

**THE NEW
MACARONI
JOURNAL**

Vol. 1, No. 1

May 15, 1919

Macaroni Journal

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

Minneapolis, Minn.

May 15, 1919

Number 1

Pre-Convention Number

The SIXTEENTH ANNUAL CONVENTION of the National Association of Macaroni and Noodle Manufacturers of America and their allied interests will be held at

Planters Hotel St. Louis, Mo.
JUNE 10-11-12, 1919.

ALL MANUFACTURERS of the Industry whether affiliated with this National Association or not are cordially invited to attend this, the greatest and most important convention ever held.

Attend prepared to boost the industry, enjoy the many social features and join in the discussion of the many topics to be considered for the good of the Industry.

COMPLETE PROGRAM on Page 25

It Means Money
SEMOLÉON



Worth The Extra Price
SHANE BROS.
AND
WILSON CO.
 MINNEAPOLIS, MINN.

Established 1861

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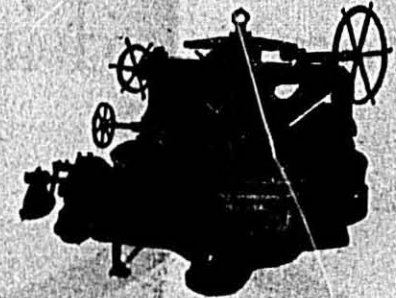
Incorporated 1895

CHICAGO

Builders of Macaroni, Spaghetti and Paste Goods Machinery



Motor Driven Dough Kneader
 No. 1498



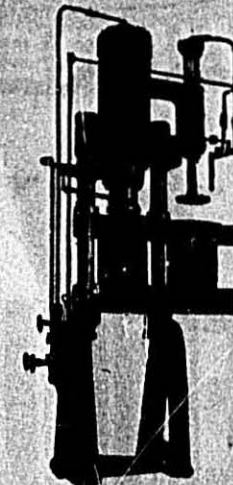
Motor Driven Dough Kneader
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We build, erect and design complete plants for the manufacture of macaroni, spaghetti, and other paste goods. We incorporate in our designs the most advanced methods, which have proven very substantial and durable under test.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



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High
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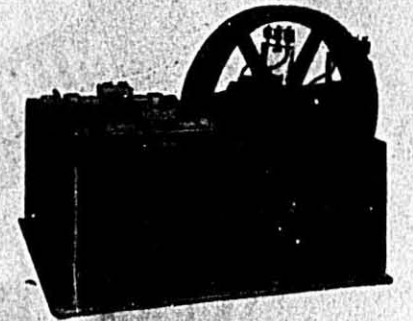


Inverted Tank
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Horizontal Short
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Four Plunger Horizontal Pump
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Investigate Our Record Run For Quality and Quantity.
 Builders of Hydraulic Machinery For Over 60 Years.

Charles F. Elmes Engineering Works

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

USE DURUM SEMOLINAS

For Macaroni and Noodles

Unequaled in Color and Strength



YERXA, ANDREWS & THURSTON
MINNEAPOLIS, MINN.

THE NEW MACARONI JOURNAL

Volume I

MAY 15, 1919

Number 1

Introducing the New Macaroni Journal

The New Macaroni Journal makes its initial bow to the macaroni manufacturers of America.

It is presented as the official mouthpiece of the National Association of Macaroni and Noodle Manufacturers. As the name is gathered from its name, its columns are to be the chief forum of the members of this great food industry. Its chief object will be to collect and present to members of the association whatever may be of interest to this vast trade.

Every association of consequence finds it necessary to employ some means of communication, some method of presenting new ideas and developments to its members between such as the members may meet personally for an exchange of views and information, which is usually but annually at their conventions. This is sometimes accomplished by the distribution of circulars from the secretary's office. But demonstration has shown the better way is through the pages of an official Journal published at regular intervals.

What better means of talking to each other and of advancing our ideas, of making known our plans, of presenting our objects, or of applauding well directed efforts to advance the macaroni industry, could be imagined than an official publication such as this whose columns are open to its subscribers and supporters?

In addition to being a medium of expression of the views of its members the New Macaroni Journal will review crop reports, market conditions, and various other subjects relative to our industry. It will serve as an instrument whereby government regulations and matters of general interest affecting the trade will be given to all manufacturers. It will give the news of the trade, both general and special, official and personal. It will work first, last and all the time in striving for the advancement of the association, and in spreading the news of the progress of the association toward the realization of its proper aims.

Experience has proved to organizers that an official publication such as this may be made a great power for good. Properly managed it soon becomes established as a trade journal, the columns of which members become accustomed to look for authoritative interpretations of official regulations and latest developments affecting the industry as presented by the parent association. Such an organ the New Macaroni Journal promises to be.

To make this Journal a success co-operation of all the manufacturers is solicited and expected. Suggestions of all kinds for the good of the Journal, the National Association, or of the entire industry will be welcomed. Honest criticism will be given due consideration. So do not be backward in expressing your views.

You personally can help in this way. Arrange to have your secretary mail us a monthly news letter. Write oc-

casional articles on matters of general and present day interest to the manufacturers. Send in items of business conditions and prospects; news of the organization of macaroni manufacturing concerns, consolidations or other changes; notes of interest concerning the personnel of the concerns,—items you would write in personal letters to your intimates in the trade. Perhaps there may be instituted a "gossip" column which will contain such things as notices of marriages, the arrival of little potential manufacturers in members' families, etc., all that kind of news which will intend to create a spirit of fraternity as in a great family with common joys and joint interests.

All these will work toward an association of good fellowship with a get-together background that will do wonders in the business. In one special line this co-operation will be of particular force and interest, and that is in regard to legislative matters throughout the country. Representing the combined opinions of manufacturers it will be a power for good in matters that affect the industry favorably and for defeat where legislation is proposed that is pernicious and baleful in its purport.

In this rejuvenating period of the industry the New Macaroni Journal expects to preserve a conservative but progressive attitude and withal an optimistic tone. In fostering the export trade the Journal sees a great future at a period than which there has been none brighter for the macaroni trade, both at home and abroad.

With a membership open to all reliable and legitimate macaroni or alimentary paste manufacturers and allied concerns the National Association will have a purpose to include all these eventually in its membership rolls and thus to create an allied industry with a solid front face forward.

To the end, then, that the general welfare of the macaroni and noodle manufacturers of this continent may be promoted, their vital interests cared for, and a spirit of sociability and fair dealing toward each other fostered, the National Association, composed of most of the enterprising manufacturers of the country, has launched this publication to be devoted exclusively to the interests of the macaroni industry.

The association thanks the advertisers, who have taken space liberally in this initial number, for making this Journal a possibility. It invites them to attend the national convention of the association June 10-12, 1919, in St. Louis. It invites also non-members, if interested, to mail application cards to the secretary, with a year's dues, thus availing themselves of the innumerable advantages afforded through the association by becoming sharers in the great work now being accomplished for the industry.

To have full charge of the association work, to handle

Macaroni Association Pilots in 1918-19



James T. Williams, Minneapolis, president



Frank L. Zeraga, Brooklyn, first vice president



M. J. Donna, Springfield, Ill., secretary



William A. Tharinger, Milwaukee, chairman executive committee



Fred Becker, Cleveland, treasurer



C. F. Mueller, Jr., Chicago, member executive committee

all matters pertaining to the macaroni industry, and to edit the official Journal the directors have employed M. J. Donna, of Springfield, Ill., as secretary.

Expecting the sincere co-operation of all the manufacturers in making this Journal the most representative pub-

lication of its kind, and soliciting your advice and counsel in our efforts towards promoting and protecting the macaroni industry, so as to insure its proper recognition by the public, official and non-official, I am,

—James T. Williams, President

RADICAL DEMAND IS NOT JUSTIFIED

Forced Lowering of Crop Prices Without Study of World Values an Economic Error—Wheat Director States Basic Policies—Sound Principles to Apply.

World values must be considered in the matter of food prices. An artificial lowering of these prices without considering this situation would be an economic error of serious proportions, in the opinion of J. H. Barnes, federal wheat director.

Speaking May 5 before the Minneapolis Civic & Commerce association, an organization of business interests, Mr. Barnes had been introduced by J. S. Pillsbury of the Pillsbury Flour Mills Co., a vice president of the association. Mr. Pillsbury said: "Whatever may have been our individual opinions regarding economic problems, we have come to know that the Food Administration Grain Corporation stands for fairness and is represented by the best brains of America."

Mr. Barnes Begins

In response Mr. Barnes said in part: "Instead of using the wide powers of arbitrary control as delegated to the president under the act, I hope to approach most of the problems by co-operative agreement with the various agencies involved in handling the wheat situation.

"I hope by agreement freely made and satisfactory to each side to apply in administration just and sound principles of commercial practice.

"The fundamental policies on which this wheat administration must be based I conceive to be these:

First—That the \$2.26 guaranty basis must be made effective to every producer.

Second—That, if in making it effective, the national government acquire large stocks of wheat, as it undoubtedly will, the resale policy, when decided, shall be with due consideration for the interests of the American consumer, as well as the interests of the American treasury; and that, the American consumer will not pay more for his flour than the equivalent of the wheat price accepted concurrently from the foreign buyer.

Not Upheld by Facts

There has been a great demand for an immediate and radical lowering of living costs, and as far as wheat is concerned, having a peculiar value because of the high food content, which can be transported with a minimum of strain on vessel capacity, this expectation, as I conceive it at present, is not justified by the facts.

"Final figures of crop production throughout the world, and of the demand to fall upon it, should indicate, when approached in the spirit of proper appreciation of public responsibility, a proper level of realization.

"America, with its undoubted crop surplus, export embargo around its own fortunate shores, could force a lower basis by building

production and refuse to share its plenty with the world. I conceive that that is not the American idea, nor the American spirit.

"The great food vacuum of Europe, where 450,000,000 people have been touched by the ravages of war, must be supplied.

Reason for Food Vacuum

"Three countries—India, Rumania and Russia—normally contribute to the overseas movement of food, annually, 300,000,000 bushels of wheat and rye; and besides that 350,000,000 bushels of corn, barley and oats.

"You cannot take such vast quantities out of the world's flow of food without causing the strain of replacement to rest on other shoulders.

"The Central Empires, for the first time in five years, will be allowed to enter the market for their crop deficit this coming year. Their acreage of winter grains has been fairly accurately ascertained to be 84 per cent of the normal, while the productivity of her land has shrunk far below the normal, because of the absence of artificial fertilizer and the labor for proper cultivation.

"The Allied countries all show a shrinkage in crop acreage prepared for this coming harvest, and cannot hope to get at home as important a production as the past year.

World Supply Analysis

"The scale of food prices in America should show moderate and steady decreases, but a national industrial policy that is based solely on an immediate, and radical lowering is, I think, made without a complete and intelligent analysis of the world's food situation as a whole.

"The demonstration today in America that the second largest crop of wheat America ever raised has been fully marketed and the price placed above the government fair price level, has caused a shift of a prognostication of their effective date into the next harvest, instead of the last.

"I hope for no crop disaster in America, for I believe that the food need developed by the investigations and the experiences of the last four months sufficient indication that it would be the act of Providence itself if America should grow far the largest wheat crop it ever raised.

Cheap Farm Prices Undesirable

"What the resale basis of that crop should be I would not, at this time, attempt to say; but I could protest with all the strength of which I am capable that cheap and unremunerative farm prices are not a desirable element in the immediate future.

