

**THE NEW  
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JOURNAL**

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**January 15,  
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*The New*  
**Macaroni Journal**

Minneapolis, Minn.  
January 15, 1922.



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

Volume III

Number 9

## A Joint Resolution

¶ We Resolve to dedicate the New Year of 1922 to better Service to Members, to Readers, to the Industry and to Country.

¶ No opportunity will be overlooked that will make the relations between more helpful and cordial.

¶ With your kind assistance, your friendly advice and your warmly welcomed suggestions, we hope to carry out this Resolution for the common benefits it promises all of us this New Year.

*National Macaroni Manufacturers Association  
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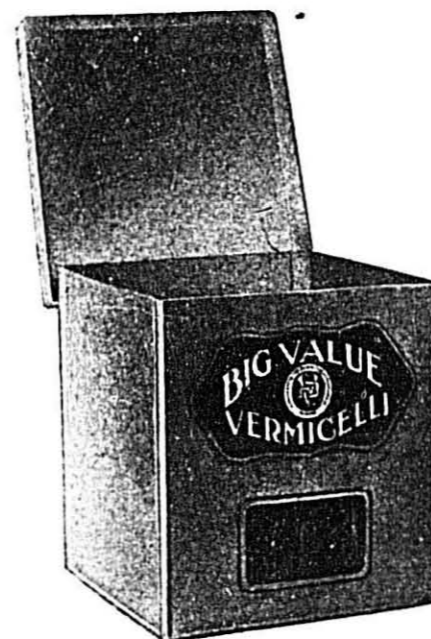
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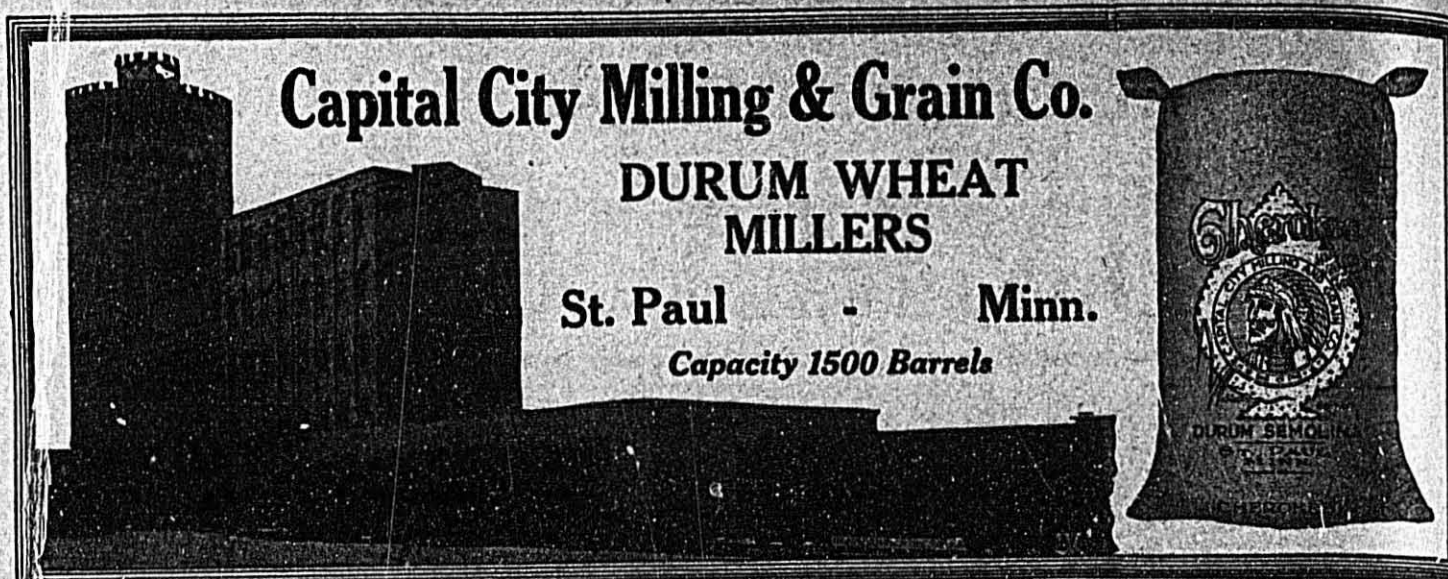
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THE NEW

## MACARONI JOURNAL

Volume III

JANUARY 15, 1922

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## A Man Among Men

Mr. C. F. Mueller, Jr., president of the National Macaroni Manufacturers association and leading member of the C. F. Mueller company of Jersey City, N. J., passed away at his home Tuesday, Dec. 13, 1921, at the age of 49 years.

The news flashed through the industry as only bad news will bringing sincere regret to a wide circle of friends in the Alimentary Paste Industry and its allied trades in this country and Canada.

All who knew Mr. Mueller learned to love him for his manly qualities, to respect him for his timely advice and to honor him as one of the men in the industry who had made a success in the macaroni manufacturing business.

While not in the best of health for the past few years, his condition was not alarming and his death was entirely unexpected by his friends in the industry, which he numbered in thousands.

His brothers, associated with him in business, and his immediate family, however, had noted his rapid decline in health during the past few months, and to them, unwelcomed as it proved to be, death was not unexpected.

The end was probably hastened by his conscientious devotion to his own business affairs during the past year of anxiety and uncertainty and to the added responsibility as president of the National Macaroni Manufacturers association and the recognized leader in the trade.

At the time of the Detroit convention last June he reluctantly accepted the arduous duties of president of the National association, and then only upon the insistence of his many friends among the membership.

This he did though it brought him no further honors—only added work and responsibility—having served in that capacity for six consecutive years from 1910 to 1916.

This he did in the face of declining health and with the certain knowledge that the added strain might wreck his physical strength. As a man he recognized his duty and did not shirk.

"Greater Love hath no man than this  
That he lay down his life for his friends."

His life may be termed an unending battle—a double struggle; a fight for the success of his own business venture and for the whole industry which resulted in placing it on

its present high plane; and a fight for the preservation of his physical force, weakened by years of illness, to enable him to bring to a successful conclusion the high ideals he always cherished for the industry.

His career, a continual struggle under handicaps that many would not have tried to overcome, is an excellent example of what any determined man may accomplish if inspired by the right spirit.

The life work of Mr. Mueller should encourage others to a life of service. Such men are rare and their loss to an industry is irreparable.

The one consoling thought among those who feel most keenly the sense of loss in his early demise is that his example will ever be with us and serve as an inspiration to do our full share in any undertaking beneficial to the craft and fellow craftsmen.

Mr. Mueller's knowledge of the minutest details of the manufacture of high grade alimentary pastes often stood him in good stead and frequently government officials consulted him firmly convinced that he was one man in the industry thoroughly fit to advise, because of his life long training, his exhaustive study and the extensive research work which he personally conducted.

Frequently during the pioneer days of the industry in this country he helped mold legislation in his home state and at Washington and to him may be attributed many of the regulations that brought about greater uniformity and popularity of our products.

There is probably no man in the industry that numbered more staunch and true friends than did our revered leader.

His lovable nature and his readiness to please bound him closely to his fellow manufacturers in ties of undying friendship that even death fails to part.

Having profited through his acquaintance and recognizing his true worth to humanity, they agree that Mr. Mueller's name should be enrolled on the honorable scroll of men who did their full duty to their fellowmen.

It is but natural that his loss will be felt most keenly by his associates in the National association who will miss his wise council and his able leadership; but his death will not have been in vain if it helps to bring them and the non-members in the industry to a full realization of their duty to the trade he strove so successfully to uplift.

May his good works serve us as a guiding light, sufficient to lead us safely, onward, upward so that the future will likewise enroll each of us as a Man Among Men.



## HARDWOOD DECISION

Lower Court Injunction Upheld Against Association Statistical Bureau—Tendency to Restrict Production—Plan Outlined.

By a vote of 6 to 3 the supreme court handed down a decision on Dec. 16 upholding the decision of the lower federal court of Tennessee, which in April 1920 granted an injunction against the American Hardwood Manufacturers association, which forbade the association to enter into further agreements or to distribute information having the tendency to enhance or maintain prices. The majority opinion of the court was that the statistical bureau of the hardwood manufacturers was engaged in obtaining and disseminating information concerning the trade and asserted that there was a clear combination to restrict production and consequently increase prices. Concerted action was obtained among the members through frequent meetings and through filing of questionnaires and reports issued under the open competition plan. As a result the majority opinion says products were withheld from the market at a time when congestion was felt and instead of serving to promote open competition it operated to restrict it.

The minority opinion of the supreme court maintained that the association was not a combination in restraint of trade and that while it was a combination of sellers it was not unlawful. It pointed out many activities on the part of the government that were similar to those condemned in this association work. Reference was made to the decision of this same court in the United States Steel case and in the United States shoe machinery case, holding them not a violation of the Sherman law though their activities were almost akin.

The decision points out that the plan used by this hardwood lumber association enabled it to obtain a minute survey of the hardwood lumber interests at regular stated periods.

Quoting the committee report that proposed the plan the decision reads:

### Purpose of Plan

"The purpose of the plan is to disseminate among members accurate knowledge of production and market conditions so that each member may gauge the market intelligently instead of guessing at it; to make competition open and above board instead of secret

and concealed; to substitute, in estimating market conditions, frank and full statements of our competitors for the frequently misleading and colored statements of the buyer."

\* \* \*

The paper plan as adopted required each member to make six reports to the secretary:

1. A daily report of all sales actually made, with the name and address of the purchaser, the kind, grade and quality of lumber sold, and all special agreements of every kind, verbal or written, with respect thereto. "The reports to be exact copies of orders taken."

2. A daily shipping report, with exact copies of the invoices, all special agreements as to terms, grade, etc. The classification shall be the same as with sales.

3. A monthly production report showing the production of the member reporting during the previous month, with the grades and thickness classified as prescribed in the "plan."

4. A monthly stock report by each member.

5. Price lists.

6. Inspection reports.

\* \* \*

The plan further provided that there be sent to each member the following:

1. A monthly summary showing the production of each member for the previous month, "subdivided as to grade, kind, thickness," etc.

2. A weekly report, not later than Saturday, of all sales to and including the preceding Tuesday, giving each sale and the price and the name of the purchaser.

3. On Tuesday of each week the secretary must send to each member a report of each shipment by each member, complete up to the evening of the preceding Thursday.

4. He must send a monthly report showing the individual stock on hand of each member and a summary of all stocks, green and dry, sold and unsold. This report is very apparently referred to by the managing statistician as a monthly inventory of the stock of each member.

5. Not later than the 10th of each month the secretary shall send a summary of the price lists furnished by members showing the prices asked by each, and any changes made therein must be immediately transmitted to all members.

6. A market report letter shall be

sent to each member of the association (whether participating in the plan or not) pointing "out changes in conditions both in the producing and consuming sections, giving a comparison of production and sales and in general an analysis of the market conditions."

7. Meetings shall be held once a month at Cincinnati "or at points to be agreed upon by the members." "It is intended that the regular meeting shall afford opportunity for the discussion of all subjects of interest to the members."

The opinion concludes with the statement that such close cooperation between firms controlling so large a volume of any one product is inconsistent with free and unrestricted trade which the law involved desires to maintain.

\* \* \*

Compared with the decision in the U. S. district court of Chicago made last November by Federal Judge George Carpenter there appears to be a conflict in opinions. The Chicago judge held that open trade associations are not necessarily unlawful because they offer an opportunity of price fixing and through the use of legitimate information tend to eliminate competition. There is no necessary divergence between these two rulings; the Chicago judge merely states that evidence of opportunity for violation of law is not evidence of such violation. In the supreme court case the majority of the judges found evidence that the open price policy was being used to increase prices and restrict production.

With hundreds of trade associations gathering open price information, many other decisions will be necessary before a basis is established as to just what constitutes a restriction of trade. Each case will be controlled by its own facts and by the amount and kind of evidence presented by the prosecutors. Just what effect this decision will have on similar activities practiced and contemplated by the government agencies only time will tell. The government is continuously asking the business men of the country for data which the supreme court of the land pronounces illegal. The limit may be defined when the department of justice replies to the query just recently made by Secretary Herbert Hoover of the department of commerce as to just how far organizations or associations may go in collecting price statistics, distribution costs and similar data that have proved so valuable to the business interests of this country.

# Macaroni Tariff Hearing Testimony

Substance of Facts Presented Congressional Committee by National Cereal Products Laboratories Director in Behalf of Manufacturers—Favorable Impression Indicated by Amendment Offered to Tariff Act Increasing Duty Rate From 1½ Cents to 2½ Cents Per Pound.

The activity of the macaroni manufacturers as individuals and as members of the National Macaroni Manufacturers association has obtained for this industry a hearing before the finance committee in the matter of the proposed tariff on alimentary pastes in the pending Fordney tariff bill. The final hearing on this commodity was Dec. 13 in Washington, D. C., and the association was ably represented by Dr. B. R. Jacobs of the National Cereal Products Laboratories of that city, who presented the facts relative to this subject, the data pertaining to production, marketing, importation, cost and competitive conditions in the macaroni industry and of our foreign competitors, particularly Italy.

### Data Carried Weight

The array of facts and figures evidently made a favorable impression on the committee. Senator E. F. Ladd of North Dakota has offered an amendment to the present tariff act increasing the rate of duty from 1½¢ per pound, the proposed rate, to 2½¢ per pound, which is the minimum that can be collected if the domestic industry is to survive. Particular attention of the members of the committee was called to the report of the U. S. tariff commission and the figures arrived at by that body in connection with the cost of macaroni production in this country as compared with Italy, our chief competitor. The cost of production in the United States is placed at \$3.98 per cwt. while that in Italy is only \$1.65 per cwt., a difference of \$2.33. Added to this is the preference shown by the large consumers of this country for the Italian made product, which would equal, in the opinion of the tariff commission, about 3¢ a pound in favor of the foreign made goods, making a total of \$5.33 a cwt. as the advantage that Italian products have over American made pastes.

The testimony of Dr. Jacobs, before the committee brought out various facts pertaining to this industry and in order to show the thoroughness with which the subject was covered, we pre-

sent in part the preliminary record of the hearing:

### Record of Proceedings

The witness gave his full name as Benjamin R. Jacobs, resident in Washington, and the representative of the National Macaroni Manufacturers association, the Alimentary Paste Manufacturers association, the Philadelphia Macaroni Manufacturers association, the New England Macaroni club, and the Connecticut Macaroni club. These five organizations represent about 75 per cent of the production of macaroni in this country.

**Senator P. J. McCumber.** I do not just understand what you mean by "macaroni club."

Mr. Jacobs. They are local organizations that have drawn individuals interested in that particular locality. Just as we have flour clubs in Minneapolis and Kansas City, so we have macaroni clubs in Connecticut representing the macaroni manufacturers of Hartford and other cities around there, and we have the New England Macaroni club with headquarters in Boston, representing the state of Massachusetts.

**Senator McCumber.** It is a club whose constituent members are manufacturers of macaroni?

Mr. Jacobs. Yes, sir.

**Senator Watson.** It is not necessary to eat macaroni, is it?

Mr. Jacobs. No, sir; it is not necessary to eat it. They just make it. The domestic production of macaroni in 1920 in this country was about 450,000,000 pounds. It was valued at about \$45,000,000.

The investment of the macaroni manufacturers in this country is sixteen and one quarter millions of dollars, and the number of wage earners employed is approximately 12,000. The amount of macaroni imported in 1914, which was practically the last year it was imported, was 126,000,000 pounds, and in that same year thirty three hundred million pounds were produced in the United States.

One hundred and twenty-six million pounds were imported, so that the in-

crease to 450,000,000 pounds, the amount produced in 1920, has merely been absorbed by reason of the inability of Italy to export macaroni into this country. The amount imported this year up to this time is practically negligible. It was about a million pounds. That is because Italy is practically the only country from which we receive macaroni.

**Senator Watson.** Have we, in the meantime, made more ourselves?

Mr. Jacobs. Yes; we have practically taken care of that inability of Italy to export. Ninety-five per cent of the macaroni imported comes from Italy. Italy, until last December, had an embargo on all wheat products. This has been lifted and Italy is now offering it in New York market cheaper than we can manufacture it over here. We are now producing more than we produced and imported together in any year before the war because Italy has not been importing into this country.

**Senator Simmons.** We are producing all that we need, are we not?

Mr. Jacobs. Exactly. We are producing all the macaroni we need, but the minute Italy gets on its feet again she will begin to import macaroni into this country just as she did before the war. This is notwithstanding that we have all we want, because she can make it cheaper than we can. Italy is now offering macaroni to the manufacturers in this country. I have a quotation from Naples for first grade macaroni made from 61 per cent semolina. The quotation is 5.1 cent per pound f. o. b. Naples, with a rate of exchange of 4.20, which is the rate of Nov. 20, laid down in New York duty free would be about one half a cent above that. The freight and insurance would be about half a cent a pound.

**Senator Watson.** What is it made of?

Mr. Jacobs. It is made from durum wheat semolina. Durum wheat is raised mostly in North Dakota, Montana and Utah. They raise some in southern Italy. They raise a great deal of it in Algeria.

