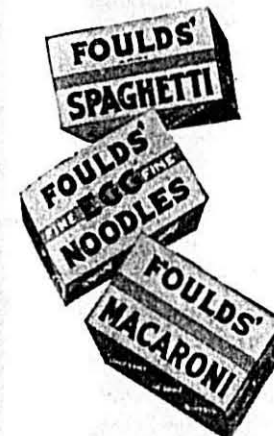


FIBRE SHIPPING CASES
SPECIALTY PAPER PACKAGES

Manufacturers of

MACARONI, SPAGHETTI AND NOODLE CARTONS

Of Superior Quality, Artistically Designed to Sell Your Product

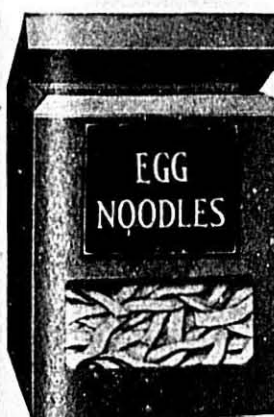


Our Excel-all and Perfection Caddies are the ideal containers for the shipping and displaying of bulk noodles. They will carry approximately ten pounds and can be shipped with absolute safety, packed in our fibre containers made specially for shipping in units of Two, Four and Six caddies to a container.

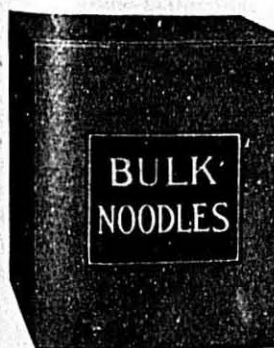
Excel-all and Perfection Caddies are carried in both the blind and display styles

Ours is one of the best equipped, most modern and up-to-date plants in the country. Our service is unexcelled and the superior quality of our products enables us to keep in front.

Write for Samples and Prices



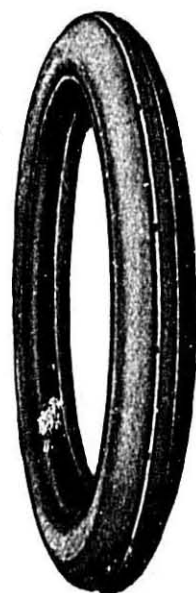
EXCEL-ALL DISPLAY CADDY



PERFECTION BLIND CADDY

MAPCO HAND MADE TIRES

Direct From Factory to Consumer—Immediate Shipment.



RIBBED THREAD—SEMI NON-SKID

30 x 3	Clincher only	- \$10.70	33 x 4	Straight Side	- \$21.80
30 x 3 1/2	" "	- 14.00	33 x 4	" "	- 22.65
31 x 4	" "	- 20.15	32 x 4 1/2	" "	- 26.45
32 x 3 1/2	Straight Side	- 14.85	33 x 4 1/2	" "	- 27.05
32 x 4	" "	- 21.00	35 x 4 1/2	" "	- 29.25

NON-SKID

30 x 3 1/2	Clincher Only	- \$14.50	33 x 4	Straight Side	- \$23.25
31 x 4	" "	- 21.05	34 x 4	" "	- 24.10
32 x 3 1/2	Straight Side	- 15.60	35 x 4 1/2	" "	- 31.55
32 x 4	" "	- 22.40			

F. O. B. New Castle, Pa. Terms, 15% 10 Days

Mapco Tires are hand made tires. Only the best of materials are used in making Mapco Tires.

Every Tire is carefully inspected, is guaranteed perfect and first class in every particular.

Mapco Tires are shipped direct from factory to you, thereby eliminating the Middle Man's profit and expense in carrying a stock of various kinds and sizes.

Order today and be convinced. If you are not rated in the Agency Books, send check with order.

MANUFACTURERS PURCHASING CORPORATION 110 W. 40th Street
NEW YORK

Gleanings From Government Reports

Estimated Exportable Surplus

The estimated total exportable surplus of old and new wheat from the principal exporting countries of the world available for 1919 (July, 1919-June, 1920) may be summarized as follows:

	Bu.
Argentina	156,095,000
Australia	195,017,000
Canada	299,543,000
Algeria	1,152,000
United States	636,000,000

Total1,287,807,000

In this connection it is of interest to know that some of the foremost grain experts of the world have estimated the import requirements of Europe for the season of 1919 at a minimum of 560,000,000 bushels and a maximum of 640,000,000 bushels, and this appears to be in agreement with the estimates of the Inter-Allied Food Commission of from 700,000,000 to 850,000,000 bushels of bread cereals, including both wheat and rye. It is estimated that the removal of Russia, India, and Roumania from the list of exporting countries reduced the world's export surplus of wheat about 300,000,000 bushels.

