

**THE NEW
MACARONI
JOURNAL**

Vol. 1, No. 12

**April 15,
1920**

The New
Macaroni Journal

Minneapolis, Minn.

April 15, 1920

Volume I

Number 12



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

BE A BOOSTER

Attention is called to article in this issue telling of the BIG BOOSTER CAMPAIGN for new members that has been launched by the National Macaroni Manufacturers Association. Here is an opportunity for all good Boosters to aid in a good cause. The stronger the organization representing the macaroni industry, the weightier its appeal and the greater its chance to succeed.

Membership in this Association is as essential to the small as to the large manufacturer; a blessing to one and the pride of the other.

Local organizations serve well for local purposes; but national problems that affect all alike must necessarily be handled through a nation wide organization that has been proven beneficial in the long years of good endeavors.

None can afford to let this call go unheeded. The immediate future presents many serious problems that can best be solved by organized efforts. Join the National Macaroni Manufacturers Association NOW and give your fellow manufacturers the benefit of your assistance and experience.

Be a Booster. Join Now and Induce Others to Do So.

"Breakage? Down to nothing since we've used these new containers, Mr. Martin!"



Andrews Containers are Light—Sturdy—Durable

GOODS packed and shipped in them invariably arrive safely at destination. When they don't—and that's seldom—somebody has disregarded the warning: "Use no Hooks!" or there's been exceptionally rough handling *some-where* along the line. *Andrews Containers* are the safest, therefore the most economical corrugated shipping cases you can use.

That's why the shipping clerk can report to the general manager that since using *Andrews Containers*, there's been practically no breakage—no returns of goods damaged in transit—claims from this source eliminated—losses shaved close. And that's why it pays to use *Andrews Corrugated and Solid Fibre Containers*.

Owning our own timber-lands, saw mills, pulp and paper mills and factories

means that we control our raw materials from field to shipping platform. And that insures uniformity and dependability of the finished product—and *deliveries on schedule*.

Andrews offers the co-operation of capable artists and designers—in developing new designs in cartons and containers for you, or in perfecting your own ideas. Ask us for details of this service.

O. B. ANDREWS COMPANY - Chattanooga, Tenn.

Cartons and Shipping Containers for the Macaroni Trade



ANDREWS

The only concern in the world manufacturing every kind and style of wooden, wirebound, corrugated fibre, solid fibre and pasteboard carton, and containers.

When You Want Quality and Service

Buy

NOMCO

Durum Products

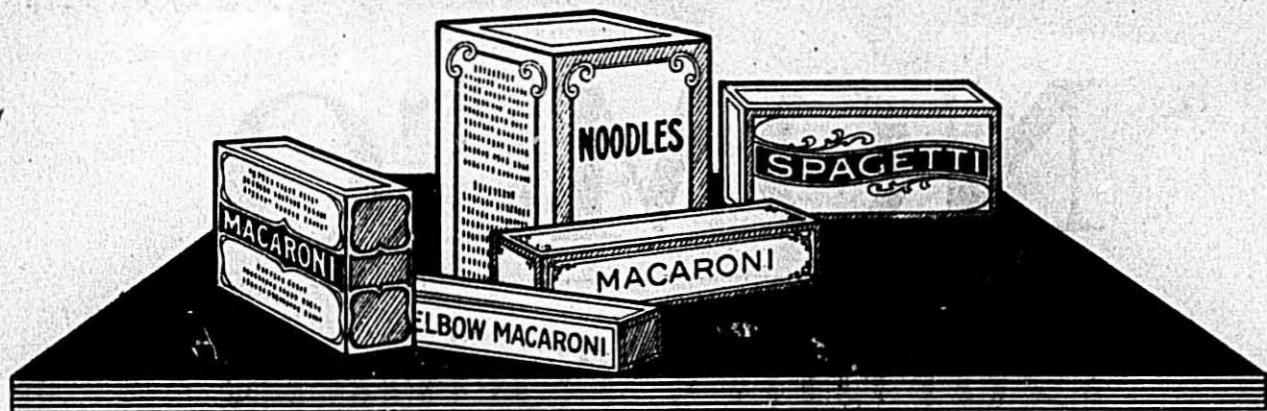
*Farina
Semolina
Flour*

Write or wire for samples and quotations.

Northern Milling Company

Wausau, Wisconsin

TITELOX BRAND
FOLDING PAPER BOXES
 ARE KNOWN AND RECOGNIZED THROUGHOUT
 THE TRADE FOR
QUALITY



Quality like blood tells in the long run.

You can advertise all you want, send out all the salesmen you can employ, but unless the quality is there to back up those efforts, you eventually will lose out.

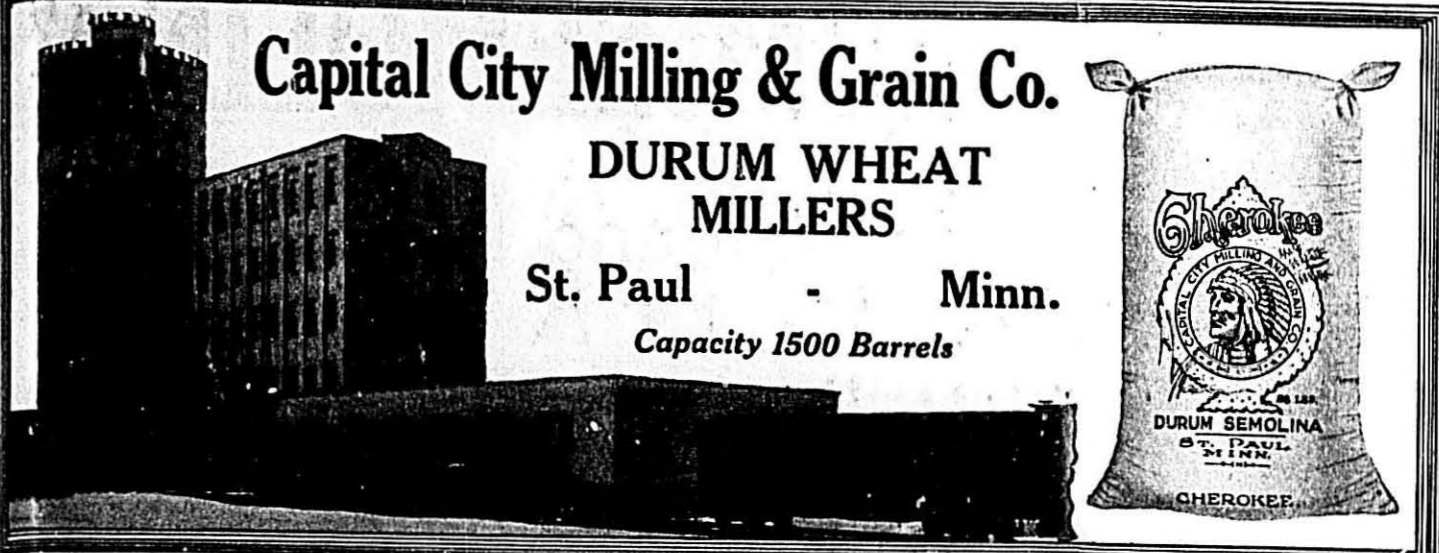
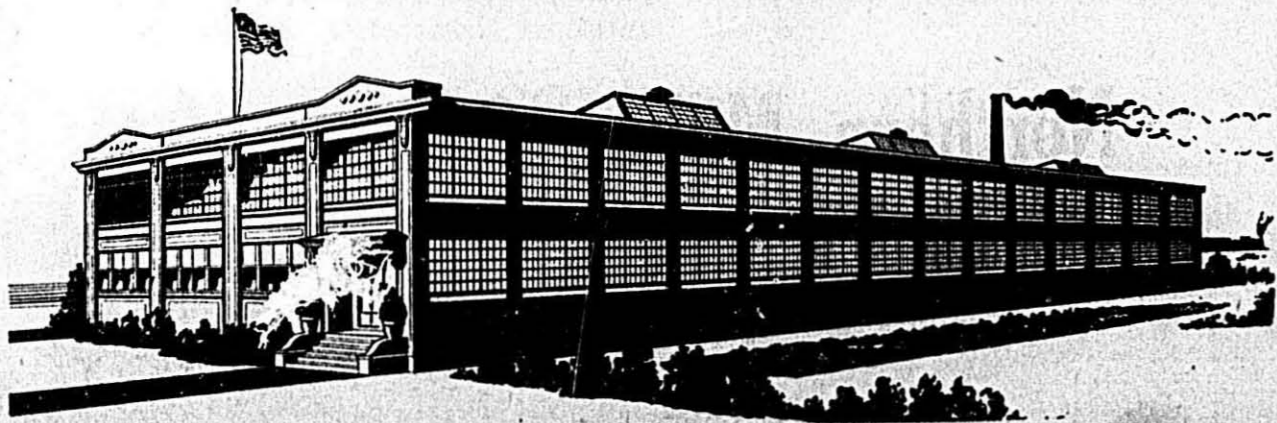
While price is an essential factor, it is *Quality* that makes the lasting Customer—the biggest asset in any business.

That's why we are always trying to make each order a little better than the previous one.

Your inquiries solicited.

If you are not regularly getting our color suggestion cards write us at once.

THE GLOBE FOLDING BOX COMPANY
 CINCINNATI, OHIO



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
SEMOLINA
 Made from
DURUM WHEAT

We want your business. Ask for Samples and Prices.

Capital City Milling & Grain Company
 ST. PAUL, MINNESOTA

USE DURUM SEMOLINAS

For Macaroni and Noodles
Unequaled in Color and Strength



YERXA, ANDREWS & THURSTON
MINNEAPOLIS, MINN.

MACARONI JOURNAL

Our First Year

With this issue of the New Macaroni Journal this popular trade paper completes the first year of what we can honestly term "Successful Publication." That our publication is a success is proven by the numerous letters of congratulation, words of praise and appeals for space therein with which we are bombarded. But we are sufficiently honest with ourselves and with our friends to acknowledge the fact that whatever success has been attained is due principally to the fact that there existed a need for a trade paper of this kind as well as to the loyal and liberal support so generously given us not alone by the macaroni manufacturers but by those concerns which are directly interested in selling them machinery, flour and cartons, and other essentials.

That there existed a need for a publication like ours has for several years been realized by the leaders of the industry, but the past year has proven that a trade paper covering all the branches of the macaroni business, and solicitous of its welfare, would not only be sufficiently financed and generally supported but also welcomed and appreciated as much by the allied industries as by the macaroni men themselves. To what extent we have succeeded in filling this long felt want, we will let our readers judge.

Again we ask the sincere and earnest cooperation of all the macaroni manufacturers and the allied trades to make this journal even more thoroughly representative of the industry and the most reliable and trustworthy medium for exchange of ideas among this class of producers. Articles of interest to the trade and items concerning plants and personnel will always be welcome. To many readers who see only the printed journal, it probably seems an easy matter to gather the conglomeration of letters, articles, dispatches and clippings, that come from every section and in every shape and form, hand them to the printer and have them put into the readable form in which it comes from the press. It is a simple matter, looking at it in that way. It looks easy to those who are not doing it. But on starting it is soon discovered that there are a multitude of so-called "details" and that often enough it is the smallest that requires the most time, patience and attention. To handle all these details, to keep in constant touch with the advertisers, the readers and with current events, is sufficient to keep the editors busy and out of mischief. Great credit is also due the publishing company that is so solicitous about the appearance of the Journal, its regularity and its ultimate appeal to the reader and the customer. The success so far attained is proof that our editorial, our advertising columns and our general appearance are pleasing and satisfactory to the reader and advertiser.

The usual process of development along any line is to proceed from the "known to the unknown." We can honestly and truthfully say that we knew very little about journalism as it affects the macaroni business when this publication was launched a year ago, but in the twelve months just completed

we plodded right along striking an occasional popular chord and by experimentation and elimination arrived at the conclusion that we have a slight knowledge of what the industry wants in the way of news, and it will be our aim and intention to continue along the lines approved of till we have developed a trade paper that will come as near to giving complete satisfaction as it is possible to attain in so wide a field of varied ideas of just what is good and what is detrimental.

The New Macaroni Journal stands for the Macaroni Industry. It is greatly concerned over its future and will proudly assist it on its upward way. In its past we are merely interested insofar as it serves to guide us along lines that will render us immune from the many falls and setbacks that have heretofore retarded our expansion. May they stand as stepping stones to future success! It takes time to learn the macaroni business and it took some time for this publication to become a real asset to the industry that it is trying to serve. What the future has in store for the industry none can predict. Are we selfish to say that progress in the industry should go hand in hand with progress in its mouthpiece? While future conditions have a considerable bearing on what is in store for us, a united and earnest effort along progressive lines will make the future paths more rosy and the trail easier for all who are anxious to climb. This is our concern; it is yours and that of all who are connected, even remotely, with the macaroni industry.

We are all vitally interested in Macaroni. The industry as a whole must prosper if the manufacturing end is to continue to enjoy the maximum fruits of its honest endeavors. No longer are the millers, machine builders and box makers to be considered as a necessary evil to the industry. Verily, they are our best friends whose help is always necessary to make business pleasant and profitable. They are the true allies of the macaroni industry and have the same end in view—the making of a reasonable profit in an honest, upright and honorable manner. Petty jealousies of the past should be forgotten and we should proceed on a combined campaign to bring prosperity to all as a permanent result.

Being interested in the macaroni industry makes us vitally interested in the National Macaroni Manufacturers Association that has done so much towards advancing this trade on this continent. Having spent the past year in gaining valuable experience and in laying the foundation for a successful career, the next problem that confronts us is the upbuilding of this National Association so that it will soon represent the big majority of the large and small progressive macaroni and noodle manufacturers in America. We heartily indorse the Booster Campaign just inaugurated and throw open our columns to all legitimate matter that will tend to make this drive a success. Here is an opportunity for all to form a union that has for its prime purpose, not selfish gain nor undying glory; but rather the upliftment of the industry in this country to a

plane never before reached. With the knowledge that unity means strength, none should delay in joining this progressive association and contributing the small quota of financial aid necessary to bring about the results aimed at.

The experience gained during the year just finished is con-

sidered by us a valuable asset, and we shall use every endeavor to maintain the knowledge so gained, widen it through wise application to the purpose for which we are established so that we shall continue to merit the loyal and unstinted support of all in the welfare and advancement of the macaroni industry.

NEW WEIGHT RULING

Package Stamp Must Show Exact Quantity of Contents When Offered for Shipment or Comes Under Federal Jurisdiction—Must Beware of Variations in Manufacture.

Food manufacturers who innocently stamp their packages to show "net weight when packed" are being advised to make necessary allowance for shrinkage between time when packing is completed and goods are offered for sale or for shipment, in accordance with the new interpretation of the foods and drugs act as given out by the bureau of chemistry officials. This ruling applies to macaroni and noodle manufacturers as well as to those classes of foods on which test cases have been based. The laws governing weights require that that foods in package form shall bear a statement on the outside of the package giving exact quantity of the contents at time goods are offered for interstate shipment or when it otherwise comes under the jurisdiction of the food act. Because of the variation in weight likely to occur before shipment, a statement "net weight when packed" is not always the correct weight of contents of package when offered to buyer or carrier.

Carton Drying

It is no trade secret that macaroni, spaghetti, noodles and all such alimentary paste products undergo changes in weights through changes in atmospheric conditions as well as the thoroughness of the drying process the finished product is compelled to undergo. Manufacturers of this class of foodstuff are asked to beware of this variation in weights and to pack their products so as to be within the letter of the law governing weights of contents. Even when packed "bone dry" alimentary paste products undergo slight changes in weights because there is a tendency to absorb moisture in the damp season and to lose weight during the dry spells. While it is true that most of this variation in the actual contents weight is taken up in the moisture contents of the absorbent carton, particularly with reference to

package goods, products in wooden containers have not this saving feature and cases are either above or below the law requirements of "statement of contents" when they are offered for sale or shipment.

Machine Weighing More Accurate

It would be advisable for these in charge of the packing room to watch closely the condition of the product being packed. If found to be "bone dry" and more likely to absorb than to give off moisture, exact weighing and exact stamping of weight of contents would be safe; but on the other hand, when goods to be packed are not perfectly dry, either through hurried or improper drying, the addition of a fractional part of an ounce to each package and of an ounce or two to each case of bulk goods would be a safeguard against unfavorable variations that would reflect against the manufacturer. The larger manufacturers are found less prone to this defect of which the bureau of chemistry is making complaint due principally to the fact that they hire experts to study this feature of the shipping problem and for the further reason that their packing is usually done by machinery where exactness is assured. But with the small manufacturer, totally dependent on his personal observations of the degree of dryness of his product and doing hand packing, it is a rather different matter and from that source comes the bulk of the complaints.

The principal point to bear in mind is that the statement "net weight when packed" is not a guarantee that this was the exact weight of the contents when offered for sale or shipment and that the latter weight is the one that comes under the observation of officials sworn to see that laws governing foods in package form are lived up to. These officials concede that the big majority of the producers are ever ready to obey all rules and laws, but that it is often necessary to punish innocent manufacturers in order to compel unscrupulous ones to keep straight.

Sometimes a man misleads people by being honest with them.

February Durum Receipts

The movement of various grades of durum wheat to the different markets during February was about normal according to a report issued by the government covering inspection made under the United States grain standards act.

Only 29 carloads graded No. 1 Amber Durum during the month, 22 of them reaching the Minneapolis market and 5 the Chicago market.

Of the No. 2 Amber Durum, a total of 248 carloads were inspected, Minneapolis leading with 144 cars with New York second with 66 cars.

Of the No. 3 Amber Durum a total of 146 carloads were inspected; 100 in Minneapolis and 14 at Baltimore as second on the list.

Seventy-four carloads of other grades of Amber Durum were also inspected during February at the Minneapolis terminals out of a total of 95.

Durums

In the second class termed Durums, other centers took the lead from Minneapolis.

The report shows only 9 carloads of No. 1 Durum received during the whole month with Minneapolis and Chicago tied at 3 cars each.

Of the No. 2 Durum, Philadelphia, inspected 35 and Minneapolis 16, out of a total of 65 carloads inspected.

New York led in No. 3 Durum receipts with Galveston second, the former inspecting 20 carloads and the latter 9 out of a total of 53.

Minneapolis was practically the only market for the Red Durum wheat during February, 57 carloads being reported as against 11 cars at Chicago and 11 at Philadelphia of all the Red Durum grades.

With our membership increasing weekly, the 1920 convention at Niagara Falls should be "best ever."

"Stop, look, listen." The reflective man stopped to read the railroad warning.

"Those three words illustrate the whole scheme of life," said he.

"How?"

"You see a pretty girl. You stop. You look. After you marry her you listen."—Country Gentleman.