**Senator Watson.** What is the dif-



ference between macaroni, spaghetti, and vermicelli?

Mr. Jacobs. They are made out of the same raw materials, durum wheat, the only difference being in the shape. It used to be called macaroni wheat. The United States tariff commission made a survey of macaroni wheat in 1920. It found in the eastern territory, where the imported macaroni competes with the domestic, that the cost of conversion was 3.98 cents per pound. The cost of the material entering into this macaroni was 6.74 cents per cwt. That information can be found on page 20 of the survey. The semolina was costing about \$15 a barrel.

Senator Watson. Can you give us the exact difference between the cost of production at home and abroad?

Mr. Jacobs. It costs in Italy 1.65 cents per pound to produce it, while it costs us 3.98 cents per pound to produce it. There is practically a difference of 2.33 cents per pound, the same difference in the cost of vermicelli. Noodles are a different product. They contain eggs. There is a difference there of 2.33 cents per pound. These figures which show the cost of production in Italy to be 1.65 cents per pound were taken from this pamphlet gotten out recently for the benefit of the ways and means committee, on the basis of the wages paid there to laborers in other industries; for instance, the bakers.

Senator McCumber. What do they have to pay for the wheat?

Mr. Jacobs. That is what I want to know. How can they quote 5 cents a pound for macaroni f. o. b. Naples when we can not quote it for 5 cents on American wheat. They have to have American wheat and have to grind it.

Senator McCumber. Macaroni wheat is cheap now. It has been about a dollar a bushel. It takes about 4.5 bushels to make a barrel of flour. Then, there is the cost of grinding and the cost of making it over into their pastry. I do not see how it is possible to quote 1.65 cents per pound.

Mr. Jacobs. That is only the cost of conversion. That does not include the cost of materials. They pay almost as much for semolina as we do, except that they do it on a cooperative plan. I want to read a few lines on page 13 of the survey:

In most cases the Italian manufacturer for export is also a miller, which permits him to operate on a smaller margin of profit. The Italian miller conducts two operations, milling wheat in the preparation

of semolina and its by-products and making alimentary pastes. Moreover, he is also located at the seaboard, such as Naples and Genoa. The raw material (wheat) is imported to and the finished product (macaroni) is exported from the same plant, thus greatly promoting economy in operation.

Senator Watson. Can't you do that in the United States.

Mr. Jacobs. No, sir. The macaroni people and millers are entirely different concerns here. It would not pay one macaroni manufacturer to start a mill when he does not know anything about the milling process. Aside from raw materials the most important cost items are labor and drying. In the drying operation the Italian operator, especially in the southern part where more than 60 per cent of the exports originate, has favorable conditions in out of doors natural drying. Then, again, the Italian industry is organized to buy and sell collectively.

This is what our commerce reports have to say about it:

Trust methods, in so far as they control trade by avoiding unprofitable competition, do not seem to meet with disfavor in Italy as regards milling business. Public sentiment seems to sanction such restraint of trade as will produce an adequate profit to a manufacturer even of foodstuffs. Likewise, the purchase of supplies is controlled. Wheat imported, varying from 30,000,000 bushels annually, is largely supplied by one house, which more than any other one concern may be said to control the exports of wheat from Russia, with a similar dominating influence in Argentina. Millers do not have to pay for wheat on arrival or in advance, but are given what time and credit they require by the house supplying the imports. Competition in the purchase of imported wheat does not exist. It is profitably regulated.

That is the reason they can quote 6 cents per pound f. o. b. Naples when it is made from American wheat, and we can not begin to do it for that price.

The average wage paid in Italy for the pressman, who is the man in the macaroni factory who gets the highest wages, is from 18 to 20 lira. In this country in 1920 the average wage was from \$6 to \$7 a day. At 4 cents, 18 and 20 lira are about 80 cents. We are paying \$6 and \$7 per day while they are paying 70 or 80 cents per day. Both are skilled labor. They run machinery.

Another thing: We are asking for 3.5 on macaroni per pound and we are asking for 4 cents per pound on noodles.

I got the figures showing the labor costs here and the cost of labor in the production of macaroni in Italy from Italians that have come over here and

from this book on wages gotten up for the ways and means committee. It has reference to bakers. That is practically the same kind of labor, you see. The baker and the macaroni manufacturer are practically the same. They get practically the same wages. There was no statement in that bulletin regarding the wage paid the macaroni manufacturer, but that is verified by the actual price that they are quoting on that product.

Senator Simmons. I noticed the cost of macaroni—the Italian cost, I suppose it is—has been constantly increasing for several years. I mean the value has been increasing. The value per unit has increased to 12.6 cents. It was only 4 cents in 1910. We do sell macaroni in this country?

Mr. Jacobs. At about 8 cents. Of course, it has come down considerably.

Senator Simmons. If you take the statistics of 1921, they show that there was imported into this country during the 10 months 1,146,895 pounds. And that was valued at \$129,336. That was about 9.4 cents per pound. That was the warehouse price in this country.

Mr. Jacobs. That is the value placed by the Italian importer and that is the value in Italy.

Senator Simmons. That is what it was invoiced for here?

Mr. Jacobs. Yes, Senator; but that is the value—

Senator Simmons (interposing) That is more than you say you charge for it.

Mr. Jacobs. But we are selling our macaroni for about 8 cents in bulk.

Senator Simmons. The macaroni that came in here in 1920 that you are complaining was made at so much less cost is introduced here at a higher price than you sell this for?

Mr. Jacobs. Yes.

Senator Simmons. Well, don't you see any significance in that?

Mr. Jacobs. They get 3 cents a pound more in New York than we do for the same kind of product. It costs them less to make it.

Senator Simmons. Why? Why does it sell at that price?

Mr. Jacobs. Simply because it is an imported article.

Senator McCumber. Not because it is better, but simply because it is made in Italy?

Mr. Jacobs. It is not better, but they do get a better price.

Senator McCumber. Because they think it is better?

Mr. Jacobs. Yes, because they think

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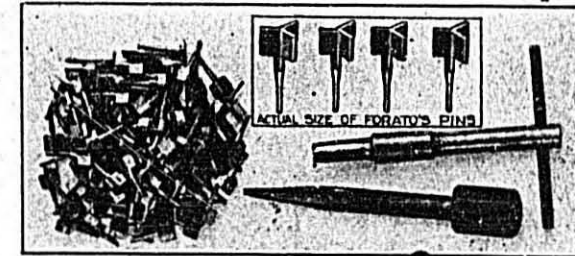
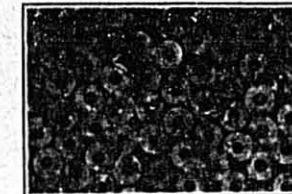
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9 INCHES	\$ 33 <sup>22</sup>	33 <sup>22</sup>	30 <sup>75</sup>	23 <sup>95</sup>	25 <sup>55</sup>	32 <sup>88</sup>	34 <sup>26</sup>	25 <sup>00</sup>	28 <sup>00</sup>	24 <sup>48</sup>	24 <sup>48</sup>	24 <sup>48</sup>	27 <sup>30</sup>
10 INCHES	\$ 37 <sup>51</sup>	37 <sup>51</sup>	38 <sup>15</sup>	28 <sup>87</sup>	29 <sup>87</sup>	37 <sup>80</sup>	39 <sup>52</sup>	28 <sup>00</sup>	34 <sup>80</sup>	27 <sup>96</sup>	27 <sup>96</sup>	29 <sup>40</sup>	29 <sup>40</sup>
12 1/2 INCHES	\$ 45 <sup>97</sup>	45 <sup>97</sup>	48 <sup>72</sup>	35 <sup>75</sup>	37 <sup>25</sup>	47 <sup>67</sup>	53 <sup>20</sup>	37 <sup>00</sup>	40 <sup>00</sup>	36 <sup>03</sup>	36 <sup>03</sup>	37 <sup>42</sup>	37 <sup>42</sup>
13 1/2 INCHES	\$ 52 <sup>22</sup>	52 <sup>22</sup>	56 <sup>15</sup>	40 <sup>62</sup>	45 <sup>53</sup>	55 <sup>65</sup>	60 <sup>75</sup>	40 <sup>00</sup>	48 <sup>00</sup>	42 <sup>33</sup>	42 <sup>33</sup>	43 <sup>72</sup>	43 <sup>72</sup>

Order Now on Forati and Foratini Moulds, February is the Only Month For Their Red Prices.

"Watch For Next Number."

Modern Macaroni Moulds Mfg. Co., Inc.

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FACTORY—77-79 East Avenue

Long Island City - New York



it is better, just the same as with this tomato sauce.

**Senator Simmons.** If the Italian macaroni sells for a cent a pound more in this country than you charge for it, how are you hurt by the fact that it is made for less in Italy than here?

Mr. Jacobs. He can sell it for less.

**Senator Simmons.** If he does not sell for less than you, how are you hurt if he is able to make it for less than you?

Mr. Jacobs. The Italian manufacturer does not get the difference; the importer gets the difference.

**Senator Simmons.** I understand that the invoice price at which the goods come in here is the price at which the foreign producer sells in his market.

Mr. Jacobs. Yes.

**Senator Simmons.** I do not see that the importer has anything to do with that price. He may charge a commission, but he does not fix the price.

Mr. Jacobs. The price it is selling for is 6 cents a pound in Italy.

**Senator Simmons.** When it is sent to this country and the purchaser in this country is required to pay 9 cents do you think, if it is not better than yours, that you are in danger of having your industry destroyed when you can sell it for 8 cents?

Mr. Jacobs. Yes, he can charge 8 cents and run us out of business.

**Senator Simmons.** It does not look as if he is running you out now, because since the close of the war we have been producing about 450,000,000 pounds.

Mr. Jacobs. Yes.

**Senator Simmons.** In 1918 there were only 661,000 pounds; in 1919 only 603,000 pounds, in 1920, only 827,000 pounds. That does not seem to me to indicate that he is running you out of business, because you are selling in this country 450,000,000 pounds.

Mr. Jacobs. But you must remember, Senator Simmons, that there is only one country in Europe that exports it to the United States, and that country is Italy. Until last September there was an embargo on wheat products, and that is the reason Italy has not exported macaroni into this country.

**Senator McLean.** Doesn't Italy practically control the market?

Mr. Jacobs. Yes, and they are going to do it again.

**Senator Simmons.** There was no embargo this year.

Mr. Jacobs. The embargo was taken off in September. But they have not

had a chance to get readjusted. The Italians eat more of this macaroni than anybody else, and they prefer it from Italy. They use the American macaroni only when they can not get the Italian macaroni.

The survey says that the preference of the Italian population for Italian made macaroni is quite firmly established. The American product is used by them as a substitute. Therefore a duty on the imported product will likely have but little effect upon the amount imported.

That is not a statement that I make, but a statement that your own tariff commission has made.

As I said before, the Italians get 3 cents a pound more for the same grade of macaroni in New York city than we do. That added to the 2.33 cents per pound, which represents the difference in the cost of production, gives then a total advantage of 5.23 cents a pound. We are asking for 3.5 cents in order to overcome some of the advantage that they have.

**Senator Simmons.** I understood you to say that the fact that they sell their product at a higher price than you sell your product for does not interfere with you.

Mr. Jacobs. I say it does not make any difference within 2 or 3 cents. They will sell it in preference to ours.

**Senator Simmons.** How are you to be helped?

Mr. Jacobs. The government will get the profit. The government will get some of it at least.

**Senator Simmons.** Oh, you are interested in the government?

Mr. Jacobs. Yes, somewhat.

**Senator Simmons.** I thought you were speaking for your own interests.

Mr. Jacobs. We will get part of it.

**Senator McLean.** During the time there was substantially an embargo you had an opportunity to introduce your goods?

Mr. Jacobs. Yes; we have introduced our goods.

**Senator McLean.** Are you holding the trade that you got?

Mr. Jacobs. We do not know. There was very little imported. We have not exported. We can not go into South America and compete with the Italians.

**Senator McLean.** Since the Italian quotations have been coming into this country are they taking your market away from you?

Mr. Jacobs. Yes; they are so far as they come in. There has only a small amount come in, but so far as it has come in, they are taking it away.

**Senator McLean.** Notwithstanding the several years in which your product has been used—and it has been used because they could get no other—

you fear that immediately when their product comes in they will cease to buy your products?

Mr. Jacobs. Yes.

**Senator McLean.** Have you any data to demonstrate that?

Mr. Jacobs. No; because it has not taken place yet.

**Senator McLean.** You claim that your article is as good, do you not?

Mr. Jacobs. It is as good.

**Senator McLean.** And you can sell it for 2 or 3 cents a pound cheaper?

Mr. Jacobs. No; we can not. They ask 2 or 3 cents a pound more.

**Senator McLean.** Well you can sell it cheaper, and it is just as good, and you have a market today. Is that correct?

Mr. Jacobs. On a purely competitive basis we could not sell it as cheaply as they can.

**Senator McLean.** You anticipate that when they import freely they are going to capture your market?

Mr. Jacobs. Yes; they are going to do it. There is no doubt about that at all.

**Senator Simmons.** But as yet you have no data to give to the committee?

Mr. Jacobs. No, because the embargo has been off only two or three months. They have had no chance to do it.

### Do You Like Lebeda?

The conditions in soviet Russia are deplorable. Bread grains are almost unknown among the poorer classes. Substitutes of various kinds are resorted to. In one section in the Government of Samara the peasants have been forced to manufacture and consume lebeda, bread made from leaves and grasses.

Linden leaves and grasses are first chopped up to the size of a flea and the mixture thoroughly boiled in water. After boiling the water is squeezed out and the stuff is again placed in boiling water. The mixture is then strained through a sieve and the vegetable matter is kept until the mixture is thoroughly dried, when it is ground into a fine state and added to ordinary flour for the lebeda bread manufacture.

Those not rich enough to have flour to mix with this vegetable mass bake the mixture as it is. Even with the addition of flour the bread is green in color and indigestible, though it does not taste badly. After a man has eaten this bread for a while he begins to swell up and stomach trouble, particularly parasitic, develops, frequently resulting in death.

Many good examples are set, but few of them are hatched.

In the desire to join in the general movement for lower prices, we announce

*A*

## Substantial Price Reduction on all Peters Package Machinery

*Effective  
September First*

The new schedule of prices  
will be sent upon request

**PETERS MACHINERY COMPANY**

209 South La Salle Street, Chicago





# Suggestions for Nailing Boxes

J. A. Newlin, in charge Section of Timber Mechanics, Forest Products Laboratory, Madison, Wis.

The purpose of nailing a box is to hold it together and give it rigidity. To use more nails or larger nails than are necessary to accomplish this purpose is a waste of both material and labor. To use fewer nails than are necessary to hold properly under ordinary conditions results in breakage of the box and damage to the contents.

Tests at the forest products laboratory of the United States forest service, at Madison, Wis., and observation of packages in transit and at their destination have shown conclusively that where the nailing is insufficient, the package cannot be improved by putting in heavier timber. Observation has shown also that the majority of failures in ordinary boxes is due, not to the lumber, but to the nailing. It is also evident that in many instances a better package could be obtained with much thinner material by the use of a few more nails.

## General Factors to be Considered

In arriving at the proper nailing there are several factors that must be considered. These involve the nail, its length, diameter and surface, and the species of wood, its thickness and condition.

It is desirable to know whether the nail should be smooth, barbed, or cement coated. Our tests have shown that, at least in the ordinary sizes, barbed nails are not so efficient in box construction as smooth ones. Apparently the ability of the barbs to increase the resistance of the nail to withdrawal is more than offset by their tendency to tear the wood. Cement coated nails have given uniformly better results than smooth nails, although different lots of cement coated nails have shown greater variation in efficiency than smooth nails. The holding power of the cement coated nail is from 10 to 30 per cent greater than that of the same sized smooth nail. On an average, a box built up with the cement coated nails will withstand about one and one half times as much rough handling as a box made with the same number and gauge of smooth nails.

If the nail is short and is driven into soft wood the weaving of the box in transportation and shocks due to rough handling will cause the nail to work

back and forth to its full length in the wood and come loose almost immediately, notwithstanding the fact that it may be of comparatively heavy gauge.

If the nail is very slender it will not drive well, and the longer it is the greater must be its diameter in order to insure that it will drive. If a very slender nail is driven to considerable depth in a piece of hard wood, the shocks of transportation and handling will bend the nail between the two planks of the box and it may fail by breaking off rather than by pulling out.

The diameter of a nail should be great enough so that it may be driven easily, which is usually the limiting factor, but should not be so small that it will break in use. It should be such that with the weaving of the package in transportation and the shocks of handling it will not be bent and will not work back and forth to its full depth in the wood. The proper balance is reached when there is an equal likelihood of the wood failing or of the nails breaking off or pulling from the end.

As a rule the head of the nail is too small, and the failure of the box occurs because the head is pulled through the sides. With the larger heads made in accordance with the ordinary practice the material is too thin and the head breaks off. It is thought that a much better nail can be made than is being produced at the present time.

## Wood Species

The species of wood is of importance, since each species has certain characteristics of weight and hardness which indicate its ability to hold nails, its strength and its likelihood of splitting, and thus determining the proper thickness of material and size and spacing of nails.