"Artificial lowering of price, without regard to its world value, would be a great misfortune in America and a grievous economic error."

Make Prosperity—Change Conditions

Every time a little fog gathers about general conditions the mediocre business man sits down to wonder and wait. He is like the man who stops walking because he cannot see the road a full two miles ahead, says Dupont Magazine.

The successful business man, facing a

doubtful situation in general conditions, sees in it all the more reasons to hustle. He pushes all the harder for business and usually gets all he can handle—and more—while his hesitating competitors are deploring the slowness of things.

A doubtful period is the wrong one in which to hesitate. When in doubt, boost—push—hustle! Dig up all those odds and ends of business you once considered too small to bother with. Keep up your stock as well as your good spirits. Look prosperous, and pretty soon your neighbors will begin to think you are prosperous. And, when they see that you are kept busy while your competitors are stagnating, they will naturally conclude that you are the best man in your line to do business with—and before long you will really be prosperous! If conditions don't suit you, change them! Make prosperity!

Increasing Wheat Acreage—Mexico Awakens

An effort is being made by the Mexican department of agriculture to bring about a big increase in the wheat acreage of Mexico. Steps have been taken to introduce new varieties of the grain from the Argentine, United States and Egypt. Already two shipments of seed wheat have arrived from Egypt and are being distributed among farmers in the regions where the growing of wheat may be successfully carried on. In the higher altitudes particularly around Saltillo, wheat has long been one of the staple crops. The lack of modern methods of growing and harvesting the grain, however, has retarded the industry. The government has recently sought to interest the farmers in the use of tractors, threshers and harvesters in the handling of their grain crops.

Big Wheat Acreage in Kansas

The first Kansas wheat crop report of the year issued by the secretary of the state board of agriculture, shows that the condition and acreage of wheat in Kansas this year is the best and largest in the history of any state at this time of year. The report places the acreage at 10,758,000 acres, and the condition is estimated at 99.32.

If the ordinary method of figuring the yield is used the forecast in that state will produce more than 215,000,000 bushels of wheat from this crop. Under guaranteed prices the value of the crop would be \$475,000,000, or nearly a half billion dollars. This would average about \$35 per capita for the entire state.

A new use for machine guns and air planes has been demonstrated by the test performed recently at Imperial Beach, Cal. When Lieutenant James McCullough shot and killed a small whale while cruising over the Pacific Ocean.

According to reports recently made public, the American army and navy reached its highest number of men in service on Armistice Day when 3,670,888 were reported enrolled.

National Advertising Complete Success

First "Eat More Macaroni" Campaign Surpasses Expectation in Its Results—Financed by Millers and Manufacturers—What Our Friends Say About It—Convention Will Consider Making This Publicity Continuous.

The first attempt of the macaroni manufacturers to advertise nationally their production, and to stimulate its sale and consumption, has met with unexpected good results according to the reports reaching the Macaroni Journal from all parts of the country.

The campaign was launched early in March, 1919, at a time when macaroni consumption was at its lowest ebb due to war regulations and government restrictions. Large full-page ads appeared in all the leading Sunday newspapers, east of the Rockies.

Year 'Round Campaign Plan

It was financed by some of the generous durum millers and macaroni manufacturers who raised a sum in excess of \$50,000 at their first meeting, last February, in Chicago.

So successful was this first venture, that plans are being worked out whereby a year-long campaign to include the leading periodicals as well as the daily papers of the whole country will be financed.

Broadminded Publicity

The American Food Journal, which is devoted exclusively to food production, markets and controls, and matters of interest to dietitians, food experts, wholesale grocers and food manufacturers, has this to say about our recent national advertising campaign through its efficient editor, C. A. Paterson:

"I am very much interested in the large ads which have been appearing in the Sunday papers throughout the country, which I assume emanated from your office. It strikes me that this kind of advertising is the most broadminded publicity and far-reaching of its kind, and that it is many times more effective than ALL the advertising of the individual companies combined, for it causes the public to think of the product as a whole, rather than this petty bickering back and forth as to the quality of one particular brand over the other.

"I predict that if this sort of advertising is kept up by your association it will result in a 50% increase in the use of macaroni, for it certainly is along the right line.

"There are so many different ways and combinations in which macaroni can be utilized as a food, which our experts teach us is not yet fully appreciated by the average housewife. I believe that dietitians could and should be favorably influenced to talk more on this subject of macaroni if their interest is enlisted."

"Make It Continuous"

James C. Andrews of Yerxa, Andrews & Thurston is surely a booster for this national advertising. In his general trade letters he urges all manufacturers to contribute liberally and to join heartily in an all-year-around campaign of "Eat More Macaroni" now that the beneficial effects of the first national advertising campaign have made themselves felt on the whole industry. He says, in part:

"We hope every one has seen the advertise-

ments which have been put out by the joint efforts of the macaroni manufacturers and durum millers and every macaroni manufacturer should be proud to have his industry so well advertised and in such a clear and powerful way bringing to the attention of the public the 'Eat More Wheat' slogan. This is certainly going to have results, and we hope all macaroni manufacturers will cooperate more heartily than they have ever done so far, and put up a sum that will continue this advertising for an indefinite period. It will be the greatest thing for the industry that has ever been attempted and will make more money for the macaroni manufacturers than anything else the industry could undertake, as a whole, not even excepting the proposed legislation against the importation of alimentary pastes without high duty. Think this over and send your subscription to the National Association of Macaroni and Noodle Manufacturers, which is looking after this national advertising campaign.

"I firmly believe that if the macaroni manufacturers of this country could realize the good which a year's campaign along this line would accomplish for the industry, there is not one of them but would be more than glad to contribute their share towards the expense and I feel certain that if such a campaign were carried out, it would result in such an increased consumption of macaroni that every factory could operate at its capacity."

An Editorial Viewpoint

The Northwestern Miller quotes at length from the first full-page ad and highly commends the business-like manner in which the macaroni manufacturers met the serious conditions facing the industry in the early part of the year. Nearly a column editorial is devoted to "A National Advertising Campaign."

The National Association of Macaroni & Noodle Manufacturers of America has raised about half of a \$100,000 fund to be used in advertising macaroni products. During the time when the use of substitutes was necessary the quality of the macaroni produced in this country naturally was lowered a little, and in consequence the consumption fell off. Now that the unrestricted use of pure wheat flour in the manufacture of alimentary pastes is permissible, the association has undertaken this campaign to induce the housewives of the country to use more macaroni.

American Product Superior

In previous years, considerable quantities of macaroni were imported into the United States from southern Europe. This macaroni was manufactured largely from durum wheat flour that had previously been exported from this country. American manufacturers have demonstrated that they can produce a quality of macaroni superior in many respects to that made in Europe. In consequence, they will endeavor to prevent, if possible, the reappearance of foreign-made macaroni in this country.

The first of the full-page advertisements has appeared in the daily press throughout the country. It emphasizes the value of macaroni made from wheat, tells how plentiful wheat is at present, and adds: "Eat more wheat. It is economical, the cheapest food in the world also, because an increased consumption of wheat will tend materially toward a reduction of taxes, by relieving the government of a serious burden.

Macaroni, All Wheat Food

"The lid is off! The ban is lifted. Condi-

tions have changed—the great need has passed. All government restrictions are removed. You may eat all you like, all you want, all you need. Because we shall have wheat abundance. More than we can mill. More than we can market. More than we can send abroad in the ships at our command. Hence, the slogan of the day is—eat more wheat! And, mind you, there is no finer food made of wheat than macaroni. It is the nearest all-wheat food.

"Judged by actual comparative food value, macaroni is more nutritious than bread, or potatoes. One single pound package contains more bodily vigor than two pounds of bread. Eat macaroni for economy's sake. It is a food—there is no waste. The cost is very small. You can provide a family dinner for ten cents. Use it as a substitute for meat, and save money on your table expense. Perhaps you don't know how really good macaroni is—how dainty, how tempting, how appetizing when properly prepared. It can be served in a hundred different ways, ranging from very simple combinations to the most elaborately garnished epicurean delights.

Entices Jaded Appetite

"For a real feast, try macaroni and chicken or prepare it with cheese, mushrooms or tomatoes. Truly—a treat to tempt the most fastidious taste, or entice the most jaded appetite. Macaroni—because it is a wheat food, because it is most economical, nourishing and appetizing. Because it is a well-balanced food, neither too heavy nor too light. It gives energy without heat. A fitting Lenten food. A splendid summer food. A food for all times and seasons for everybody!"

Printers Ink has noticed the campaign and comments on it briefly in its issue the week in April:

Would Regain Lost Market

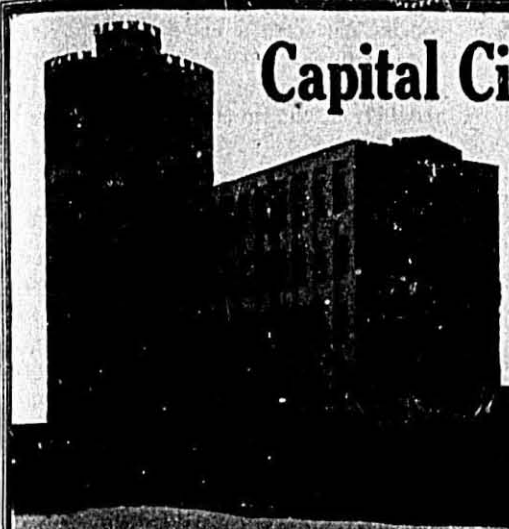
"The Macaroni Manufacturers Association of America is launching a semi-national newspaper campaign in an effort to stimulate the buying of macaroni. Owing to food regulations the per capita consumption of macaroni during the war dropped from six pounds to three and one-half pounds. The advertising is designed to correct this condition, at least to the extent of restoring the consumption to the previous figure."

Dwight K. Yerxa, vice president of Yerxa, Andrews & Thurston, in his letter of April 17 speaks highly of the campaign which his opinion has already made a favorable impression on the trade.

"There has been a considerable improvement in the last two or three weeks in demand for semolina and durum patent flour from our customers and this no doubt indicates a corresponding improvement in demand for macaroni. We hope that newspaper advertising which has been going on, in which so many of the macaroni manufacturers participated, has had something to do with this apparent increase in demand for your product, and we still feel that it would be a splendid thing if the demand could be increased so that the 'EAT MORE MACARONI' campaign could be run continuously over a long period.

Urges Liberal Subscriptions

"There is no question in our minds that such an advertising campaign would be a very valuable investment from the viewpoint of each and every macaroni manufacturer in this United States, and we urge upon you to support the National Association of Macaroni Manufacturers by subscribing as liberally as possible to this advertising campaign."




Capital City Milling & Grain Co.

DURUM WHEAT MILLERS

St. Paul - Minn.

Capacity 1500 Barrels



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

We offer to the trade.

No. 2 Semolina
No. 3 Semolina
"Our Special" Semolina
Durum Patent Flour

We grind only pure Durum Wheat.
We want your business.

Ask for samples and prices.

Capital City Milling & Grain Company
ST. PAUL, MINNESOTA

J. H. BARNES NEW WHEAT DIRECTOR

President of Grain Corporation Is Named Incumbent of New Federal Office
—Will Handle 1919 Crop and Administer Billion Dollar Fund
Appropriated by Congress for That Purpose.