Grain Situation

Grain prices are nearing a level where some students of conditions fear the period of price fixing may be at hand. The cause of this is found in the general business situation. Capital and labor are now engaged in a real controversy over wages. On the one hand manufacturers are confronted by the constantly increasing labor cost and are beginning to go slow in granting the demands of the wage earners, while the latter look only to the persistent increase in the cost of living. Inasmuch as the high prices for foodstuffs are one cause of the unrest, sooner or later the politicians may be expected to act. The appreciation of prices has been going on for some years now, and while there have been setbacks, corn and oats futures have moved upward until they are now about the highest ever known, repeating the historical fact that the highest figures are made immediately after a big war rather than during the period of hostilities.—Price Current Grain Reporter.

New Italian Cereal Trade Co.

It is reported that an Italian trading company is being formed for importation into that country of cereals after the conclusion of peace and the resumption of private importation of foodstuffs. This company will be capitalized at 30,000,000 lire, of which 20,000,000 lire will be furnished by the Banca Commerciale Italiana and 10,000,000 lire by the Credito Italiano. While the new corporation is organized specially to deal in grain it will conduct a general import and export business, seeking to balance cereal

importations into Italy by the exportation of Italian products to such foreign grain-producing countries as Australia, Argentina, Roumania, the Ukraine and the United States.

Wheat Situation in Uruguay

According to the American consul at Montevideo, under date of May 15, 1919, "The Uruguayan wheat market, which has an exportable surplus of some 100,000 tons, has been dull. Last year's surplus, little of which has been exported, has been for the most part converted into flour. However, as mills are finding difficulty in disposing of their product to Brazil, which is the principal foreign consumer, they are showing little interest in new wheat. On the other hand, the Uruguayan producer refuses to sell his wheat except at his own price which is so high as to make the Uruguayan export price higher than what is obtained in Buenos Aires. The market is now awaiting international developments in the hope that the opening up of new markets in Europe will create a demand for Uruguayan wheat."

Olive Oil and Wine in Tuscany

The increase in the prices of all kinds of wine continues so that one may assume that within a short time the markets of Tuscany will be without wine. The prices have ranged from a minimum of 120 to 130 lire per hectoliter (\$23 to \$25 per 26 gallons) for wine of a low degree of alcohol to 230 and 280 lire (\$44 to \$54) per hectoliter for extra-Chianti, "Montalbano," etc. Good wines today cost from 160 to 180 lire (\$30 to \$34) per hectoliter and wines produced from grapes grown on the hills cost not less than 180 to 220 lire (\$34 to \$42) per hectoliter. (The normal rate of exchange, 1 lire=\$0.193, has been used in converting the above amounts. The rate of exchange, as stated in the United States Mint Circular for July 1, is \$0.1253.) The prices for olive oil remain stationary and represent those fixed by the government. However, the producers anticipate a new increase in the prices, although the present condition of the olive crop is most promising.

Owing to continued cold weather and condition of the vines it is difficult to make any forecast as to the next grape crop, although the vines have been given the second treatment against peronospora. According to a report by Professor Lello Gibertini, presented to the National Viticultural congress, almost half of the vineyards in 78 communities in the province of Florence have been declared diseased and beyond treatment for "flossera." These are the most important vineyard districts for quality and production. The culture of American vines goes on slowly.

The following data are taken from the report of Cav. Ettore Bramilla, president of the viticultural congress: In Italy the normal production of wine is between 43,000,

000 and 45,000,000 hectoliters, worth 1,500,000,000 lire (1,118,000,000 to 1,170,000,000 gallons, worth \$289,500,000, normal exchange rates). In 1918 the production was valued at 5,000,000,000 lire (\$965,000,000). The production of wine in Italy represents about one-fourth of the world's entire output and gives employment to 2,000,000 people.