## Wood Substance

The most significant difference in the various species of wood is in their dry weight. A piece of lumber of very light weight has but little wood substance. It has been shown that all wood substance is of practically the same weight and that the weight of a piece of dry lumber, when free from resinous material, is an indication of the amount of wood substance it contains. It will be evident, therefore, that without sufficient wood

substance it is impossible to have strength or nail holding power, and that the more wood substance there is in a given species the greater its strength and nail holding power are likely to be.

In this connection it may be noted that with practically all species the resistance to withdrawal is greater if the nail is driven into the side grain than if it is driven into the end grain. As a rule all the strength properties of wood increase with the weight. When a nail is driven into a dense piece of wood it produces a much greater splitting force than when the same nail is driven into a soft piece of wood. A dense piece of wood has greater resistance to splitting than a light piece of wood. These two factors tend to counterbalance each other, but do not do so entirely. The dense species as a rule will split somewhat more than the lighter species with the same nailing.

## Characteristics of Dry and Green Wood

The lockiness of grain and other species characteristics are important factors in determining the resistance to splitting.

Green wood is much softer than dry wood, and the nails can be driven in and withdrawn from green wood much easier than from dry.

The moisture content of wood when green may vary from 30 to 200 per cent of the dry weight, depending on the species and on conditions of growth. As the wood dries it first loses the free water in the cells and afterward that from the cell walls. When the water begins to leave the cell walls the wood begins to shrink in both width and thickness, but not materially in length. This causes the fibers which are bent down along the nail to shrink away from the nail in the direction of the end grain, in which direction the nail was being most firmly held in the first place. Thus we have the nail which has been driven into green material, afterward dried, held only by two sides. The weaving action during transportation will readily cause such nails to come loose and work out of the box without any rough handling, and the boxes will not stand more than 10 per cent as much rough handling as those nailed up at

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Are in use all over the country  
Time of drying optional to the operator

**ROSSI MACHINES**  
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**A. Rossi & Company**

Macaroni Machinery Manufacturers

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15 per cent moisture and kept practically in that condition.

#### Nailing and Nail Holding Power

A nail driven into a dry piece of wood which afterward is allowed to become soaked and then dried will act as does a nail driven into green lumber.

Boxes made of lumber in the proper moisture condition will stand ordinary storage without any appreciable loss in the ability of the nail to hold.

The effect of overdriving nails is to reduce their resistance to withdrawal, the proportionate reduction probably being greater in the case of dry wood than in green.

After the above fundamentals as to nails and wood, consideration should be given to the thickness of material and the spacing of nails.

The ends of the boxes must be of such thickness that the nails will not run out under ordinary conditions. The nails must be small enough in diameter so that they will not cause splitting of the material. The inclination to split is increased with decreased spacing. The spacing, then, must not be so close as to cause splitting.

Experiments have been made and a great many observations taken on the splitting of material by nails. The following conclusions have been drawn and appear to be substantiated by two years of observation:

In using the slender or box nail in species of medium hardness, the "penny" of the nail cannot be greater than the thickness in eighths of an inch of the wood which holds the point of the nail.

For the softer woods, nails may be one "penny" larger and sometimes even two "pennies". For the hard wood, nails one "penny" smaller should be used.

The ordinary box machine, when nailing boxes of the sizes usually used for canned foods, cannot space the nails close enough to cause splitting of the ends or to develop the strength of the lumber.

The following rule has been suggested for guidance in the spacing of nails for domestic shipment:

For six "penny" or smaller nails held in the side grain there should be a spacing of one and three quarter inches. For larger nails the spacing should increase one fourth inch for each "penny". To a great many people this spacing will appear to be too close, since it gives many more nails than have formerly been used. As a matter of fact, however, it is only about two thirds of the number that can be put in before excessive split-

ting of the ends is encountered, and is only about two thirds of the number required to balance fully the strength of the box in other respects. Therefore, even with this spacing, the nailing is still the weakest point of the ordinary box.

#### Special Tariff Convention

Macaroni manufacturers particularly interested in the tariff legislation now before congress are being extended a special invitation to attend a convention of the National Association of Manufacturers of the U. S. A. to be held at Willard hotel, Washington, D. C., Monday and Tuesday, Jan. 30 and 31, 1922. The object of this special convention is to crystallize and give expression to the opinion of the manufacturers of the country respecting the vital principle of tariff administration and the need for early action upon tariff legislation in the public interest. It is hoped that through this gathering the public will be intelligently informed of the manufacturers' viewpoint on this important contemplated legislation and that congress will become acquainted with the viewpoint of the industries of the country towards tariff legislation.

This convention is open to all manufacturers of the country, whether or not they be members of the association issuing the call. This association through its New York office has been conducting an active campaign to educate the legislators to need of providing ample protection to American industries and is seeking the cooperation of associations representing various groups of manufacturers in a fight for appropriate legislation that should prove beneficial to all manufacturers.

Macaroni manufacturers planning to attend this special convention should make hotel reservations as soon as possible as a large attendance to this important gathering is expected.

#### American Plan Preferred

By a vote of almost 4 to 1 the members of the National Association of Manufacturers expressed themselves in favor of the new plan of valuation proposed by the pending Fordney tariff act. The arguments for and against this new principle were summarized and submitted to the members with the ballot and the members were invited to express their judgment upon the proposal.

The returns were truly expressive of

the feeling of the manufacturers of the country. Of the ballots received in this referendum 77.7 per cent voted in favor of the proposed plan of import tariffs based on American valuation while 20.7 per cent were opposed. The defective ballots amounted to 1.6 per cent.

#### THINK IT OVER

Down in Virginia a farmer had an ox and a mule that he hitched together to a plow. One night after several days of continuous plowing, and after the ox and mule had been stabled and provendered for the night, the ox said to the mule: "We've been working pretty hard; let's play off sick tomorrow and lie here in the stalls all day."

"You can if you want to," returned the mule, "but I'll go to work."

So the next morning when the farmer came out the ox pretended that he was sick. The farmer bedded him down with clean straw, gave him fresh hay, a bucket of oats and bran mixed, left him for the day and went out with the mule to plow.

All that day the ox lay in his stall, chewed his cud and nodded, slowly blinked his eyes, and gently swished his tail.

That night when the mule came in, the ox asked him how they got along plowing alone all day. "Well," said the mule, "it was hard and we didn't get much done, and—"

"Did the old man have anything to say about me?" asked the ox.

"No," replied the mule.

"Well, then," replied the ox, "I believe I'll play off again tomorrow; it was certainly fine lying here all day and resting."

"That's up to you," said the mule, "but I'll go out and plow."

So the next day the ox played off again, was bedded down with clean straw, provendered with hay, bran and oats, and lay all day nodding, blinking, chewing his cud, and gently swishing his tail.

When the mule came in at night the ox asked him again how they had made out.

"About the same as yesterday," replied the mule coldly.

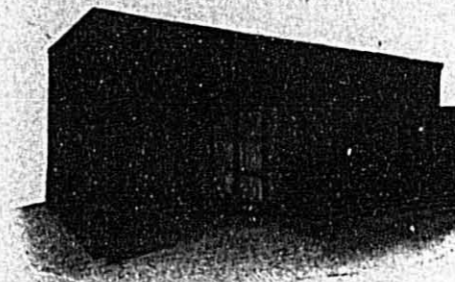
"Did the old man have anything to say to you about me?" again inquired the ox.

"No," replied the mule, "not to me, but he did have a damn long talk with the butcher on the way home."—Selection.

# Barozzi Drying Machine Co.

400 Columbus Ave.

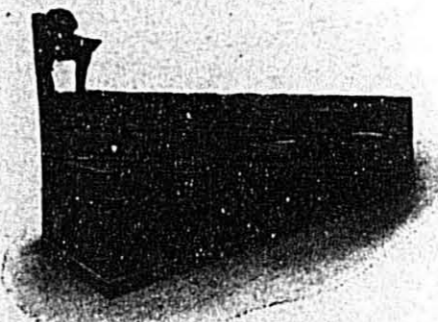
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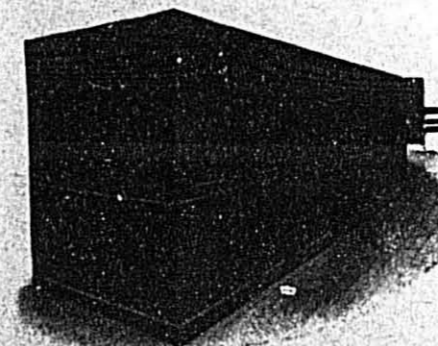
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BAROZZI Finishing Drier for Long Paste



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BAROZZI Drier for Curly Paste

The only firm that takes care of your Macaroni Drying in a scientific way.

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## ATTACKS IMPORTERS' MOTIVES

J. W. Fordney, chairman of the house committee on ways and means, in discussing the proposed American Valuation Plan of determining tariffs on imported goods charged that the importers are attempting to delay or defeat tariff legislation, choosing the American Valuation Plan for this purpose. His statement in part is as follows:

"Opposition to the pending tariff measure is readily traced, not to the American producer, not to the man who deals chiefly in American made products, but to the man who produces abroad and the man whose chief interest is in bringing the product of cheap foreign labor to the American market.

"Those interested in importing enterprises are well organized and spending large sums of money in an effort to make you and me believe that what they seek is for the country's general welfare. The importer is working to delay or defeat tariff legislation, and to accomplish his end he is centering his criticism on the American Valuation Plan, without which, on account of present chaotic world conditions, it will be most difficult to write a tariff measure at this time that will afford the slightest degree of protection against countries where protection is most needed.

"It is true that the importer is exerting a tremendous influence on the retailer through misrepresentations and otherwise, and the retailer is exerting a tremendous influence on the press of the country. Congress is endeavoring to write a tariff law and the declared object is to protect American industries, and our efforts are being opposed chiefly by importers whose interest is not in the furnishing of employment to labor in American manufacturing establishments but in unloading upon the American market at tremendous profits the product of poorly paid labor of foreign countries."

In substantiation of these charges he calls attention to investigations being made of prices demanded by importers for goods bought at a very low price abroad. For instance, a knife manufactured in Germany sold in that country for what is equivalent to 9c in American money. A large importing firm in this country, according to Mr. Fordney, sold this same knife for \$5. The unlimited profits permitted through the sale of imported goods is the reason for the stren-

uous objection now being made by the importers of the country to the proposed plan of charging tariffs on the American valuation of the goods, according to the author of the proposed tariff law.

In his address Mr. Fordney advocated haste in the passing of the new bill that is now pending in the senate as the unsettled conditions in the business world demand that some permanent tariff legislation be passed.

### 1921 Crops \$5,700,000,000

According to final estimates made by the Department of Agriculture and published the last week in December the important farm crops of the United States this year were valued at \$5,675,877,000. The value of this year's farm crops is almost \$3,400,000,000 less than last year's crop and about \$8,000,000,000 less than the crop of 2 years ago, when the highest prices prevailed. In arriving at a total the prices paid at the farm on Dec. 1 are used as a basis. The crops entering into consideration are about 90 per cent of the value of all the farm crops.

The total area devoted to important crops this year was slightly in excess of that of last year, being 348,336,00 acres in 1921 to 348,067,000 acres in 1920.

Of the winter wheat crop it is estimated that there was 42,702 acres planted, yielding a total of 589,032 bushels or an average of 13.7 bushels to the acre. The farm value of this crop on Dec. 1 was \$558,725. Of the spring wheat variety 19,706 acres were sown in 1921, yielding a total of 207,861 bushels or about 10.5 bushels per acre. The value of spring wheat was placed considerably below that of winter wheat as the total spring wheat crop of 1921 was valued only at \$178,343.

The per acre production of winter wheat fell off slightly from that of 1920 though the crop of 1920 exceeded that of 1921 by about 5 per cent in the total bushels harvested. The farm value of the 1920 crop exceeded that of 1921 by almost 80 per cent, due entirely to higher prevailing prices during that crop year. The per acre yield of spring wheat was the same in 1920 as it was in 1921, though owing to a larger acreage the former year the production in 1920 was about 10 per cent more than that

of 1921, but the farm value of the 1920 crop was about 110 per cent greater than the crop of last year.

### Gasoline Alley Facts

The automobile business of this country, which is the best organized industry in the world, has been able to gather some interesting statistics of the use of this modern vehicle. Here are a few surprising things recently discovered—Sixty-five per cent of the motor vehicles bought in the United States are purchased on the deferred payment plan. The average buyer is worth about \$6000.

The average buyer pays more than half in cash.

The income of the average buyer is \$4000.

The average buyer is worth about \$6000.

More than 70% of the buyers have bank accounts.

The average purchaser of a motor vehicle is 33 years old.

About 75% of the buyers are married.

### HARD UP

You're not hard up when your purse is flat  
And your trousers frayed like an old door-mat;

You're not hard up when your bills fall due  
And you haven't a dollar to see you through;  
You're not hard up till you see the day  
That you haven't a cheerful word to say.

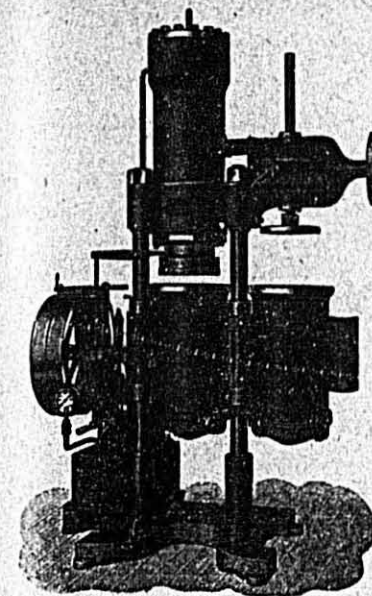
You're not hard up when your coin is gone  
And you whistle a tune as you journey on;  
You may walk the streets while others ride  
And your pockets have naught but your hands inside;  
That's not being broke, you may depend,  
For you're not hard up while you have a friend.

But you are hard up and in sorry way  
If you haven't a cheerful word to say;  
If nothing on earth appeals to you  
And you can't see charm in the skies of blue,  
And you're hard up if you've reached the end,  
And can say in truth that you have no friend.

In dollars and cents don't count your wealth,  
But sum it up in good friends and health,  
In the little tots that call you "Dad,"  
Who, when you're coming, are oh, so glad.  
If you haven't a soul to love or care  
You are hard up, though a millionaire.  
—Michigan Tradesman.

A boil on the neck will humble most any man.

Half the battle is in making up your mind to fight.



### Presses

Screw and Hydraulic

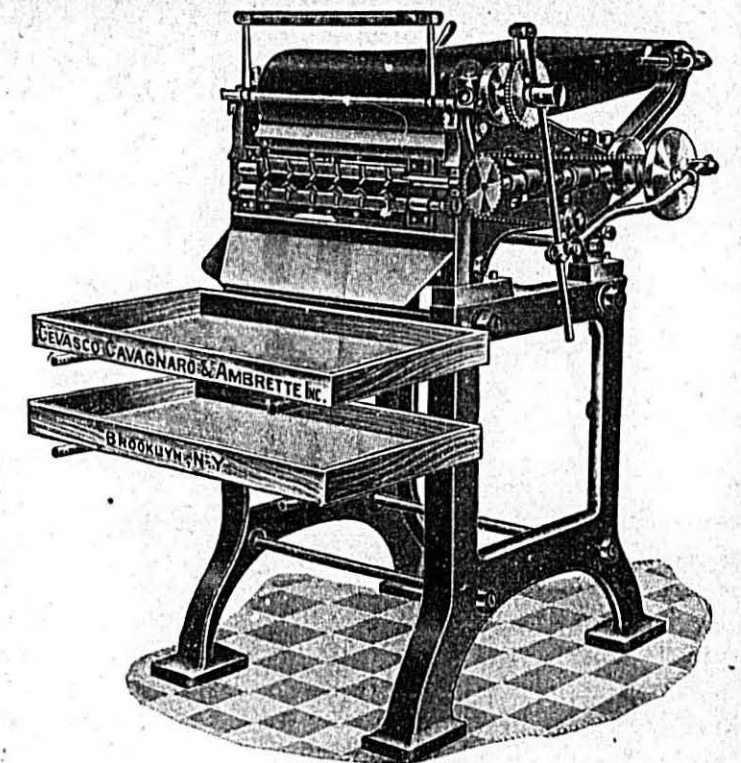
### Kneaders

### Mixers

### Dough Brakes

### Mostaccioli and Noodle Cutters

### Fancy Paste Machines



## Bologna Paste Machine

THIS machine is used exclusively for the production of Bologna Fancy Paste.

Built in two styles; one as shown, and another with calibrating dough brake attached. Simple and convenient. Practically noiseless in operation, as all movements are rotary.

Send for our illustrated circular, containing full information.