President Woodrow Wilson has named Julius H. Barnes, president of the Grain corporation, to be United States Wheat Director. In this position, created for the first time, Mr. Barnes will direct the handling of the 1919 wheat crop and administer the billion dollar fund appropriated by Congress to take care of that crop under the government guaranteed price. The president selected Mr. Barnes for the place upon recommendation of Herbert Hoover. As wheat director Mr. Barnes will be responsible to President Wilson.

A Double Function

In addition to the administration of the billion dollar fund, Mr. Barnes will remain president of the \$150,000,000 government grain corporation, which will continue to function as the commercial agency for carrying out the government policies and which also acts as the purchasing representative of the American Relief administration. President Wilson, in his cable requesting Mr. Barnes to become wheat director, said:

"Your responsibility will be directly to myself after Mr. Hoover's retirement as chairman of Grain corporation on July 1st. The experience which you have gained and the success which you have attained in handling the wheat and cereal crops under the food administration has been so generally

recognized by expressions from the different sections of the community that I feel it would be a national loss if we could not have your services continued until the completion of this most important national undertaking."

Care and Patience Essential

Mr. Barnes in his cabled acceptance to President Wilson replied as follows:

"I appreciate most gratefully your expression of approval of the work of myself and my associates in the Grain corporation for the past two years under Mr. Hoover and I shall convey with great pleasure and pride to those associates the personal appreciation you so generously express. We have no misconception regarding the scope of the large problems to be met in administering justly the national wheat price guaranty this coming year.

"Only care and patience and a great desire to use influence and authority justly can find the right solution and with your kind invitation to carry these problems directly to yourself, I accept the responsibility you tender with a sincere desire on my part to discharge its duties in the interests of our whole people, and I shall endeavor to carry into that service also my present associates possessing already, as I believe, they do the public confidence."

DAYLIGHT SAVING PROVES COAL SAVER

U. S. Fuel Administration Reports Economies for 1919—Canadian Roads Adopt Advanced Hour Plan, Commons Rejects It.

Now that the country is experiencing its second season of "Daylight Saving" the result of the first experiment is interesting. The Fuel Administration calls attention to estimates last October when it was found about 1,250,000 tons of coal were saved during seven months in 1918 through the operation of this law. As the production of coal has been materially reduced since signing of the armistice there are fears that a severe shortage will be experienced during the winter of 1919-1920 unless the savings in 1919 are in proportion to those of 1918. The weather conditions will have a considerable bearing on the coal situation. It is hoped that the economy which will be effected by the "Daylight Saving" law this year may prove a direct advantage.

Canadian Commons Spurns Change

"Daylight Saving" was recently spurned by the House of Commons for 1919 through the combined votes of the farmers' representatives. The question was not a government proposition nor was it advanced by any par-

ticular party. The discussion on the floor of the Commons led to the expression of the opinion that such a law would be class legislation in that it would benefit the industrial centers at the expense of the urban districts.

The failure to adopt this system in Canada threatened to lead to some perplexing problems along the United States border in connection with train schedules which would be greatly complicated by the difference in time. This was solved by the Canadian railroads who adopted the United States plan of advancing their clocks, and their action was sustained by the Dominion Board of Railway Commissioners in its recent decision, declining to interfere with this move on the part of the railroads because of lack of authority so to do, and for the second reason that the move was made as a matter of public safety and convenience.

Conference Suggested

The question is now "What will the Canadian Parliament do?" With the House of Commons already on record against the new time, and with the Senate delaying the consideration of the matter, it appears that if the international boundary line difficulties are to be avoided in the future Canada should think it of sufficient importance to confer with the law makers of this country before acting.

While serving a sentence in the California

state prison for passing a bogus check, convict perfected a check that it is impossible to forge. He has been offered \$80,000 for his invention by The American Bankers association, but refuses to sell for less than \$100,000.

Cuban Macaroni Industry

Macaroni and vermicelli manufacture Cuba is fast becoming one of the leading food industries in that little island, the demand for their production being almost to the limit of the capacity of the two or three scores of factories situated in various sections of that new country.

Twelve Good Size Factories

The development of the macaroni industry has been so great that there are now about a dozen concerns that use upward of 75 barrels of flour a month and one large factory that has a capacity of nearly 2,500 barrels monthly.

Four of these large plants are in Havana, one each in Santiago, Cienfuegos, Manzanillo and Calbarren, while there are also many smaller concerns in these and many of the smaller cities throughout the island.

Some Corn Flour Used

In addition to using wheat flour, these factories consume considerable white corn flour and meal, mixing about 30 per cent of the latter with the wheat flour in manufacturing their product. A very appetizing and apparently satisfactory product is the result, judged by the strong demand for the output that comes not only from the various parts of the island itself but from many of the neighboring islands and to some extent from the Cubans in the Gulf states of this country.

Dollar Wheat?—Never Again

Spokane, Wash.—That less than \$1 wheat will never again be seen by the American farmer, and that during the period of reconstruction the price of wheat will hover around the \$2 mark, is the belief of A. B. Thomson of Duluth, visiting in this city.

"The American farmer used to look at the dollar mark and wonder when he would receive a dollar for his wheat," said Mr. Thomson. "In the future \$1 will be the minimum price which the American farmer will receive, according to my best judgment. In fact, I would not be surprised to see the minimum price of wheat at \$1.25."

"Conditions of labor have so changed and the price of land has increased to a point where the farmer cannot make ends meet if he is to sell his grain at pre-war prices. "Ninety per cent of the winter wheat is safe. The acreage this year is as large as the combined winter and spring wheat crop for any previous year in the history of the nation."

"Spring wheat is not yet in the ground. There is no cause for apprehension. If the spring wheat is sown by May 10 it will be 75 per cent safe, all other things being equal of course."

Eggs in China are selling for only 5 cents a dozen. That's enough to make even a dyspeptic man hungry.

John J. Cavagnaro

Engineer and Machinist

Harrison, - - - N. J.

U. S. A.

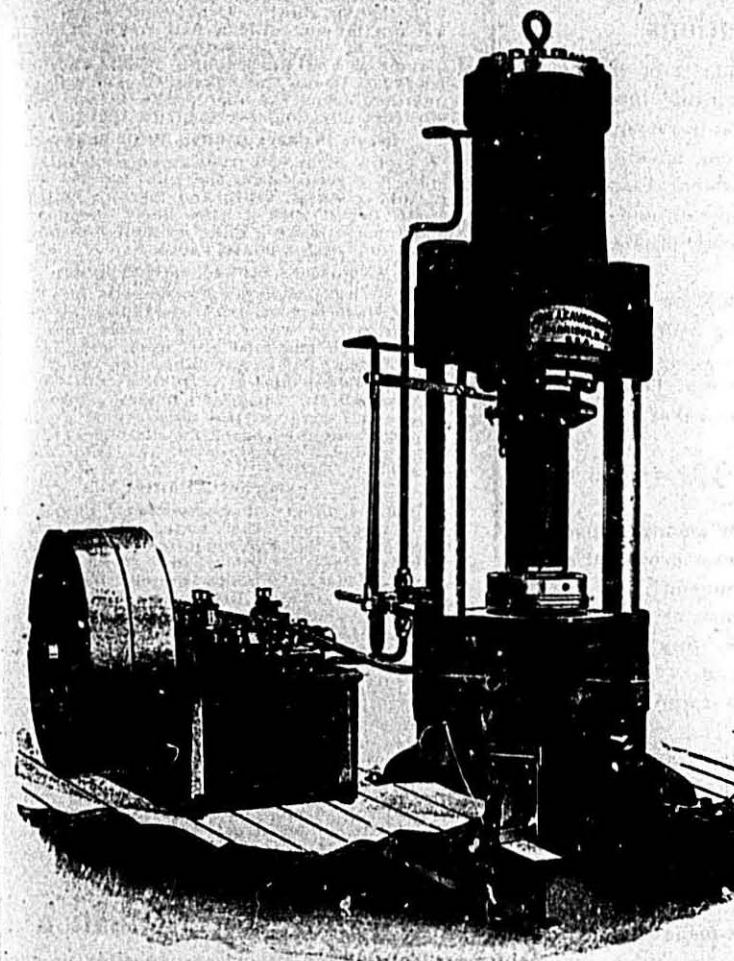
Specialty of

MACARONI MACHINERY

since 1881

N. Y. OFFICE & SHOP

255-57 CENTRE STREET, N. Y.



There are three requisites to be considered in buying

CARTONS

1st Quality—Cartons which will help sell your goods.

2nd Service—Cartons when you want them.

3rd Price—Cartons at the lowest price consistent with first class work.

Our cartons are made to comply with these requisites. Macaroni and Noodle Cartons are our specialty.

Send us your specifications, we will be glad to quote you on your requirements.

The Richardson-Taylor Ptg. Co.

CINCINNATI, OHIO

Questionnaire on Post-War Trade Regulations

To feel out the sentiment of various manufacturers in the matter of war-time government regulations, and with the view of recommending putting into effect permanently such of the war-time regulations as worked out advantageously under unusual stress, together with such measures of trade regulations as the manufacturers feel to be desirable, M. J. Donna, secretary of the National Association of Macaroni and Noodle Manufacturers of America, invites comments and replies to the following questions, the solution of which may have some profitable results to the industry:

- 1.—What activities of the U. S. Food Administration should be continued?
- 2.—Would you favor licensing all Macaroni Manufacturers with fees based on production? Or same, without license fees?
- 3.—What regulations would you recommend for the Macaroni Trade?
- 4.—Are there any obsolete, unjust and discriminatory laws that you think should be repealed? Name them.
- 5.—Are there any laws in effect governing the Macaroni Trade that are not being enforced?
- 6.—Are there any laws governing malpractices prevalent among shippers and manufacturers not now strictly enforced? Any now prevalent not governed by law? What legislation would you recommend?
- 7.—Are there any malpractices among express companies or rail roads governed by laws that are not now being enforced? Any NOT governed by law? What legislation would you recommend.
- 8.—Give any suggestion or remedies that would better Macaroni manufacture and distribution.

Communications will be given due consideration in the columns of the Macaroni Journal as soon after their receipt as is convenient. All these articles should be signed, though the names will not be printed if the contributors have the least objections. WHAT ARE YOUR VIEWS?

EAT LESS MEAT IN SPRING

Try Macaroni and Spaghetti—How Little Benny Grimes Lost His "Pep" and How He Got It Back—Meat Substitute Recipes by His Domestic Science Teacher.

Little Benny Grimes seemed suddenly to have lost his "pep." He ignored a challenge from Pat across the aisle to enter into a thrilling game of spit-ball behind Teacher's back. He dropped over his speller and when recitation time came he languidly affirmed that six times eight are sixty-four, and even failed to resent the snicker that hailed his error.

At noon Benny ate half a biscuit-and-steak sandwich and tossed the rest of his cold lunch disgustedly away.

"What's the matter, Benny? Not hungry today?" Teacher, strangely human, stopped to speak to the disgruntled youngster.

"Feelin' kinda sick," he mumbled. "Guess I'm—bllious," apologetically offering his mother's favorite diagnosis.

"In this lovely spring weather?" teacher asked kindly. "What did you have for breakfast, Benny?" There was sudden suspicion in her tones, and she stooped to rake over the remains of the lunch.

"Sausage 'n biscuit 'n coffee," Benny was distinctly surprised. Was Teacher 'buttin' in?

"And for lunch you brought fried steak and biscuit and loaf cake. Did you eat your fruit at recess, Benny?"