World's Crops

Last month the Bulletin of Agriculture and Commercial Statistics had already included forecasts from several governments as to the coming cereal harvest. The July issue of this Bulletin supplies us with estimates in advance for some additional countries, enabling us to tabulate below data, not without importance, as to the crops of 1919:

	Yield in 1919.	(Thousands) 1918 (1917)
Wheat—		of quintals equals 100
Spain	37,666	102.0
United States	336,360	102.8
British India	75,259	74.7
Tunis	7,800	78.3
Rye—		
United States	27,179	120.1
Barley—		
United States	43,979	78.8
Tunis	1,200	60.0
Oats—		
United States	209,887	94.0
Tunis	500	89.3

Apart from Spain and the United States the yields in 1919 will probably be less than in 1918, and will show a still greater inferiority as compared with the average of the five years 1913 to 1917. Not alone the Indian wheat crop below those of previous years but Tunis returns of barley are also below average, though the aggregate so small as to produce little effect on the world's markets. The wheat surplus in the United States outweighs all the other deficiencies and contributes towards making the season of 1918-19 a fairly satisfactory one for the world's needs, leaving out account the tonnage question, however.

In regard to the condition of the crops the several countries, which have furnished information to the Institute it may be seen that on June 1, 1919, this was good in Denmark and in Ireland, satisfactory in England and Wales, in the United States, in Egypt, average in Alsace-Lorraine, Scotland, Greece, Italy, Switzerland, Canada and Japan, a poor in Tunis.

In respect or extent of the areas sown, ready ascertained in every country of importance, we have to add the figures of area of the wheat for Canada, estimated at 6,8968 hectares, or 98 per cent of that in 1918 and 128.3 per cent of the average from 1913 to 1917.—International Institute of Agriculture.

See notice in this issue of removal of association headquarters Aug. 25, to Brookwood, Ill.

There are three requisites to be considered in buying

CARTONS

- 1st Quality—Cartons which will help sell your goods.
- 2nd Service—Cartons when you want them.
- 3rd Price—Cartons at the lowest price consistent with first class work.

Our cartons are made to comply with these requisites. Macaroni and Noodle Cartons are our specialty. Send us your specifications, we will be glad to quote you on your requirements.

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Pure Amber Durum Wheat Flour

LINCOLN MILLS

Lincoln, Nebr.

The only mill south of Minneapolis milling durum wheat exclusively.

TO Macaroni Manufacturers interested in improving the quality of their product we will be glad to mail samples of both the wheat and the flour, together with macaroni and spaghetti made from it.

Now is a good time to write.

General Business Conditions

New York City Bank

Trade and industry have continued increasingly active the past month, and confidence in the maintenance of this activity and in the stability of current prices throughout this year has been generally strengthened. The volume of payments as shown by the reports of the federal reserve system has exceeded all records. The prominent factor in the situation is the great retail distribution of goods of common consumption, but along with this must be considered the export movement which is the mainstay of the price situation. With the present outlook for crops there would certainly be lower prices for all foodstuffs but for the great foreign demand. The double assurance of record crops and high prices has created an abounding prosperity throughout the agricultural sections, which reacts upon all industry. Along with the favorable crop conditions there is a feeling of relief and relaxation from the anxieties and restraints of war time. The war is won, the boys are arriving home, the last loan "drive" is over, prices of products are high, land values are rising, and a feeling of elation and confidence prevails. As a result the demand for dry goods, clothing, shoes, house furnishings, jewelry, silverware, musical instruments, automobiles and like commodities is such as to keep dealers busy replenishing stocks and more concerned about deliveries than prices.

The wheat harvest is now well advanced

over the winter sown territory and enough threshing has been done to confirm the accepted estimates of the yield. The government's June estimate was 892,822,000 bushels of winter wheat and 343,181,000 bushels of spring wheat, a total of 1,236,003,000. The spring sown crop in Montana and North Dakota is suffering from drought, but there is a likelihood that the shortage there will be made up in other states. The Kansas department of agriculture in the latest estimate for that state places it at about 220,000,000 bushels, which raises the Washington estimate by nearly 28,000,000 bushels.