## Cevasco, Cavagnaro & Ambrette

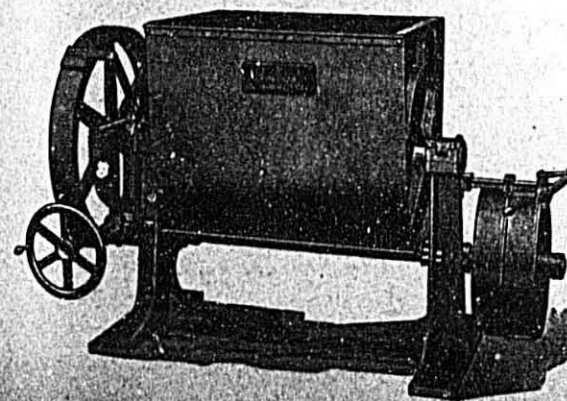
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U. S. A.





# A New Year Message From Our New President

By B. F. HUESTIS,  
President National Macaroni Manufacturers Association

Through the irreparable loss sustained by the entire Industry in the untimely death of our late and lamented President, C. F. Mueller, Jr., the responsibilities as the acting president of the National Macaroni Manufacturers association devolves on me.



B. F. Huestis

In assuming this new and arduous task thrust upon me as by the Hand of God, it is befitting that I should avail myself of this opportunity of extending to each and every member of the association, and to every manufacturer in the Industry, my hearty good wishes for your success and happiness during the New Year we have just entered so auspiciously.

The loss of one so well qualified to act as your leader has left a void that will be most difficult to fill. Words will not suffice to express our feelings of sympathy to the immediate relatives of our revered president and to his business associates, though it may be some consolation to

them to know that we will ever cherish him in our memories, as a leader among men.

The duty devolving upon me will be met as best my ability warrants. Through your cooperation I can but trust that they will be made as pleasant as possible. Timely advice will be welcomed and kindly assistance appreciated. Bear with me should mistakes or oversights occur as they will be rather of the head than of the heart. Let us take up the work where our departed leader left off so suddenly and through unity of purpose carry it to his goal, that of successful conclusion.

As an Association we have the good will of the leading manufacturers, and as an Industry we have the confidence of the distributors and the public. With these blessings, may we strive earnestly as individuals and as an organization to accomplish the aims and purposes for which we are incorporated.

May 1922 prove to all of us, A SUCCESSFUL NEW YEAR.

# The Late President C. F. Mueller, Jr.

Christian Frederick Mueller, Jr., was born at Newark, N. J. on Nov. 2, 1872, and passed away this earthly life at Christ hospital, Jersey City on Dec. 13, 1921, following an operation, aged 49 years, 1 month and 11 days.

Deceased was the leading member of the well known firm of C. F. Mueller Co. of Jersey City and was one of the best known men in the alimentary paste manufacturing field in the world, his reputation having passed the borders of this country into the foreign fields.

From early childhood he became actively interested in the business of his father, C. F. Mueller, Sr., who survives him and at the ripe old age of 83 is still holding the honorable position of president of the firm.

The firm which is now known as the C. F. Mueller Co. had its inception in 1867 in the kitchen of the Mueller home in Newark, N. J., where noodles were first manufactured just like the German hausfrau makes them. The products were first delivered by basket and later by hand cart to an ever increasing circle of customers.

As the business developed production by machinery was found necessary to supply the demand and a suitable plant was erected to manufacture the well known Mueller egg noodles. In 1893 Mr. Mueller succeeded in interesting his father in the manufacture of macaroni in addition to egg noodles and, as a result of this new departure, in 1895 the son was taken into partnership with his father. In 1899 Samuel Mueller and in 1903 Henry Mueller joined the firm as active partners, and through their combined efforts have made this company one of the most successful in the industry.

Mr. Mueller was ever active in matters affecting the welfare of the alimentary paste industry in this country and has been for years recognized as its leader. Though not in attendance personally at the first session of the National Association of Macaroni and Noodle Manufacturers of America that was organized in Pittsburgh in April 19-20, 1904, his firm became a charter member of this, the forerunner of the present active National Macaroni Manufacturers association, and at its second annual convention in New York city in 1905 he was elected a member of the executive committee, and later held

many responsible positions in that progressive organization.

In 1910 he was elected president of the National association a position he held till 1916, refusing renomination because he deemed a change advisable and for the further reason that he desired to give all the time that his health would permit to the business in which he was directly interested. In recognition of his able work the convention in 1921 at Detroit again called him to

## EXPRESSING THE TRADE'S REGRETS

Through Mr. Mueller's death, I have lost not only a business acquaintance but a personal friend. The Association lost its "beacon light" that pointed out the way we could all profitably follow.—Lloyd M. Skinner, Skinner Mfg. Co., Omaha.

Our deepest sympathy goes to the immediate family of the late C. F. Mueller, Jr. The National association, the Macaroni industry, the committees and Mr. Mueller's numberless friends must feel as we do, that a vacancy has occurred which never will be filled.—H. W. Files, Pillsbury Flour Mills Co., Minneapolis.

In the loss of its president, the National association lost a leader well known to the industry. We extend our deepest sympathy.—H. D. Marshall, Johnson Automatic Sealer Co., Battle Creek.

Regret news of death of Mr. Mueller, an influential manufacturer and wish to extend our sympathies to all affected.—A. Blenvenu of C. H. Catell, Ltd., Montreal.

Deeply regret news of death of C. F. Mueller, Jr., president of National association.—J. H. Carlson, Shane Bros. & Wilson Co., Minneapolis.

President Mueller's untimely death robs us of a trained leader and me of an adviser and personal friend. Felt highly honored to represent National association at funeral.—E. Z. Vermylen, second vice president, National association.

In the death of C. F. Mueller, Jr., the macaroni industry has lost a man who was of the highest value to it, and one who will be greatly missed by the individual members of the National association, for his sound advice and good reasoning on all questions made for him many very strong friends.—James C. Andrews, Xerxa, Andrews & Thurston, Inc., Minneapolis.

The National association will surely feel the loss of his activities, having devoted many days of his time for its welfare.—David Cowen of A. Goodman & Sons, New York city.

The industry loses a promoter and the National association a real leader in the death of President C. F. Mueller, Jr.—John Mercurio, Mercurio Spaghetti Mfg. Co., St. Louis.

In the death of C. F. Mueller, Jr., the macaroni industry has undoubtedly lost its strongest man and most vigorous supporter. Mr. Mueller was a man of strong personality, a leader in civic and business affairs. In him was combined a rare talent for commercial success with the happy faculty for making close and fast friends. He was extremely unselfish, giving freely of his extensively acquired knowledge of the industry to others with the sole thought of elevating the standard of the line of business with which he had associated himself. Individually and collectively we will all feel greatly his loss.—Jas T. Williams, the Creamette Co., Minneapolis.

Having known C. F. Mueller, Jr., for about 30 years and having always found him an upright and conscientious friend, I can appreciate the great loss the industry has sustained through the death of our late friend and fellow manufacturer. In business, always a fair competitor and to the macaroni industry, an asset.—Fred Becker of Pfaffmann Egg-Noodle Co., Cleveland.

I have known C. F. Mueller, Jr., for over 25 years and valued his friendship highly. He was a man of high ideals and always lived up to them. The community has lost a worthy citizen and the industry one who always stood and worked for its betterment. His loss leaves a vacancy hard to fill.—Frank L. Zerega of A. Zerega's Sons, Conso, Brooklyn.

become its leader and, when death came last month, he was the head officer of the National association which during life he had done so much to place on its present footing, the nationally recognized spokesman for the alimentary paste industry.

For many years Mr. Mueller was chairman of the Macaroni section of American Specialty Manufacturers association and collaborated with Charles Wesley Dunn, counsel for that organization, in a nation wide campaign in 1915 that brought about needed legislation relative to standards for macaroni, egg noodles, and prohibited the use of coloring matter in alimentary pastes. He was ever active in tariff legislation



C. F. Mueller, Jr.

and was often consulted by leaders in congress on matters pertaining to protection needed by the infant industry in this country.

Mr. Mueller's health began to fail in 1914, but this did not keep him from his duties as treasurer of the C. F. Mueller Co., nor did his interest in affairs generally ever lag. On the contrary he seemed to derive enjoyment from his work and, whenever his health permitted, his company and his fellow manufacturers found him always ready and willing to carry his share of the load.

His connections were numerous and demands on his services heavy. At the time of his death he was president of the National Macaroni Manufacturers association, treasurer of the C. F. Mueller Co., member of the auditing and legislative committee of the American Specialty Manufacturers association, member of the executive committee of



Alimentary Paste Manufacturers association, chairman of the advisory committee of the National Cereal Products Laboratories of Washington, D. C.; director of the Jersey City Y. M. C. A., an officer of the West Side Avenue M. E. church of his home city, member of the Rotary club and of the Shakamaxon Country club. Just prior to his last illness he resigned as director of the Union Trust company, a position he had held for years.

The funeral service on Dec. 16 in the West Side Avenue M. E. church, Jersey City, was attended by a throng of relatives, friends, employes of the company and representatives of the various organizations in which he was interested during his lifetime. The National Macaroni Manufacturers association was represented at these last sad rites by E. Z. Vermeylen, second vice president, who for years had actively cooperated with the deceased in affairs pertaining to the welfare of the industry. Interment was Dec. 17 in Fairmount cemetery, Newark.

Mr. Mueller is survived by his wife, Mrs. Phyllis Mueller; two daughters, and a son, Christian Frederick Mueller, 3rd; his father and two brothers well known in the macaroni industry.

As he was honored in life so may he be respected in death.

**When Competitors Stop Guessing**

Sooner or later a "cost guesser" will be pretty sure to go broke. But letting a competitor go broke is an unpleasant experience. It is slow and painful and incurs some danger to the more or less innocent bystanders. As is customary, the bystanders, particularly the innocent ones, are apt to be hurt before the principals are finished off. Which is why associations are so active in urging upon members the value of costs. If every manufacturer knows what it costs him to make an article, and is convinced that the figure is correct—that he has actually spent so many dollars and cents to make it—he will not, as a rule, knowingly sell it for less. But if everyone is to get on a basis of selling only at a profit, all in the industry must figure costs accurately. . . . It does not pay, obviously, to determine costs to a hair's breadth if it is going to cost more to gather the figures than can possibly be saved by them. Good sense must govern. . . .

A uniform cost system throughout an

industry benefits the individual two fold:

First, it gives him control of his own business, shows him weak spots in manufacturing, where he makes his profit and why, and what price he must get to give a profit.

Second, if all manufacturers in an industry know these things, it is fair to assume that price cutting will be done away with. There are times, of course, when it is desirable to sell below cost, but the manufacturer should do it knowingly. It is the ignorant price cutter who disorganizes business and who, while ruining himself, is nearly sure to drag others down with him.—System.

**SAGE OF CONCORD WISDOM**

The basis of political economy is non-interference. The only safe rule is found in the self-adjusting meter of demand and supply. Do not legislate. Meddle and you snap the sinews with your sumptuary laws. Give no bounties; make equal laws; secure life and property, and you need not give alms. Open the doors of opportunity to talent and virtue, and they will do themselves justice, and property will not be in bad hands. In a free and just commonwealth property rushes from the idle and imbecile to the industrious, brave and persevering.—Emerson.

**RURAL CONTENTMENT**

Coal is in the bin and grain is in the barn,

Money in the bank—and I don't care a darn!

'Taters in the cellar, pantry full of soup, Beans in the kitchen—and I don't give a whoop!

Root cellar full of vegetables and fruit, Plenty of feed for man and for brute; Smoke hoarse a-bustin' with meat and lard,

Cider in the bar'l—jest a wee bit hard.

Everything snug and safely under kiver,

Huntin' in the woods and skatin' on the river;

Car in shape if we ever want to go Over to the village to a pitcher show.

Everybody cheerful, in the best of health—

But the nation's in the clutches of predatory wealth!

Nobody treats the farmer on the level, And I reckon that the world is jest goin' to the devil!

—Campbell's Optimist.

A r n seldom forgets his place—if he has a good one.

Many a man's financial goose has been cooked in a jack pot.

**REASONS FOR REQUIRING A HIGHER RATE OF DUTY ON IMPORTED MACARONI**

3 1/2 per lb. duty on imported macaroni required because the cost of conversion, according to the tariff commission report is.....\$3.98 cw  
The cost of conversion in Italy is.....\$1.65 "

Advantage that Italy has in cost is.....\$2.33 "  
Increased price obtained for imported due to preference of consumers is.....\$3.00 "

Total advantage .....\$5.33 "  
Italian importers are also exporters and millers, conducting three operations, permitting smaller margin of profit.

Raw material (wheat) is purchased by Italian exporters on cooperative plan.

Italian industry organized by buy and sell collectively.

Control exports of wheat from Russia and Argentina.

Payments not required on arrival or in advance.

Time and credit required is supplied.

There is no competition in the purchase of wheat, it is profitably regulated.

American industry entirely separate and apart from milling industry.

**FARMERS' INTERESTS**

Development of American industry closely allied with successful production of durum wheat in the Northwest.

More than 3,000,000 acres are devoted to production of durum wheat in North and South Dakota, Montana and Utah.

Mostly new land not suitable for other grains.

Domestic manufacture of macaroni has greatly stimulated production of durum wheat, stabilized the price, and abolished the old spread of 15c to 25c per bushel between durum wheats and the same grade of spring wheats.

The rate given in Fordney bill (1 1/2 per lb.) not sufficient to compensate for differential in cost of production and preference shown for imported product.

Production of durum wheat and price will certainly slump unless adequate protection is given domestic industry.

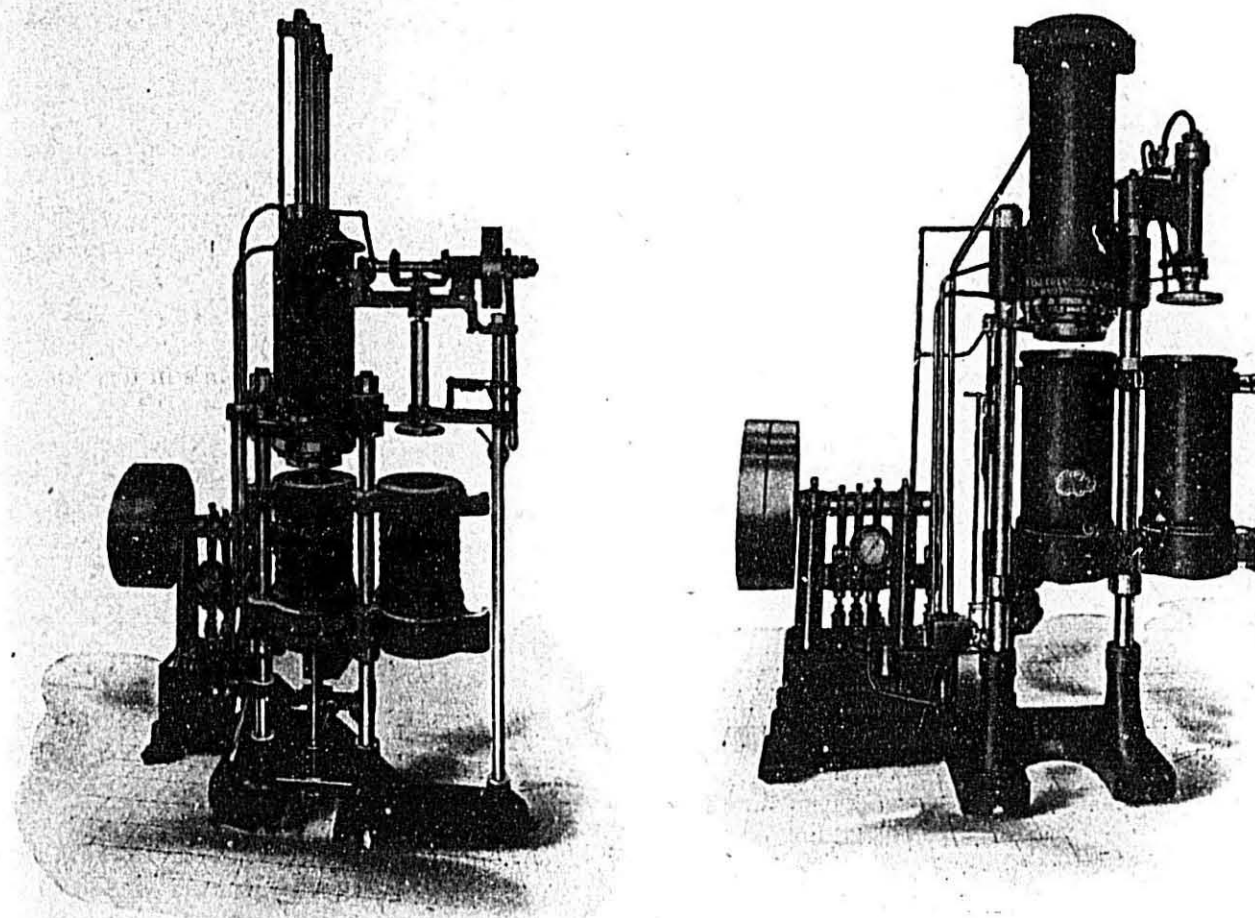
Ladd Amendment, Paragraph 726, Tariff Bill, increase rate to 2 1/2 c per lb., requires the support of every one if the industry manufacturing this wholesome food, and the farmer producing the raw material, are to continue in business.

National Cereal Products Laboratories,  
B. R. Jacobs, Director.

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**De Francisci Macaroni Machinery**



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## HOW FAR WILL DOLLAR CARRY TON?