"Didn't have no fruit," Benny was growling belligerent.

"Didn't have any fruit," teacher corrected automatically. "Why, Benny, in the spring little boys should eat apples and fresh

vegetables and home-made lightbread—no hot biscuits, no sausages, no heavy foods like that. I'll write your mother a note."

But Benny went home too ill to care about Teacher butting in. When Teacher called on the mother to see how billious little Benny was, she tactfully suggested things for the invalid to eat.

"There are dandelion greens everywhere," she smiled at the harassed mother. "And spinach is so cheap. And meat isn't good for him at all now, nor for most people in the spring. You know I'm making meat substitute dishes for this spring weather. Last night for my dinner I had tomato-and-spaghetti. Tonight I'm going to have green peppers stuffed with spaghetti or salmon loaf with spaghetti curling around it."

Benny's mother looked at her suspiciously. Teacher did have such new-fangled notions. Hardworked farmers' wives couldn't have such fixings.

"I guess we'll have to eat bread and meat and glad to git it," Benny's mother answered sullenly. "I ain't much on fixin' up. Besides I ain't got the recipes."

Teacher, who had taken a course in domestic science at college, dug down into her big school-bag and fished out a recipe book.

"I thought you might like one of these. I've written for more of them to give the children to take home to their parents. I'm going to talk to the children every week from now on about the kind of food they should eat to keep well."

Here are some of the meat-substitute recipes for spring and summer that Mrs. Grimes found in her little book:

Spaghetti, Spanish Creole Fashion
Boil two ounces of spaghetti until tender; blanch in cold water for fifteen minutes. Take two tablespoonful of butter, a tablespoonful of chopped green pepper, one chopped sweet red

pepper, and two tablespoonfuls of chopped onion. Put the dish, uncovered, in the oven while you boil the spaghetti. Cook until onion is soft but not brown. Add a half cupful of the solid part of a can of tomatoes, or three fresh tomatoes, a level teaspoonful of salt and dash of pepper. Drain the spaghetti, put it into the mixture, cover the dish, bake fifteen minutes, stir carefully, and serve in the dish.

Green Peppers Stuffed With Spaghetti
Cut the stem end from green peppers and remove the seeds, drop the pods for five minutes in boiling water, drain and fill with boiled spaghetti mixed with a little finely chopped onion and tomato sauce. Bake without browning and serve hot with tomato sauce.

Tomatoes Stuffed with Spaghetti
Break half package of spaghetti into boiling water, boil ten or twelve minutes, drain and blanch in cold water. Select large, firm tomatoes; cut off the tops and scoop out the seeds. Do not peel. After sprinkling the inside of the tomato shells with a very little salt, fill with cold spaghetti, chopped, mixing cheese with spaghetti. Arrange the tomatoes in a pudding dish, replace the tops after straining cheese and the spaghetti filling; cover and bake one-half hour.

Spaghetti Patties
Break spaghetti in very small pieces, cook until tender in salted water. Make a cream dressing of two tablespoonfuls of butter, one cup flour, and one cup of cream. Cook butter and flour together; when smooth add cream and salt to taste. Put in a little patty pan a layer of spaghetti, alternating with the cream. On each layer grate a goodly quantity of cheese. Bake a nice brown.

Spaghetti Souffle
To a cup and a half of thin white sauce, in which has been stirred when just at the boiling point the beaten yolks of two eggs, add eight ounces of cooked spaghetti; when cool, fold in the stiffly beaten whites of three or four eggs. Turn into a buttered baking dish, cover with grated cheese or buttered crumbs, and bake in a moderate oven until lightly browned. Serve immediately. Macaroni may be substituted for the spaghetti.—People's Popular Monthly.

Durum Wheat Situation

The millers report the receipts of choice milling Durum as very light with only a light offering of the poorer grades. The market is sufficiently high to induce holders of this kind of grain to sell, and the light receipts may be attributed more to a scarcity rather than to a desire to hold for a price.

No. 1 Amber Durum averaged nearly \$2.40 a bushel during April; No. 2 Amber Durum hung around the \$2.37 mark.

Reports from the wheat districts indicate a large increased acreage devoted to Durum wheat and a large crop is anticipated should the weather conditions remain as favorable as they have been for the past few weeks. But as this new crop will not be available till late in the summer the price governing the old crop, which is getting scarcer every week, is expected to remain very high.

Millers are urging all macaroni men to buy their May and June supplies early as there will be practically no chance for a decrease in price, though some of the manufacturers think otherwise. The additional storage charge being made by the government on all its wheat, will tend to hold up the price, adding a cent to the original cost for every 10 days wheat is held in storage.

Judge Gary Optimistic But Cautious

In reply to a question as to outlook for business, Judge Gary said: "I have been accused of being too optimistic but I am never so optimistic, as to shut my eyes to possible dangers. All I can say is that any one who believes this country is upon a period of depression is the man who does not possess himself with facts."

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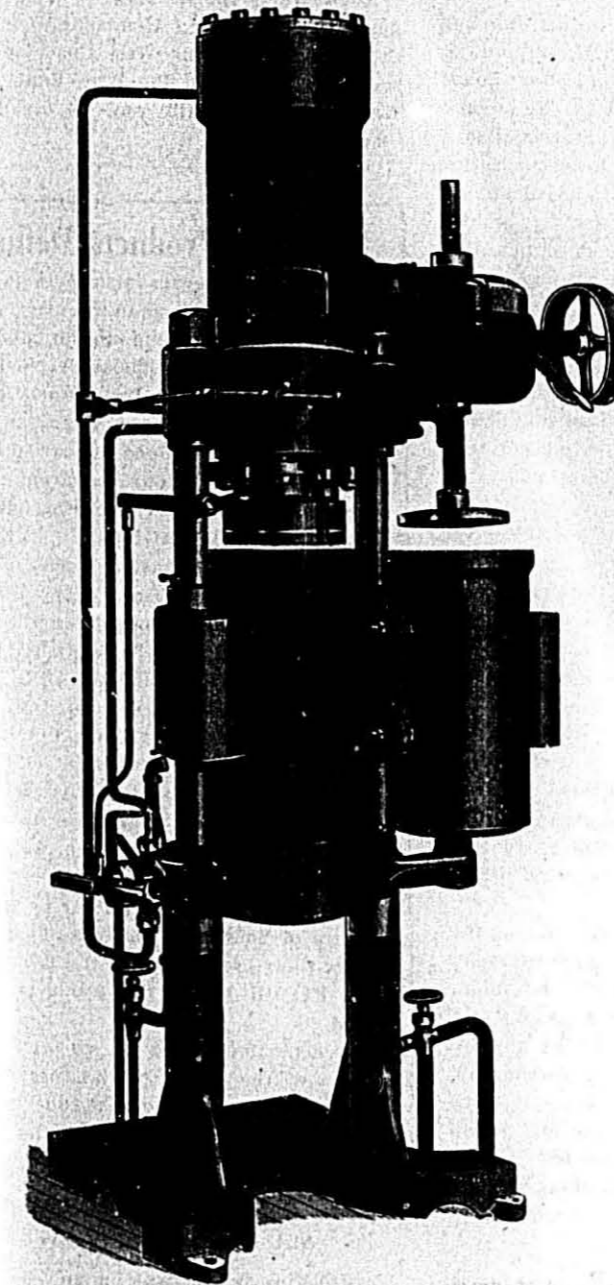
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The machine shown is our latest model Vertical Hydraulic Macaroni Press. This machine has been specially designed for operation with an accumulator, but can be equipped with pump for direct drive.

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

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

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

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PAPER BOARD MAKERS AGREE ON MINIMUM PRICE

Industrial Board Approves Plan for Low Figure on Basic Grade—Publication of Lists Expected to Revive Buying—No Profit Margin for Most Mills—How About Scale for Macaroni Products?

Considerable interest has been created throughout the country by the statement from the office of Charles R. White, Washington, D. C., secretary of the Box Board Manufacturers association and the Eastern Paper-board Manufacturers association, two organizations representing a large majority of the box board and paper-board mills. Almost two million tons of this basic commodity are produced annually, valued at about \$150,000,000. The statement reads:

Below Cost to Some Mills

"After careful consideration relating to cost of production and all other facts and circumstances bearing on the Box Board industry, representatives of the industry submitted to The Industrial Board a schedule showing that, due to trade conditions the past four months leaving idle a large number of machines, the prices of all grades of box board have reached a level of cost to the most efficient mills and below cost to a very large number both East and West.

"The mills representatives are in hearty accord with the movement undertaken by the Industrial Board to secure a revival of buying in all lines by publishing, in co-operation with industries, price lists which represent the lowest possible figure that can be made consistent with justice to allied industries, such as raw material producers, and to maintain wage rates on existing levels.

"It was necessary to ascertain and scrutinize all the facts. The mills pointed out that although they had been running at less than 70 per cent capacity they have maintained their wage rates, and expect to continue to do so. They also pointed out that due to indiscriminate competition and the lack of demand, the prices on their raw material, waste paper, have gone below a level at which the dealers can live and protect their business and labor. The mills asked that The Industrial Board name a fair figure for the basic grade chip board, stating they would be satisfied with a very slender margin of profit during this period of stress. They also asked the Industrial Board to recommend a curtailment program for the approval of the Department of Justice, with limited prices. The Industrial Board and the representative of the Department of Justice stated they could not approve or recommend a curtailment agreement, this being a matter wholly belonging to the individual operator. The Industrial Board then proceeded to explain its program of asking all industry to come in and publish the lowest possible prices in order to induce the public to buy now, and thereby eliminate the uncertainty and holding back which they believe is the chief source of the general depression. They are confident that if the public realize the bottom prices have been

reached, they have the need and the present buyer power to make good business in all lines very shortly, and to do away with practically all unemployment.

Plain Chip Board Basic Grade

"On learning more clearly the attitude and purpose of the Industrial Board, and analyzing the reasons set forth, the Box Board Manufacturers decided to adopt the suggestions, which were that the Industrial Board publish as a finding that the lowest price for the basic grade, viz: plain chip board, should for the present be \$38.00 per ton, f. o. b. mill, which figure is below the cost of many mills, and just at cost for the most efficient, larger mills.

"This recommendation, it is recognized, leaves no profit margin for most mills, and it was stated that the Board does not insist or recommend that all mills meet this figure, because nobody can figure on maintaining business at cost, but the Board simply says that in view of all prevailing circumstances this is a figure at the lowest possible level the prices should reach, and the public can not expect it to go lower or even remain at this low figure for any length of time.

"The mills, although there was some dissent, agreed to accept this recommendation, thereby placing themselves in line with other large commodity producers, to co-operate with the government agency in a strong effort to help all business conditions.

"The prices of the various grades of box board differing from plain chip board will be made by the mills with the usual differentials."

There is much food for thought among the Macaroni manufacturers in this statement. Would it be practical to establish a minimum selling price of their product at actual cost basis? Remember, that as soon as any industry begins to sell all its production AT COST, it is starting to make money. Here is an interesting problem that the best minds of the association and of the industry might well ponder over and get something definite agreed upon for the good of the trade.