GENERAL TRAFFIC REPORT

Summary by Manager B. L. Benfer of National Industrial Traffic League Meeting March 18-19, St. Louis—Proposals as to Freight and Express Rates.

It is to be noted that with the carriers returned to corporate control, that is to their owners, we have reached a new era in railroad legislation also New Era in railroad operation. This situation has been intensified no doubt by existing conditions as to the costs of all material as well as is the advanced wages paid all employes of the various railroad companies. This reflects the condition upon the freight rates, the earnings of the carriers, also upon the poor service furnished and available by the common carriers at the present time, says Bert L. Benfer of Cleveland, general traffic manager for the National Macaroni Manufacturers association.

In explanation reference is made to the various items following:

Termination of Federal Control

(a) Federal control shall terminate at 12:01 a. m., March 1, 1920; and the President shall then relinquish possession and control of all railroads and systems of transportation then under federal control and cease the use and operation thereof.

(b) Thereafter the President shall not have or exercise any of the powers conferred upon him by the federal control act relating—

(1) To the use or operation of railroads or systems of transportation;

(2) To the control or supervision of the carriers owning or operating them, or of the business or affairs of such carriers;

(3) To their rates, fares, charges, classifications, regulations, or practices;

(4) To the purchase, construction, or other acquisition of boats, barges, tugs and other transportation facilities on the inland, canal or coastwise waters; or (except in pursuance of contracts or agreements entered into before the termination of federal control) of terminals, motive power, cars or equipment, on or in connection with any railroad or system of transportation.

Payment of Freight Charges

There is considerable difference of opinion as to what should constitute cash payment of freight charges as outlined by the railroad administration when roads are returned to corporate control, that is, to their owners. The present basis is 48 hours if credit allowance is made and if no credit, then

cash payment or collection of charges on delivery of the goods.

This entire subject was covered by the railroad administration when the roads were returned to corporate control, effective with March 1, 1920, and at the present time the payment of freight charges is a subject of consideration before Commissioner E. E. Clark of the Interstate Commerce commission and with him, on behalf of the American Railway association, some basis is to be worked out whereby a reasonable time may be allowed for the payment of freight charges where proper credit is given.

This subject is one to be considered before the commission beginning March 22, 1920, at which time various shippers throughout the country and the railroad companies will be represented as to the necessary action to be taken on behalf of the payment of the freight charges.

Existing Freight Rate to Continue

(a) All rates, fares and charges, and all classifications, regulations and practices, in any wise changing affecting or determining, any part or the aggregate of rates, fares or charges, or the value of the service rendered, which on Feb. 29, 1920, are in effect on the lines of carriers subject to the interstate commerce act, shall continue in force and effect until thereafter changed by state or federal authority, respectively, or pursuant to authority of law; but prior to Sept. 1, 1920, no such rate, fare or charge shall be reduced, and no such classification, regulation or practice shall be changed in such manner as to reduce any such rate, fare or charge, unless such reduction or change is approved by the commission.

(b) All divisions of joint rates, fares or charges, which on Feb. 29, 1920, are in effect between the lines of carriers subject to the interstate commerce act, shall continue in force and effect until thereafter changed by mutual agreement between the interested carriers or by state or federal authorities, respectively.

Views on Freight Rate Increase

C. A. Prouty, in a recent address at

Washington, said that a rate increase of probably 25 per cent would be necessary under private control, but that if the roads had remained under federal control an increase of only about 10 per cent would have been needed. Walker D. Hines, on the same occasion, said a greater increase in rates would be necessary under private operation than would have been necessary under federal operation. Mr. Hines avoids the definite figures which Mr. Prouty does not hesitate to give. Where he gets them we do not know. Our understanding is that, unless there shall be some new unforeseen factor in the figuring of railroad valuation, 25 per cent is much too large a figure for the required advance in rates. Fifteen per cent, we believe, would be nearer correct. His 10 per cent, probably, is as far from the correct figure as is his 25 per cent. Mr. Hines plays safe, but his argument is the same.

Express Rates and Competition

The American Railway Express company has submitted to the Interstate Commerce commission a proposition to increase the express rates but this is not to be a uniform increase as the short haul points are to be covered by a 10 per cent increase varying up to the long haul points at 75 per cent. This difference no doubt is brought about by the more probable effect upon the state commissions as we believe, if there was an increase of 50 per cent requested on state rates, more probable these would be suspended by the public utilities commissions of the various states, however, on the long haul which comes before the Interstate Commerce commission, it is the conclusion that these rates no doubt could be put in effect. Considerable discussion was had also upon the competition on behalf of the various express companies, that is, the American Railway Express, the American Express and the Wells Fargo company. Positive information was furnished that there is only one express company in position to again enter the field handling express shipments and that would be the American Express company. However, at the present time, primarily speaking, the affairs of the American Express company are being operated by the American Railway Express company and if all business was turned back to that company for normal operation as prior to July 1, 1918, then there would be only one company the same as at present.

ent, therefore there is no possibility or probability of competition on behalf of the express companies as now exists among the common carriers for the transportation of freight.

From this there can be only one conclusion and that is, the American Railway Express company must operate the express business of this country unless the common carriers elect of their own volition to enter the competitive field against the one now existing express company.

Seasonable Coal Rates

It has been learned that there is under consideration before the Interstate Commerce commission also in connection with the National Industrial Traffic league what is known as "Seasonable Coal Rates." These rates will be determined on a fixed rate that is considered reasonable and then, to keep up the production for the summer months, a 15 per cent reduction will be made on those rates for the summer period and then following that for the period of intensive coal consumption the rates would be increased 15 per cent over the normal rates, which would make a spread of about 30 per cent of the summer or winter rates or what is known as "Seasonable Coal Rates."

This departure has the approval of the Interstate Commerce commission, the carriers and the coal operators as it would increase tonnage in the summer months and decrease tonnage in the winter months compared to the regular coal rates so that it would more than equalize the tonnage to move in the various months throughout the year. Coal can be stored very easily for domestic consumption and this runs into hundreds of thousands of tons and this naturally should move under the more normal conditions or the summer season.

Railroad Freight Claims

Considerable information has been given in reference to concealed loss claims. The carriers have denied any carelessness on their part but we find from a careful examination that for the period of 8 months of the year 1919, that is from Jan. 1 to Sept. 1 inclusive, the thefts have run into great numbers. There have been thousands of convictions had carrying penitentiary sentences and also thousands carrying reformatory and other minor penalties.

The concealed loss is one upon which no evidence is shown for pilferage or

tampering with the packages while in transit. However, it has been shown that the car doors can be pried loose, that is pried out of the slide, and released sufficiently to allow a person to enter the car without breaking the seals on said doors and by carefully removing the covers on the cases, packages can be stolen and no evidence or trace left of such pilferage.

With an enormous number of convictions before our state and federal courts, it is evident the carriers have not exercised due diligence in reference to the handling of the subject of loss and damage claims. However, the conclusion is that, wherever packages are short or part of packages have been stolen, immediately upon discovery information should be furnished to your freight agent and demand made for an inspection. This should be covered by letter so that you have record for file.

Guaranty To Carriers

The Railroad administration in returning the carriers to their owners has guaranteed a return upon the properties of 5½ per cent from earnings or if this amount is not earned by the carriers during a period of 6 months from March 1 to Sept. 1, the Railroad administration, through the government agencies, is to make up any deficit incurred in such operation. The guaranty is only to such carriers that accept this condition on or before March 15, 1920, and file with the commission a written statement that it accepts the provision as outlined by the Railroad administration. This proposal being operative for a 6 month period only, it is the conclusion of the interested carriers that the Interstate Commerce commission on or before that date will have fixed rates that will earn not less than 5½ per cent on the actual property used in the operation of any common carrier.

There is some difference of opinion as to just what will constitute the invested capital for operation as a common carrier but this must be determined by the Interstate Commerce commission through the valuation department and rates fixed accordingly to guaranty this rate. We might quote for reference a part of the statement of H. C. Barlow at the National Industrial Traffic league meeting which reads as follows:

"H. C. Barlow explained, in answer to questions, that the railroad figures showed that in the west, to produce 6

per cent return on their value, as they show it, an advance of 20.36 per cent in rates would be necessary, based on the 1919 tonnage; excluding the southwestern territory, the advance necessary would be 14 to 16 per cent; in southwestern territory by itself the advance would be about 33 per cent; in eastern territory, the New England carriers had not yet obtained the full measure of the advance granted by the commission, and the increase there would have to be 38 to 40 per cent; in Trunk Line territory the advance would have to be 24 or 25 per cent; in C. F. A. territory present rates might be found to be high enough; in southern territory the increase would have to be about 25 per cent."

Home Increase Inevitable

In explanation of Mr. Barlow's statement, would advise that the Western Territory comprises all lines West of the Mississippi river, North and West of Chicago, which would take in northern Illinois, Wisconsin and Northern Peninsula of Michigan. Southwestern Territory includes that part of the southwest primarily covered by Texas, Oklahoma, Arkansas, Southern Missouri and New Mexico. The Trunk Line Territory is that territory east of Pittsburgh and Buffalo and North of the Potomac rivers. The C. F. A. Territory comprises Ohio, Indiana, Southern Peninsula of Michigan, Western New York and Pennsylvania and a part of Illinois, and this last territory is the one in which the conclusion would appear to be that rates are sufficiently high as in this specific territory the increase has been 89 per cent from the years 1915 to 1920.

However as this may be, there must be some additional increase in freight rates but these changes will not be made without the strict supervision of the Interstate Commerce commission and the necessity of such advances must be set forth by the carriers for the approval of the commission before any changes can be made.

Heigho! for Niagara in June. The macaroni convention will be the big attraction. Reserve these dates, June 22, 23, 24.

HAVE NO REGRETS

If you think you are right, go ahead. If you happen to be wrong, you may be able to back down; but, if you are right, and haven't started—you're in a heluva fix!—Buffalo Traveler.



It MEANS MONEY to you, because it produces delicious Macaroni and Spaghetti with that rich, golden color you want.

It MEANS MONEY to the dealer, because Macaroni and Spaghetti, made from SEMOLEON satisfies, strengthens, and builds up his trade.

It MEANS MONEY to the consumers, because the high Quality induces them to eat more Macaroni and Spaghetti—the most Economical of all foods.

Shane Bros & Wilson Company

Minneapolis - - Minnesota

No. 2 Semoleon
Imperial Rome



No. 3 Semoleon
Amberole

Marquis Versus Durum Wheat

That Kubanka wheat, one of the leading durum varieties, excels all of the wheats grown in North Dakota is the opinion of H. L. Walster, agronomist at the North Dakota agricultural experiment station, who has made an extended research into this matter as a state official. The superiority of Kubanka is noted in every experimental farm in the state and also in the general crops. In the study of wheats most suitable for growth in that section, the officers of the Agricultural college have been assisted by the United States department of agriculture. With the idea prevailing among many that Marquis is the best wheat to grow, both from the producing and selling viewpoint, Mr. Walster in an able review writes as follows:

"Seven years, four fat and three lean, have passed since Marquis wheat was added to the long list of Hard Red Spring wheats which have been tested under North Dakota conditions. Many of the varieties tested have been found wanting. Is Marquis also to be listed among the fallen? Seven years of trial have demonstrated beyond a doubt that Marquis is the best commercially of available Hard Red Spring wheats. Fifes and Bluestems have failed to come up to the yielding power possessed by Marquis. In spite of the fact that Marquis has quite regularly outyielded the Fifes and Bluestems, it has failed to measure up to the better durum wheats.

Marquis out-yields most varieties

The yields given in Table I show the general superiority of Marquis over the Power Fife, Bluestem, and Preston in tests made at five different points in North Dakota. These tests were all begun in 1913 and concluded in 1919, except as here noted:

Marquis vs. Other Hard Red Spring Wheats

Where tested	Years tested	Variety				
		Marquis	Fife (Power)	Bluestem	Preston (Velvet Chaff)	Not grown
Fargo	6	23.3	19.8	17.1	18.7	
Langdon	7	21.5	17.0	17.2		
Dickinson	7	17.0	15.5	12.9		14.6
Edgeley	4	19.5	17.5	15.8		18.3
Williston	6	30.2	31.3	30.0		29.2

Marquis, therefore, has shown a decided excellence at all points except Williston where all yields have been nearly equal, and uniformly high.

Marquis wheat has been grown in comparative variety tests in North Da-

kota since 1913. During that period three bad black stem rust epidemics have occurred, in 1914, 1916, and 1919. These epidemics were particularly serious in the eastern half of the state in all three years, and extended west to include the Dickinson area in 1914 and 1916.

In 1919 wheat yields were not cut down by rust at Dickinson, but were seriously reduced by the hot winds and accompanying drouth. The Williston area seems to have pretty generally escaped the three rust epidemics, but their crop was a failure at the Williston substation in 1919 because of drouth. What then was the statewide record of the Hard Red Spring wheats during the three "lean" years? In short, has Marquis shown any superiority during rust epidemic? The following figures plainly demonstrate that Marquis, when seeded early, as is the practice at the experiment stations, has consistently outyielded the other Hard Red Spring wheats.

Marquis vs. Other Hard Red Spring Wheats in 3 Rust Years—1914, 1916, 1919

Variety	Average yield		
	Fargo	Langdon	Dickinson
Marquis	14.9	15.5	10.3
Power Fife	9.4	9.6*	8.0
Bluestem	6.3	no test	5.0
Preston (Velvet Chaff)	10.9	no test	8.0
*Glyndon (Minn. 163.)			

When, however, the facts given above are contrasted with those which follow we are forced to the conclusion that Marquis itself has strong competition. The evidence in support of that statement is given in the paragraphs which follow.

Kubanka Excels Marquis in Three Rust Years

Tests made at Fargo in the southeastern part of the state, at Langdon in the northeastern part of the state, and at Dickinson in the southwestern part of the state, in the three bad rust years, have furnished the following comparisons between the yield of Marquis, the best of our Hard Red Spring wheats, and the two most widely grown amber durum wheats, Kubanka and Arnautka.

Average Wheat Yields in 3 Rust Years (Bushels per acre)

Variety	Where tested		
	Fargo	Langdon	Dickinson
Marquis	14.9	15.5	10.3
Kubanka	16.1	24.8	11.7
Arnautka	11.4	18.6	10.5

To make the differences in the several varieties stand out more clearly it will be helpful to make percentage

comparisons with the yield of the highest yielder, that is, Kubanka.

In three "rust" years, therefore, Kubanka has outyielded

Marquis	by 8.0% at Fargo
	by 13.5% at Dickinson
	by 60.0% at Langdon
Arnautka	by 41.1% at Fargo
	by 11.4% at Dickinson
	by 33.3% at Langdon

One of the durum wheats, Kubanka, outyielded the Marquis at all three stations. Marquis outyielded the Arnautka durum at Fargo in these two years. The differences between the several varieties have not been large at Dickinson. If the Dickinson comparisons are limited to the two years, 1914 and 1916, when the rust was really serious, the following results are obtained:

Average Wheat Yields at Dickinson in Two Bad Rust Years (1914 and 1916)

Marquis	13.75 bu. per acre
Kubanka	15.55 bu. per acre
Arnautka	13.10 bu. per acre

Kubanka has a clear lead in the poor years. How well does it maintain this lead in three good years? The yields given in Table V should be compared with those given in Table III.

Kubanka Superior to Marquis in Seven Years Test

Average Wheat Yields in 3 Good Years (1913, 1917, 1918) (Bushels per acre)

Variety	Where tested		
	Fargo	Langdon	Dickinson
Marquis	31.8	22.0	18.5
Kubanka	35.8	26.2	20.8
Arnautka	32.2	24.3	21.2

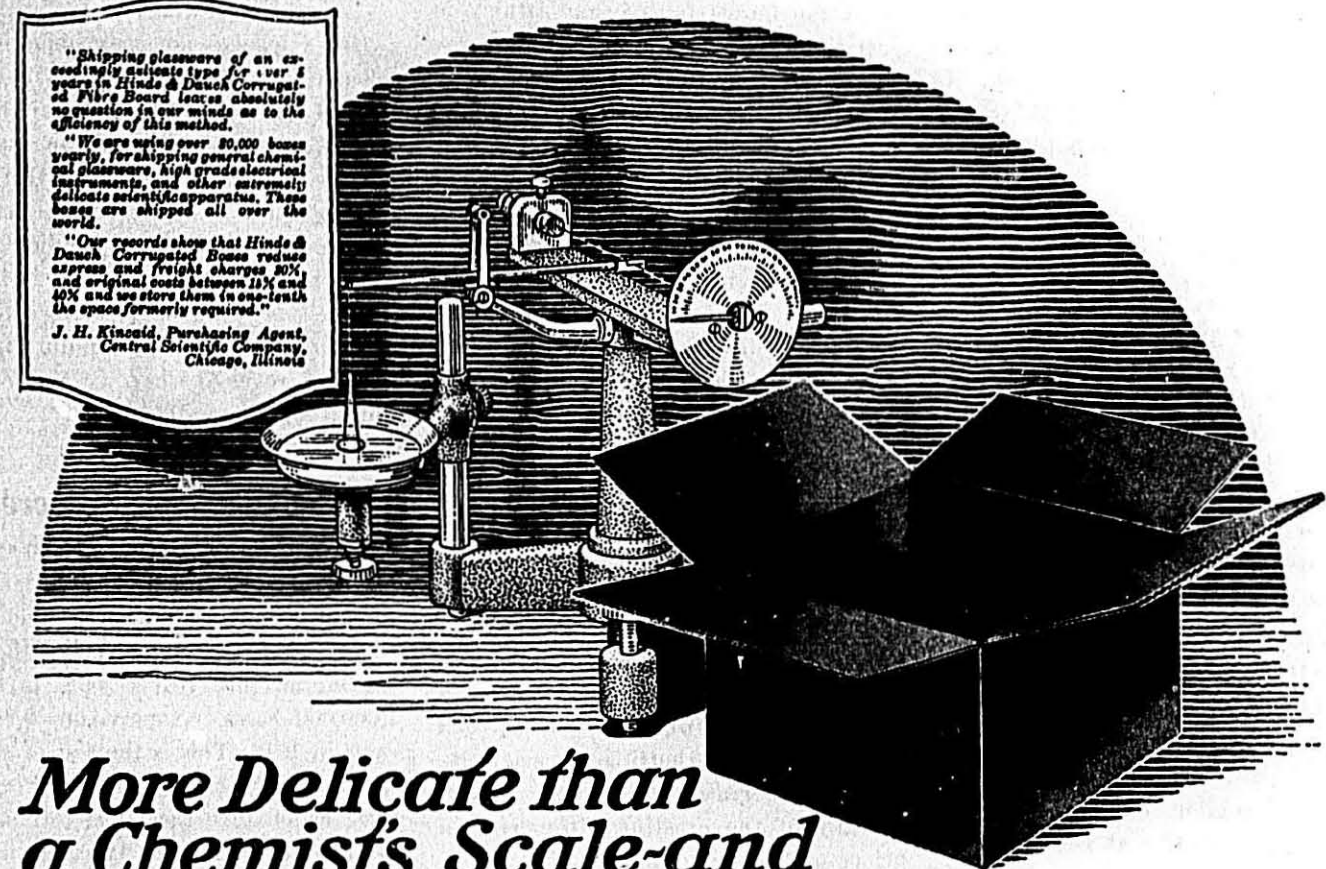
Kubanka clearly maintains its lead over Marquis even in the good years. There was little difference between the two durums at Dickinson.