In a review of the freight rates now in effect on all lines of transportation in this country, it will be noticeable that the present schedule is, in general, for about twice the rates demanded in 1914. The argument is properly advanced that high rates are the cause of reduced shipments and consequent reduced revenues to freight carriers. Though at first looked upon with some doubt, the railroads have lately agreed that a slight reduction would have a beneficial effect on all shipping and they voluntarily offered a 10% cut which is now before the interstate commerce commission.

In presenting arguments pro and con comparisons are made not only with the prewar rates but in the matters of distance that a given amount of freight can be carried for a given sum. A bulletin issued by the National Rivers and Harbors congress contains an interesting study of the effect of freight rates on business in general. An array of figures is presented that only traffic men can digest but later these are translated in

a form that is more familiar to the average business man. Suppose you have a ton of freight to ship and a dollar to spend in shipping it. How far will your dollar ship the ton by the different methods of transportation?

By horse and wagon it will be transported a little more than 4 miles; by steam truck or lorry, greatly used in England, about 20 miles; by rail, at the average rate prevailing in the United States, about 133 miles; carried by a group of selected railroads about 200 miles; on the Erie canal, 335 miles; on the European canals, 500 miles; by lake, on the average cost through the Soo canal, practically 1500 miles; at the rate prevailing on coal shipments on the Ohio and Mississippi rivers, about 3000 miles.

These facts show two things conclusively: First, that every increase in freight rates lessens the distance within which business can be done profitably; second, the cheapest transportation of all is water transportation.

## POTATO FLOUR FOR BREAD

**Imported Practice Started in War and Growing in Favor—Not Fit for Macaroni But Proves Acceptable for Bakers—Method of Preparing Cobblers for Flaking and Grinding.**

The use of flour made from potatoes was given a great impetus during the recent war because of the shortage of wheat flour particularly among the central powers of Europe. In an attempt to popularize its use in this country potato flour mills extensively advertised their products and even went so far as to suggest its use in the manufacture of macaroni. The few manufacturers who were impressed with the arguments put forth by these potato flour millers made many experiments and undoubtedly found it not a satisfactory substitute since most of them reverted to the use of hard wheat flour.

### Imported Practice

For many years European bakers used potato flour in preparing yeast for bread, a practice followed by many of the home bakers in this country. A practice quite general was to blend a small proportion of cooked potatoes with wheat flour in order to improve

the flavor and the quality of the products.

Within recent years the consumption of potato flour has steadily increased in this country, plants have been established for its manufacture, and the new American industry has promise of a fairly good future. It is said that in bread baking the addition of a small quantity of potato flour improves the texture of the bread and gives to it a delicious nut flavor. Not more than 2% of potato flour is recommended to be used in bread making.

### Process of Manufacture

Potato flour as now produced is of a creamy color, rich in mineral salts and vitamins, according to the manufacturers. The process of manufacture is simple. Small, sound potatoes that ordinarily do not find a ready market are usually purchased for flour making purposes. They are subjected to thorough washing to remove dirt and grit and then placed in a hopper which feeds them into a machine where the skins are removed by gentle friction. Care is taken that only the outer, rough skin is removed, leaving the inner skin with its valuable mineral salts. The cleaned and skinned potatoes are now placed in large vats and thoroughly

cooked and then are crushed between rollers. The mashed potatoes are then fed into a machine provided with steam heated drums which reduce the potatoes into thin flakes. These are dried and ground and finally bolted in much the same manner as flour is prepared for the market. It requires about 5 pounds of cooked, mashed potatoes to produce 1 pound of dried flour.

## "Superpower"—Electrification Plan Report Gift to Common Welfare

Manufacturers everywhere are interested in the so-called "Superpower" plan for a comprehensive system of generating and distributing electricity to transportation lines and to all other industries in the North Atlantic region between Boston and Washington. This plan has the approval of Secretary A. B. Fall of the department of interior and is the result of a survey authorized by congress. By "Superpower" is meant the centralization of the production and distribution of electrical energy over a large area, supplying the diversified needs of the community or of a large number of communities from one central source of supply. It is a comparatively new word, though the idea has been undergoing gradual development in various sections of the country.

The report tends to show that in the eastern zone it will not only be a saving in labor but also in material and money: "These economies on a truly national scale will affect not only coal, but capital expenditures as well and especially the output of human energy. More and cheaper electricity must surely add to the comfort and prosperity of our citizens and this report on a superpower system is submitted as a contribution of the department of interior to the common welfare."

If put into effect under the supervision of the government it will put to the test the theory that has been advanced for years by some of the leading electrical engineers.

Eventually the wheels of radicalism reach the ruts of conservatism.

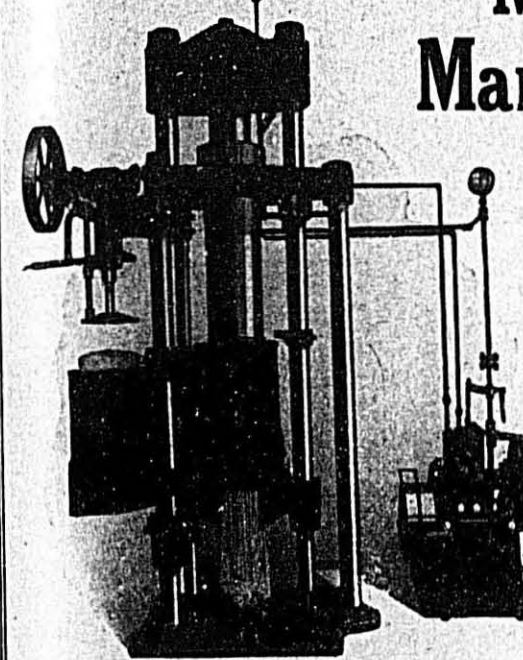
He that would look before him must look behind him.

Counsel after action is like rain after harvest.

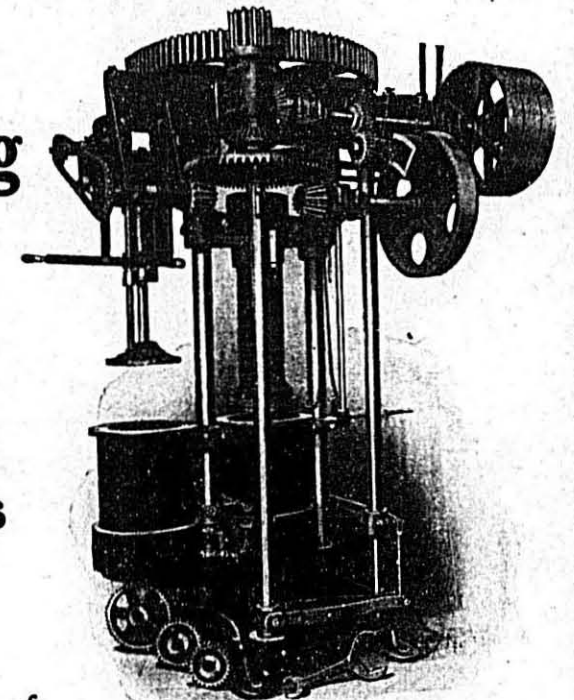
# Walton Macaroni Machinery

## Minimizes Manufacturing Expense

Our line of Presses, Kneaders and Mixers



STYLE K HYDRAULIC PRESS



STYLE F SCREW PRESS

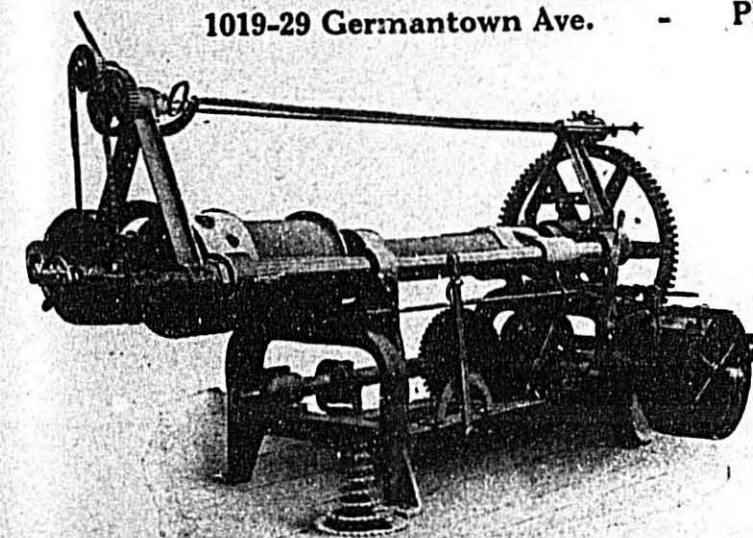
is the result of years of specialization in this class of machinery. Every model is built to insure long life and efficiency.

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

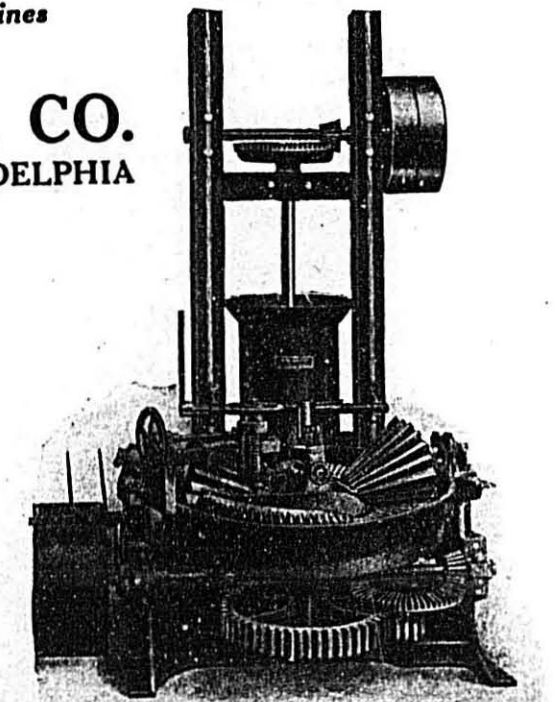
We also build paint manufacturing equipment and saws for stone quarries

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

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STYLE H HORIZONTAL CUTTING PRESS



IMPROVED KNEADER WITH PLOW



## WOULDN'T IT MAKE YOU ANGRY?

There has been a merry game of "Tag, You're It" going on among the economists of the country in their efforts to lay the blame on some particular group for the slow readjustment of prices, particularly with reference to foods. By some the blame is placed on manufacturers; others would discriminate the wholesalers, jobbers and brokers, and a few blame the retail grocer. Each of the accused groups resents the accusation and points with pride to what has already been accomplished by it in an effort to make things normal as soon as possible. The abuse hurled at the grocery trade has evidently peeved a St. Louis grocer who answers the accusers as follows:

### WHY PICK ON US?

The woods are full of amateur economists who claim that prices of groceries will shortly return to prewar levels. Will they? Yes, they sure will—

When hard coal is back to \$9 per ton;  
When railroad fares are back to 2c per mile;  
When gasoline is back to 10c per gallon;  
When house rent is back to \$20 per month;

### American Foods Excel, Save Three Exceptions—Travel and See

When an observing American has traveled 6 months in Europe, it becomes evident that the people who live under the stars and stripes really are well at the head of the procession in many ways, says "The Optimist", Leigh Mitchell Hodges, in the Philadelphia North American of Dec. 21, 1921.

This is not said by way of boasting, but even if it were, no one would have cause for complaint. For nearly all Americans of today were Europeans or something else yesterday or the day before. So whatever reflects to the credit of Americans belongs in part elsewhere.

In the matter of food, which is of basic importance, we undoubtedly lead the world—not only in variety and excellence of material, but also in cooking.

It is a fact that one can get far bet-

When a square meal can be had for a quarter;

When farm labor is back to \$15 per month;

When shaves are back to 10c;

When freight rate from New York, now \$1.84, is back to 97c;

When clothes are back to \$15 a suit;

When money is back to 5 per cent;

When cooks are back to \$5 per week;

When haircuts are back to a quarter;

When movies are back to a nickel;

When a car wash is back at a dollar;

When ice cream is back at a dime;

When a doctor's call is back at two bucks;

When a newspaper is back at a cent.

For the love of Mike why expect the manufacturer, wholesaler and retailer of groceries to go the route alone? Why expect us and no one else to go back to prewar prices? Why pick on us? We are ahead—way ahead of the procession. Now let the barbers and the movie houses, and the soft drink parlors and the landlords, and the hotels and restaurants and the draymen, and the bankers, cut their prices and catch up with us. Pick on somebody else. We've been the goat long enough.

ter roast beef—finer meat and more admirably cooked and served—in any average hotel or restaurant in "the states" than in the most famous beef places in Britain. The same is true of so-called "English" mutton chops.

Despite her world reputation for soup, France can hold only a small candle to this country in this line. Of course soup ideals differ, and whoever prefers saltless water floating a few of the bullrushes in which Pharaoh's daughter discovered Moses and some squares of dry bread need not feel hurt at this reference. But when it comes to really fine soups—bisques creams and associated works of art—the transplanted French cook, working with American material, and the expert American housewife, can win any time.

French coffee is another reputation that stands on shaky legs when compared to the average cup served here, and French ice cream never could displace even the ordinary commercial brand born this side the sea.

In Italy one naturally looks for macaroni de luxe; spaghetti supreme, yet it is a matter of record that a certain traveler whose palate is somewhat responsive to the finer points of food, sought in vain from Genoa to Naples any of either that could compare with that procurable in a dozen Philadelphia and New York eating places.

These are just a few samples. In the fruit line there is no room for comparison—save in the case of hothouse grapes in England. In every other range, even to bananas which all of us import, the superiority of the American market is so notable as to make the exile's mouth a miniature Niagara at mere thought of peaches, pears, apples, plums, oranges and the like.

But all our good fishes must stand aside for the sole that abounds in England, France and Italy and strawberries from Kent are as good as any that ever came out of Jasper county, Missouri, which is saying much.

### Passing of an Angel

Little Catherine Ann Williams, aged 3 years, and next to the youngest child of Mr. and Mrs. James T. Williams of Minneapolis, died suddenly on Dec. 28, 1921. This little child contracted diphtheria and in spite of all that reputable physician could do she succumbed to this dread disease. The other youngsters in the household were also threatened but the prompt application of antitoxin prevented its spread. As the year closed the remains of the loved one were interred in the family lot of one of the beautiful cemeteries in Minneapolis. Besides its grief stricken parents, 5 brothers and sisters are left to mourn the untimely death of this loved one.

The sympathy of the whole industry goes out to Mr. and Mrs. Williams and the family because of the great loss they sustained when this little one was called to her heavenly home.

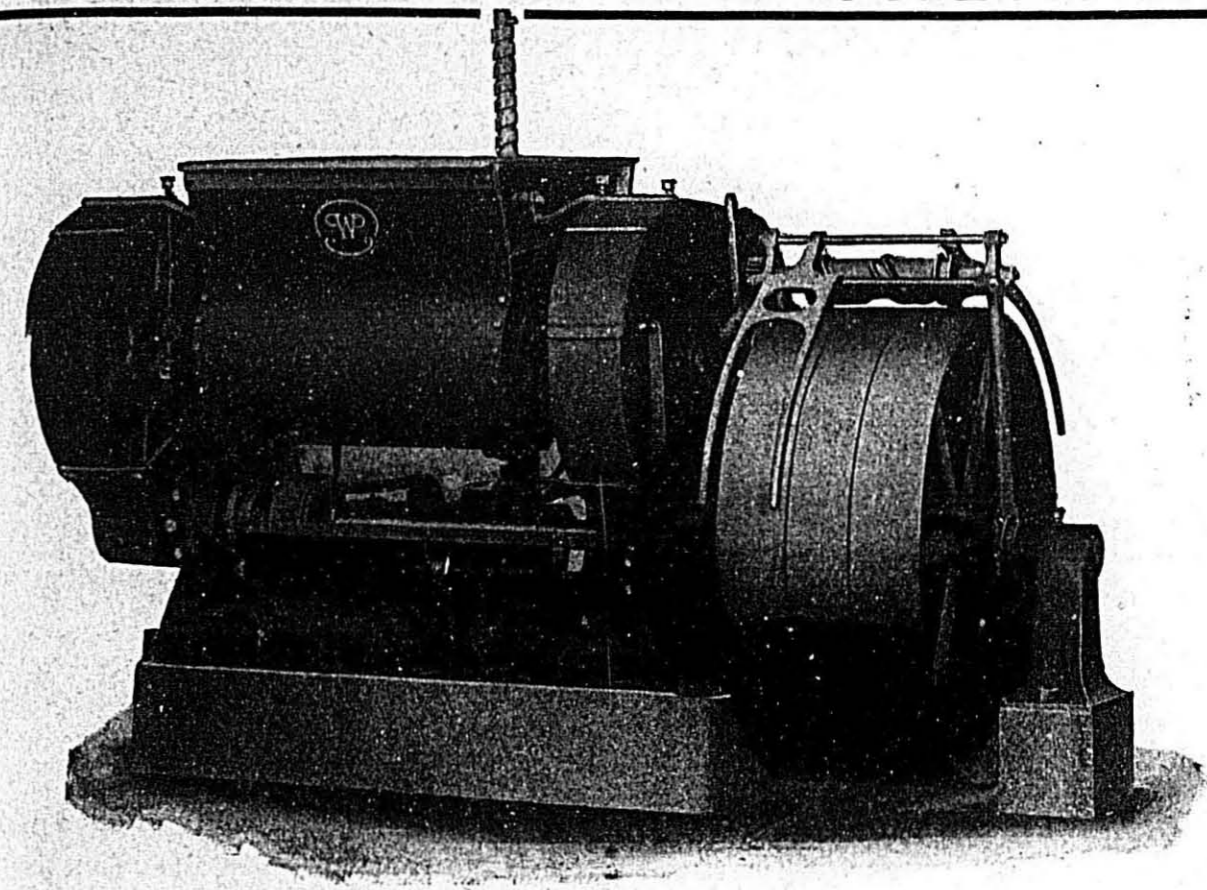
The way to make ourselves admired is to be what we expect to be thought.