Rules for Export of Wheat and Wheat Flour

The War Trade Board announces after consultation with and at the request of the United States Food Administration rules governing the export of wheat and wheat flours as follows:

(1) Wheat—Licenses for the export of wheat will be issued only to the United States Food Administration Grain Corporation or its nominees. (2) Wheat Flour Licenses will be issued for the export of wheat flour to all destinations in the Western Hemisphere, the East Coast of Asia,

British, French and Portuguese West Africa, Liberia, and the Belgian Congo. For the exportation of wheat flour to other destinations, licenses will be issued only to the United States Food Administration Grain Corporation or its nominees.

The foregoing rules are subject to the usual regulations governing trading with the enemy.

Exporters are advised that the foregoing rules do not constitute any material modification of the regulations heretofore existing. They are now issued in consolidated form to answer the many inquiries which have recently been addressed to the War Trade Board.

Applications for licenses to export wheat flour to the Western Hemisphere, the East Coast of Asia, or the West Coast of Africa should be filed with the War Trade Board, Washington, or with any of its Branch Offices.

Macaroni Products Defined

Because of numerous misunderstandings that frequently arise as to the exact terms relative to macaroni and similar products, the Association of Official Agricultural Chemists of the Food Inspection Department of the United States Department of Agriculture has defined macaroni, spaghetti, vermicelli, flour macaroni, flour spaghetti and flour vermicelli as follows:

MACARONI, SPAGHETTI, VERMICELLI are dried pastes made of the *Semolina* of hard wheat. They contain not more than 13 1/4% of moisture.

FLOUR MACARONI, FLOUR SPAGHETTI, FLOUR VERMICELLI are dried pastes made of *Flour* or a *Mixture* of flour and *semolina*. They contain not more than 13 1/4% of moisture.

It is evident from the above definitions that manufacturers using pure *semolina* are the only ones that can advertise *Macaroni, Spaghetti and Vermicelli* while those that use only flour or even a mixture of flour and *semolina* should advertise their products with the use of the word **FLOUR** before the products mentioned.

The department does not go into a discussion of the values of the ingredients used, leaving that for the producers and consumers to decide.

ALL IN POINT OF VIEW

The reading lesson was on and the word "furlough" occurred. Miss Jones, the teacher, asked if any little girl or boy knew the meaning of the word.

One small hand was raised.

"Furlough means a mule," said the child.

"Oh, no; it doesn't," said the teacher.

"Yes, ma'am," insisted the little girl.

"I have a book at home that says so."

Miss Jones told the child to bring the book to school. The next morning the child came armed with a book, and triumphantly showed a picture of an American soldier riding a mule, under which was the caption "Going home on his furlough."

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TIMELY SUGGESTIONS FROM TRAFFIC EXPERT

Freight Department Essential to Every Large Industry—Transportation Important Auxiliary of Any Industry—Satisfied With Carriage Costs?

The Benfer company, that has for several years represented some of the leading macaroni manufacturers in matters pertaining to traffic rates, contributes an able article on this timely subject through its efficient general traffic manager, Bert L. Benfer of Cleveland.

Matters of Interest

The question of readjustment from war to peace conditions is an interesting one at present and the macaroni makers should be greatly interested in the actions of the various freight committees, state railroad commissions and interstate commerce commission affecting macaroni shipments.

Commodity Basis Desired

A class basis of rates will more than likely be established on those in effect with only a few minor changes, is the opinion of traffic students.

With the early return of the railroads to corporate control a commodity basis can be established for this produce if a request for such a change is followed by proper efforts. The carriers have always conceded that the food preparation belongs to a class by itself and has always been rated much more favorably than many of the other commodities of transportation. The statement by Mr. Benfer follows:

Transportation Costs

"The success of an interest depends upon the ability to get crude material from producing points, convert it into a manufactured product and place it upon the market. In this way transportation becomes an important auxiliary of the industry.

"That transportation charges have a relation to the high cost of living perhaps never can be proven to better advantage than at the present time. That the consumer ultimately pays the freight is admitted and it is conceded that the principle of charging what the traffic will bear affords no protection to the consumer against exorbitant rates on many commodities.

"Are you satisfied with your transportation costs?

"You may spend thousands for advertising but if you cannot place your product in the consumer's hands at a price on a level with other foods of like value and nutriment, you will not be able to reap the reward of your advertising, for the retailer must carry what his trade demands.

Two Theories of Rates Basis

"There are two prevailing theories as to the principles upon which rates shall be based. One is that rates should equal the 'cost of the service,' including a reasonable profit to the carrier; the other is that rates should be determined in accordance with the 'value of the service' to the shipper.

"W. Z. Ripley describes the contrast between these two theories thus:

"These two principles of cost of service and value of service are directly opposed in one regard; for the cost of service theory harks directly back to railway expenditure, while the value of service principle contemplates primarily the effect upon the railways income account. According to the latter view, any charge is justified which is not detrimental to the shipper, as indicated by a positive reduction in the volume of business offered. No charge, on the other hand, may be deemed reasonable, according to the cost of service principle, which affords more than a fair profit upon the business, regardless of its effect upon the shipper."

Traffic Expert Needed

"This should be proof to you that the actual fixing of rates by traffic officials and their regulation by the Interstate Commerce Commission and State Commissions involve an exercise of human judgment rather than the solution of a mathematical problem.

"And no firm or industry can hope to have its transportation interests safeguarded at all times by leaving the adjustment or rates with the carriers. No man can work for two masters. He will logically serve the best interests of the one who issues his pay envelope. A traffic department led by a man of sound traffic experience and well developed business sense is essential to every large industry.

"We are entering upon an era of traffic development which will exert a profound influence upon our industrial progress. Will you march in the front rank or follow along with the stragglers?"

CROP CONDITIONS REPORT

Better Situation in East and Southeast—Too Cool in North Central States—Progress of Seeding.

Washington, May 7.—Reviewing conditions throughout the United States during the past week, the Weather Bureau in a report today says:

"It was much too cool and cloudy during the week for the proper growth of vegetation in the North-Central states but higher temperatures and showery weather produced more favorable conditions than during the preceding week in most Eastern and South-eastern states. The weather was more favorable in the Southwest and in the central and lower Rocky Mountain districts. The first of the week was moderately warm on the North Pacific coast, but the latter part was cool and some frost damage occurred. Rain was needed in California and in some sections of the Rocky Mountain region and the extreme Southeast, where only scattered showers occurred.

Favorable in South and East

"Frequent rains were unfavorable for farm work from the central and upper great plains states eastward to the lower lake region and, plowing and planting were much retarded. The conditions were more favorable in the South and East, and planting and cultivation made satisfactory progress.

"The temperature during the week just

closed averaged about normal or somewhat above throughout the cotton belt and were received in many localities where soil had been dry, although the rainfall rather unevenly distributed and more would be beneficial in some localities."

Winter Grains Do Well

"The unseasonably cool weather in central and northern districts during much of the week further checked the growth of winter wheat, rye and barley, but these grains continued in good to excellent condition in all the important producing areas. Rain in some east-central districts, where ground was becoming dry, were beneficial to winter wheat, but continued wet weather in portions of the central plains region eastward to the Mississippi river caused continuation of rank growth, and some lodging was reported.

"Little or no damage has resulted to winter wheat from the recent cold, but, on the contrary, it was probably beneficial in the lower Mississippi valley by checking rank growth. Winter wheat was somewhat damaged by drouth in some South Atlantic districts and there is considerable complaint of rust in Texas.

Favorable for Seeding

"The week was unfavorable for seeding spring wheat in some of the late districts of the spring wheat belt. The seeding of this crop is well advanced, however, and satisfactory growth of the earlier sown grain was reported.

"The seeding of spring oats has been further delayed by cool, wet weather in many localities in the more northern districts, but where this grain is up satisfactory advancement was made during the week. The early sown oats are mostly up to a good stand. The week was generally favorable for winter oats in southern districts.

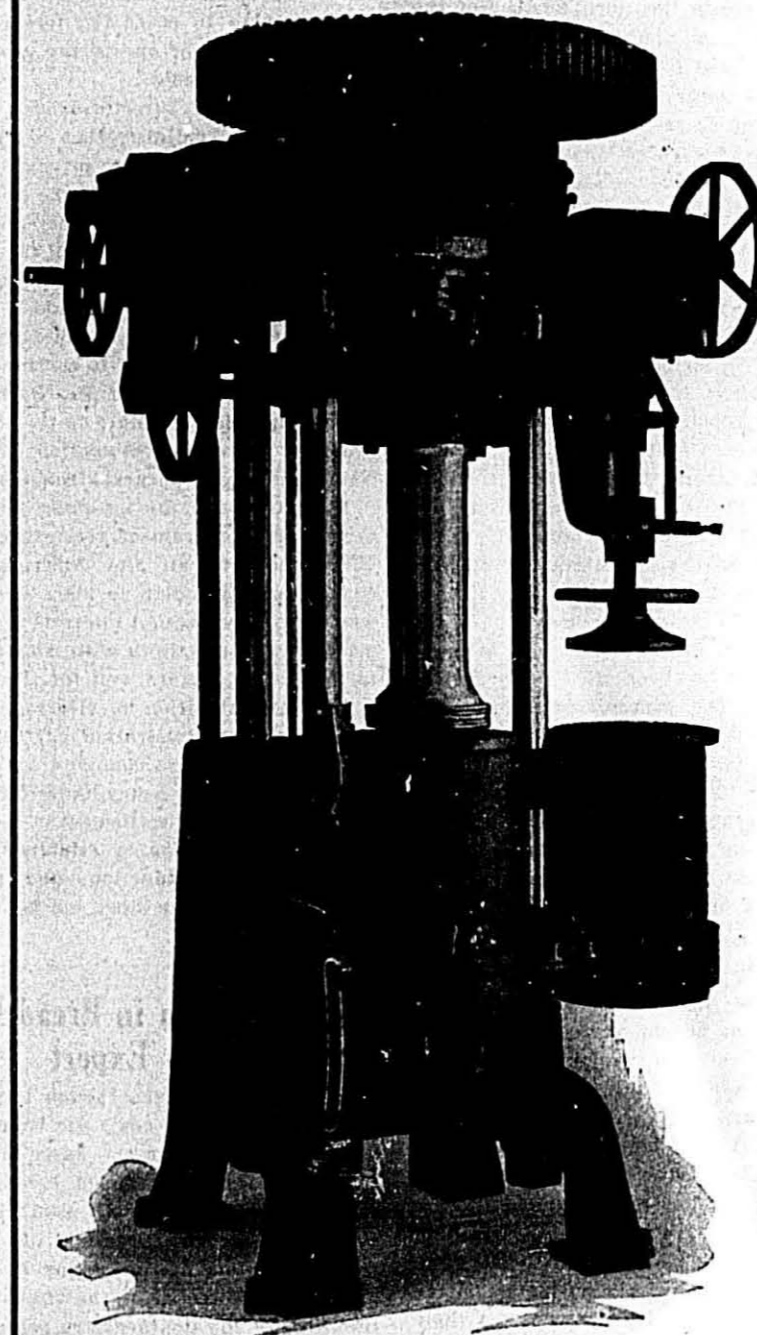
"The temperature averaged much below the normal in the northern corn belt and frequent rains further delayed plowing and planting from Kansas, Missouri and Ohio River northward. The work of planting was fully two weeks behind the average in the lower Missouri Valley. Planting made good progress in the Southern States where warmer weather was more favorable for growth."