Since wheats cannot be judged solely by their performance records in poor years, let us see how well Marquis and Arnautka stand up against Kubanka under good and bad conditions. The next table VI gives their comparative yields since the beginning of testing in this state:

Marquis vs. Durums. All Records Since 1913. (Bushels per acre)

Variety	Where tested		
	6 yr. average Fargo	7 yr. average Langdon	7 yr. average Dickinson
Marquis	23.3	21.5	17.0
Kubanka	25.9	28.4	20.6
Arnautka	21.8	24.7	20.0

No comparative tests at Fargo in 1915, hence no 1915 data are included in Fargo averages; Langdon and Dickinson include the full 7 years, Williston averages do not include 1919. The data



More Delicate than a Chemist's Scale—and Shipped in an H&D Box

A TINY ring of platinum, a small aluminum tube, a hair-like strand of fine steel wire; all vitally important parts of a new Surface Tension Apparatus—an instrument more delicate than the finest chemist's scale.

This instrument, like many others equally fragile, is packed in an H & D Corrugated Fibre Box and shipped all over the world by The Central Scientific Company of Chicago, manufacturers of chemical, physical, and biological laboratory apparatus.

On account of the extremely delicate nature of their products and the very positive protection necessary, The Central Scientific Company require packing boxes of more than ordinary strength and resiliency.

Five years ago, after a thorough investigation and after a conference with our packing experts, we designed a container that has met every requirement. Now, this concern is using more than 30,000 H & D boxes every year.

Their experience with the H & D way of packing merchandise for shipment, has been entirely satisfactory. For these strong, compact, cushioned containers have not only cut breakage to a minimum, but have reduced freight and express charges and original costs from 15% to 40%, effectively demonstrating their value in a field where merchandise protection is all-important.

The H & D corps of packing experts understand packing problems—and their services are Free. Put your problem up to them.

The Hinde & Dauch Paper Company

220 Water Street

Sandusky, Ohio

Canadian Trade Address: Toronto



given in Table VI were used in making the chart shown on the first page.

Percentage comparisons with Kubanka, the highest yielder, make the differences stand out more clearly. As an average, therefore, of all North Dakota records since 1913 Kubanka wheat has outyielded.

Marquis by 12.0% at Fargo
by 32.1% at Langdon
by 21.1% at Dickinson
Arnautka by 18.8% at Fargo
by 15.0% at Langdon
by 3.0% at Dickinson

The wheat yields at Williston must be considered by themselves for two reasons; first, because there has been relatively little rust at Williston; and second, because no yields were obtained in 1919. The six year average (1913-1918 incl.) at Williston is given in the last column of Table VI.

Kubanka Versus Arnautka

Table III shows that in the last three rust epidemics Kubanka has stood the test much better than Arnautka at the two eastern experiment stations, Fargo and Langdon, but has averaged only 1.2 bushels better at Dickinson in western North Dakota.

Since long-time tests are a fairer measure of comparison the relative merits of these two wheats must not be judged on the basis of only three years work. Eleven to 15 year trials have been made at five points in the state. The yields obtained are recorded in Table VII.

KUBANKA OR ARNAUTKA

Long-time Tests at 5 Stations

	No. of years compared	—Bu. per acre of—	
		Kubanka	Arnautka
Fargo	15	29.6	27.4
Langdon	11	26.7	25.7
Dickinson	12	23.4	22.8
Williston**	11	28.9	28.2
Edgeley*	12	19.9	21.3

*Last comparative test in 1914, two bad rust years since that time.

**Rust has not been an important factor in determining yields at this station.

The evidence is all in favor of Kubanka except at Edgeley, where as already noted comparative tests were discontinued in 1914.

Durum Growing as Business Proposition

A 15 year test at Fargo with a Fife wheat, known in North Dakota as Station No. 66, (a strain of Power Fife) alongside the 15 year durum tests cited above, gave an average yield of only 21.5 bushels.

The world has not yet caught up with its food shortages. The great bread and macaroni eating nations in southern Europe are still unable to obtain wheat from Russia. Southern Eu-

ropeans have long preferred breads baked from durum flours. The greater need for industrial reorganizations in war-ridden Europe is bound to delay agricultural restorations. Even with a restored agriculture, Europe must import foodstuffs.

The great northwest, with soils and climates ideally fitted for production of the high yielding durum wheats, is ready to meet the need of the world for more bread. The evidence from North Dakota warrants the conclusion that this state can produce more wheat per acre through growing the better durum wheats than by growing the Hard Red Spring wheats.

Paste Consumption Grows

If this wheat can be grown so as to reach the terminal markets in the form of pure amber durum, the demands of the American macaroni trade will probably absorb a very large part of it. The consumption of edible pastes, such as macaroni, spaghetti and vermicelli, is on the increase.

Many of the existing differences in prices of wheat would probably disappear if both durum and Hard Red Spring reached the market in a less mixed condition. Purity of product always commands a premium; whether, or not, on the one hand, that pure product is pure Kubanka amber durum wheat or pure Marquis Hard Red Spring wheat grown in the farmer's field; or, on the other hand, a purebred Holstein dairy cow or purebred Hereford steer fed in the farmer's stable. Purity of products is an essential guarantee of quality in either crops or livestock.

How to Reach Decision

That the wheat market is now paying and has in the past paid a premium for Hard Red Spring wheats over durums is well known to every North Dakota grower. How then is the grower to decide whether to grow Kubanka or Marquis? He will probably arrive at his decision by considering the following points.

- (1) His ability to deliver to the market a pure product, unmixed with other wheats.
- (2) The possibility of united effort to obtain a price for durum wheats that is based upon the true milling and baking value.
- (3) The higher yielding power of Kubanka.
- (4) The superiority of Kubanka in rust years.

- (5) The necessity for particularly early sowing if Marquis wheat is to be grown.

Other wheats not mentioned in this circular, which is limited to a discussion of the commercially available varieties, may yet prove to be superior; it is to be hoped that some Hard Red Spring wheat may be found that will combine long-time high yielding power with high rust resistance. Hopeful progress is being made along the lines just indicated, but the point has not yet been reached where commercial exploitation is possible.

Salmon Pack Reduced

A shortage of almost 3,000,000 cases in all varieties of salmon over last year is shown in the statistics which have been compiled so far covering the 1919 season, as this year's pack is set at 7,000,000 cases, compared to 9,962,300 cases in 1918. This is the gist of reports which are being received from Portland, Ore., which give the latest estimates of production during the two seasons. In considering the apparent shortage this year, however, it must be borne in mind that out of the 1918 pack the government took practically 1,000,000 cases which were not completely marketed, but which have appeared on the market along with the 1919 production, as the salmon has been released by the government and sold in competition with current stocks. When this condition is considered the offerings of the two years are about on a par.

Several large packers, when the government announced its intention of selling its surplus canned foods, offered to buy back the stocks they had furnished during the last season at cost price. The government returned these goods in several instances and the packers cleared pretty wide margins of profit on the fish before it was finally sold. Most of the packers who thus bought back their stocks held on to them until figures on the new pack began to arrive. When early reports indicated that the Alaska pack would be an unusually short one and the packs in other districts also smaller than last year, the packers began feeding their supplies to the market and prices began to advance. Most of the army stocks have been worked up by now, however, and the trade is beginning to move the new pack. The market is held much firmer throughout and higher prices are looked for toward the latter part of the year.

SEMOLINA

FROM PURE DURUM WHEAT

Coarse Medium Fine

Ask For Samples

Our Location Enables Us to Quote
Attractive Prices

Our Representatives Are Always Pleased to Go
Into Details With You.

Get in touch with

PHILETUS SMITH
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CORBIN FLOUR CO.
CORBIN FLOUR CO.
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Produce Exchange
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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.

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Pittsburgh, Pa.
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St. Louis, Mo.
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CROOKSTON MILLING CO.

CROOKSTON, MINN.

COOK IT WITH MEAT

Tell Consumer How to Prepare Macaroni—
Educate Grocer First in Proper Use
—Pack in Pounds or More—
Sell on Cost Basis.

In submitting the following article at the request of the editor, Herbert H. Beachley, advertising manager for Gooch Food Products company of Lincoln, Neb., says, "I inclose what was intended to be the suggested 'COOK IT WITH MEAT' article. If I seem to have strayed from the text in jumping on the 10 cent package, it is only because I feel so strongly on the subject and as the 'COOK IT WITH MEAT' slogan is intended to increase the consumption of macaroni, I felt that to advertise to increase consumption and then to reduce the size of the package would have the opposite effect. I don't know what your sentiments are on the subject and it may be that I am starting something. However, if it ends in good to the industry I shall feel well satisfied."

AMERICANS WILL EAT MORE MACARONI

Macaroni has had more free advertising than any other food. If you doubt it just think of the years we Americans have been singing Yankee Doodle. Why did he stick a feather in his hat and call it Macaroni? Why didn't he call it Swiss cheese, maple sugar, bologna or asparagus? Any one would have been just as foolish.

In spite of all the free advertising it has had and in spite of all the paid advertising it has had, macaroni is more or less of a mystery to many Americans.

Although macaroni has been a familiar food to me for many years it is only within the past few years that I have learned that there are more than two or three ways of cooking and serving it. At long intervals macaroni was served in my home cooked with cheese or cooked with tomatoes and onions and while it was palatable prepared in either way I was never a heavy eater of it. I presume that my experience was that of the average American.

Spaghetti was unknown in my home. Millions of Americans do not know that macaroni and spaghetti are the same product in different forms. The canned food manufacturers are helping to educate the people to eat spaghetti.

The average American woman knows

little or nothing about the food value of macaroni. When she knows its food value and knows more of the many attractive and appetizing ways of serving it she will serve it oftener in her home. There are many ways of getting this information into her hands. Advertising offers one way. Education of the dealer is another.

"Cook It With Meat"

Many women have tried macaroni as a substitute for meat and the results were disappointing. I do not believe that the best interests of the manufacturer are served by offering macaroni as a 100 per cent substitute for meat because the meat eating habit has a firm hold on Americans, especially the men, and macaroni will not satisfy the appetite for meat.

A better way and an easier way to popularize macaroni is to teach people to cook it with meat. Tell a woman that she can make the meat go twice as far if she will cook it with macaroni and she can understand that. This is a much more practical way of reducing the meat bill than to leave meat off the menu and substitute macaroni. You who have tried it know.

There are many ways of cooking leftover pieces of meat with macaroni and spaghetti which the American housewife would use if she knew them.

It is up to the manufacturers to carry on a campaign of educational advertising of macaroni if the consumption is to be rapidly increased. In all advertising the suggestion, "COOK IT WITH MEAT," should be used. We are using it in all our advertising in the newspapers, street cars and other mediums. If the entire industry were to unite and carry on a national campaign the benefits would soon be felt. "No Defense For 10 Cent Packages"

If the macaroni manufacturers really desire to increase the consumption of macaroni,—and there is no doubt that they do—they should learn something from the cigaret manufacturers. When the cost of producing cigarets advanced the cigaret manufacturers took the logical way to meet the increased cost. They raised their prices and thousands and thousands of men bought their smokes at the odd cents price. Twenty-five years ago most cigarets were packed 10 in a package. Today the biggest sellers are packed 20 in a package.

What did the macaroni manufacturers do when they faced a similar prob-

lem. You know. They slipped back an ounce on the contents of their packages and reduced their volume. What's the matter? Are they afraid to ask what their product is worth or do they think they can fool the American women by taking an ounce out of the package every time there is an increase in manufacturing cost?

Economically there is no defense for the 10 cent package of macaroni. It represents a waste all along the line from manufacturer to consumer. The one pound package costs no more to pack and there is little, if any difference in the cost of the container per carton. The grocer can sell the pound package just as easily as he can sell the 10 cent package.

Suppose the flour miller or the food canner followed the policy of reducing the volume of package content as costs increased. Think it over for a minute. One grocer who bought from hand to mouth would be selling a 40 pound sack of flour while his neighbor who bought by the carload would be selling a 42, 43 and 44 pound sack. Reducing the volume of the package inevitably cuts down the volume of sales and is an awkward method of meeting rising manufacturing costs.

Quantity Purchases Increase Use

Instead of offering the housewife the smallest possible package why not pack nothing less than a pound package of macaroni and base the price according to cost instead of a monetary unit.

Instead of pushing the 10 cent package macaroni manufacturers should be pushing 10 pound packages. That will increase the consumption of macaroni a great deal quicker than packing a six or seven ounce package to sell at 10 cents. See what "Printers' Ink" recently had to say on this subject.

Buying tea in 10 cent packages, or three cans of peas at a time, causes loss all around, to manufacturer, dealer and consumer.

The tendency to buy in infinitesimal units for the need of the moment, can be changed to farsighted quantity buying of certain necessities, to the advantage of everyone concerned.

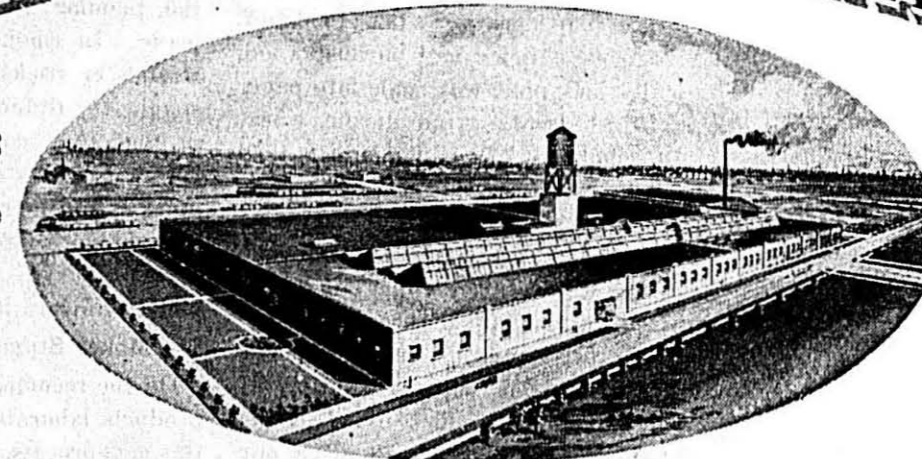
Helping customers to buy advantageously is one of the best forms of salesmanship. Frank, informative advertising pointing out the real advantages of buying beyond the moment's needs can change uneconomic buying habits.

In conclusion I would say that if we

CHICAGO CARTON COMPANY

HOME OFFICE
AND FACTORY
4433 Ogden Avenue
CHICAGO

TELEPHONE
Lawndale 906



BRANCHES
NEW YORK CITY
516 Fifth Avenue
DENVER, COLORADO
1526 Blake Street
SALT LAKE CITY
312 Felt Building
DALLAS, TEXAS
3200 Main Street
ST. LOUIS, MO.
901 Chemical Building

DESIGNERS - PRINTERS
MAKERS FOLDING PAPER BOXES



FIBRE SHIPPING CASES
SPECIALTY PAPER PACKAGES

Manufacturers of

MACARONI, SPAGHETTI AND NOODLE CARTONS

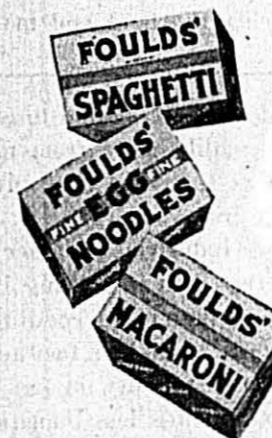
*Of Superior Quality, Artistically Designed to
Sell Your Product*

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

are to increase the consumption of macaroni by Americans we must tell them how to cook it, suggest the economy of combining it with meat, educate the grocer so that he in turn may make intelligent suggestion to the customer, and pack nothing less than a one pound package.

"MACARONI" MADE FROM TREE STUMPS

Research Division Helpful During War—Smokeless Powder From Waste—Called "Macaroni" From Resemblance to That Food—Millions of Acres to Be Reclaimed.

Wonderful progress is possible in any line of manufacture even when only ordinary interest is shown, but stupendous are the results when scientific methods are applied to any process. This was proven frequently during the late war by the progress made through the efforts of the research departments of the various laboratories, but none is more interesting than the recently discovered process of making "Macaroni" out of waste wood and tree stumps. "Macaroni" was essential to our winning the war both as a food for the fighters and as a weapon with which to carry on the conflict. "Macaroni" in the form here considered was not used to feed the hungry or starving but rather as necessary ammunition, because the "Macaroni" referred to is really a smokeless powder much in demand during the war.

Laboratories Come to Rescue

Prior to this country's entry into the conflict practically all of the smokeless powder used in the army and navy had been manufactured from cotton linters or weavers waste, which is the tangled clippings from the spinning rooms of cotton mills. So great was the demand for this material that government officials early realized that the amount obtainable would be grossly insufficient and instructions were sent to various laboratories in the country to experiment with other substances with the idea of reducing the cost of this necessary war material and insuring a supply in the quantity needed. Experts from the forest products laboratory at Madison, Wis., finally discovered that a valuable substitute could be made from the pulp of trees, treated so as to make it a proper vehicle for nitrocellulose or the basic

substance out of which smokeless powder is made.

Similarity of Manufacture

The process involved was simple and exactly like that followed in the manufacture of macaroni, the foodstuff. First some chipped and purified wood, usually jack pine, was made into paper pulp just as we grind durum wheat into semolina. The paper pulp is then treated with nitric and sulphuric acids in such a way that the whole mass becomes "nitrated". Instead of kneading it as we do our semolina dough, the treated pulp is forced through a large wringer to remove all traces of acids and then mixed with a solution of ether and alcohol which dissolves the nitrocellulose. Just as we place our prepared dough in our press cylinders, the treated paper pulp is placed into a large press and by pressure forced through plates at the bottom that form the pulp into long cylindrical sticks

Production

By Samuel Gompers, President, A. F. of L.