Where there's a will there's always a way to dodge it.

Love looks through a window; envy through a keyhole.

A man looking for trouble can always find it.

# BAKER-PERKINS



## Uniformity—do you get it?

A UNIFORM "mix"—a uniform product.

You can't make a macaroni of fine color and even finish unless your mixing and kneading methods are RIGHT.

The "Universal" Kneading and Mixing Machine combines the painstaking thoroughness of the skilled hand worker with machine speed.

Develops to the full the strength of the flour. Blends and kneads the ingredients into a dough of uniform finish and texture.

"Universals" are at work in leading macaroni, spaghetti and noodle factories. Let us show you why.

Our catalog should be in your file. Write for your copy, if you haven't one already.

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Automatic Machinery for the Macaroni Trade



## Color in Egg Yolks

Users of egg products in the manufacture of noodles appreciate the great differences in the color of the yolks of different eggs. It is also noted that the density of the color varies with the season of the year and that it is a difficult matter to obtain a uniform amount of coloring even in eggs coming from the same hennery. There is a wrong opinion prevailing among the uninformed that the yellow color of egg yolks is sometimes produced by a pigment called carotin, whereas it is a related substance known as xanthophyll, a carotinoid usually found in connection with carotin in vegetables, that really colors egg yolks. Carotin is a substance found particularly in carrots, hence its name. Experiments made by Dr. L. S. Palmer of the University of Minnesota have proven that the color of egg yolks has not been effected through the use of carrots as a food. On the other hand feeding of yellow corn which is rich in xanthophyll and deficient in carotin gives the yellow of the egg a decidedly deeper shade. Hens that find rations supplying little or no coloring matter lay eggs that are slightly yellow, the color being due to pigment produced in the chemical process in the egg formation.

On the other hand yellow corn which is rich in xanthophyll makes no appreciable change in the color of milk and butter when fed to cows. Carrots, however, are known to produce a deeper yellow and hence are extensively fed to cows, not because it produces a more nutritive milk product but because the yellow, rich looking milk, cream and butter are usually preferred.

## National Canners to Meet

The annual convention of the National Canners association will be held Jan. 16 to 20 in Louisville and is expected to be one of the real get-together affairs of canners, machinery men, brokers and distributors. There will be held a series of sectional meetings rather than the usual convention, each gathering being assigned subjects of special interest to that group. The usual exhibit of canning machinery and canned foods will be a feature and a larger number of manufacturers than ordinary are expected to take opportunity to display their individual products. A topic of special interest to all canners and dis-

tributers will be the plans for the contemplated "Canned Food Week" to be held in the spring. Harry P. Strasbaugh of Aberdeen, Md., is president of the association.

## Austrian Food Subsidy to Cease

Facing a deficit estimated at 165,000,000,000 crowns, a considerable portion of which is due to loss on account of exchange, the Austrian government is planning a retrenchment policy to reduce this deficit and strengthen the financial position of the government. One of the chief sources of loss to the government has been the state food subsidy system, established for the benefit of the poorer classes shortly after the termination of the war. The subsidies were ordered discontinued Jan. 1 and the first result was a large increase in the retail price of foods, affecting particularly the laboring classes of that country. The government had expected this and somewhat anticipated the result by purchasing large quantities of supplies to insure an uninterrupted supply of foodstuffs for the country. Under the government subsidy plan, for instance, bread sold at a price of approximately the amount of baking expenses. As soon as decontrol went into effect prices on this and other commodities increased from 10 to 15 times. Plans are being made whereby the increase in price may be absorbed by the employer and the employe where such arrangement permits.

## Drops Sugar Trust Suit

A suit began by the government in 1910 charging that the American Sugar Refining Co. was a monopoly has been abandoned, according to announcement by Attorney General Harry M. Daugherty. The opinion is that while this concern may have been a monopoly in 1910 it is no longer the case and that future legal actions are unnecessary. This stand on the part of the department of justice would indicate a more liberal policy toward the business interests of the country, particularly with the sugar interests. Since filing the suit the American Sugar Refining Co. has disposed of a large share of its stock in subsidiary corporations and divested itself of the control of several competing organizations with which it was charged in the petition by the government. This action coming at the time when the

sugar situation was most acute will tend to relieve this tense situation and permit free and open competition to govern prices.

## German Crops

According to present estimates the wheat crop of Germany for 1921 will probably amount to 2,700,000 metric tons as against 2,300,000 for last year and 4,000,000 in 1913. In the latter year the production included the quantity produced in some of the districts now lost by Germany. Rye production has also increased. The 1921 crop amounting to 6,600,000 metric tons as compared to 5,000,000 last year and 10,200,000 in 1913.

Potatoes, one of the chief foods of the common people of Germany, will show a decided decrease owing to the drought of last summer. This year's crop is estimated at 26,800,000 metric tons as against 28,000,000 metric tons last year. The principal problem now confronting the German people is that of controlling the export prices made necessary because of the adverse trade balance and the tendency among nations to adopt protective measures against imports from that country.

## Model Menus for Week

A new farmers bulletin issued by the department of agriculture entitled "A Week's Food for the Average Family" will prove of considerable interest to housewives and food manufacturers. It is prepared by Caroline L. Hunt and it aims to present a model of menus for a week for an average family and to show how the food needs of an ideal family can be adapted to its economic resources.

Besides giving values of various foods in calories it tells what substitutes may be used to get the same relative food value, and finally compares the cost of the different foods usually used. It emphasizes the often overlooked point that a balanced ration need not be present in every meal but that the wants of the body may be supplied if the necessary foods are used in the course of a week. In other words, if the food supply for a given period is properly distributed the makeup of any particular meal is not important.

The value of the various food groups are given, including such foods as starch, fat, sugar, vegetables and fruits

A meal to be sufficiently appetizing, bulky and satisfying should consist of about 20 per cent of fruits and vegetables; 20 per cent of milk, meat, eggs and similar protein foods; 30 per cent of cereals of various kinds, including bread; 20 per cent of fats and 10 per cent of sweets. A diet of this kind will supply the ordinary wants of the body for protein, minerals and vitamins.

The bulletin presents a table of the ordinary foods, giving the number of hundred calories portions in the ordinary weight unit. As an example, ordinary cheese provides 19 hundred calories portions per pound. Figured on an average of 38 cents per pound, the cost of cheese is 2 cents per hundred calories. On the other hand beef provided 10 hundred calories per pound and to equal cheese in the matter of food energy it should sell at about 20 cents a pound.

It is expected that much use of this information will be made by the average family and that it will tend to popularize better balanced meals at a comparatively lower cost because of the varieties of foods recommended for use. In arriving at the ratios needed for the average family, composed of parents and three children totaling in ages to

between 20 and 24 years, a growing boy or girl of 12 or over is counted as an adult because, if he is only ordinarily active, his requirements will be as much or even more than the food energy requirements of a grown man.

## More Macaroni Facts

The provident housewife will cater more and more to alimentary pastes in the form of macaroni, spaghetti and noodles if her attention is called to the wonderful food value of these cereal products and the hundreds of ways in which they may be prepared, all attractive to the eye, pleasing and appetizing to the palate of even the most particular. These foods may well be depended upon to feed a family wisely and well. The low original cost per pound, the absolute lack of waste, and nutritive value equaled by only one or two much more expensive foods—all of these facts appeal to the provident housewife who aims to give the family the variety and the satisfying foods demanded. Another fact often overlooked is that alimentary pastes are "fuel" foods, providing the much needed heat producing elements. They may also be termed "extenders" of higher priced foods like

small quantities of meats, cheese, poultry and similar expensive supplies, serving as the "body" of the dish to which the above named foods give the rich appetizing flavors so often desired.

## Rapid Wheat Propagation

The Official School of Agriculture in Valladolid, Spain, has been carrying on some wonderful experiments in grain culture and as a result has discovered the fecundity of a grain of wheat which produced 322,000 fold in a year. In carrying on the experiment 100 grains were planted under suitable conditions last July and by the end of September the grains had developed and produced on an average of about 12 shoots each. These were cut and transplanted and by the end of October each cutting furnished an average of 8 shoots, each producing approximately 65 ears and each ear fully filled out so that it averaged about 50 grains. Thus each of the original grains under experiment reproduced itself 12 by 8 by 65 by 50 or a total of 322,000 times. If similar reproductions could be had under ordinary conditions in the wheat districts of the world, what a wonderful yield of this essential grain food there would be.

# BAY STATE DURUM WHEAT SEMOLINA

QUALITY  
COLOR  
UNIFORMITY  
CLEARNESS

WIRE OR WRITE FOR SAMPLES AND PRICES.

## BAY STATE MILLING CO.

MANUFACTURERS OF  
DURUM FLOUR  
DAILY CAPACITY 1000 BARRELS

WINONA, MINNESOTA

## Cheraw Box Company, Inc.

7th and Byrd Streets  
RICHMOND, VIRGINIA.

## WOODEN MACARONI BOX-SHOOKS

Note.

Our shooks are made from Gum which is a tasteless and odorless wood. The sides, tops, bottoms and ends are one piece which insures a most sightly package and is a great saving in the nailing up expense.



## Notes of the Industry

### Sell Bankrupt Property

After experiencing considerable financial difficulties due principally to lack of agreement between the component members of the Genesee Valley Macaroni Co. of Mt. Morris, N. Y., foreclosure action was brought by one of the creditors and the property was sold in December to Felix Zanghi and Serafino Micheli, two members of the bankrupt company. The purchase price was \$5800 and included the site and building of the plant, not the machinery and fixtures therein. Angelo Licata, third member of the company, is protesting the sale on the ground that if the site, building and machinery are sold as one it would bring several times the offer made at the foreclosure sale, and through his attorney is now endeavoring to have the sale of the plant set aside. The company discontinued manufacturing nearly two years ago and disposed of its machinery and equipment to an outside concern, which later leased the plant, accumulated flour and other supplies to begin operation, but it was suddenly decided not to proceed. The raw materials were sold and the old concern was left with its plant, its machinery and other equipment. Just what result the protest of the dissatisfied member will have on the court sale cannot be foretold, though it is expected that the purchasers will either reopen the old plant or dispose of it to other persons who will put it into operation.

### Splendor Macaroni Company

The Splendor Macaroni Co. of Boston was incorporated under the laws of Massachusetts early in December. Besides macaroni this company will also handle other food products. The con-

cern is capitalized at \$100,000 with the following people interested as incorporators: A. Thaxter Parsons, Felix Vorigo of Winthrop, John N. Maroni of Somerville. Plans are under way for equipment of a suitable building so that production will start early in the year.

### Erie Plant Changes Name

The Lake Erie Macaroni company of Peach and Woods sts., Erie, Pa., organized several years ago has undergone a thorough reorganization, according to a statement by Walter C. Henning, general manager. The concern will now be known as the General Macaroni company. Its capital stock has been increased from \$30,000 to \$75,000 and plans have been laid for increasing the capacity of the plant.

### Settle Armour Loss

A settlement was reached last week between the Armour Grain company and the insurance companies involved as a result of the explosion and fire that completely destroyed the big Armour grain elevator last March. The amount agreed upon was a compromise, the grain company finally accepting \$1,394,141.86 in adjudication. Great difficulty experienced in disposing of the enormous quantities of salvaged grain caused long delays. The original claim was for \$1,832,063.67. In the final agreement, the Armour people accept the lesser amount but also retain the sole right to whatever salvage may have been made from the damaged contents of the elevator.

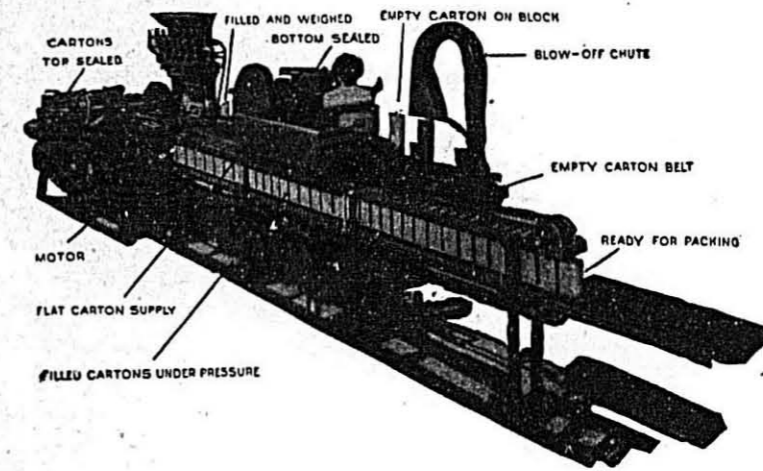
### Exports Decrease

The exportation of alimentary paste products that has been decreasing gradually since the happy war days,

took a decided slump during October, the drop being about 25 per cent as compared with the same month last year. 1603 pounds of these goods were listed for export, valued at \$174. For the 10 months period ending October 1921 a total of only 68,429 pounds was exported, the invoice value of which was only \$8358, compared with 71,948 pounds worth \$9769 reported for the same period in 1920. From reports issued by the department of commerce one may judge that all the goods shipped to this country are not of the very best quality and varying amounts are frequently rejected on this and other grounds. For instance, the October 1921 report shows that there remained uncalled for in the various government warehouses 20,025 pounds of different kinds of macaroni products invoiced at \$1502 that had been permitted to remain there since the preceding month.

### "Good Packing Pays"

One of the inherent powers of a container generally overlooked is its ability to either destroy business or to build business. If it is designed correctly, built correctly and fulfills its function as a carrier, well and good—it is a business builder, in that it delivers its contents safely and cleanly. If on the other hand containers split and break and damage merchandise with resultant sputtering and damage they are the innocent causes of ill will and lost custom. The package makers are giving an invaluable service. They have an extremely important place in the development of our foreign commerce, yet they are in a peculiar position because too many American business men seem to look upon the container as a necessary evil when, as a matter of fact, it is their



This is our carton sealing machinery with filling and weighing attachments.

Why purchase machines with a guaranteed capacity of 30 packages per minute when you can purchase our machines which will do the work equally as well with a guaranteed capacity of 60 packages per minute?

## Johnson Automatic Sealer Co., Ltd.

Send for Catalogue

Battle Creek, Michigan

Send for Catalogue

Pack your products with the idea that you are trying to assist your sales department in retaining and increasing business—

—NOT—

with the idea that packing is simply an unavoidable expense to be done as cheaply as possible, regardless of impression given consumer of your products

## "GOOD WOOD BOXES"

may cost a little more than substitutes AND THEY SHOULD, for THEY "INSURE" SAFE ARRIVAL TO THE ULTIMATE CONSUMER.

Write or wire us for prices—quotations made gladly.

WE SPECIALIZE IN MACARONI SHOOKS

## ANDERSON-TULLY CO.

MEMPHIS, TENN.

### WILLIAM S. DOIG, Inc. 47 Franklin Street, Brooklyn, N. Y.



Manufacturer of Nailing Machines in great variety to meet the requirements of Box Makers generally, and Special Nailing Machines for other purposes, also make machines for driving Corrugated Fasteners.

The machine illustrated here is the style most generally used by makers of boxes in which to ship Macaroni.

Discriptive circulars and prices can be had for the asking.

### WILLIAM S. DOIG, Inc. 47 Franklin St., Brooklyn, N. Y.



best friend and business builder, and creator of good will. The package makers are truly selling a service, not merely a commodity.—Barrel and Box.

#### Gets Newspaper Notice

The Birmingham Macaroni Co., the leading alimentary paste factory in Alabama, was the subject of one of a series of articles appearing in the Birmingham News on "Know Birmingham". This newspaper is carrying on a publicity campaign calling attention to the many industries in that city that should be patronized not only by the residents but by the neighboring communities. The story is given a good setting and the facts concerning the development of the company and the mode of manufacturing its products are interestingly told. Free publicity of this kind is something that every manufacturer can obtain through cooperation with his local newspaper. The Birmingham Macaroni Co. was started in a small way in June 1903 by P. J. Surio, who learned the trade in Italy. So successful was the little concern that it was incorporated in 1905 under its present name. It now occupies a convenient and spacious factory, well equipped with modern machinery.

R. G. McCarty is president; Walter Moore, vice president; T. F. Buekford, general manager, and P. J. Surio, general superintendent and production manager.