Italy's Merchant Fleet Losses Heavy

According to the figures by "La Vita Rittima e Commerciale," the Italian Merchant Marine which comprised nearly 1,000 vessels before the war has been reduced by submarine warfare and other accidents by most one-third in number of vessels and 50 per cent of its tonnage. Two hundred and forty-two steamers were lost in all aggregating a total of about 800,000 tons gross. During on a basis of six round trips annually the 700 remaining vessels will be able to carry to Italy not to exceed 3,000,000 tons of imports. From this it can be seen that many foreign vessels will have to be used in the hauling of raw materials to Italy to supply its wants.

A woman will jump to a conclusion when a man is crawling toward it.

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GRADE HARMONIZING

Minnesota Leads in Uniformity Movement In Matter of Grain Tests—Suggests Changes in Federal Standards— Rosenbaum Review Digest.

To what extent shall the political representatives of the people control, or share the business activities of the people? This is a question pressing upon both the producers and consumers of this country.

The farmers of the Northwest have—by their actions—indicated that they are not sure that the Bureau of Markets is an un-mixed blessing; in Minnesota for instance the House and Senate agricultural committees held a conference with the State Board of Grain Appeals, to see what action could be taken to harmonize Federal and Minnesota grades, and do away with present double inspection.

In 1917

The Minnesota legislature, at its session two years ago, passed an amendment to the grain grading bill which contained the following clauses: "In establishing the grades, in addition to the physical qualities of the grain, there shall be taken into consideration the milling and bread producing qualities of all grain products used as human food . . . Dockage shall be considered as being of two classes: First, that having value, and second, that having no value, the former to be considered and allowed for as such, and any foreign content of the grain shall not be considered in establishing the grade."

This state law, of course, is in absolute opposition to Federal grades, and has naturally led to considerable controversy. The Board of Grain Appeals has sent a resolution to Dr. Charles G. Brand, chief of the Bureau of Markets, at Washington, recommending the following changes in Federal grades:

Grade Changes

That the sub class in red spring wheat be eliminated.

That the word "bright" be eliminated in the spring and durum grades except in No. 1 dark northern and No. 1 amber durum.

That the percentage of moisture in the spring and durum grades be increased to 15 per cent; that this be the maximum percentage, and that it be the same in all grades from No. 1 to No. 5, inclusive; that wheat having more than 15 per cent moisture be graded the same as that having less, excepting that in addition it be classed as having excessive moisture, and stating the percentage.

That the maximum percentage of durum to be carried in the grade of No. 1 northern spring be made 5 per cent; that the maximum percentage of spring wheat to be carried in durum be 10 per cent, No. 1 to No. 5, inclusive.

Reduce Test Weight

That the total percentage of foreign materials other than dockage in the hard, red, spring wheat and durum grades be 2½ per cent in No. 1, 4 per cent in No. 2, 6 per cent in No. 3, 8 per cent in No. 4, and 10 per cent in No. 5.

That the test weight be reduced one pound in all grades.

The Board of Grain Appeals in making these recommendations took into consideration all parties interested, and in such a way that it is hoped the officials at Washington will agree to the changes and thus avoid the double inspection now necessary at times in practically all of the terminal markets.

Gradual Decline in Labor and Food Prices

In an article in the April number of the Economic Review issued by the First and Security National Bank of Minneapolis, the prediction is made there will be no head-long reduction in prices of labor and food-stuffs to pre-war figures, and that the readjustment will be gradual and based on supply and demand which all indications tend to prove will be normal.

Foodstuffs Prices

"We cannot tell when foodstuffs will fall," The Review says, "but it is now evident that the fact did not justify the predictions which were common in January that prices would come down rapidly if the government restrictions were withdrawn.

"It is not certain that any great reduction in food prices will come even with the next harvest. America's crop of wheat promises to be the largest on record, but there is a great void to be filled in Europe and America is the dependence.

"The general business situation is more hopeful than it has been since the armistice was signed. The winter season has been passed without the amount of unemployment at one time feared, and outdoor work now opening up will take care of an army of men. The farms are short of labor all over the country and building operations although held in check by high costs, are showing more activity than for the year past.

Cotton and Woolen Goods

"Reports from the country uniformly tell of good trade. In the dry goods trade it is said that goods bought at the top prices of last year have been worked off by both jobbers and retailers, and that the situation is in good shape. The cotton goods market has been stabilized by buying to keep up stocks, although buyers are not laying in large stocks confidence is restored for the present. Prices have recovered a little from the low point touched in January. The mills have booked considerable business, and at some of the centers have lengthened their running schedules.

"The situation in woolen goods is about the same as in cotton. The price reductions made by the leading producers appear to satisfy the trade, which is taking them freely for next fall's retail distribution. It is generally recognized that prices are as low as they can be without wage reductions, and these are not expected during the present season."

Business Outlook

Every indication is that this country is headed for a period of unprecedented prosperity in which all producers, manufactur-

ers, business men and consumers will share. With a winter wheat crop estimated near a billion bushels aided by a spring acreage that should produce about a quarter of a billion bushels more, the food problem will be solved on a basis satisfactory to nearly all, as never before has the price been permanently fixed in advance of the general figure of \$2.26 a bushel.

The plan of Chairman Hurley of the Shipping Board to turn over to individual owners merchant marine of the country is to start the business of foreign exports on a basis that spells success to all manufacturers who plan to enter the foreign market through the aid of one of the greatest and finest shipping fleets.

The attitude of Director-General Hines of the Railroad Administration to hasten the return of the railroads to private ownership and the evident intention of the coming Congress to recognize the big interests that are so much toward the winning of the war, lend courage to the big men of the country whose action prosperity depends.

The determination of President Mackay of the Postal Telegraph Co. to continue sending messages at old rates if Mr. Burleson will restore the telegraph lines to the company promises an early resumption of pre-war conditions among telegraph companies.

The purpose of the incoming Congress to carry out a program of reconstruction that will appeal to all the American people coupled with the plan to place some of our war taxes upon foreign interests seeking our markets as competitors with American capital and labor, augurs well for the future.

The steel situation is clearing, the attitude of the administration against the business concerns is changing in that it is planning to lift the heavy hands of war from their activities, the settlement of the troublesome copper question by establishing a low price on this production, and the well-sustained rise in the stock market, all point to a rosy future.

No Reduction in Bread Price, Says Expert

New Orleans—"Even though the price of flour falls so that it costs the bakers of the country no more than the water they use in their bakeries, the price of bread will not fall to its former level," said George Ward of New York, president of the American association of the baking industry, in an address delivered at the annual convention here of the Southeastern association of the baking industry.

"No matter how low the price of flour falls, and there is no prospect of any reduction at all," Mr. Ward said, "the price of bread cannot go to the old figure. The reason for this is that all other materials, operating costs and all labor costs have gone so high this increase would more than offset any drop in the price of flour."

A charter "to deliver groceries and food products by aerial navigation" has been granted by the secretary of state of West Virginia to the Spicer Grocery company of Charleston and Kanawha.

When You Want Quality
and Service

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NOMCO

Durum Products

Farina
Semolina
Flour

Write or wire for samples and quotations.

Northern Milling Company
Wausau, Wisconsin

HIGH PRICES TO CONTINUE

New Price Level Is Old One Slightly Modified
—Business Men Must Face Facts—
Clever Man Today Finds New
Price Data and Acts.

At the conference of the governors and mayors called recently by the President at the White House, Irving Fisher, professor of Political Economy at Yale university and one of the best informed men in the country on this subject, predicted a continuation of the present level of high prices for some time.

Must Face Facts

"The fundamental practical question confronting business-men to-day is whether the general level of prices is going to fall. In my opinion it is not going to fall much, if at all. We are on a permanently higher price level, and the sooner the business men of the country take this view and adjust themselves to it the sooner will they save themselves and the nation from the misfortune which will surely come if we persist in our present false hope.

"Business men should face the facts. To talk reverently of the 1913-1914 prices is to speak of a dead language to-day. The buyers of the country, since the signing of the armistice, have made an unexampled attack upon prices through their waiting attitude, and yet price recessions have been insignificant. The reason is that we are on a new high price level, which will be found a stubborn reality. Business men are going to find out that the clever man is not the man who waits, but the one who finds out the new price facts and acts accordingly."

Comment

With food prices as they are, and due to the demands from Europe, the wages will not come down materially.

It is not desirable that wages should ever be reduced; for this at once means a curtailment of the purchasing power of the people—one of the large and original sources of prosperity. There can not be no natural lowering of material prices without a reduction of labor prices; for the large value of even raw material is by reason of the labor bestowed upon it.

The way to start the performance of prosperity and continue the performance is for all of us, the manufacturer, the merchant, the farmer and the householder, to buy what we need and all we need NOW.

Patents and Trade Marks

The following patents and trade-marks which were recently granted may be of interest to the industry. Full information concerning same is obtainable from the Patent Office, Washington, D. C.

Patent No. 1,290,888 on a machine for handling packages. R. H. Wright, Durham, N. C. assignee.

Patent No. 1,290,027 on a machine for wrapping purposes. National Wrapping Machine Co., Newport, Vt. assignee.

Patent No. 1,290,045 on a dough mixing machine. Joseph P. Bachman, Newark, N. J. patentee.

Patent No. 1,290,193 on a dough proofing machine. George J. Hicks, Saginaw, Mich. patentee.

Patent No. 1,289,216 on a wrapping machine. Package Machinery Co. of Springfield, Mass. assignee.

Applications have been filed for following registered trade-marks:

No. 114,241 The words "Italian Maid" used on alimentary pastes. Albert J. Hader of New Rochelle, N. Y., who claims the use of this trade-mark since Sept. 14, 1918.

No. 113,035 The word "Puritan" used on alimentary paste products. Ravarino and Freschi Importing and Manufacturing company of St. Louis, Mo., who claim they have been using same since May 16, 1918.

(Note—The manufacturers are urged to send in notices of patents and trade-mark applications for publication. Editor.)

Trade Hopeful—Basic Conditions Sound

According to a general survey made by the Federal Reserve Board, trade conditions throughout the country are hopeful, while that in the western and Pacific states is very good. This is particularly true of the majority of the farm product areas. The following are some of the responses to inquiries made:

Richmond reports "dullness and uncertainty" and little signs of improvement, though there is a general spirit of confidence.

Cleveland and vicinity "substantiates by facts" the optimistic feeling that has prevailed there and business is "looking up."

Atlanta reporting for the southern states, says that business interests there "have a quiet but hopeful view for the future with conditions generally satisfactory."

St. Louis reports business "rapidly resuming normal basis in many lines."

Chicago reports less apprehension of the future and "every reason to expect increased activity throughout the whole middle west."

San Francisco says that "manufacturing and industry have been very fair as a whole" while "prospects are good."

Seattle shows some anxiety about the labor situation but reports "largest export trade on record."

Minneapolis—"We learn that the whole sale lines are 'satisfactory,' and that all the retail lines and collections are 'good.'"

Kansas City points "to a year of activity and prosperity, with business less inclined to await development of new conditions."

Dallas reports that "further progress is evident."

New York trade is affected by labor conditions but otherwise business is "brisk and on the mend."

On the whole there is a general belief that "fundamental conditions are sound, that the radical change from war to peace basis, though gradual, is being accomplished with not more than ordinary difficulties" and that there are many hopeful signs that "normal conditions" will be attained in the near future.

H-C-L AND WHEAT PRICE

Will Be World Price Subject to Conditions — Reduction Will Cut Price of Living — Crop Appears Unwieldy.