Only out of production can we all grow prosperous and every aid to production that does not involve human waste is a benefit to society. If the added production is gained at the cost of a human being then it does not help society, because even from a cold standpoint of economics it tends toward overproduction by destroying in the very making of the product those who would directly or indirectly buy that product. Whatever are the evils in the distribution of the products of work (and there are many of them), those evils are not going to be cured by producing less.

That will not solve the problem of distribution. That will provide humanity with one bone instead of two to snarl about. As I said before, I am in favor of every possible device which will increase the productivity of human labor and increase its standards. This is best done with the assistance of science. There can be no objection to really scientific management—not the so-called scientific management with its stopwatch methods and bonuses) that which is for the benefit of all of the parties to industry and not only of one. As an employer I should know

like our alimentary paste products. "Macaroni" is the name actually given to smokeless powder in its final stage as it is exactly similar in appearance to the sticks of dough from which the popular Italian national dish is made. In smokeless powder the fine strands or sticks are about the size of spaghetti, differing from the latter in that they contain a hole the full length of the stick to make burning quicker and more even. In the larger strands holes proportionate in size and perhaps several in number are provided to insure better ignition.

Makes Stump Lands Valuable

On the recommendation of the forest products laboratory, the discoverers of this new process, these stumps from the waste lands of the south will be made use of in manufacturing smokeless powder to supply the needs of the army and navy, thus serving the double purpose of clearing the land and making

that it would be short-sighted to expect to get steadily more from my workers and at the same time give them steadily less.

The better industrial engineers who are interested in improving industry and not merely in coddling employers know this to be a fact and they regard an inequality in pay—that is, a pay which is less than the performance—as a waste of human resources and pursue such wastes as belligerently as they pursue any other wastes.

I think that scientific industrial instruction can best be given and possibly can be given only in cooperation with the workers and with committees of the workers so that none will have to work blindly. I am quite sure that the assurance that the improvement of methods will be for all will invite the most active cooperation on the part of the union officers.

The old "ca'canny" methods originated by the Scotch, the limitation of production, the idea that there is only a certain amount of work in this world to do and that it must be spread out thin, are dead and ought never to be revived, and will never be revived. As an employer I should discriminate between the union organized for the work and the organization falsely called a "union" which is organized to prevent work.

JoLo PRODUCTS Best SERVICE

For Noodle Manufacturers!

JO-LO
CERTIFIED
YOLK

JO-LO
CERTIFIED
EGGS

SPRAY process YOLK. Immediately Soluble, Dependable, Dark Color—always Uniform. Offered to you in original cases.

Fresh Selected Whole Eggs Dried in their Entirety—Full Egg Value; Perfect Results—Original Cases as Imported.

SAMPLES AT YOUR COMMAND

JOE LOWE CO., Inc., New York City, N.Y.

ALSO AT

LOS ANGELES

BOSTON

CHICAGO

TORONTO

good use of what was not only a waste but an encumbrance. The price to be paid for the stumpage by the government and powder manufacturers will more than pay the expense attendant on the clearing of the land, and millions of acres of deforested areas will be thrown open to agriculture at a time when every pound of food and cotton that it is possible to be grown will be needed to meet the growing requirements of our people.

NORTHWEST DURUM HOME

Grown Most Extensively in North Dakota—Drought and Rust Resistant—One-half Is Exported—Different Variety Qualities and Soil Adaptation.

Durum wheats are grown from Minnesota westward to Colorado, Wyoming and Montana, but most extensively in North Dakota. They are more resistant to drought and to rust than are the common wheats. Because of their drought resistance they also are better adapted to shallow soils, which usually contain less water for crop use than better soils. Because of these adaptations the best durum wheats usually outyield even the Marquis in these places by about two bushels an acre.

Half of Crop Exported Annually

In the past eight years the price of good durum wheat has been about the same as that of good common wheat. The present wide spread is the result of a reduced foreign demand, and a scarcity of milling wheat of the higher grades of northern spring wheat. About one-half of the durum wheat grown in the United States is sold to a foreign market. The present high rate of exchange has temporarily reduced foreign shipments. The domestic use of durum wheat has increased rapidly during the past decade, but a strong foreign demand is necessary to keep up the price.

D-5 Variety Inferior

The Kubanka variety is best adapted to all of the varying conditions of the northern semiarid Great Plains. Arnautka and Mindum are best adapted to more humid parts of the northern spring section, and Pelissier to the higher and drier sections of Montana, Wyoming, and Colorado. Two rust-resistant varieties are Acme and D-5. The Acme has been developed only recently and is grown largely in South Dakota. The D-5 is a redkerneled durum wheat, which is inferior for flour

and semolina milling, and therefore is not recommended for growing.

Hard Spring Wheat Belt

The hard spring wheat belt includes all the spring wheat territory from the Rocky mountains eastward to Minnesota and Wisconsin. In 1919 the nine states contained in this belt grew 19,500,000 out of the total of 23,500,000 acres of spring wheat. In the five years from 1912 to 1916, inclusive, these same nine states grew an average of nearly 17,000,000 acres each year out of the average total acreage of 18,500,000 acres in the five year period. Both common and durum wheat are grown in this section, but common wheat is grown much more extensively than the durum. In these nine states about 80 per cent of the spring wheat is common wheat and about 20 per cent is durum wheat.

Tells of Durum Wheat Culture

In an interesting talk to the Merchants association of New York, E. T. Meredith, the new secretary of the Department of Agriculture explained in detail the work of this important department and among other things had the following to say about the culture of durum wheat:

"One of the principal duties of this department is the study of soil and soil conditions throughout the country with the purpose in view of providing proper seeds, studying plant life, finding better varieties, protecting against diseases and insects, pointing out better methods and the like.

"Take durum wheat, for instance. In the great northwest there were thousands of acres of semiarid land that would not grow crops. Here was a task for the department of agriculture. The experts went out and found a hardy drouth enduring wheat, bred it up, and developed it, until today we have exactly the kind of seed that will insure an almost unfailing crop in this vast region that would otherwise be a waste. What does this mean to the United States to have produced each year from 20 to 45 million bushels of wheat on ground where there would not have been any wheat?

"You cannot tell me, you business men, that you are not interested in that. It cost you perhaps a quarter of a million dollars once. A quarter of a million dollars was all that was spent to produce a crop that year after year

provides \$50,000,000 or more, and, directly or indirectly, every individual and every business is benefited. There isn't one of you here who does not feel the influence, directly or indirectly, of that extra production. I know you agree with that. Your railroads, your shipping, your banks, and your retail stores, all are affected by it."

President Wilson's Industrial Conference Recommends

Division of the United States into "industrial regions," in order to handle labor disputes.

Creation in each region of a "regional adjustment conference," composed of representatives of both sides, to adjust differences.

Creation at Washington of a national industrial board of nine members, appointed by the president and confirmed by the senate, which shall be in effect a court of high appeal when the regional adjustment conferences have failed. Its decisions would have the effect of a trade agreement when accepted by both parties to the dispute.

Proper representation of both employer and employe to be secured through operation by the secretaries of commerce and labor of a panel system similar to that by which jurors are chosen.

The principle and policy of collective bargaining is indorsed.

The principle and policy of the eight-hour day is indorsed, except in certain industries, notably agriculture, where it is held to be impracticable.

Equal pay for women in industry where labor is equal to that of men, and the health of women to be specially safeguarded.

Condemnation of child labor as leading to racial decay and illiteracy.

Better housing for industrial workers.

Wages to keep pace with the cost of living.

Denies right of government employes to strike or to threaten concerted cessation of work.

Air your views at the national convention and hear others air theirs. Niagara Falls boosters swear by both their air and views.

U.S.

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.

Add a Hundred

The unanimous opinion is that the time is now opportune for the launching of a membership campaign, nationwide in scope, that will result in listing as members of the National Macaroni Manufacturers Association the big majority of the progressive macaroni and noodle manufacturers who are solicitous about the Industry's welfare.

Daily events continually bring forth the fact that closer cooperation among members of this craft is necessary to enable us to retain the advantages so far gained and to progress in tune with the forward movement that is affecting practically every line of business in the world today.

New problems are confronting us that call for united action in solving them satisfactorily. Unheard of conditions are to be combated. These can be met only by a strong organization of the members of the Industry working as a unit and for a common goal.

We know of no reason why any firm or individual should now refuse to become affiliated with this progressive and successful association that has for years fought for the Industry in general.

Origin of Association

Launched in 1903 by a mere handful of progressive and ambitious macaroni and noodle manufacturers who early realized the crying need of organization, and with no really aggressive membership campaign, the National Macaroni Manufacturers Association has grown to be a great power for good in the Industry, a monument to its organizers, and a credit to its present and past officers.

It proved its true worth during the late war when it served credibly as the spokesman for the Industry in all war measures proposed and promulgated and entered heartily into an unselfish cooperation with our government in acts and deeds for the country's welfare.

It has grown slowly and steadily and thus demonstrated that there was and still is an insistent demand for an organization among the alimentary paste manufacturers of this continent that can be termed potent in matters of strength as well as successful in the attainment of its worthy aims and purposes.

The development of the past year has been wonderfully and almost natural.

Starting as an experiment it has grown to fill a long felt want in the Industry, a need for closer social and industrial relationship between manufacturers.

Greater Efficiency Essential

Just as the public demands greater and greater speed, higher and higher efficiency, so has this National Association broadened in scope till today it is in a position to more successfully cope with the numerous problems affecting the industry.

Transportation in olden times was entirely dependent on man-power. The progressive element seeking greater speed captivated and harnessed the wild horses. Efficiency and speed developed transportation, introducing in successive order the steam engine, the steamboat, the electric car, the high power automobile and finally the swift flying airship that speeds through the atmosphere at a time defying pace. What the morrow has in store for us, we can only guess but not predict.

There is no more excuse or reason today for the slow-plodding group of macaroni manufacturers calling themselves an association than there is for a return to the old-time methods of travel. Both are hopelessly insufficient and incapable of coping with the present day requirements.

A Booster Campaign

Realizing the need of a stronger organization, a vigorous thorough campaign for new members has been launched for the months of April, May and June. Our Booster Quota is 100. Can we enroll this number of new members before our June convention? The answer lies with the macaroni and noodle manufacturers themselves.

Viewed from the great number of non-members, large and small, in the Industry, and on the theory that they all appreciate the advantages to be gained by cooperation and organization, there appears no reason why this quota should not be attained.

With hardly any appreciable difference, members and non-members share alike in the benefits gained for the Industry through this National Association. Every reputable manufacturer is anxious to pay his way—to carry his part of the load—to shoulder his share of the burden—to stand his quota of the expense and responsibility. We are

thus affording all of these the opportunity to carry out their inclinations to boost the Industry by joining in the work planned by this organization.

Cost of Membership

Since all share alike in the good attained, it will be seen that the maintenance of a national organization of the macaroni manufacturing interests is a common obligation for which each should assume his share of the responsibility.

What will it cost to carry your share of the load? Very little indeed. Not one whit more than even the smallest and weakest among us can afford to pay—a small annual dues and much cooperation. The small annual fee is necessary and essential in maintaining headquarters and a small but efficient working force for the purpose of centralizing our efforts and focusing your cooperation along lines best suited to bring about the ends we seek.

Measured by the good results even so far obtained for the Industry, the cost is insignificant indeed. No money is more wisely spent than the mite we ask to cement together into one strong working body the progressive manufacturers, having in mind only the scientific advancement of manufacture and the betterment of the general conditions affecting the alimentary paste Industry.

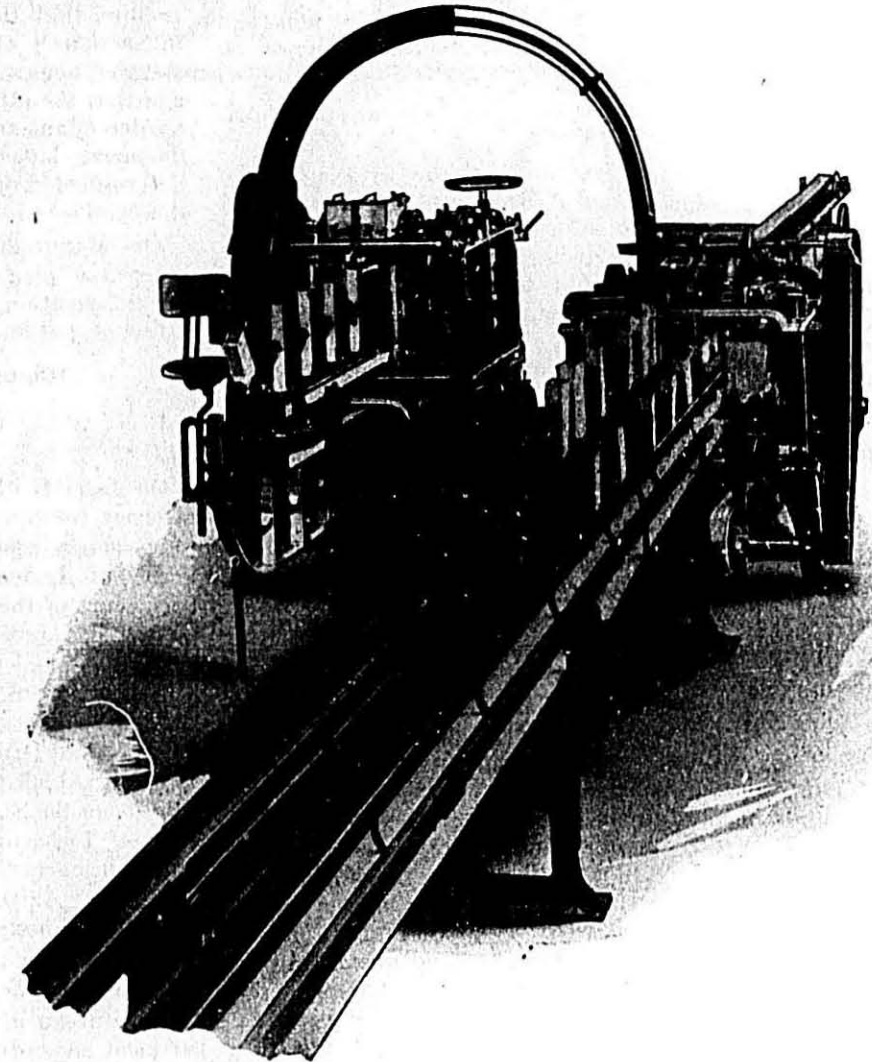
Non-members Friendly

Our quota is 100 new members. The time is less than three months. It is a big undertaking—a man's job. It can be accomplished only if every member of the National Association and every friend of this organization will work harmoniously for its success. Plans that are far reaching in scope are being laid. New ones will be adopted from week to week. Your help is needed in this work. Give it to us freely and unbegrudgingly.

Most macaroni and noodle manufacturers are firm believers in a strong national organization. It is merely required that they be approached properly to obtain their application. Others have given this matter little thought and a frank educational talk with them should have the desired effect. A few—a very few—may have been antagonistic but with the advancement so far made by our Association, and with the progressive action contemplated

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.

P. O. Box No. 482

BATTLE CREEK, MICHIGAN

for the near future, the old objections may be made to disappear entirely.

To non-members we say—Don't wait till you are asked to join. Show the progressive spirit that is in you by asking for an application. Make yourself a member, freely and spontaneously. Remember the honor that follows a Volunteer. You know your duty to yourself and to the macaroni Industry. Do it now.

Objects of this Drive

Our objects are: Larger membership—Improved service—greater organized effort and a higher degree of efficiency. You can help us attain these. Will you help us?

Our advice is, write now to the secretary for an application blank. Address your request to M. J. Donna, Secretary, Braidwood, Ill. Do so while this is fresh in your mind. You'll never regret it.

Every boost for this National Association is a boost for the Industry and for you. It will be for you even stronger than you can be for it.

Help us ADD A HUNDRED.

The constitution and by-laws of the National Macaroni Manufacturers Association appear in full in the February issue of our official organ, (The Association's very own), the New Macaroni Journal. Read them carefully and then arrange to join this organization that is ever solicitous about the welfare of the macaroni Industry in general on this continent.

BECOME ONE OF THE HUNDRED NEW MEMBERS.

MISBRANDING MACARONI

Full Decision in Cleveland Case—Brand Name Misleading—Labeled to Mislead Purchasers as to Egg Content of Which There Was None—History.

According to the decision of C. F. Marvin, acting secretary of agriculture, found in the report of the bureau of chemistry of the Department of Agriculture dated March 22, 1920, the Cleveland Macaroni company was found guilty of misbranding macaroni on the grounds that its brand name, "Golden Egg" was misleading. We quote the decision in full, as shown in Supplement No. 63, decision No. 6605:

On Jan. 26, 1917, the United States attorney for the Northern District of Ohio, acting upon a report by the Secretary of Agriculture, filed in the District Court of the United States for

said district an information against the Cleveland Macaroni Co., a corporation, Cleveland, Ohio, alleging shipment by said company, in violation of the Food and Drugs Act, on or about Sept. 30, 1914, and Sept. 24, 1915, from the State of Ohio into the State of Michigan, of quantities of an article labeled in part, "Golden Egg Brand Macaroni," which was misbranded.

Analyses of samples of the article by the Bureau of Chemistry of this department showed the following results:

	Shipment of Sept. 30.	Shipment of Sept. 24.
Lecithin phosphoric acid as P ₂ O ₅ (per cent)	0.012	0.02

The above results showed the product contained no egg.

Misbranding of the article in the shipment of Sept. 30, 1914, was alleged in the information for the reason that the following statement, regarding the article and the ingredients and substances contained therein, appearing on the label of the box, to wit, "Golden Egg Macaroni," was false and misleading in that it indicated to purchasers thereof that the article contained eggs as one of its ingredients; and for the further reason that it was labeled as aforesaid so as to deceive and mislead the purchaser into the belief that it contained eggs as one of its ingredients, when, in truth and in fact, it did not contain any eggs whatever. Misbranding of the article was alleged for the further reason that the following statement, design, and device, regarding the article and the ingredients and substances contained therein, appearing in conspicuous type on the label of the retail packages, to wit, "Golden Egg Macaroni," and the representations of eggs, not corrected by the statements appearing on the label in inconspicuous type, to wit, "Brand," and "Contain no egg," were false and misleading in that they indicated to purchasers thereof that the article contained eggs as one of its ingredients, and for the further reason that it was labeled as aforesaid so as to deceive and mislead purchasers into the belief that it contained eggs as one of its ingredients, when, in truth and in fact, it did not contain any eggs whatever.