#### Broker Awarded Damages

A jury in the Queens county supreme court hearing cases in the Long Island City district of New York state returned a verdict on Sept. 13 in favor of Rando Amanto in his suit to recover damages and commissions claimed to be due him from the V. Viviano & Bros. Macaroni Co. of St. Louis. The plaintiff claimed that he has acted as the representative of this company in his home district and started suit to recover not only the commissions due him on business obtained for the company but damages caused by his abrupt dismissal from the company's service. The jury agreed with the plaintiff and awarded him damages amounting to \$2500.

#### New Trial in Fire Suit

The appellate division of the New York courts reversed the decision of the lower court in the case of the Onéida County Macaroni company against the Newark Fire Insurance company where-

in the macaroni company was given judgment to the amount of \$1776 plus interest, amounting to \$2137. The higher court found that the evidence presented during the hearing presented a question that should have been settled by the jury. The trial of this case in July attracted considerable attention as it involved several other fire insurance companies carrying part of the loss. The judgment entered July 25 was a complete vindication of the macaroni company, which was charged by the insurance companies with neglect, inattention to the sprinkling system installed to prevent the spread of fire, and that the fire was of incendiary origin. At the trial it was further alleged that the macaroni company had made misrepresentations that invalidated the policies. A new trial has been granted on the appeal made by the insurance company. This is expected to come up at the February term of the superior court at Utica.

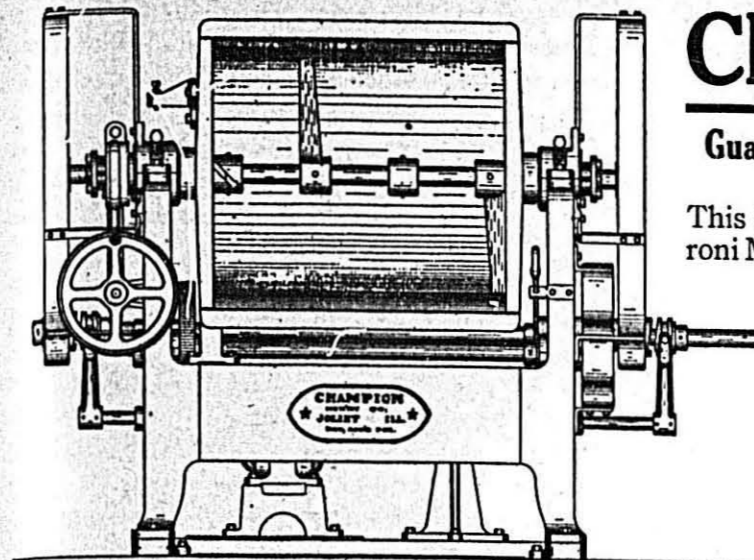
#### Middletown Plant Sold

The macaroni manufacturing plant on Court st., Middletown, Conn., and conducted for years by its founder, Sebastiano Marino, was sold the last week

## Champion Mixer

Guarantees Dependable Service at Small Cost

This is the main consideration of successful Macaroni Manufacturers in deciding on plant equipment.



Its arms insure perfect and efficient mixing and uniformity of product.

The Agitator is made of steel and will last indefinitely.

Motor safely attached directly beneath Mixer.

Just the RIGHT SIZE, the RIGHT KIND of a Mixer for you at the RIGHT PRICE.

Made in any size with capacity from one to six barrels as best suits the requirements of your plant.

A CHAMPION MIXER drives away all mixing worries. We also specialize in building automatic flour handling outfits of all sizes.

Ask for our literature and our price.

CHAMPION MACHINERY CO.

JOLIET, ILL.



## MOULDS SPECIALISTS

Only constructors in America making bronze moulds with private screw, Cirillo Style.

Awarded Gold Medal at Exposition of Industrial Products at Rome, Italy, in 1908.

#### Specialists in Copper Moulds

Make any kind desired. Stell supports for long or short macaroni. Bronze Leaf Moulds extensively used for Spaghetti, Vermicelli, Noodles, etc. manufactured to suit.

Work done in American, Italian or French style.

Repairing done at reasonable prices.

### International Macaroni Moulds Co.

J. CIRILLO & P. CANGIANO, Props.  
Office and Factory, 252 Hoyt St.  
BROOKLYN, N. Y.

## NOODLES

If you want to make the best Noodles—you must use the best eggs.

We know your particular requirements and are now ready to serve you with—

### Special Noodle Whole Egg—

Dehydrated Whole Eggs—selected—  
Fresh Sweet Eggs—particularly bright color.

### Special Noodle Egg Yolk—

Selected bright fresh yolk—entirely Soluble.

Samples on Request

## JOE LOWE CO. INC.

"THE EGG HOUSE"  
New York

CHICAGO BOSTON LOS ANGELES TORONTO  
WAREHOUSES  
Norfolk Atlanta Cincinnati Detroit Pittsburgh

## Buhler's Macaroni Press with Laying Table

## A. W. BUHLMANN

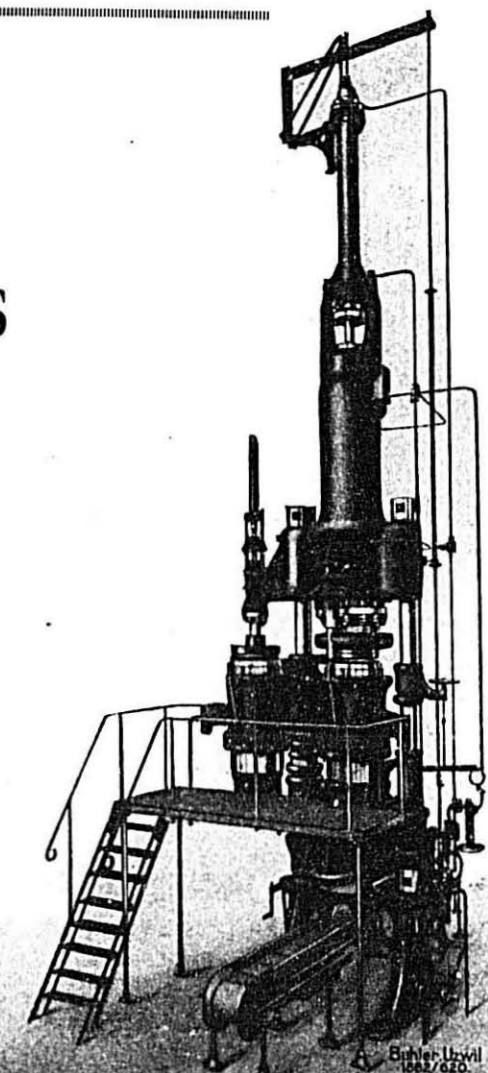
Engineer

200 Fifth Ave.

New York

Sole Agent for

BUHLER BROTHERS of SWITZERLAND





in December to Tomaso Catandella of that city. Plans are under way for remodeling the plant, installing some new machinery and increasing the force employed. This plan enjoys a lucrative business in that city and its neighboring villages.

**Incorporate Kerr Company**

The Kerr Macaroni company of 3549 Greenmount av., Baltimore, has recently been incorporated for the purpose of manufacturing and distributing alimentary paste products and as a side line, groceries, and baking products. The incorporators are Ignazio Papania, Joseph DiGirolamo and Antoni Papania. Capital stock to the amount of \$80,000 has been issued, divided into 800 shares of common stock and 800 shares of preferred stock at a par value of \$50. About a year ago the incorporators bought out the David Kerr interests in the present plant and retained the management of Louis Deal, former superintendent, who has proved a valuable man to the new concern.

**Death Takes Pioneer**

Mrs. Teresa Soso, founder and principal owner of the Pioneer Macaroni

Manufacturing Co. of San Francisco, died Thursday Dec. 1 at the age of 75 years. Deceased also organized and for many years supervised the Cosmopolitan Paste Co. of San Francisco, which first opened for business in 1891. Mrs. Soso was one of the few women macaroni manufacturers in the country and also one of the very successful ones. Her interest in this business may best be judged by her activity, she having remained in close touch with the management of the Pioneer Co., with her two sons, Henry and Ernest, up to within a few days of her death.

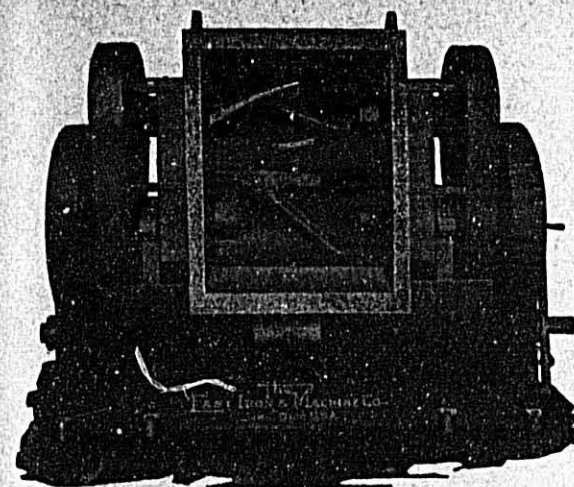
The deceased was born in 1846 in the Province of Piedmont, Italy, and shortly after her marriage emigrated to California, settling there in 1870. Being a woman of great business ability she soon became actively connected with the business interests of the community, her inclination being toward the manufacture of alimentary pastes, a training inherited from her ancestors who were engaged in this business for years in northern Italy.

Arthur Rossi of A. Rossi & Co., well known drying machine manufacturer, is a son-in-law of Mrs. Soso, having married the youngest daughter of

this bereaved family of 7 children. The oldest son, Lorenzo, is a poet of considerable renown on the coast and the second born, Pietro, is one of the leading actors in the motion picture colony of Los Angeles. The remaining sons are conducting the macaroni plants on the coast, following in the footsteps of their mother.

**New Haven Company Assets Sold**

The estate of the New England Macaroni company on Wooster st., New Haven, Conn., was sold at public auction on Dec. 22, the successful bidder being Frank Titelman of that city. The amount paid was \$30,705 for the buildings, machinery, automobiles, supplies on hand, raw materials and office fixtures. The whole estate was appraised at only \$10,000 and the price received is so much higher than was expected that the creditors are sure to receive a good dividend. The sale brought about an interesting tangle. It was ordered held on Dec. 21 and on that date a group of men headed by Salvatore Troita and Alphonse Leonardi bid \$29,200 for the estate and deposited a certified check covering the usual 10% demanded in sales of this character. Referee C. B.



# "EIMCO"

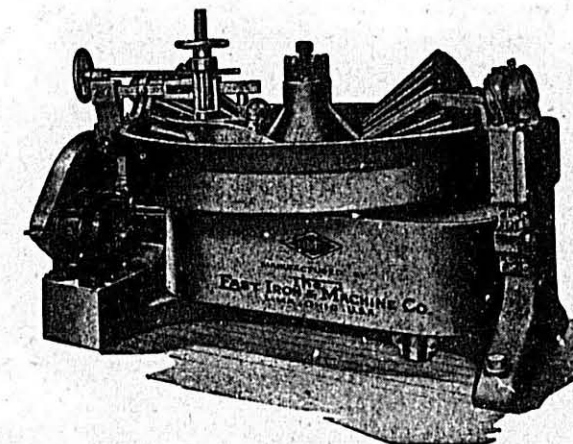
## Mixers and Kneaders Insure Uniformity, Color and Finish

"Eimco" mixers develop the full strength of the flour and produce perfect doughs, absolutely uniform in color, temperature and finish, just like an expert would do it by hand but they do it many, many times quicker—also much quicker than ordinary machines—because they are scientifically designed and built.

"Eimco" kneaders knead the lumps of dough, as they come from the mixer, into one solid ribbon and give it uniform texture and they do it quicker and better than ordinary kneaders. They are equipped with plow and have scrapers at rolls to prevent dough from clinging. All gears are fully enclosed.

Save time, labor, power, and make better doughs at less cost. "Eimco" mixers and kneaders will do it for you.

Ask us for bulletin and photos.



**The East Iron & Machine Co.,**  
Main Office and Factory, Lima, Ohio.

## To Noodle Manufacturers:

We understand your requirements of **Whole Egg Powder**, and can give you unexcelled quality.

### WHOLE EGG POWDER—

Guaranteed to comply with Government regulations.

Manufactured by spray process, guaranteeing solubility.

Made from Spring laid egg, insuring dark sweet yolks.

**TALCOTT, TURNER & CO., INC.**  
136 Liberty St. New York  
29 S. La Salle St. Chicago

## MR. MACARONI MANUFACTURER!

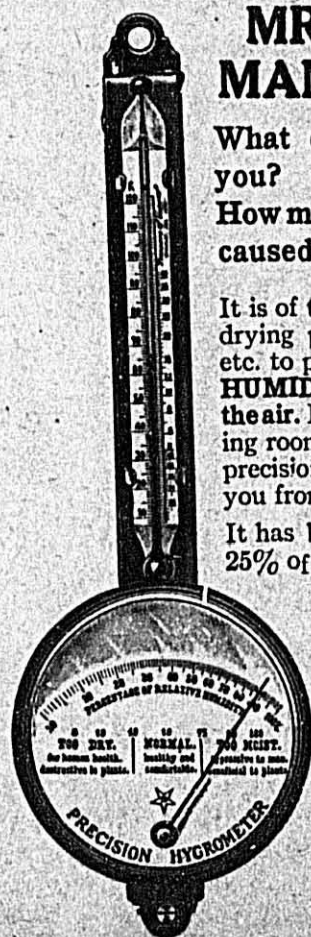
What does moisture mean to you?  
How much damage has moisture caused you?

It is of the greatest importance in the drying process of macaronis, noodles etc. to possess the **exact knowledge of HUMIDITY and TEMPERATURE of the air.** Every Macaroni and noodle drying room should be equipped with this precision **HYGROMETER** it stops you from **guessing**, it gives you **facts.**

It has been proved that from 10 to 25% of waste had been saved in the drying process of macaronis and noodles by employing this instrument.

Breaking, splitting and getting mouldy of goods greatly eliminated.

Over 80,000 of these instruments are in use and many macaroni factories are using it with great satisfaction.



No. 1 Hygrometer (1/4 Natural Size)

**EMIL DAIBER.**  
Precision Instruments.  
3373 W. 86 St. Cleveland, O.

## Discriminating Manufacturers

Use

# Hourglass



# Brand

**PURE DURUM SEMOLINA AND FLOUR  
RUNS BRIGHT, SHARP AND UNIFORM**

Quality and Service Guaranteed

Write or Wire for Samples and Prices

**DULUTH-SUPERIOR MILLING CO.**  
Main Office DULUTH, MINN.

NEW YORK OFFICE:  
F 7 Produce Exchange

BUFFALO OFFICE:  
31 Dun Building

BOSTON OFFICE:  
88 Broad Street

PHILADELPHIA OFFICE: 458 Bourse Bldg.

PORT HURON, MICH. OFFICE, 19 White Block

CHICAGO OFFICE: J. P. Crangle, 14 E. Jackson Blvd.



Hoadley refused to approve this high-bid for some reason and ordered another sale the next day with the result that Mr. Titelman increased the bid and the court was instructed to prepare the proper deeds for the property. Considerable interest was created by the sale and its subsequent entanglements and action to recover on the part of the bidders of the first day is probable.

#### Eastern Manufacturers Meet

A special meeting of the Alimentary Paste Manufacturers association was held Dec. 28 in the McAlpin hotel, New York city, though not as well attended as its promoters expected. The purpose was to discuss action to be taken by manufacturers in their section on tariff legislation now before congress, and to consider changes in present standards of macaroni products now laid down by the bureau of chemistry.

The meeting decided on a statement of facts concerning the effects on the industry of inadequate tariff on alimentary pastes and that a united effort be made to enlist the support of members in congress through submittal to them of these facts in a way that would appeal to their judgment.

It was also agreed at this meeting that the manufacturers restate to the bureau of chemistry their former position and expressed opinion, that the Alimentary Paste association favors an establishment of the present standards and the establishment of new ones that will permit manufacturers to use "flour of a grade of 'straights' or better, but to exclude 'clears' and 'low grades' in the production of macaroni."

A committee composed of Herbert Gruber of Boston, E. Z. Vermylen of Brooklyn, George J. McGee of Philadelphia, Thomas H. Toomey of Jersey City and P. G. Nicolari of New Haven was appointed to revise the constitution of the association, this committee to avail itself of the services of B. R. Jacobs of the National Cereal Products Laboratories for this purpose.

#### Slight Increase in November Imports

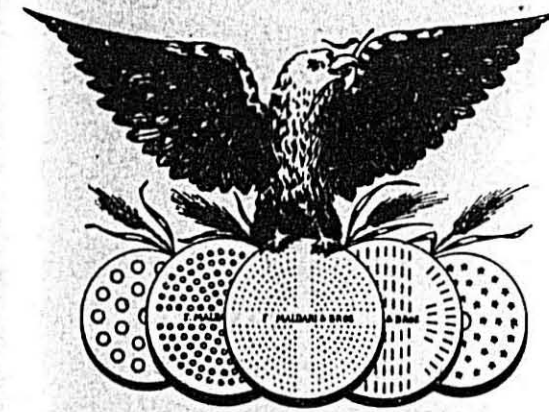
While the quantity of alimentary paste products imported in November 1920 exceeded that of the same month the previous year, the value of the whole amount imported during the month was somewhat less. Slightly over 180,000 pounds of all kinds of macaronic foods were scheduled at the different ports of

the country for the month, the invoice value being only \$14,916, approximately 8 1-3 cents a pound. The same month in 1920 a total of 15,288 pounds was imported at an invoiced value of \$15,055, averaging slightly in excess of 13 cents per pound. This big decrease is attributed to the lower cost of raw materials and to intensive competition on the part of the exporting country to reach the lucrative American market for this foodstuff.