It is generally conceded that the world price in this country must in the end be the world price subject to the current conditions of growth and harvest, supply and demand. That a reduction in the price of wheat, and hence of bread, will hasten general reduction in the cost of living.

With estimated winter wheat crop in excess of 800,000,000 bushels augmented by spring wheat yield figured near the 1,000,000,000 bushels mark the crop appears most unwieldy, and will most likely affect the prices more than anything else.

The statement as to the requirements of the different importing countries have varied greatly, and of course cannot be definitely estimated until the crop is in. There is yet approximately three months in which drouth, wind, frost, an over amount of moisture or abnormally high temperatures may seriously reduce the crop.

The next Australian crop is likely to be greatly reduced, owing to the relatively small acreage seeded, the Indian crop was a partial failure, and the next Argentine crop may be affected by a so-called strike by producers who refuse to seed a normal acre unless assured of higher prices for the grain.

Russia's future is yet extremely uncertain but it is not probable that there will be much improvement in agricultural conditions there during the coming year.

In 1918, after the present chaos of political and economic conditions in Russia had begun, there was no report of crop, but the yield was not probably more than was needed for domestic consumption, and there was no means of exporting any possible existing surplus.

With this large competitor temporarily moved and no other equally great product to compete with our exporting surplus, it is possible that a good market may be found for the United States wheat crop, if there are no restrictions on the marketing of the crop.

It remains to be seen whether the government plan of forcing the reduction of wheat prices will prove more efficient than a dependence on the law of supply and demand.

Business Nearing Normal

National association of manufacturers report on trade conditions shows that with exception of five out of the 22 principal groups of industries throughout the United States business activity is between 25 and 50 per cent of normal.

NOSE FOR NEWS

Bell—That man over there is staring straight at my nose.

Nell—Probably he's a reporter.

Bell—And why should a reporter stare at my nose?

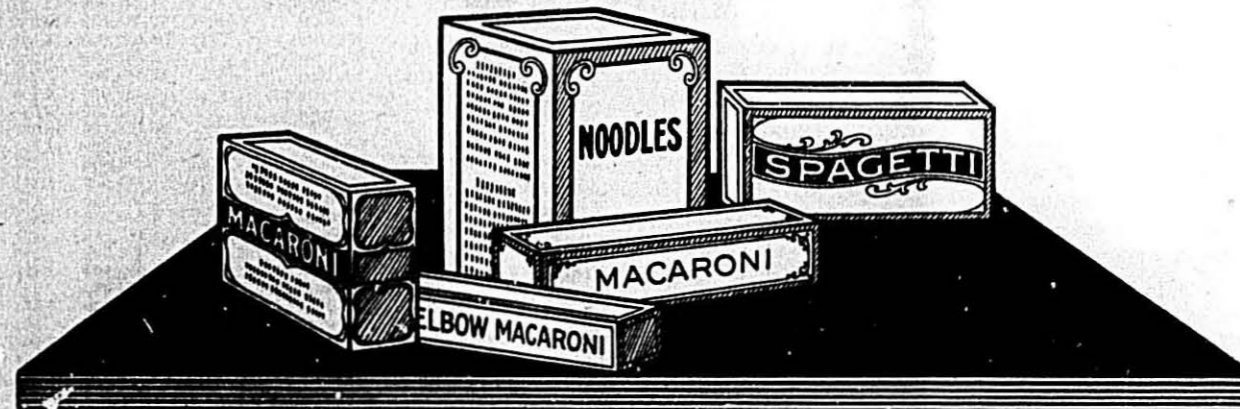
Nell—They are supposed to keep an eye on everything that turns up, aren't they?



FOLDING PAPER BOXES

ARE KNOWN AND RECOGNIZED THROUGHOUT THE TRADE FOR

QUALITY



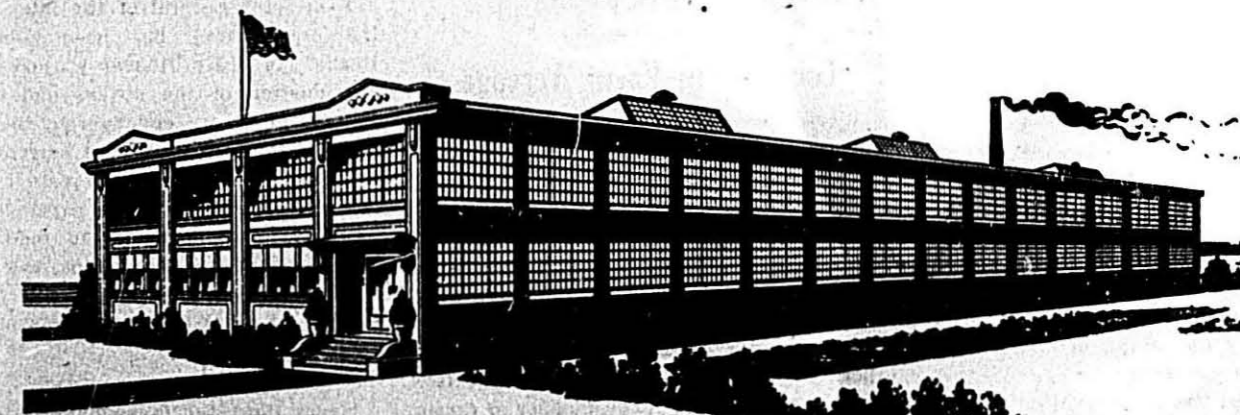
Customers' first impressions of the quality of an article are influenced by the appearance of the container just as surely as you are by the appearance of a salesman when he makes his first call on you.

Too much care and thought therefore cannot be given to the advertising value of your package. A poor appearing design, no matter how little it may cost, that does not help sell the contents is an expensive luxury. It is far better and cheaper in the long run to spend a little more money and make the package help sell itself.

Think this over, bearing in mind we make a specialty of quality and service in color printing and when again in the market for folding boxes, take it up with us.

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

THE GLOBE FOLDING BOX COMPANY CINCINNATI, OHIO



HARMONIOUS ACTIVITY

Essential to Success of Association—"Let George Do It" Idea Spells Failure—Each Must Do His Part—Good Word for New Trade Journal.

By W. M. Brownell, President Manufacturers Purchasing Corporation, New York City

Through the courtesy of your progressive and energetic secretary, M. J. Donna, I have been asked to write an article to be published in your first issue.

To say that your secretary bears all the ear marks of a long experience in association work is evidenced by the fact that he suggested I choose my own subject and by doing this he put me on the defensive so I must say something or play the part of a quitter.

This being your first issue since the association has taken over the publication of your trade journal, I assume that every macaroni and egg noodle manufacturer will interest himself to the extent of reading it from cover to cover for the great progress that your national association has made during the past two years at least warrants this.

It would seem from an outsider's viewpoint that you are now making for things that will demand the co-operation of every one engaged in the manufacture of macaroni and kindred products, as well as those who supply the raw materials for same. It is needless to rehearse the many advantages of trade associations, but to those who are lukewarm to the proposition I will say "Think." In the first place it takes a man with a broad view of things to be an honest and earnest association worker. A man with selfish ideals will not lend his efforts toward making your association a success.

A man who thinks he knows more than all the rest and holds himself aloof from the center of progress is no better off than the man who lived in the stone age. He should bear in mind at all times that he can't help a competitor without likewise helping himself. It is only ignorance on his part to think that he has just a little edge on the other fellow and it is the duty of your secretary to iron out all these hazardous ideas. The member who attends one of your annual conventions and goes home feeling that he has not gained in some way or other should be put on your program for the next convention for a three hours' talk and the members of your association could well afford to pay him handsomely for his time.

The only and sure cure for one who is always complaining and knocking the affairs of an association, is to put them to work, for, by doing this, you have then put them on the defensive.

I have been connected with various co-operative organizations and my experience has shown that it was in many instances a case of "Let George Do It" and when George didn't do it to the liking of some selfish idea, there was an uproar.

The worst feature of association work is that members do not realize how necessary and how important it is for each to do his own part toward accomplishing that which

they have set out to accomplish. Most members seem to feel that some other member will make good on their shortcomings and as a consequence it is done in a half-hearted way.

To make your association a success you must view it from a purely businesslike standpoint, make good on your promises just as you would on a loan from your bank, treat your competitors as partners, strive for ideals that are worthy of the respect of your competitors. You cannot hope to find any industry, no matter how small, without some black sheep but, treating them as black sheep will not change their color, get them as active members of your association, put them to work and it will be only a short time until they see their own mistakes.

I may appear frank in some of my remarks, but what is the value of soft soap oratory when plain facts are needed.

Farmers Holding Wheat—Choice Milling Scarce

Steps should be taken by millers to stimulate the movement of wheat from the farms. Although farm reserves of wheat are light, nevertheless they are heavier than they should be in view of the present unsupplied demand from millers for choice milling wheat, says Modern Miller. Every effort, too, should be made by government authorities to encourage the movement of all surplus wheat on farms. Farmers are now able to obtain more for their wheat than they will be on the new crop, premiums now ranging up to 40 cents and even 53 cents per bushel over the government fixed price. Millers will require all the wheat they can possibly get, and a liberal movement at this time would to some extent shut off further advances in the premiums now prevailing at primary markets. Farmers will benefit if they clear all of the surplus wheat from their bins, as this will have a tendency to relieve the pressure the large new crop will have on the market. Mills operating country elevators should instruct their local representatives to canvass the nearby situation and to get into direct touch with farmers holding wheat. It is possible in this way to reach every farmer with a surplus, and if the need for wheat is explained, with the further statement that only the guaranteed price will be paid on the new crop, considerable wheat now held on farms would be offered for sale.

Increase in Farm Acreage

Washington—More than 56,000,000 acres have been added to the country's aggregate crop acreage in the last 10 years. Statistics just announced by the department of agriculture show the country's aggregate last year to have been 367,738,000 acres. That is more than one-fifth of the total land area of continental United States, almost 2 1/2 times the size of the state of Texas and about 20 times the land area of the entire New England states. The number of farms in the United States is estimated at 6,717,000.

Texas has the largest aggregate crop

acreage with 25,328,000 acres, or a little more than one-sixth of her total land area. Kansas is second, with 22,588,000 acres, almost one-half her entire land area. Illinois is third, with 21,727,000 acres, or about three-sevenths of her land area. Iowa is fourth place, is very close to Illinois, with 21,613,000 acres, which is about three-sevenths of her land area. Minnesota with 15,700 farms has an aggregate acreage of 16,003,000, compared to 14,731,464 in 1909.