Misbranding of the article in the shipment of Sept. 24, 1915, was alleged for the reason that the following statement, design, and device, regarding the article and the ingredients and substances contained therein, appearing in conspicuous type on the label of the retail packages, to wit, "Golden Egg Macaroni," and the representations of eggs, not corrected by the statements appearing on the label in inconspicuous type, to wit, "Brand," and "Contain no egg," were false and misleading in that they indicated to purchasers thereof that the article contained eggs as one of its ingredients; and for the further reason that it was labeled as aforesaid so as to deceive and mislead purchasers into the belief that it con-

tained eggs as one of its ingredients, when, in truth and in fact, it did not contain any eggs whatever.

On Feb. 23, 1917, the defendant filed a demurrer to the information, on Feb. 2, 1918, the case came on for hearing on the demurrer, and on April 17, 1918, said demurrer was overruled. In overruling the demurrer the court (Westenhaver, D. J.) remarked in part as follows: "Upon examination of the information and briefs of counsel, I am of opinion that proper pleading does require that the exceptions contained in section 8 of the Food and Drugs Act be negated in the information and that the other considerations urged by defendant are not available to it on demurrer, but are matters of fact to be determined from the consideration of the evidence.

On March 20, 1919, the defendant entered a plea of nolo contendere to the information, and the court imposed a fine of \$50 and costs.

"Columbia Brand"

Decision No. 6659—published March 29, 1920.

On June 17, 1918, the United States attorney for the eastern district of Missouri, acting upon a report by the Secretary of Agriculture, filed in the district court of the United States for said district an information against Mercurio Brothers Spaghetti Manufacturing Co., a corporation, St. Louis, alleging shipment by said company, in violation of the Food and Drugs Act, as amended, on or about April 10, 1917, and April 6, 1917, from the State of Missouri into the State of Iowa, of quantities of articles labeled in part, "Columbia Brand Macaroni • • • 12 Oz. Net," or "Columbia Brand Spaghetti," which were misbranded.

Examination of samples of the articles by the Bureau of Chemistry of this department showed that 20 cartons of the macaroni weighed from 8.20 to 9.40 ounces net—average weight, 8.91 ounces; shortage, 35.36 per cent. The weight of the spaghetti was not declared, but 2 cartons weighed 8.80 and 8.85 ounces net.

Misbranding of the macaroni was alleged in the information for the reason that the statement—to wit, "12 Oz. Net"—borne on the packages containing the article, regarding it, was false and misleading, in that it represented that the packages contained 12 ounces net of the article, and for the further reason that it was labeled as aforesaid so as to deceive and mislead the purchaser into the belief that the packages contained 12 ounces net of the article, whereas, in truth and in fact, they did not, but contained a less amount. Misbranding of the article in each of the shipments was alleged for the reason that it was food in package form, and the quantity of the contents was not plainly and conspicu-

MACARONI DRYING MACHINES

ROSSI MACHINES "Fool" the Weather

Do not require experience, any one can operate.

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.

ously marked on the outside of the package.

On Nov. 19, 1918, the defendant company entered a plea of guilty to the information, and the court imposed a fine of \$65 and costs.

A. & P. Brand

Decision No. 6691—published March 29, 1920.

On May 2, 1918, the United States attorney for the eastern district of New York, acting upon a report by the Secretary of Agriculture, filed in the district court of the United States for said district a libel for the seizure and condemnation of 1,664 cartons, each containing 24 packages of macaroni and spaghetti, at Brooklyn, alleging that the article had been shipped on or about March 30, 1918, by the Savarese Macaroni Co., Baltimore, and transported from the State of Maryland into the State of New York, and charging misbranding in violation of the Food and Drugs Act, as amended. The article was labeled in part, "A & P Brand Elbow Macaroni," and "A & P Brand Spaghetti."

Misbranding of the article was alleged in the libel for the reason that the statement—to wit, "Net Weight 14½ Ounces"—borne on the labels attached to the packages was false and misleading, in that it represented that the net weight of the product in each of the packages was 14½ ounces, whereas, in truth and in fact, it was not. Misbranding of the article was alleged for the further reason that it was food in package form, and the contents of each of the packages was not plainly and conspicuously marked on the outside thereof in terms of weight, measure, or numerical count.

On May 31, 1918, the Great Atlantic & Pacific Tea Co., a corporation, Brooklyn, claimant, having admitted the allegations of the libel and consented to a decree, judgment of condemnation and forfeiture was entered, and it was ordered by the court that the product should be released to said claimant upon the payment of the costs of the proceedings and the execution of a bond in the sum of \$3,328, in conformity with section 10 of the act.

Tested Macaroni Recipes

Lentils and Macaroni

Wash two cupfuls of lentils, drain and soak for three hours, cover with cold water and cook until tender, adding one tablespoonful each of chopped onion and chopped parsley, one teaspoonful of salt and one-half teaspoonful of white pepper. Drain and saute for five minutes in three tablespoonfuls of melted butter substitute, add

one-half cupful of hot, thick, tomato sauce and serve immediately with cooked macaroni.

Beet and Spaghetti Salad

Cut six cold, cooked beets into neat pieces and mix with one-half package of cold, cooked spaghetti, and two finely chopped hard cooked eggs. Serve on crisp lettuce leaves with French dressing.

Macaroni Croquettes

Half cupful macaroni, 3 tablespoonfuls minced ham, 2-3 cupful cold water, 1-3 cupful evaporated milk, 3 tablespoonfuls butter, 3 tablespoonfuls grated cheese, 3 tablespoonfuls flour, 1 slightly beaten egg.

Cook macaroni in salted boiling water until tender, drain and blanch. Cut in fairly small pieces, add cheese and ham and mix thoroughly. Melt the butter, add flour and cook for two minutes, then stir in the milk and water and cook until a smooth thick sauce. Add the prepared macaroni and spread on a shallow buttered pan, cover with buttered paper, place a light weight on top and set aside until cold. Form into croquettes, dip in beaten egg, roll them in fresh grated bread crumbs and fry in deep fat until browned. Serve as a garnish for roast beef or broiled steak.

Oh, you Niagara Falls! With your many attractions and the macaroni

manufacturers convention added, how can we resist your call for June 22, 23, 24!

Convention Special

What Topics do You Wish Discussed in June?

Who Would You Recommend As One of the Convention Speakers?

In making up the program for the National Convention of the National Macaroni Manufacturers association to be held June 22-23-24, 1920, in Niagara Falls, the officers are anxious to please all and would be glad to hear from those interested as to topics to be discussed and by whom.

A short, pithy instructive and interesting program is planned and any assistance will be appreciated and all advice given due consideration.

Write your ideas of just what the convention program should be, sending them to Secretary M. J. Donna, Braidwood, Ill., before May 10, 1920.

Suggest such new features as you think would add to the value of the convention from a macaroni manufacturer's viewpoint.

Time spent at conventions is never wasted. We learn from those around us. There will be many macaroni manufacturers around at Niagara Falls on June 22, 23, 24. Come and learn.

Special Opportunity

Complete MACARONI FACTORY FOR SALE

60 Barrel Capacity

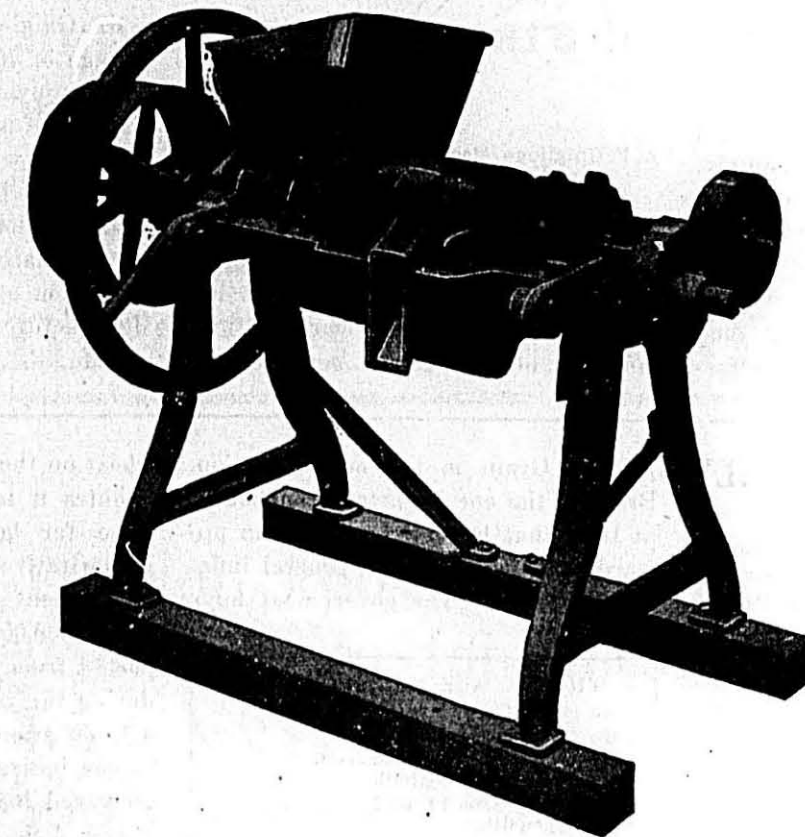
For Price and Terms Inquire From

S. CATANZARO & SONS, Inc.,
22nd. St. & Penn Ave.,
Pittsburg, Pa.

Grind up your

Broken Macaroni

and use them over again in your Mixing Machine. We need not tell you that this means a *saving of money* for you, you are fully aware of that fact. The question in your mind was only *how to do it*. The solution of this problem is the *efficient and moderately priced*



W. & P. Macaroni Waste Grinder

Write for a copy of the W. & P. Grinder Leaflet and our 1918 Catalog illustrating and describing our complete line of up-to-the-minute Macaroni and Noodle Machinery

WERNER & PFLEIDERER COMPANY

1224 North Niagara Street
SAGINAW, MICHIGAN, U. S. A.

New York
Woolworth Bldg.

Philadelphia
Drexel Bldg.

Cleveland
Hippodrome Bldg.

San Francisco
Pacific Bldg.

Who's Who in the Macaroni Trade

One of the oldest macaroni manufacturers in this country both from a point of age as well as years of service is A. F. Ghiglione of Seattle. At the age of 75 he is still actively engaged in this business that he has followed since the days of his youth. Learning the trade in Italy, the land of his birth, he early conceived the plan of establishing himself in the New World where riches and success seemed assured. That his dreams have come true is evidenced by his large plant at Seattle, run under the name of A. F. Ghiglione & Sons, Inc., of which he is the president.

Mr. Ghiglione early perceived the advantages of manufacturing macaroni products out of the best hard wheat flour obtainable and his success is due in a great measure to this belief in his opinion. He was ever firm in the belief that macaroni consumption was bound to increase and builded accordingly, time again substantiating his ideas.

He came to this country in 1871 to accept a position as manager of one of the greatest macaroni concerns in New York, where the industry then flourished on a small scale. His fac-

tory necessarily was limited in output commensurate with the limited demands from the small colony of Italian stock, the sole users of this foodstuff. In the years that followed he had the



A. F. Ghiglione, Macaroni's "Grand Old Man."

pleasure of seeing macaroni become more and more the food of all classes.

For four years he remained at his position of manager, learning the language of his adopted country and

the ways of business here as they differed materially from those of Italy. In 1875 he launched out for himself, establishing a small plant in New York city which grew rapidly year after year until his was one of the largest on the eastern coast and highly renowned for the quality of goods produced.

For 27 years he was identified with the macaroni interests of the east, and feeling himself as still young at the age of 58, he became so imbued with the "Go west and grow up with the country" idea that in 1902 he followed his inclinations and went to Seattle, where he erected a large and modern macaroni plant, the equal of any in that section of the country.

Mr. Ghiglione is still a youngster at the age of 75 and gets a great deal of real enjoyment in supervising his plant. He is still "The Boss" though associated with him are his two sons, Frank and Charles. He is a member of the National Macaroni Manufacturers association and promoted the organization of The Northwest Macaroni Manufacturers association, of which his son, F. A. Ghiglione, is president.

Another Revolution

is taking place slowly but surely. The fibre box is revolutionizing shipping and we are helping it along with our

Monitor Box Stitchers

Do you know what this means to you? Write for information as to how we can save you time and money in your business.

LATHAM MACHINERY COMPANY

Boston Ann and Fulton Streets CHICAGO, ILL. New York

FOOD SITUATION IN ITALY

Bread Has Not Shared in Price Inflation—Grain Consumption Increased Heavily—Must Import 250,000 Tons Per Month—Card System Restored.

The per capita grain consumption in Italy exceeds that of any other European country. The Italian can make a shift to live without meat but he can not get along without a plentiful bread allowance, and the various kinds of macaroni collectively known as "pasta." The per capita consumption of grain in Italy is officially estimated to have increased more than 20 per cent in the year following the conclusion of the war. This may be accounted for by a reaction from the tension and sacrifice of the war. People who have pinched and denied themselves four years believe that they are now entitled to enjoy a regime of self-indulgence. Furthermore, depreciation of the paper money and the corresponding rise in wages confers a sense of purchasing power upon wage earners such as they never had before. Along with the rise in wages has gone a corresponding rise in commodity

prices. Grain is the one exception. Bread is the one important commodity in Italy that has not kept pace in upward tendency with the general inflation in prices. The government buys

wheat on the best terms it can and distributes it to the Italian people at a price far below market cost. It is authoritatively stated that the Italian government sustained a loss of not less than 3,000,000,000 lire on the grain imported from North and South America during the year succeeding the signing of the armistice. While the Italian people indirectly foot this bill through increased taxation, the individual purchaser feels that he gets more for his money in bread than in any other commodity, says Alfred P. Dennis, commercial attache at Rome.

Consumption, Production, and Import

The domestic consumption of grain has increased about 100,000 metric tons per month over what it was at the outbreak of the war. Upward of 6,500,000 metric tons are now being consumed annually. Domestic production (last season's harvest) was slightly under 4,000,000 metric tons. It is officially stated that Italy needs to-day not less than 250,000 tons of foreign grain per month. Following the recent severe drop in Italian exchange, measures have been taken to cut this requirement to 200,000 tons. Importa-

WHY HE WAS NOT PROMOTED

He grumbled.
He watched the clock.
He was stung by a bad look.
He was always behindhand.
He had no iron in his blood.
He was willing, but unfitted.
He didn't believe in himself.
He asked too many questions.
His stock excuse was "I forgot."
He wasn't ready for the "next step."
He did not put his heart in his work.
He learned nothing from his mistakes.
He felt that he was above his position.
He was content to be a second-rate man.
He ruined his ability by half doing things.
He chose his friends from among his inferiors.
He never dared to act on his own judgment.
He did not think it worth while to learn how.
Familiarity with slipshod methods paralyzed his ideal.
He tried to make "bluff" take the place of hard work.
He thought it was clever to use coarse and profane language.
He thought more of amusements than of getting on in the world.
He didn't learn that the best of his salary was not in his pay.—Fruit Dispatch.

tions of grain from the United States have been averaging around 100,000 tons per month. Italian officials state that they would prefer to buy grain elsewhere if they could get it, as the United States, under the present rates of exchange, is the most expensive grain market in the world.

Italy is getting a considerable amount of grain from Argentina and small amounts from Canada, and is basing high hopes upon obtaining foodstuffs from the Black Sea basin at the conclusion of next summer's harvest. Maize can be had at the present time from Rumania, but no wheat.

The amount of land planted to wheat in Italy before the war was approximately 11,737,000 acres. This fell to 9,884,000 acres during the war and has now risen to around 10,872,000 acres, this season's planting. It is officially estimated that with a fair domestic yield and the realization of expected contributions from the Black Sea basin, Italy will still have to look to the United States to supplement next season's harvests to the amount of 700,000 tons for the ensuing 12 months period.

Foods Imports Suspension

In the efforts to reduce what appears

to be excessive grain consumption, the card rationing system for family purchases of bread and flour will again be introduced. To ease in general the heavy burden of enormous food purchases in the United States, the government has decided to suspend importations of American canned meats, condensed milk, butter, cheese, and sugar. The government will continue, however, to import American bacon, cottonseed oil and cereals. Fresh American meats, known in Italy as congealed or frozen meats, are not popular in the country, largely because of inadequate Italian refrigeration facilities and the consequent poor condition in which these meats reach the retailer. The bulk of these imported fresh meats has been coming from South America, with importations showing a tendency to diminish.

Italy stands in a fairly favorable position with regard to cattle; the slaughter of calves is prohibited under government regulations, and the supply of beef cattle in the course of a year will be up to normal domestic requirements.

On the Canadian border June 22, 23,

24 will be held the National Macaroni Manufacturers association 1920 convention, at Niagara Falls.

BELGIUM LIKES IT

War Introduced American Macaroni There Extensively—Quality High—Complaint About "Don't Care" Shippers Who Improperly Label and Pack Goods—Pointers to Manufacturers.

The war did much in the way of introducing American made macaroni products to many parts of the world, but in none of these was this tasty food so well received as in Belgium, according to a representative of Eugene M. Janssens & Co. of Antwerp, who has been an interested reader of our New Macaroni Journal. That our product is well liked there is evident from the thousands of cases shipped monthly to that little country since the armistice was signed, billed directly from exporter to importer, instead of under government supervision as was the plan during the conflict.

The views of this firm are interesting in that they probably outline conditions which American shippers of all kinds

Peters Package Machinery?

For the production of sanitary and protective packages in a variety of sizes for food products for the retail trade

Package Your Product and Seal in its Goodness



THE REAL test of goodness of your product comes on the table of the housewife. There is where your reputation stands or falls.

No matter how appetizing your goods are when they leave your hands, they must retain that flavor and quality until they are used

Foremost food manufacturers have insured their reputation and business for years with Peters Packages. The destructive influences of dust, moisture and odors are barred out—all of the first-made goodness is sealed within.

Peters Package Machinery offers that same opportunity to you. It is easily installed, and eliminates production difficulties. We stand ready to co-operate.



PETERS MACHINERY COMPANY
209 South La Salle Street
CHICAGO

Commander Mill Company

ANNOUNCE

A new unit at Stillwater, Minn. Ready for operation May 1st. Equipped to manufacture high grade Durum Products *exclusively*.

The best known mill builders in America are installing their latest and most improved type of machinery. We will guarantee our quality unsurpassed.

Commander Mill Company

MINNEAPOLIS, MINNESOTA

Combined Output
4,000 Bbls. Daily

Correspondence
Solicited

Richard Griesser

Architect and Engineer

Designing and Equipping
Macaroni and
Noodle Factories

A SPECIALTY

Have designed all
kinds of Food Product
Plants.

Consult me about Factory
Construction or Alteration

64 West Randolph Street
Suite 1605 Schiller Bldg. CHICAGO, ILL.

must face in all European countries. Lack of attention to small matters is particularly regretted and the common courtesies universally used by European countries in all business dealings are found entirely missing in the American business code, according to this expert whose views are briefly quoted.