The total wheat yield last year was 917,000,000 bushels from which, with a small carry over, 296,000,000 bushels in grain and flour were exported to May 31. It should be practicable therefore to export 600,000,000 bushels in the coming year. Mr. Hoover has estimated that Europe will require to import from 700,000,000 to 850,000,000 bushels of wheat and rye. Including Canada, Argentina and about 200,000,000 bushels accumulated in Australia, it looks as though supplies would be ample, and that there might be a considerable carry over in this country next year. British authorities are counting on lower prices by October.

Try These on Palate

Tested recipes offered by food experts and manufacturers are as follows:

MACARONI AND CORN

Break $\frac{1}{4}$ of a pound of macaroni into inch lengths. Boil until tender in salted

water and drain. Season 1 can of corn with salt, pepper and butter, add $\frac{1}{2}$ cupful of milk, mix with the cooked macaroni, turn into a well buttered pudding dish and set hot oven to brown.

LUNCHEON DISH

One pound of cold boiled macaroni, one pint of stewed or canned tomatoes, one pound of finely chopped beef or mutton and one half pint of fine bread crumbs, three ounces chopped fine and fried in four tablespoonfuls of butter, one teaspoonful of salt and one teaspoonful of white pepper. Butter two-quart fireproof dish, put in a layer of bread crumbs, meat, tomatoes, macaroni and let the last layer be crumbs. Sprinkle each layer with the seasonings, then add one and one-half cupfuls of boiling water to the onions; pour them over the top and dot with pieces of butter. Bake slowly for one hour or until well browned.

RAREBIT MACARONI

Break one-quarter pound of macaroni in two quarts boiling salted water; let cook thirty minutes, then drain. Melt one tablespoon butter, stir in one tablespoon flour, add one cup of perfectly fresh milk; in the melt one-quarter pound of grated cheese, and when smooth pour over the macaroni and brown in the oven.

See notice in this issue of removal of association headquarters Aug. 25, to Brookwood, Ill.

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"BAY STATE" Durum Wheat SEMOLINA

is superior for Macaroni, Vermicelli, and Spaghetti. Coarse, Medium or Fine Granulation. Wire for samples and prices.

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Hard Spring Wheat Flour
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Hummel & Downing Cases don't expect to be "handled with care"

EXPORT ORGANIZATION

National Association of Manufacturers Seeks World Trade—To Be Developed by Commerce Experts—Plan Proposes Expense to Be in Ratio With Benefits Derived.

Full details have been made public regarding the contemplated formation of export trade organization among the members of the National Association of Manufacturers. Various trade groups will be formed to include the different countries and the first to be put into operation is to be known as the Nasmuz, South American Organization which will be interested largely in the South American field.

Few of the macaroni concerns are affiliated with the National Association of Manufacturers though many are interested in this export feature. Whether any but those belonging to the association will be permitted to join the export organization has not yet been announced. As stated by the officers, there will be no attempt to interfere with individual efforts to develop export trade, though all members are advised to join. The following, which is being sent out, will give an idea of the scope of the organization:

Stock Company to be Formed

Under the plan the ownership and control of each corporation is entirely in the hands of its stockholders, the association acting purely in an advisory and service capacity. The business developed is, therefore, the manufacturer's own and its relationships are direct.

"The form of organization calls for a perpetual charter, with place of business in New York, the usual officers, a board of 15 directors, an executive committee of five.

"It calls likewise for appointment of advisory trade group committees, where possible, to confer on matters touching export handling, sales promotion and sales promotion expense, distribution of orders, etc, in each specific line—thus effectually departmentizing the conduct of the business of each natural trade group.

"Only common stock will be issued, non-divided and non-assessable, and intended solely to cover initial running expense.

Representatives to Develop Trade

"Each member of the corporation will have one and only one vote, must be an active member of the National Association of Manufacturers, and at the time of his subscription must execute a proper agreement with the corporation, covering matters of production and sales promotion expense.

"The export corporation will itself develop trade through permanent and expert representatives acting at all important foreign points, these representatives acting direct at all important foreign points. These representatives will be under immediate supervision of a competent and expert staff at home.

"The interest of any natural trade group is thus as effectively departmentized as though independently organized for export as a separate corporation. On the other hand, the individual member whose business

does not fall within a definite trade group receives the expert handling of a trained and highly organized export staff.