For the 11 months of the year importations in 1921 reached 1,328,897 pounds valued at \$144,252, as compared with only 677,070 pounds valued at \$90,640 for the similar period in 1920 and approximately 843,177 pounds worth \$93,627 imported for the same 11 months in 1919. It is interesting to note the per pound value of the imported goods for the 3 years under comparison. While in 1919 the average price was 11.1 cents per pound, it jumped to 13 1-3 cents in 1920 and then dropped again to an average of slightly less than 11 cents in 1921.

If you want happiness to pay attention to you, pay attention to business.

## A NEW YEAR RESOLUTION for THE MACARONI MANUFACTURERS



—That a QUALITY DIE is CHEAPER in the long run—or in other words MALDARI'S INSUPERABLE BRONZE (SOLID) DIES with removable pins.

Quality Since 1903

### F. MALDARI & BROTHERS

127-29-31 Baxter Street

NEW YORK CITY

THE HOUSE WHERE THE PROMISE IS FULFILLED



WE ARE specialists in the making of Bronze and Copper Moulds, using nothing but the best materials and workmanship.

Our Bronze Moulds with Patented *Kleen-E-Z* removable pins are second to none now on the market. They turn out smooth, uniform, velvety products. Once tried you will use no other.

We are efficiency experts in repair work of every description in this line. Are your moulds and pins giving you entire satisfaction? If not, look them over and give us a chance to repair them and put them on an efficiency basis. The ultimate saving to you in *costs of wastes, etc.*, will be *immeasurable*.

Let us hear from you today.

ALL WORK GUARANTEED.

**Frederick Penza & Co.**  
285 Myrtle Ave., BROOKLYN, N. Y.

## Walsh - Paper

Lining and Package  
Papers for the  
Macaroni trade.

If your jobber cannot  
furnish, write us direct  
giving the name of your  
jobber.

The Walsh Paper Company

Manufacturers

Cuyahoga Falls,

Ohio

# ELMES

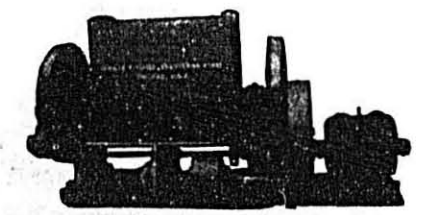
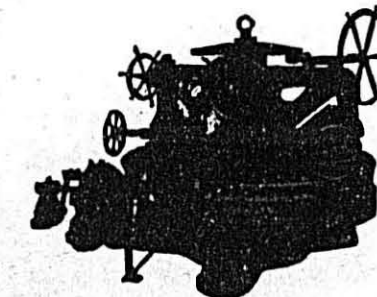
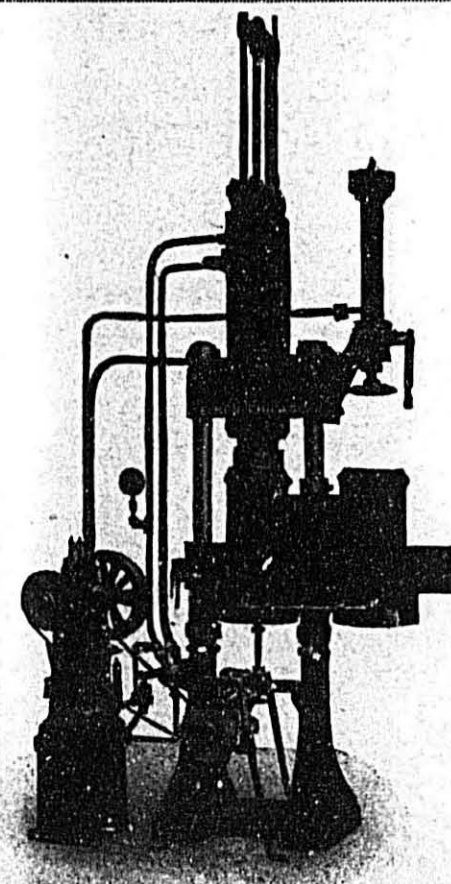
CHICAGO  
"SINCE 1861"

COMPLETE PLANTS

FOR THE MANUFACTURE OF  
MACARONI, SPAGHETTI, PASTE GOODS

ADVANCED METHODS  
MAXIMUM OUTPUT

Send for Catalog.



**CHARLES F. ELMES ENGINEERING WORKS, Inc.**  
213 N. Morgan St. CHICAGO, U. S. A.  
EST. 1861 INC. 1895



### 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.

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

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Display Advertising - - Rates on Application  
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Vol. III January 15, 1922 No. 9

### Trade Marks

#### Checker

The trade mark "Checker" for use on spaghetti, macaroni, vermicelli and noodles, filed with the patent office Sept. 20, 1920, by the Gandolfo-Ghio Mfg. Co. of St. Louis and published Aug. 30, 1921, was duly registered on Dec. 13, 1921, being given register number 149,384. The company claims that this trade mark has been in use since May 1, 1920.

#### Enrico Caruso.

The trade mark "Enrico Caruso," which was filed on March 22, 1921, by the Atlantic Macaroni Co., Inc., Long Island City, N. Y., and given due publication on Sept. 6, 1921, was duly registered in the patent office on Dec. 27, 1921. The registering firm claims use of this trade mark since May 25, 1920. It was given registration number 149,825.

#### La Fanciulla

The registration rights to the sole use of the trade mark "La Fanciulla,"

filed March 18, 1921, by Lopez & Co., Philadelphia, and published Sept. 13, 1921, was granted on Dec. 27, 1921. These distributors claim use of this trade mark since March 11, 1921.

#### Climax

On Dec. 13, 1921, the Pfaffmann Egg-Noodle Co. of Cleveland was granted registration rights on 5 labels for use on noodles and macaroni, filed with the U. S. patent office on Sept. 19, 1921. The labels and registration numbers are as follows:

- No. 23,754—"Fine Climax Egg-Noodles."
- No. 23,755—"Broad Climax Egg-Noodles."
- No. 23,756—"Broad Star Noodles."
- No. 23,757—"Fine Star Noodles."
- No. 23,758—"Red-D-Cut Macaroni."

### Limits Trade Associations

Basing his opinion on the recent decision of the supreme court of the United States in the now famous Hardwood Lumber association case, Attorney General H. M. Daugherty laid down the principles under which trade association may operate without interference. The statement specifically points out some things which trade organizations can not do, which are (1) fix prices, (2) divide territory and (3) limit production by contract. This clarifies the situation somewhat though it still leaves many of the "open price" associations up in the air.

### Misrepresentations

9540. Adulteration and misbranding of egg noodles. . . . v. The Western Macaroni Mfg. Co., a Corporation. Plea of guilty. Fine, \$50. (F. & D. No. 13890. I. S. No. 2836-r.)

On March 31, 1921, the United States attorney for the District of Utah, 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 Western Macaroni Mfg. Co., a corporation, Salt Lake City, Utah, alleging shipment by said company, in violation of the Food and Drugs Act, on or about November 19, 1919, from the State of Utah into the State of New Mexico, of a quantity of egg noodles which were adulterated and misbranded. The article was labeled in part: "Queen's Taste Brand Egg Noodles Made From Semolina and Fresh Eggs . . . . Manufactured by the Western Macaroni Mfg. Co., Inc., Salt Lake City, Utah . . . ."

Analysis of a sample of the article by the Bureau of Chemistry of this department showed that it contained little or no egg. Adulteration of the article was alleged in

the information for the reason that a substance, to wit, an alimentary paste containing little or no egg, had been substituted wholly for egg noodles, which the article purported to be.

Misbranding was alleged for the reason that the statement, to wit, "Egg Noodles," borne on the packages containing the article regarding the article and the ingredients and substances contained therein, was false and misleading in that it represented that the said article was egg noodles, to wit, a product which contained an appreciable amount of egg, and for the further reason that the article was labeled as aforesaid as to deceive and mislead the purchasers into the belief that it was egg noodles, to wit, a product which contained an appreciable amount of egg, whereas, in truth and in fact, it was not egg noodles, but was an alimentary paste containing little or no egg. Misbranding was alleged for the further reason that the article was a mixture, to wit, an alimentary paste containing little or no egg, prepared in imitation of egg noodles and was offered for sale and sold under the distinctive name of another article, to wit, egg noodles.

On June 9, 1921, a plea of guilty was entered on behalf of the defendant company, and the court imposed a fine of \$50.

—C. W. Pugsley,  
Acting Secretary of Agriculture.

It requires effort to bridle the mare also to bridle the tongue.

### FOR SALE

Subject to prior sale, we offer  
**2 Vertical Hydraulic Presses (12 1/2")**  
Both presses are in first class condition and were made by Cevasco, Cavagnaro & Ambrette of New York.

### 10000 Dowels

Bids wanted on Ten Thousand Dowels and on Twenty Five Macaroni Trucks.

#### Address

**Prince Macaroni Mfg. Co.**  
Boston, Mass.

### FOR SALE

One Rossi No. 2 Horizontal Cutting Machine, 12 1/2 inch—cylinder. Good condition.

**Illinois Macaroni Co.**  
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The Macaroni and the cartons for shelf display, arrive at your dealers' in fine condition when shipped in "Chicago Mill" boxes. Good condition upon delivery means quick moving from the shelves and more orders for you. "Chicago Mill" Macaroni boxes help your dealer sell and help sell you to your dealer.

Fine appearance and sound quality characterize the whole line of "Chicago Mill" Red Gum Shooks and Solid and Corrugated Fibre Boxes. Convenient location of our plants, complete control of production, a fine system for following up orders and assuring you prompt delivery, have made "Chicago Mill" boxes the choice of hundreds of leading manufacturers. Upon your request our representative in your territory will call.

## CHICAGO MILL AND LUMBER COMPANY

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Conway Building, 111 West Washington Street  
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Odorless, Clean and Bright.  
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Built to tested strength especially for the Macaroni trade. Strong and neat appearing.

Every Type of  
Box in General Use



We print your advertisement on your box if you desire.

There are three requisites to be considered in buying

# CARTONS

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- 2nd Service—Cartons when you want them.
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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



**Tested Macaroni Recipes**

For use by manufacturers, wholesalers and retailers in popularizing use of macaroni, spaghetti, etc., as the recognized food for mankind from the viewpoint of nutrition and economy.

**Round Steak and Macaroni**

Take a good sized round steak cut an inch thick. Put the marrow from the bone and 2 ounces of good beef suet in an iron frying pan. When hot, put in a medium sized onion, sliced, and let it brown slightly. Cut the meat in pieces 3 inches long and 2 inches wide and dredge with pepper and flour. Fry quickly until well seared on the surface; then turn into a stewpan, after straining off the fat. Add salt and hot water sufficient to little more than cover the meat, and let it boil gently, tightly covered, until the meat is tender; then add about half as much macaroni, broken in 3-inch lengths and cooked in salted water. Cover and continue to cook until the macaroni is well flavored with the meat, adding more water if required. A little flour thickening may be added if you like the gravy thicker. Noodles may be substituted for macaroni. So may any of the short cut pastes.

**Italian Casserole**

Boil a quarter of a pound of macaroni until tender; drain and put in a buttered casserole. Add a little butter and grated cheese. Push the macaroni to the sides of the casserole and fill the center with chopped cooked beef or several kinds of left over cooked meats. Season to suit the taste, adding a little sausage if your meat is rather lean and dry. Set in the oven, covered, until very hot, then serve. If you have no cooked meat, a half pound of raw round steak will be enough for a family of 6. Cut it into small pieces, dust with pepper and flour and brown quickly. Stew in a little water until tender, adding a small onion, piece of bay leaf, salt and any other seasoning you may fancy. An hour before the meat is done, add half a can of tomatoes. This mixture is poured into the casserole when lined with macaroni and the whole heated thoroughly in the oven.

**Macaroni Royal**

Take 2 cups of macaroni broken into pieces about a fourth inch in length. Boil in clear water about 20 minutes, drain and wash once in cold water

Next take 2 medium sized onions, dice fine, put into frying pan with butter size of an egg and fry well done, adding a little hot water to keep onions from browning. Then take 6 large, firm half ripe tomatoes (or ripe if preferred) open at top and take out centers. Add this tomato pulp to onions. Now mix in macaroni salt to taste and add dash of chili powder. Take from fire and mix in well 2 tablespoons of grated cheese. Now fill tomato hulls with the macaroni. Place strips of cheese over each tomato and sprinkle with paprika. Set in shallow pan and bake in moderate oven 30 minutes or longer, according to size. (A little water in pan will cook tomatoes more evenly and avoid sticking.) Serve hot.

**Macaroni Scallop**

One half pound macaroni, 1½ cups ground boiled ham, 1½ teaspoons onion juice, ½ teaspoon celery salt, or ¼ cup minced celery, ½ cup dry bread crumbs mixed with 2 tablespoons butter, 1 pint thin white sauce. Cook macaroni till tender in boiling, salted water, then drain and cool. Butter a baking dish, add the onion juice and celery salt or celery to the white sauce and combine

with the macaroni. Put a layer in a baking dish, sprinkle over a layer of ham, continuing in this way till all is used. Cover with the buttered crumbs. Cook 30 minutes in oven.

**Spaghetti With Veal and Celery**

Boil half pound of spaghetti in salt water until tender. Drain and blanch in a colander. Cook half pound of good stewing veal until tender and then remove any gristle or fat. Dice your veal. Chop stalk of celery, place with veal and spaghetti in a deep dish, well buttered and cook until celery is done and has flavored the whole. Use salt and pepper to taste.

**DO SOMETHING**

Worry less and work more;  
Ride less and walk more;  
Frown less and laugh more;  
Eat less and chew more;  
Preach less and practice more.  
—Exchange.

Worry will whittle off a man's efficiency quicker than a boy with a new jack knife can sharpen a pine stick.

He is safe from danger who is on his guard even when he is safe.

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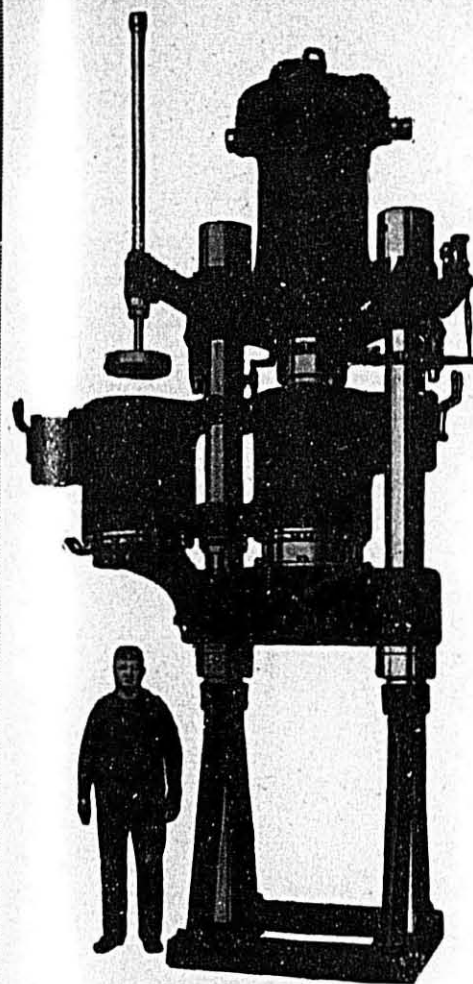
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Durum  
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## Pillsbury's Medium Semolina

Compare Semolinas by quality, not by number. Pillsbury's Medium Semolina is a high quality product and used by leading manufacturers in making a first class quality of macaroni and spaghetti.

Remember this when you are tempted to buy a cheaper product. Quality considered, Pillsbury's Medium Semolina is an economical purchase. It gives you the most for your money, and produces a quality of macaroni products that will build business.

If you want durum flours and semolinas which are always uniform in strength and color, use Pillsbury's. Ask our salesman, or get in touch with our nearest branch.

### Pillsbury's Medium Semolina

Pillsbury's Semolina No. 2

Pillsbury's Semolina No. 3

Pillsbury's Durum Fancy Patent

Pillsbury's Durum Flours

La SEMOLINA Medium della Pillsbury e la Farina DURUM FANCY PATENT, ottenute esclusivamente dai migliori grani Durum, hanno tutto lo speciale favore delle piu' importanti Fabbriche Italo-Americane produttrici delle piu' accreditate marche di maccheroni.

Se volete ottenere una qualita' superiore di pasta, di tipo sempre costante, comunicate colla nostra Succursale piu' vicina ed il nostro Rappresentante sara' subito da voi per spiegarvi i magnifici risultati che si ottengono usando i nostri prodotti.

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Minneapolis, Minn.

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