Belgium Production Small

"The macaroni industry in Belgium is not an important business, as yet, there being only a few manufactories of this product in the country. Our people are learning more and more the economic food value contained in macaroni and its consumption is rapidly increasing. The few plants now in operation produce a rather inferior quality of goods not much liked by our people, and their attention is generally given to the making of small pastes for use in soups.

"In prewar years practically all the macaroni imported into Belgium came from France and Italy and every indication is that these countries will again become the source of supply for Belgium consumers as soon as the ban is lifted. According to present laws macaroni export is prohibited from

both France and Italy. With the American product now costing the consumers about one franc higher than price formerly paid for European goods, and with the expected removal of the trade restrictions, French and Italian exporters will do their utmost to get back their old trade, and imports from America will show a big falling off, unless shippers in that country can compete both for quality and price.

Quality Goods and Proper Packing

"If American manufacturers wish to build up a regular trade in our country they should pay more attention to small details, be more careful about execution of orders they receive. They have not so far given these orders anything like the attention shown by the Italian and French manufacturer. They ship in all kind of styles, except those ordered, and our importers have thus frequently been caused to suffer heavy losses. One of the biggest objections heard is the general weakness of the containers used in shipping macaroni and other products, which lands the products on our side of the ocean in a condition almost beyond handling.

"A 'Yankee-trick' frequently discov-

ered is that of relabeling. Two or often more different labels are frequently found pasted over each other on containers, the goods first labeled as being made by one manufacturer are changed by relabeling to lead importers to believe that they come from another, and perhaps preferable, shipper. Practices of this kind will undoubtedly injure the trade and our importers will naturally turn to those who are more considerate of our business and of our good intentions.

Only Superior Quality Wanted

"As our trade naturally turned to America for quality goods when she came off from the Italian and French markets, holding up the quality shippers here will do much to retain some of the business they have been enjoying the past few years. Remember that we can get any quantity of inferior macaroni products manufactured right in our own country and that the goods wanted from America are none but superior quality pastes.

"We believe that your manufacturers could easily remedy these sources of trouble which, with the resumption of normal times or the certain appear-



The Mechanical Weather Man Says:

"When a New York country bumpkin saw his first aeroplane, he looked at it hard for a few minutes and said,

'I don't believe it!'

Have you been reading about the Carrier System of Drying Macaroni and Paste Goods, with the same lack of conviction?

Today that country bumpkin hardly looks aloft when an aeroplane flies over,—because he has been convinced by *actual performance*. Perhaps he is receiving his groceries by aeroplane!

If you'll give us an opportunity we'll tell you about the *actual performance* of the Carrier System, in some of the principal plants of the United States and Canada."

Write Right Now

Carrier Engineering Corporation

39 Cortlandt St.
NEW YORK, N. Y.

BOSTON
BUFFALO

CHICAGO, ILL.
PHILADELPHIA

The Charles Boldt Paper Mills

manufacture labels, corrugated and solid fibre shipping cases. We operate two large paper machines in connection with our Box Department, thereby assuring prompt delivery on your shipping cases and uniform quality in both color and test. Let us figure on your requirements.

CINCINNATI, OHIO

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.

ance of declining markets, may bring them severe and irreparable losses."

Editor's Advice

Our advice is: "Ship only quality goods in containers of sufficient strength to land goods properly and be prepared to compete with other paste manufacturers in matter of price." A little timely attention to these important export factors will insure the American manufacturer retention of the nice export business gained the past few years.

Flat Tax Favored

Manufacturers as a rule are strongly opposed to the present system of excess profits tax because it is unbusiness-like and an excuse for inflated costs of almost every article manufactured. Two national associations closely allied with the macaroni industry at their membership meetings last March in Cleveland went on record as favoring a flat tax on consumption and sales as one of the sure cures for the present high costs. The resolution was adopted first by the Label Manufacturers National association on March 18 and also by the

Folding Box Manufacturers National association on March 19, reports H. A. Dickie, who is secretary of both associations. The resolution reads:

Whereas, the excess profits tax in effect put a tax on thrift and a premium on inefficiency and waste and is, therefore, detrimental to the best interests of every citizen; and

Whereas, said excess profits tax is unscientific, ultra-complicated, cumbersome and extravagant in its application and effect; therefore be it

RESOLVED by the Label Manufacturers National association in convention at Cleveland on this 18 day of March, 1920, that it respectfully recommends to the congress that the present excess profits tax be abandoned and there be substituted a flat tax on sales and consumption on a basis which will yield to the government the minimum amount of revenue that will suffice for its economical operation; and be it further

RESOLVED that a copy of this resolution be sent to each United State senator and representative of the various states in which our members are situated.

The above resolution was also unanimously adopted by the Folding Box Manufacturers National association in the same city the following day.

Vermicelli in China

The manufacture of vermicelli and macaroni in China is an enormous industry employing thousands and furnishing sustenance for millions. Practically all the work in the production of this important foodstuff is done by hand, many of the employes being skilled in the various kinds of labor connected with this craft. Unlike American macaroni, which is made solely of semolina or high grade flour the Chinese products are made out of wheat rice or bean flour, their quality being in the order of basic material named. The vermicelli and macaroni manufacturing industry attains its greatest proportions at Chefoo, where the product is principally a green bean product. Hankow, Amoy and Swatow are also important centers of this industry. Vermicelli is eaten throughout all sections of China, ranking next to rice as a national food. China exports annually about 15,000 tons of vermicelli and macaroni of various sorts and grades.

Having been poor is no shame, but being ashamed of it, is.

Liberty Tape Identifies the Shipper

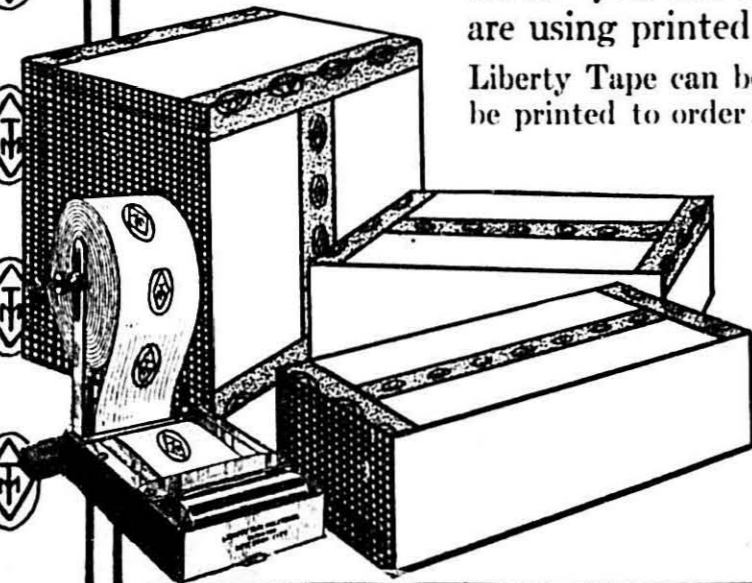
Among the many thousands of Macaroni boxes in transit those sealed with Liberty Tape—plain or colored—printed with the shipper's private mark, can be identified at a glance. When you consider the miles each case travels—the number of eyes that see it—you can understand why many big shippers are using printed Liberty Tape as an advertisement.

Liberty Tape can be supplied in a variety of colors and can be printed to order in any language.

Besides giving identity to shipments, printed Liberty Tape insures them. An unbroken tape is evidence of delivery in full of contents. Claims for shortage are reduced. Estimates and color designs on request.

LIBERTY PAPER CO.

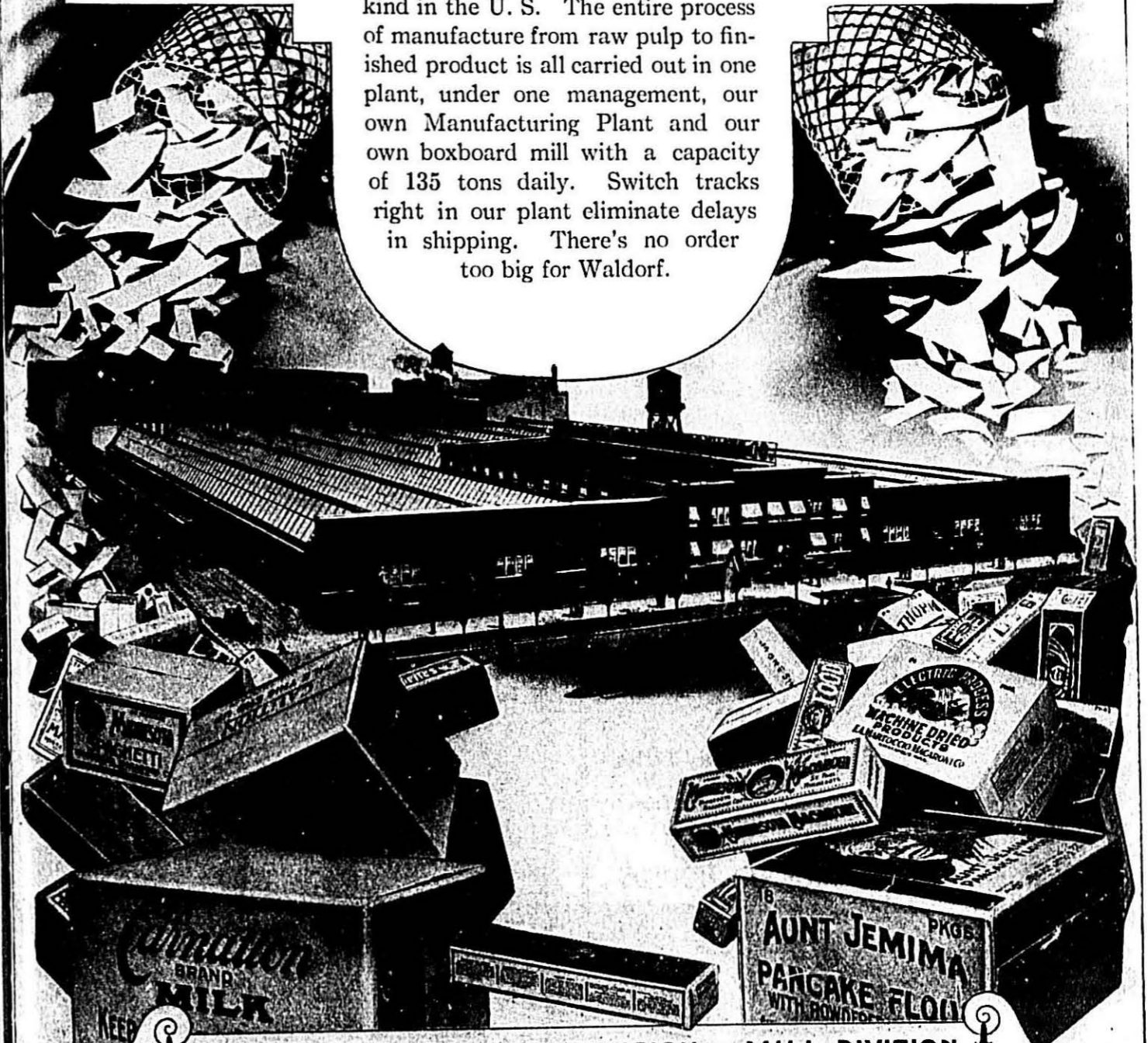
52 Vanderbilt Avenue New York City
Mills: Bellows Falls, Vt.



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. Switch tracks 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

Grain, Trade and Food Notes

British Wheat Guarantee

The British commission on wheat supply has fixed the maximum whole sale price for imported flour for use in the manufacture of bread and for retail sale as follows: Sixty-four shilling for a 280 pound sack when bought from government agents or a maximum price of 65 shilling and 6 pence on a retail sale. The bureau establishes the maximum price of 64 shillings on all damaged flour sold under any condition. Converted into American money the maximum government price of 64 shillings at the rate of exchange obtaining April 1, 1920, would equal approximately \$12.65 for a 280 pound sack and the retail sale price \$12.85.

Forecast of India's Wheat Crop

The figures issued by the department of statistics, India, as the first forecast of India's 1919-20 wheat crop cover 98.6 per cent of the total wheat acreage and refer to all the important wheat-growing areas except Kashmir, reports Consul General James A. Smith

of Calcutta. The total area sown is estimated at 27,429,000 acres, as against 23,448,000 acres (revised figures) at this time last year, or an increase of 17 per cent. As compared with the revised final area (23,806,000 acres) of last year, the present estimate shows an increase of 15 per cent. Weather conditions at sowing time were generally favorable and the present condition of the crop is reported to be good.

Food Smuggling in Germany

Illicit trade in food, with its attendant evils of smuggling and usury, is on the increase throughout Germany, according to newspaper accounts. The rationing system has never been abandoned even in the occupied areas of the Rhineland, and some of the newspapers contend that the average individual cannot subsist on the amount of food issued. The authorities are making every effort to check the illegal traffic in foods of all kinds, and the courts are crowded day after day. Smuggling of potatoes is being carried on this winter in all parts of Germany on a scale

greater than in war time. Germany produced an excellent potato crop this year, and the authorities are trying to save it from falling into the hands of the speculators.

Sugar Shortage—Jam Industry

With heavy fruit crops in the irrigated sections of Australia and a shortage of sugar, the extensive jam industry, as well as the fruit producers, may be seriously affected, reports the American consul general at Melbourne. The situation has led to the formation of jam manufacturers of a large sugar beet producing company with a capital of \$2,433,250. These jam manufacturers have factories in all the principal cities of Australia and have extended these operations to California. Australia consumes yearly about 280,000 tons of sugar, the sale of which is controlled by the government.

Shortage of Flour and Wheat

In reporting the shortage of wheat and flour in Malta, Consul Loop says

Frederick Penza & Co.



Special Constructors of
**COPPER and BRONZE
MOULDS**

For Macaroni and Fancy Pastes

Also Steel Supports with Copper Leaves
for Vermicelli, Noodles, Etc.

REPAIRING OF ALL KINDS OF MOULDS
We Guarantee the Best Material and Workmanship.

YOU MUST HAVE IT

Perfect Bronze Moulds with our Patented Removable Pins; holes and pins same size, firmly centered, giving uniform goods. Suitable for hydraulic presses as they take less pressure and are easy to clean.

Ask for illustration. Price will be quoted on size of mould and goods desired.

PATENTED PINS

OFFICE AND FACTORY

285 Myrtle Avenue, **BROOKLYN, N. Y.**

BAY STATE DURUM WHEAT

S E M O L I N A
AMBER COLOR
GLUTINOUS
CLEAN

OUR MILLING
MAKES EVEN
GRANULATION

WRITE TODAY FOR SAMPLES AND PRICES.

BAY STATE MILLING Co.

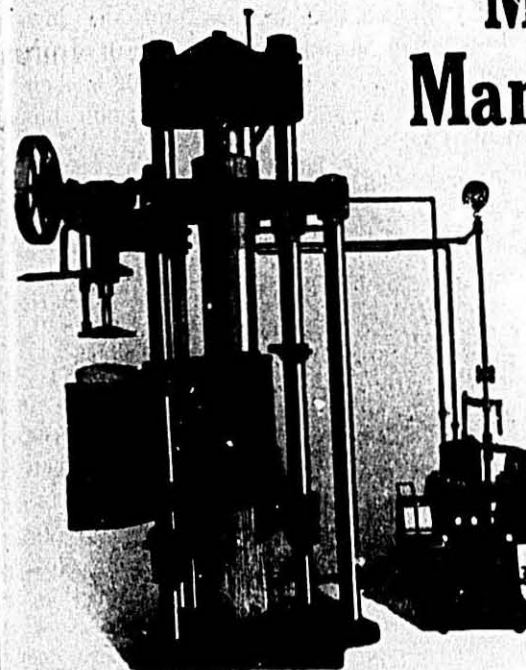
MANUFACTURERS OF
**RYE & DURUM FLOUR
HARD SPRING WHEAT**
DAILY CAPACITY 6000 BARRELS

WINONA, MINNESOTA

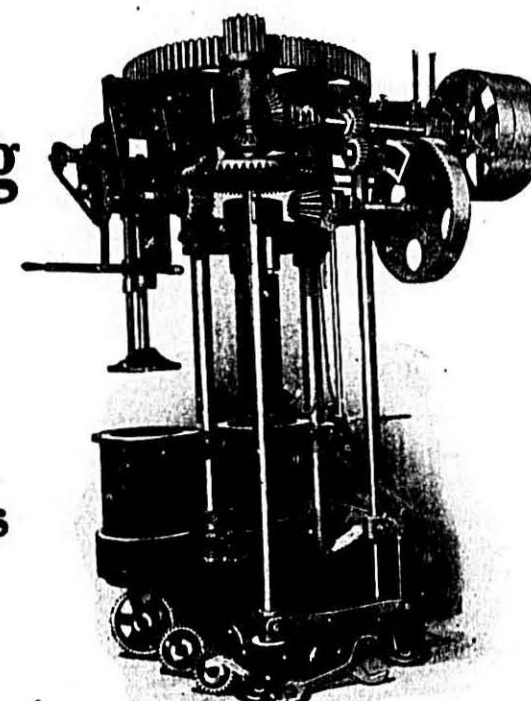
Walton Macaroni Machinery

**Minimizes
Manufacturing
Expense**

Our line of
**Presses,
Kneaders
and
Mixers**



STYLE K HYDRAULIC PRESS



STYLE F SCREW PRESS

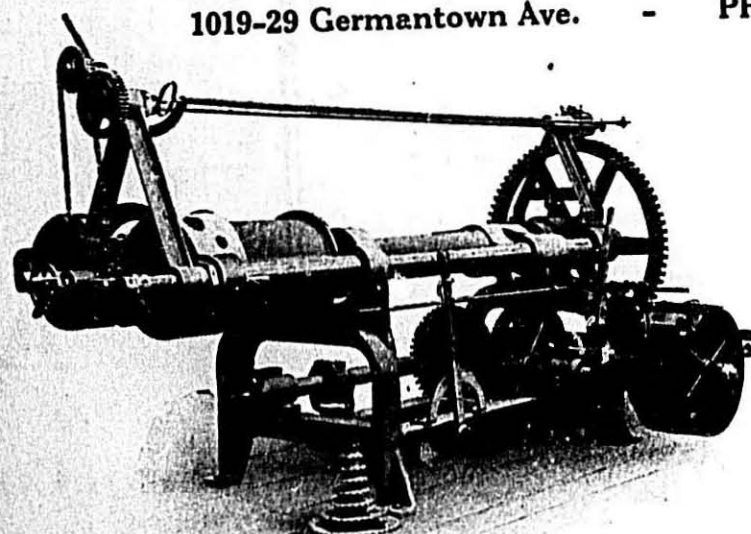
is the result of years of specialization in this class of machinery. Every model is built to insure long life and efficiency.