Expense Equitably Distributed

"All shipments will be handled by the export corporation. The member, therefore, having produced his quota of a given order and loaded it, properly packed and marked on cars, will be freed from all annoyances of forwarding and shipping details.

"All trade exploitation expense will be borne by a special promotion sales fund. This fund is to be used exclusively for trade development in various lines. Each member's contribution to it will be equitably determined in accordance with the necessities of his particular line and his individual interest in its development. In lines susceptible of departmentized handling these matters will naturally be dealt with by the advisory trade group committees.

"All cost of operation will be covered by commissions charged on actual business done. The percentage will vary with the nature of the commodity, but will be at all times definite."

USE ANCIENT LAWS

Italian People Employ Old Statutes Against Profiteers—"Public Welfare Is Supreme" Shouts Mob of Shop Looters in Florence.

Rome—"Salus Publica Suprema Lex," "the public welfare is the supreme law," the ancient motto of the Romans is being applied by the Italian government at this critical moment of the national life of Italy.

Government Awake

"The government closed one eye, indeed in some cases both, for so long that the people took the law in their own hands," said a leading Italian statesman. "They were aiming at giving a harsh but deserved lesson to profiteers. It was right that the people should punish those who made millions through the suffering of the entire population which for over four years strained every nerve in the face of greatest struggle of its history. With pitiless energy however, as pitiless as its leniency heretofore, the government now intends to repress any attempt to transform a just protest into something more serious."

Florence Occupied

Florence has been occupied by the military forces and machine guns of the troops. It has been shown the mobs and robbers, were not taken there merely for show. The same thing has happened at other most rebellious centers, especially at Ancona and Brescia, where many persons were wounded.

In Genoa where the uprising against the cost of living took a most orderly form the people imposed a reduction in all prices, watched the carrying out of this order and prevented any violence against shop keepers. They intervened whenever attempts were made to ransack shops, putting down the disorderly elements with much greater energy than the police ever used. At Milan the people have presented an ultimatum, demanding that the prices of all necessities be materially reduced by Tuesday.

A mob ransacked nearly all the shoe shops at Palermo, the troops being called too late to prevent pillaging. When they appeared they were received with applause the crowd shouting to the soldiers "No firing boys, we are not at the front. Here we are all brothers and against vampires who have starved us."

From all towns where disorders have occurred the same report is coming. A week ago everything could be bought at high prices but now the shops are closed, goods are lacking and nothing can be found. Entire families in many places are in despair of finding something to eat.

Count Oliglati, prefect of Florence, has been removed from office. He was transferred to that city from Milan during the war after he had been unable to prevent a general strike in Milan.

Lower Flour Prices

The United States Grain corporation is prepared to divert from its flour purchases, and to sell and deliver to wholesalers and jobbers straight wheat flour in one hundred and forty pound jute sacks on a basis of ten dollars and twenty-five cents delivered in carload lots, in territory east of the Illinois and Indiana line and east of the Mississippi from Carlo to the Gulf, and at ten dollars delivered in carload lots on track west of that line, but not applying to Pacific Coast territory.

Jobbers and wholesalers who purchase such flour from the Grain corporation are required to guarantee not to sell it at more than seventy-five cents additional. Wholesalers and jobbers must in turn require that the retailer shall not sell at more than one dollar and twenty-five cents additional to the wholesale price in original packages and at a price not higher than seven cents a pound for broken packages of any size.

Reflection of Values

Statement attributed to one of the world's acknowledged greatest authorities on economics and finances that Europe's credit is on the verge of collapse accompanied by the suggestion that the British-American loan to the allies be canceled will hardly be conducive to the extension of further credits of any volume to Europe without which there is little or no possibility of stabilizing or retrieving the foreign exchange situation. With European countries compelled to pay on a basis of present exchange premiums of from 12 to 80 per cent for products which can be purchased in other countries at par the prospect justifies the opinion that the time has passed, when American producers can dictate values. It also holds forth the promise that with export possibilities curtailed the period of deflation of values is not far distant.

THE FLAG OF HATE

"How does ex-Kaiser Wilhelm of Germany resemble the old Hun flag?"

"I give up; what's the answer?"

"His hands are red, his liver is white and his heart is black."

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