We make both Screw and Hydraulic Macaroni, Vermicelli and Paste Presses in sizes to meet all requirements. Complete machines or parts furnished promptly.

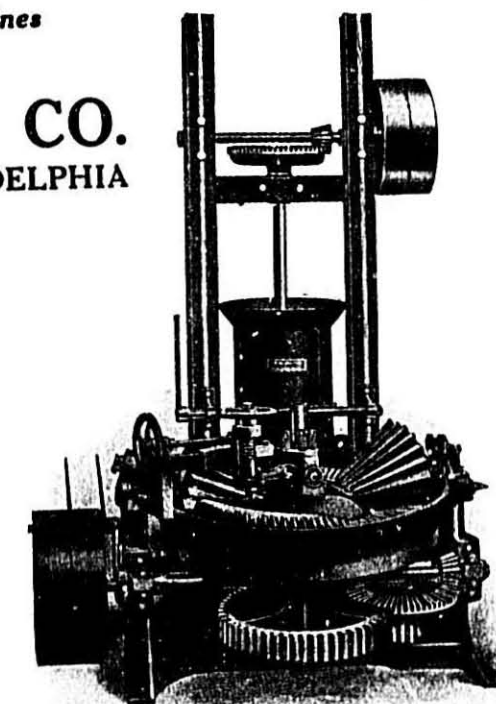
We also build paint manufacturing equipment and saws for stone quarries

Write for catalog, stating the line of machines in which you are interested.

P. M. WALTON MFG. CO.
1019-29 Germantown Ave. - PHILADELPHIA



STYLE H HORIZONTAL CUTTING PRESS



IMPROVED KNEADER WITH PLOW

that the average daily consumption of wheat and flour is about 66 tons of the former and 33 tons of the latter. There are four flour mills in Malta.

Japan Buys Australian Wheat

An offer of 8s. 10½d. (\$2.35) per bushel for 250,000 bushels of third quality Australian wheat has been made to the Victorian wheat commission by Japan; but owing to the shortage likely to be experienced, it is understood that the sale of only one-third of the required amount will be agreed to. The previous large sales of wheat made to Norway and Sweden were at the approximate rate of from \$1.21 to \$1.58 per bushel, reports the American consul general at Melbourne. The future with regard to the wheat question is also uncertain regarding whether the prewar conditions of free competition be restored to or whether it will continue to be in the hands of the government wheat pool, which fixes the price, guarantees a certain price to the farmer, and controls this commodity generally. The wheat crops will probably be light because of the drouth, and economists are urging that larger

stocks of wheat should be kept in this country as a protection against the shortage likely to be experienced.

Cold Storage Fish

The monthly report of the bureau of markets, United States department of agriculture, shows the following cold storage holdings of fish for March 15, 1920. The quantities shown include an estimate of the holdings of storages not reported. The holdings of frozen fish amounted to 29,379,676 pounds compared with 50,036,475 pounds on March 15, 1919, a decrease of 20,656,799 pounds, or 41.3 per cent. The holdings of cured herring amounted to 14,381,280 pounds compared with 18,248,508 pounds on March 15, 1919, a decrease of 3,867,228 pounds, or 21.2 per cent. The holdings of mild cured salmon amounted to 6,443,662 pounds compared with 4,163,502 pounds on March 15, 1919, an increase of 2,280,160 pounds, or 54.8 per cent.

Half Billion Wheat Forecast

Production of winter wheat this year was forecast April 8 at 483,617,000 bushels and rye 75,841,000 bushels by the de-

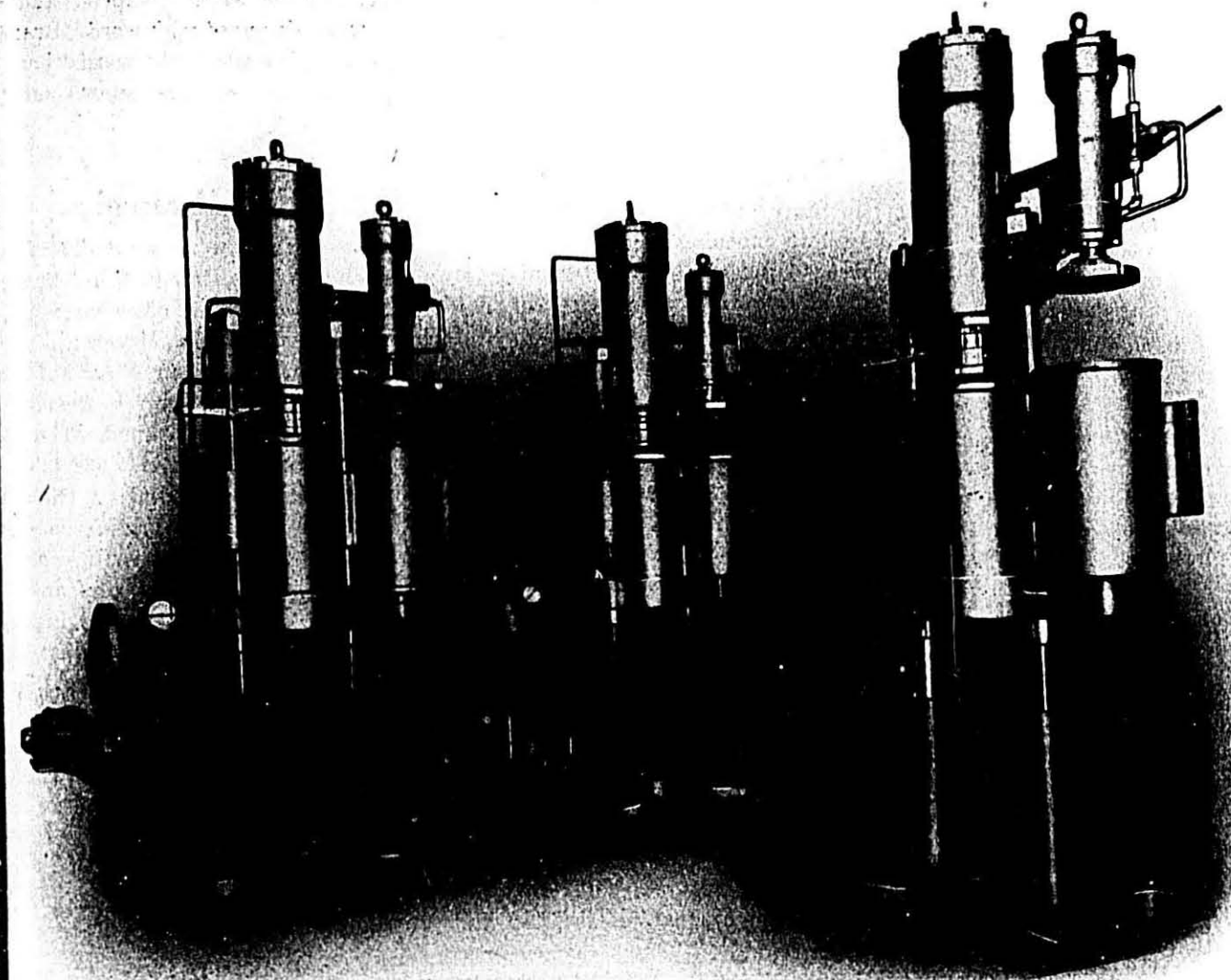
partment of agriculture which based its estimates on the acreage planted last December allowing for average acreage abandonment and assuming average influences until harvest.

Condition of winter wheat April 1 was 75.6 and rye 86.8 per cent of normal. Winter wheat production last year was 731,636,000 bushels and the previous year 565,090,000 bushels. Rye production last year was 88,478,000 bushels and the previous year 91,041,000 bushels. Condition of winter wheat a year ago was 99.8 per cent of normal, two years ago 78.6 and the April 1 average for the last ten years was 84.1 per cent.

Condition of rye a year ago, was 90.6 per cent of normal, two years ago 85.8 and the ten year average 89.0

Let's make a SPLASH as loud as the Falls at Niagara during our convention in that city in June.

When Bartholdi was asked to design the statue of Liberty, he came over to the United States to study the pose of the American women. He must have decided that her characteristic pose was that of standing in a doorway at night with a lamp in her hand, waiting for her husband to come home.



Three Modern 13½ inch Macaroni Presses

The above presses were recently installed by us in a large macaroni factory, and are the latest in hydraulic presses. In addition to the above, we also furnished this plant with kneaders and one of our improved 13½ inch horizontal presses for short pastes.

The machines which we furnished this plant were all equipped with motors for direct drive, but we can also furnish them with tight and loose pulleys for belt drive, if desired.

We also build this type of machine with cylinders 17 inches in diameter and with double the capacity and production of the 13½ inch presses.

We will be pleased to furnish further particulars upon request.

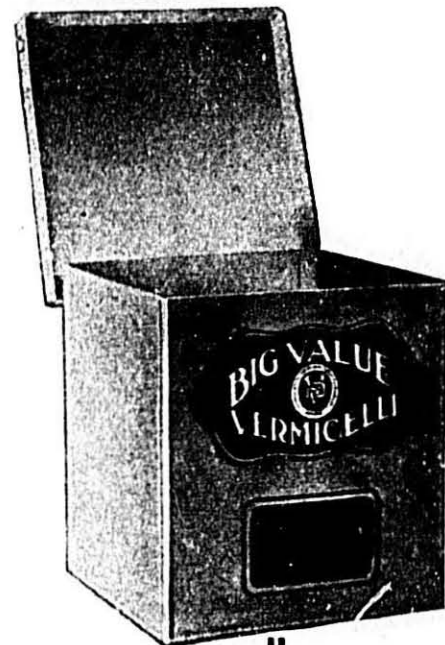
We Do Not Build All the Macaroni Machinery, But We Build the Best.
Investigate Our Record.

Presses, Kneaders, Mixers, Noodle Machinery, Etc.

Cevasco, Cavagnaro & Ambrette, Inc.

Main Office and Works:
156-166 Sixth Street,
BROOKLYN, N. Y., U. S. A.

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



**Caddies built to an ideal
at a price that will appeal**

MADE right in our own paper mill on the ground, each step in the making of Hummel & Downing Quality Caddies is supervised by experts who have made Box-making a life's study. This experience coupled with ideal manufacturing facilities is the Hummel & Downing Service—a Single Service Sanitary package with real merit. Let us tell you more about it.

Fibre and Corrugated Shipping Cases
Folding Cartons

Hummel & Downing Co.
Milwaukee, U. S. A.

Sales Offices

CHICAGO
MINNEAPOLIS DENVER

DETROIT
ST. LOUIS



Patents and Trade Marks

Cuckoo Noodles

The Home-Made Noodle company of Philadelphia has filed with the patent office for registration of its trade mark in Class 46 covering foods and ingredients. Application was filed Nov. 13, 1919, and the company claims use of mark since July 9, 1919. It bears Serial Number 124,859, was published March 2, 1920, and all objections to registration were to be filed within 30 days.

The trade mark shows a bird perched on a tree branch with head erect as if in the act of chirping "Cuckoo". The company claims exclusive use of same in its noodles.

Macaroni Dryer

Gaetano Gentile of New York city has been granted a patent on a macaroni drying plant for which rights were applied for on June 3, 1918, with a renewal made Jan. 10, 1920. It is listed in the patent office as Patent No. 1,333,406 and rights were granted on March 23, 1920.

It is thus described: "A drying plant

comprising a main end-closed chamber; an auxiliary end-opened chamber contained within said main chamber, the side walls and end of said chamber being spaced apart to form lateral passages at the sides of said auxiliary chamber; a partition bisecting said auxiliary chamber, said partition having an opening therethrough; and means disposed in said opening for circulating air lengthwise of said chambers and alternately in opposite direction."

Wapco Brand

The Waples-Platter Grocery company of Denison, Texas, has applied for registration of its "Wapco Brand" for use on various classes of foods among which are canned vermicelli and canned macaroni. Application was filed Jan. 7, 1919, and published by the patent office in the March 23 issue of the "Official Gazette." Objections must be filed within 30 days of date of publication.

The trade mark consists of a two colored flag on a short pole; the two colors, white and red, with the white forming the top half of the flag and

carrying the word "Wapco" and the bottom half in red with word "Brand". No claim is made to the word "brand" apart from the mark shown on the drawing.

Flat Macaroni

Patent rights were granted to Lou De Vito of Cleveland, on March 2, 1920 by the U. S. patent office on a "Machine for making flat Macaroni." Application was filed on May 20, 1918 and given Serial Number 298,353 which ten claims were filed. The new patent bears the number 1,332,435. It is thus officially described: "The combination of a frame, locking member hingedly connected therewith, spring connected with the frame, means for adjusting the locking member inwardly and holding the same against outward movement, a rolling element having trunnions interposed between the locking member and the said spring and a roll to cooperate with said rolling element."

From the appearance of the cut shown one gets the idea that the new invention is intended for use in the kitchen as it has the appearance of



SPECIAL CONSTRUCTORS OF DIES FOR MACARONI, SPAGHETTI AND FANCY PASTES

Our dies insure uniform and well-shaped Macaroni, —Vermicelli,— Noodles and Fancy Pastes.

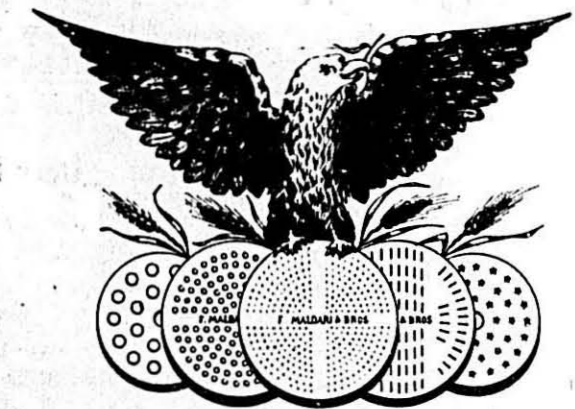
Our factory is conveniently located for prompt service to macaroni manufacturers in the central part of the country.

Our Repairing Service Is Unexcelled
Both Material and Workmanship Guaranteed

We build and repair Macaroni Machinery; also get our prices on Machines and Dies before placing your order.

A. COSTA BROS.

154 N. Sangamon St. near Randolph St.
CHICAGO, ILL.



Perfect Macaroni

You may have wondered at times how your competitor was able to make such smooth and fine appearing macaroni that was selling better than yours even though the actual quality of yours was superior. *Here is the secret of it.* He was using MALDARI'S INSUPERABLE BRONZE DIES with Removable Pins.

If you try them also, then you too have started on the road to BETTER and PERFECT Macaroni.

MALDARI'S dies are unexcelled in material, workmanship and high pressure resistance, and having OUR distinctive feature of REMOVABLE Pins that set perfectly in the center all the time, you are sure of a PERFECT and ABSOLUTE UNIFORM Macaroni production.

Begin improving your product to-day.

Submit to us your macaroni die problems and we will solve them for you.

Prices and
Catalogue sent on request.

F. Maldari & Brothers

127-129-131 Baxter St.

NEW YORK CITY

Specialists in the manufacture of Bronze, Copper and Copper Leaf moulds for Vermicelli, Noodles etc.

EVERY SHIPMENT AN ADVERTISEMENT

Make Your "Ads" Talk
By Packing Your Product in

FIBRE and CORRUGATED BOXES

Manufactured by

DOWNING BOX COMPANY

MILWAUKEE

WISCONSIN

SELECTED AMBER DURUM

Our Durum Semolina and Durum Flour is milled from the highest grades of selected Amber Durum obtained from the Macaroni Wheat Section of the Northwest.

Ground coarse, medium or fine as best suits your wishes. Superior raw materials for superior quality macaroni products.

Write or wire for samples and prices.

Sheffield-King Milling Co.

Minneapolis, Minn.

an ordinary clothes wringer, with screw for attaching machine to a flat surface, the two rollers operating by a crank the same as the common wringer.

Pilgrim

On Dec. 15, 1919, the Skinner Manufacturing company of Omaha filed with the patent office for registration a trade mark for use on its macaroni, vermicelli and noodle products, said claim being given Serial No. 126,073. The applicants claim use since Oct. 22, 1919, and all objections thereto were to be filed with the patent office within 30 days from date of publication which was March 2, 1920.

The trade mark consists of the word "PILGRIM" in large heavy type followed by the bust of a man attired in the costume of the Pilgrims of New England, with large hat and deep, stiff collar.

I. X. L.

The Workman Packing company of San Francisco has applied for exclusive use of its "I. X. L." trade mark, consisting of letters in large type. It

is to be used on macaroni sauce sold by this company. Petition was filed Jan. 14, 1919, and was published March 23, 1919. Objections thereto must be filed within 30 days of publication.

Italy Must Import Food

Because food production in Italy is still 30 to 40 per cent below normal that country presents an excellent market for American foodstuffs, according to the department of commerce. High prices, difficult rate exchange and poor distribution facilities all tend to make the situation more serious than ever.

Requirements

For 1920 it is estimated that the following quantities of commodities, which are controlled by the state, will be required:

Wheat, metric tons (2,204 bales)	2,500,000
Corn, tons	300,000
Rice, tons	50,000
Pork and fats, tons	50,000
Oil, tons	80,000
Milk products, tons	70,000
Sugar, tons	80,000
Dried fish, tons	25,000
Tunny, tons	4,000

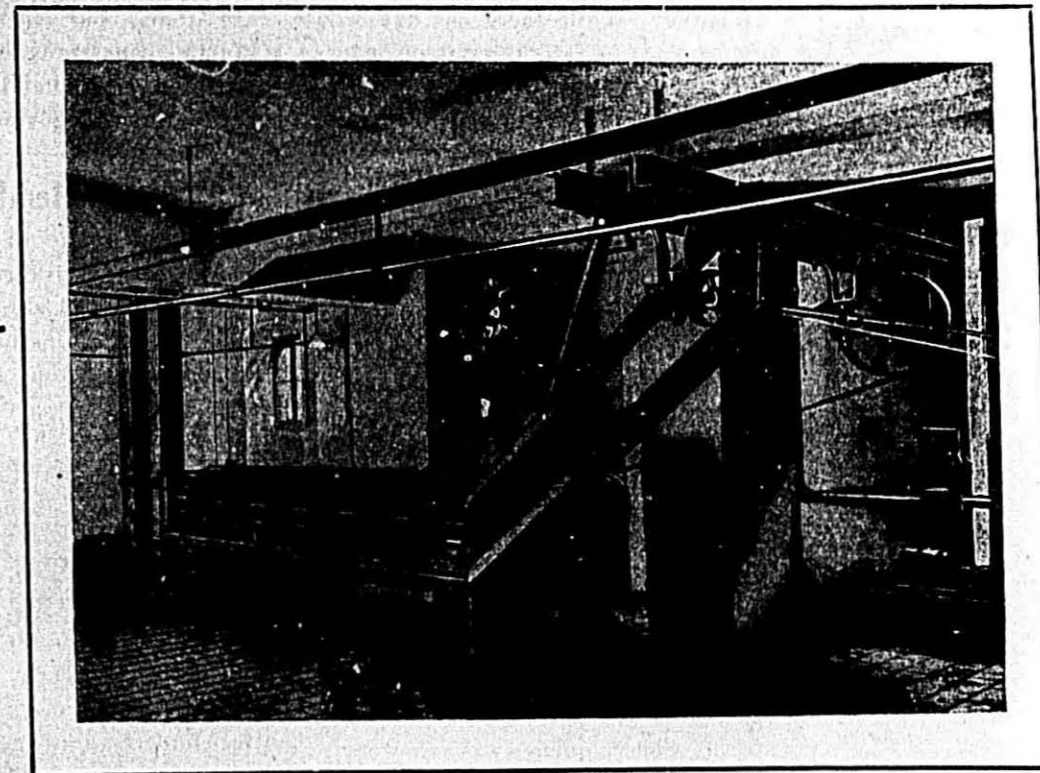
The portion of this year's wheat crop at the disposition of the government amounts to only 16,000,000 quintals, compared with 18,000,000 quintals of the previous year. It is hoped, however, to make up this deficiency by requisitioning. Imports are averaging 2,500,000 quintals per month, in order that a surplus may be accumulated over and above immediate needs.

Government Sells At Loss

The corn crop for 1919 is very small and purchases abroad have to be delayed on account of the high prices which prevail. Also, in the case of corn the government sustains a loss of 3 lire per quintal which, on the basis of imports for the past year, will reach 100,000,000 lire.

The rice crop for this year has also been poor and is estimated at less than 500,000 quintals; consequently it has been necessary to reduce the consignments of rice at the various provinces giving additional heat and pasta, compensation. In the case of rice profit is made, since the purchase price is 95 lire per quintal.

Cuba takes about \$3,000,000 worth of potatoes every year.



BUHLER'S preliminary short goods DRYER or SHAKER

¶ This machine takes the wet goods, coming from the horizontal press and delivers them to BUHLER'S short Goods Dryers.

¶ The time of Drying is shortened and the quality of the product improved.

Buhler Brothers
UZWIL, Switzerland

SOLE AGENT

A.W. Buhlmann
200 Fifth Avenue NEW YORK

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.

The Richardson-Taylor Ptg. Co.
CINCINNATI, OHIO

INVESTIGATION

of the merits of the

PURE AMBER DURUM WHEAT FLOUR

Manufactured by

LINCOLN MILLS
Lincoln, Neb.

May result in an improvement of the Quality, Color and Flavor of your product.

Samples of Wheat and Flour cheerfully furnished.

The New Macaroni Journal

(Successor of the Old Journal—founded by Fred Becker of Cleveland, O., in 1903)
A Publication to Advance the American Macaroni Industry

Published Monthly by the National Macaroni Manufacturers Association

Edited by the Secretary, P. O. Drawer No. 1, Braidwood, Ill.

PUBLICATION COMMITTEE

JAMES T. WILLIAMS - President
M. J. DONNA - Secretary

SUBSCRIPTION RATES

United States and Canada - \$1.50 per year in advance
Foreign Countries - \$3.00 per year, in advance
Single Copies - 15 Cents
Back Copies - 25 Cents

SPECIAL NOTICE

COMMUNICATIONS: The Editor solicits news and articles of interest to the Macaroni Industry. All matters intended for publication must reach the Editorial Office, Braidwood, Ill., no later than Fifth Day of Month.

The NEW MACARONI JOURNAL assumes no responsibility for views or opinions expressed by contributors, and will not knowingly advertise irresponsible or untrustworthy concerns.

The publishers of the New Macaroni Journal reserve the right to reject any matter furnished either for the advertising or reading columns.

REMITTANCES:—Make all checks or drafts payable to the order of the National Macaroni Manufacturers Association.

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Vol. 1 April 15, 1920 No. 12

Queries and Answers

"Macaroni" or "Flour Macaroni"

Question: A middle west concern asks the following:

Please inform us if macaroni made from durum wheat flour instead of semolina could be branded "High Grade Durum Wheat Macaroni" or would it have to be branded "High Grade Durum Wheat Flour Macaroni"?

Answer: In the absence of any definite ruling by the government agencies as to just what constitutes semolina, the leading macaroni manufacturers are "playing safe" by using the word "flour" in describing all their products in which flour of any kind enters as an ingredient.

Freight Rate Readjustment

Question: "Kindly advise what changes have been made in freight rates on macaroni products recently if any, and how they apply."—Pennsylvania Manufacturer.

Answer: While there has not been any increase in freight rates on macaroni products, there has been a slight readjustment of the rates between various points and territories to comply with general order No. 28 which increased rates effective June 25, 1918. At that time the 25 per cent increase was to be figured on the first class rate and then the relationship carried between the various classes from first to sixth inclusive; but instead of such calculation, the 25 per cent was figured on the various class and commodity rates. In the realignment there have been some slight increases on various rates also some deductions, while most of them remained on the old basis.

Freight Classification

The salesmanager of the Chicago concern whose query was answered last month writes as follows: "In the February issue of the Journal I am pleased to note that you have answered our inquiry in regard to proper classification of freight shipments. We wish to thank you for this information and to ask you if there is any difference between the rates on wooden boxes and on corrugated boxes. The arrival of the 'New Macaroni Journal' is eagerly looked forward to, and we certainly feel that you are entitled to a great deal of credit for the splendid manner in which you are editing same. The latch string on our door is very handy and we would like to see you use it more often."

Answer: The same rating applies under the freight classification whether the container be of wood or fibreboard as the item covering same reads:

"Macaroni, Noodles, Spaghetti or Vermicelli in barrels or boxes. L. C. L. 4th class.

"In packages named, C. L. Minimum weight 30,000 pounds, 5th class."

You will note from this that the ratings specified for boxes covers either corrugated or wooden, and there would be no difference in these ratings for domestic shipments.

Ocean Rates Specify Wood

However, we find on the ocean rates that the corrugated fibreboard cannot be used but shipments must be made in wooden boxes. This no doubt is due to the commodities often being handled by lighters where packages are placed in large slings for loading and unloading. If containers were of fibreboard the tendency would be to

crush them, but wooden containers stand the usual pressure on the packages when being handled and placed aboard ocean going vessels.

New Members

The membership of the National Macaroni Manufacturers association is growing slowly but surely. Two more progressive manufacturing concerns, appreciating the aims and objects of this organization, recently made application for membership and were admitted as members at the March meeting of the executive committee. They are:

Beech-Nut Packing Company, Canajoharie, N. Y.

Columbia Macaroni Company, Ltd., Lethbridge, Alta, D. C.

Several other firms have taken this matter under advisement within the past two weeks and indications are that many of the macaroni manufacturing companies not yet enjoying membership in the National Macaroni Manufacturers association will apply for admission before the June convention.

Read Constitution and By-laws

To all non-members it is suggested that they read carefully the constitution and by-laws of this progressive organization as they appear in the February number of the New Macaroni Journal for first-hand information about this incorporated body. If they are found to coincide with their views of just what such a national organization should stand for, all are urged to make application for membership and thus assume their share of the work of promoting the welfare of the macaroni industry on this continent.

FOR SALE

Two used 13 1/2 in. Screw Type Walton Macaroni Presses complete with counter shaft. Support for dies "H" shaped.

Can make immediate shipment.

Address J. G. E.

Care of Macaroni Journal
BRAIDWOOD, ILL.

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Five cents per word each insertion.

Wanted—Correct address of EVERY Macaroni and Noodle Manufacturer in the country. Send same to M. J. Donna, Secretary, P. O. Drawer No. 1, Braidwood, Ill.

Wanted—1 Hydraulic Press for immediate delivery. Address A. R., care Macaroni Journal, giving full information and price.

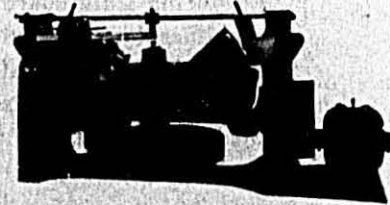
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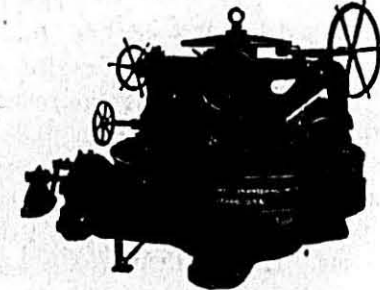
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Builders of Macaroni, Spaghetti and Paste Goods Machinery



Motor Driven Dough Kneader
No. 1486



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
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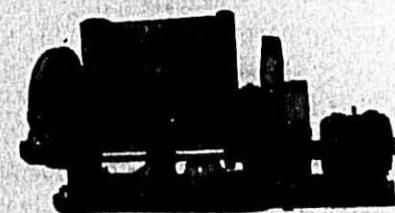


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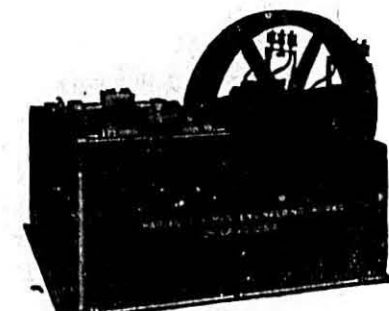


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Horizontal Dough Mixer
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Horizontal Short
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Four Plunger Horizontal Pump
No. 9

Investigate Our Record Run For Quality and Quantity.
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Notes of the Industry

True or Not, It Hurts

"MACARONI—For several weeks the top grades have been going out to the retailers at a satisfactory rate and wholesale grocers and other distributors have been replenishing. Manufacturers have encouraged business by not advancing prices. Cheap western grades are still a drag on the market."

The above is taken from the April 3 issue of one of the leading commercial dailies of New York. The last statement therein is particularly odious whether true or untrue. If true, then the "Western Manufacturers" so accused should immediately better their quality; if untrue, it is pitiable to think that such an impression prevails in the biggest macaroni market in the country.

This is a serious accusation. It necessitates immediate action. High grade producers among the "western manufacturers" are not differentiated from the "Cheap". Are there no macaroni manufacturers in the east who produce the cheaper grades? Why jump on the very few "western" manufacturers, who, forced to meet eastern competition of low grade producers, fight fire with fire? Western manufacturers with some just pride in their products, (and as a rule they produce goods much above the average,) should act immediately to eradicate this wrong impression that must prevail in the minds of the big purchasers and perhaps consumers if it prevails in the press of that section. At any rate produce quality goods. They not only get you the price but the good name that is worth considerably more.

New Middle West Representative

Eugene Schiller of New York has been appointed representative of Cevasco, Cavagnaro & Ambrette for Michigan, Indiana and Ohio, with headquarters at Detroit. Mr. Schiller for a time served as sales and advertising manager for the Werner & Pfeiderer company of Saginaw, Mich., and thoroughly understands the macaroni machinery business. In connection with the above business, he will also serve as the representative of the Fred Wolff Millwrighting & Machine com-

pany of Newark, manufacturer of a flour handling outfit greatly used in bakeries and macaroni plants.

\$5,000,000 Corporation

The Pillsbury Flour Mills company of Minneapolis increased its authorized capital of \$5,000,000 from \$2,000,000 in amended articles of incorporation filed in the office of Julius A. Schmahl, secretary of state. The amendment did not disclose the specific purposes for which the additional capital stock may be issued. They are executed by Vice President Charles S. Pillsbury, and Secretary Alfred F. Pillsbury of the company.

Named Director

H. E. Gooch, president of the Gooch Food Products company of Lincoln, Neb., and active member of the National Macaroni Manufacturers association, has been chosen chairman of the board of directors of the newly organized Lincoln Grain Exchange, composed of about 30 leading grain men. That Mr. Gooch will fill this responsible position with credit goes without saying among the macaroni men who know his ability.

"Pasta" In Tunis

The French province of Tunis in northern Africa is one of the largest macaroni producing countries in the continent, with 48 factories in Tunis and others in Sousse, Sfax and Beja. The capacity of these plants is more than sufficient to supply the local markets and under government regulations they are now permitted to export not to exceed 75,000 kilo (168,345 pounds) per month upon a guarantee that they shall first fill the home demand. With flour and grain in government control, prices are also regulated. Most of the "pasta" that is exported goes to Algeria, Tripoli and Greece.

Increases Capital Stock

The Bussalacchi Bros. Macaroni company of Milwaukee, organized about a year ago, finds it necessary to enlarge its plant to be able to meet the requirements of its growing business and

has recently increased its capital stock of \$50,000. The active members of the firm formerly were connected with Milwaukee Macaroni company of same city.

Potatoes High?—Use Macaroni

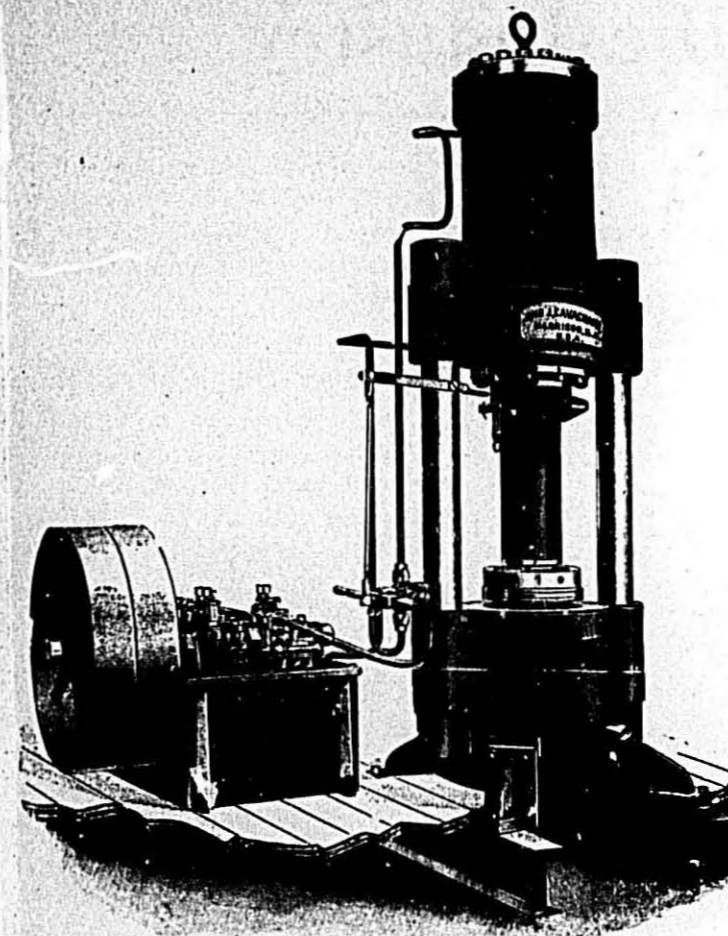
Nutrition Expert M. E. Jaffa of the California state board of control urge the liberal use of substitutes to beat the high cost of potatoes that are now retailing up to 7 cents a pound. Among the substitutes recommended are macaroni and beans. According to this expert potatoes are made up of more than 80 per cent of water and this makes this food the most expensive staple food on the market, its food value entirely out of all proportions to its cost. The substitutes recommended are cheaper and contain only about 10 per cent of water. Comparisons show the macaroni sells at about 15c a pound giving the consumer 90 per cent of nutrition, while the potato, considered by many of those uneducated in food values as one of life's staples, sells at a pound and furnishes only 20 per cent of nutrition matter. Gradually the truth will be made to prevail among the rank and file when those officials the employ of the government do the full duty towards the consumers by recommending more general use of economical foods.

Additional Units Planned

According to an announcement by J. G. Hotaling, president of the Home Macaroni corporation, formerly the Hotaling Macaroni corporation, plans are underfoot for erection of new units to the present plant at Syracuse, N. Y., that will double the capacity. Erection of the addition will be started shortly and next fall will see the corporation producing to its new capacity.

Make reservation for June 22, 23, 24 so that nothing will interfere with you attending National Macaroni Manufacturers association convention at Niagara Falls on those dates.

There are two sides to most questions. The broadminded person recognizes the fact and is willing to hear the argument of the other side with the same patience he wants the other fellow to hear his side.



John J. Cavagnaro

Engineer and Machinist

Harrison, - - - - N. J.

U. S. A.

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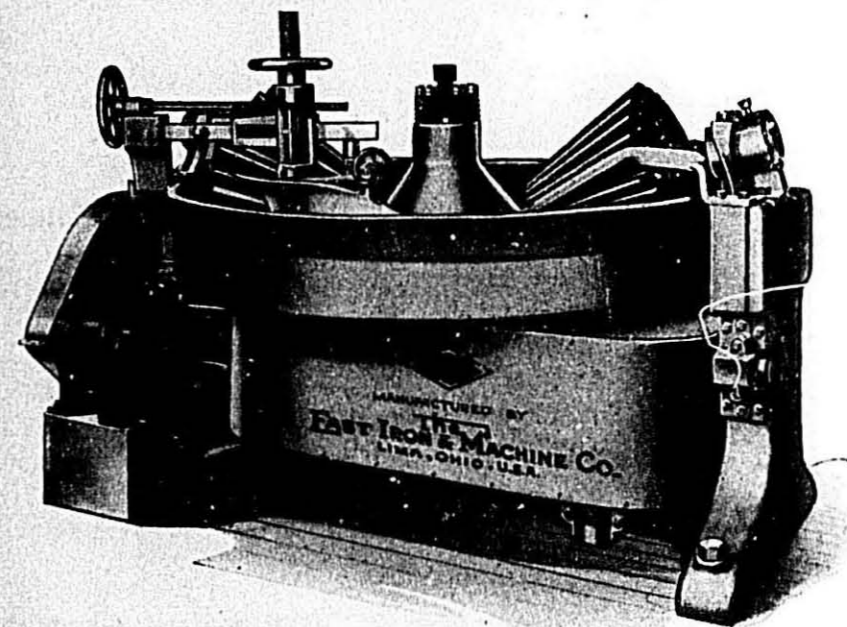
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The New "Eimco" Macaroni Dough Mixer

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"EIMCO" Machinery:—Mixers, Kneaders, etc.—means up-to-the-minute equipment; the kind that reduces costs and improves the products.

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Durum
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Pillsbury specializes in Semolinas and Durum Patent flours and they are a big important part of the Pillsbury business. Special Durum mills—special equipment—a trained organization, all combine to hold the high place accorded Pillsbury Durum products throughout the country.

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