The aggregate crop acreage, which includes those of corn, wheat, barley, oats, rye, buckwheat, potatoes, sweet potatoes, tobacco, flax, rice, hay, cotton, peanuts, kafirs, beans, broomcorn, hops and cranberries, and the number of farms by state follows:

State—	1918.	1909.	Farms
Minnesota	16,003,000	14,731,464	157,000
Iowa	21,613,000	20,374,925	215,000
Missouri	15,323,000	14,335,588	275,000
Michigan	8,808,000	8,198,578	209,000
Wisconsin	9,326,000	8,555,080	182,000
North Dakota	18,298,000	15,888,756	95,000
South Dakota	15,845,000	12,226,772	95,000
Nebraska	18,646,000	17,231,205	135,000
Kansas	22,588,000	19,900,750	180,000
Kentucky	6,922,000	6,046,819	270,000
Tennessee	7,252,000	6,365,143	260,000
Alabama	10,569,000	7,205,239	280,000
Mississippi	8,089,000	6,158,719	295,000
Louisiana	4,981,000	3,586,348	123,000
Texas	25,328,000	18,389,092	450,000
Oklahoma	12,744,000	11,921,670	220,000
Arkansas	7,399,000	5,376,484	230,000
Montana	4,845,000	1,848,113	34,000
Wyoming	1,569,000	786,650	15,000
Colorado	4,060,000	2,614,312	60,000
New Mexico	1,485,000	632,769	45,000
Arizona	477,000	190,982	13,000
Utah	1,095,000	755,370	24,000
Nevada	448,000	392,387	3,000
Maine	1,633,000	1,588,065	60,000
New Hampshire	592,000	593,093	27,000
Vermont	1,207,000	1,203,795	33,000
Massachusetts	674,000	654,844	37,000
Rhode Island	88,000	84,207	5,000
Connecticut	601,000	534,846	27,000
New York	8,509,000	8,387,731	215,000
New Jersey	1,158,000	1,114,903	33,000
Pennsylvania	8,377,000	7,826,522	218,000
Delaware	528,000	488,523	11,000
Maryland	2,254,000	1,984,954	50,000
Virginia	5,577,000	4,256,226	195,000
West Virginia	2,351,000	1,874,382	100,000
North Carolina	7,832,000	5,737,037	275,000
South Carolina	6,992,000	5,152,847	190,000
Georgia	12,624,000	9,662,383	330,000
Florida	1,563,000	1,223,078	56,000
Ohio	11,462,000	11,431,610	270,000
Indiana	12,764,000	11,331,395	215,000
Illinois	21,727,000	20,278,916	245,000
Idaho	2,136,000	1,638,479	33,000
Washington	3,649,000	3,431,273	70,000
Oregon	2,768,000	2,281,288	52,000
California	5,927,000	4,924,733	98,000
United States	367,738,000	311,293,382	6,717,000

The increase in farming area amounts to 605,840 square miles.

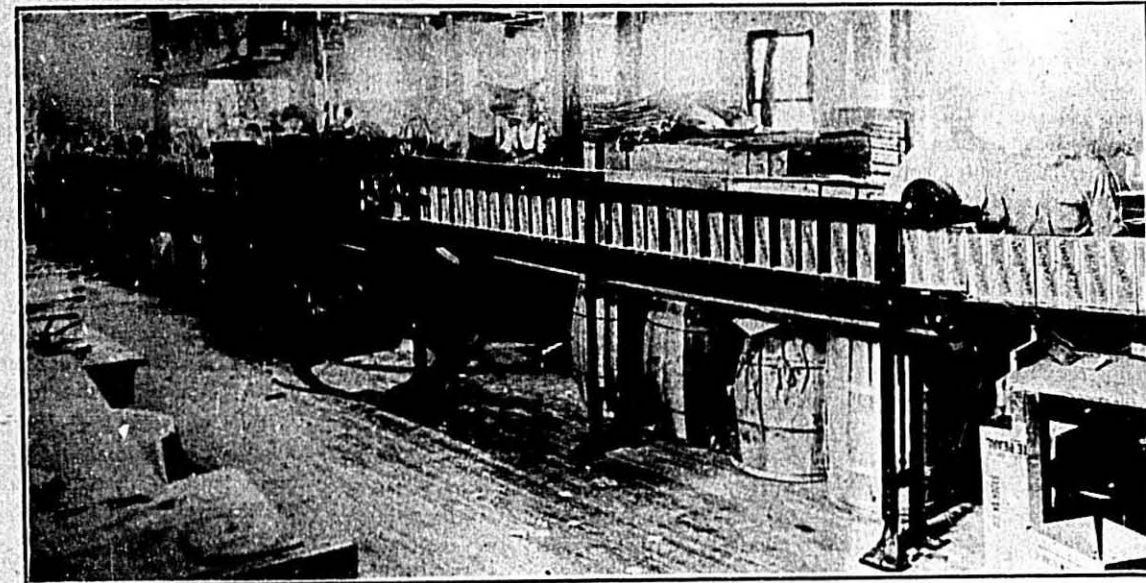
No Food If Strikes Continue

A message to Germany by Herbert Hoover, director general of the Inter-Allied Relief organization, has been published in Berlin. In it Mr. Hoover warned against continuation of the strikes and disorders saying they were endangering the continuation of the food supply. A current German newspaper stated that the note is an ultimatum to Germany. The paper continued "America has no desire to restrict its trade in order that its grain ships may be sunk in the Elbe and its fat kegs may disappear through the riot of a few thousand Spartacists."

Henry Ford, the famous Detroit manufacturer, made a profit of about 12,000,000 for his business last year and paid the government nearly \$5,000,000 in taxes.

Johnson Automatic Sealer

Doubles the efficiency and production of the packing room. Reduces costs and improves the appearance and neatness of package.



This machine seals and delivers about 35 packages of macaroni per minute. This means a great saving in operating costs over the hand work, increases the efficiency of the entire plant and gives a cleaner and neater package. Every progressive macaroni manufacturer would find it profitable and economical to put up their packages by this method.

Catalogue Sent Upon Request

Johnson Automatic Sealer Co.

BATTLE CREEK, MICHIGAN

TRAFFIC CONFERENCE

Freight Officials Talk Over Better Service Plans With Railroad Administration Representatives—Readjustment to Peace Conditions.

In keeping with its purpose to work out a satisfactory solution of the many difficult problems facing the railroads of the country in changing from war to peace conditions, the officials of the Railroad Administration are holding regional conferences with the freight traffic officials of the various railroads.

Service Keynote

The keynote of all these meetings is how best to give thorough and efficient service to the public and to the shippers. Several have already been held and others will be called as soon as possible, and some instructions and orders already agreed upon are being issued.

Now that manufacturers are directing their attention to the development of domestic and foreign commerce, to supplant the traffic in munitions and war supplies, new conditions are arising which must be met by both the shippers and the railroads.

The freight traffic representatives were instructed to take an active interest in the individual requirements of every shipper. They were directed to make a careful study of the freight train schedules with regard to the commercial requirements of every particular form of traffic, and make recommendations for improvements where possible. The loading of cars to their maximum capacities will be vigorously followed, it was announced.

Cut Red Tape

In the matter of complaints, or the adjustment of claims, the traffic representatives were instructed to exercise the most painstaking efforts to bring the matter to a speedy and satisfactory conclusion. Loss and damage claims have reached an alarming proportion, and efforts on the part of the railroad will be redoubled with a view to reducing them to a minimum. A campaign, it was stated, will be inaugurated to obtain containers and more uniformity in the character of packages with particular respect to their size and durability. The co-operation of shippers will be sought in this connection through the distribution of illustrated descriptive circulars showing standard packages, and the proper methods to be followed in the loading of cars.

Exports From Algeria in 1919

In normal years Algeria produces a considerable surplus of grain, which usually is exported to France and other European countries. However, owing to excessive rains during the past fall and winter, agricultural operations have been delayed, thus decreasing the grain acreage sown. The yield of last year was considered exceptional in quantity and quality but with the present adverse conditions it is estimated that the 1919 yield will fall far short of that of former years, thus curtailing the exports of grain to Eu-

rope. The following table shows the relation which exports bore to the supply of grain in 1917 in Algeria:

Grain—	Yield (1917)	Exports (1917)
Barley	31,365,000	2,322,229
Corn	301,670	25,194
Oats	18,562,500	3,060,124
Wheat	28,899,000	2,057,693

The continued rains also have damaged vegetables, early fruits, and vines, the exportable surplus of which is usually sent to France and northern Europe.

Export Trade Means Prosperity

Chicago—Edward N. Hurley, chairman of the United States Shipping Board, in addressing the sixth national Foreign Trade convention, declared that with an American merchant marine established business men of this country have no reason to fear the competition of Great Britain or any other country in extending their export trade. He said the government already has made adequate plans for the necessary ships which are the controlling factor in the development of foreign trade.

Co-operation Necessary

"A large export trade," he said, "means prosperity at home. Wise legislation and close co-operation between the government and business are necessary in the development of foreign business. Every market in the world is open to fair dealing Americans who are able to reduce their cost of production. The American wage scale is right, because it represents American efficiency and skill. So long as the American workman gives his best efforts, he is fully entitled to the higher wages he receives. He has the saving grace of this nation, which is common sense. The undefinable characteristic, possessed in so large a measure by the American workman, will protect this country against the infection of bolshevism."

Foodstuffs Higher—March Prices Compared

Washington—Foodstuffs increased in price in March after public hopes of a return to normal levels had been raised by a decrease in February, reads a report by the Bureau of Labor Statistics.

As a whole 22 articles of food were 3 per cent higher last month than the preceding month and 14 per cent higher than March, 1918.

For the six-year period March, 1913, to March, 1919, the increase in the retail prices of all foods was 80 per cent with flour, bacon, lard and corn meal increasing more than 100 per cent each.

Butter declined 19 per cent in February, then increased 16 per cent in March. Other increases in March were: Sirloin steak 1 per cent; round steak and chuck roast 2 per cent; coffee and tea 3 per cent.

Navy beans, potatoes, rice, eggs and milk declined in price.

According to a dispatch from Berlin, red black and gold has been chosen as the official colors for the new republican form of government in Germany.

DAMAGED FREIGHT CLAIM

New Rules Governing Loss Issued by Railroad Administration—Seven Statements of Much Interest to All Shippers—Good for Basis in Settlements.

Rules have been issued by the United States Railroad Administration governing losses and damages to freight, and establishing the liability of the carrier and the procedure to follow in presenting claims and collecting damages. The circular is herewith produced in full for the benefit of the merchant shippers.

Rule 1.—The measure of the railroad's liability shall be the value of the property at the place and time the property is received by the carrier for transportation, except where the property is re-shipped from the original destination under a new bill of lading, the measure of liability shall be the value of the property at the place and time the new bill of lading is issued.

In either case such value shall be arrived at from the bona fide invoice price if any the consignee, provided the date of the invoice concurs substantially with the date of the shipment; and the invoice price of the consignee shall govern, whether the invoice is made by the consignor, the jobber or wholesaler.

Rule 2.—When the claim is filed at the voice price of the property delivered at destination the freight charges shall again be included in the claim.

Rule 3.—Where property is shipped on consignment from points at which there is no established market value, and where no invoice is made, the measure of the railroad's liability shall be the market value of the property at destination at time shipment should arrive, less the transportation charges, cartage and commissions.

Rule 4.—Where the property shipped includes articles commonly called premiums which are not included in the invoice, the railroad's liability for such articles shall be the cost price of such articles to the shipper.

Rule 5.—In the settlement of claims the value of shipment lost or destroyed while in possession of the railroad the railroad shall receive the benefit of any cash discount allowance contemplated by the terms of sale to the consignee, provided the claim is paid within the time limit for such discount allowance.

Rule 6.—When shipments are partially damaged while in possession of the railroad and delivery is taken by the consignee, enabling him to obtain benefit of any discount or other allowance, such discount allowance shall be given the railroad, provided settlement of the claim is made within the time limit for such discount allowance.

Rule 7.—In case of either loss or damage the railroad should have the benefit of trade discounts.

This circular is not in anyway intended to establish a liability, but is intended to be used as a basis of settlement when liability has been otherwise established. (Claim and Property Protection Section, Circular No. 6)

JOLO PRODUCTS Best SERVICE

DRY EGG SPECIALISTS

We are direct Factory Representatives and sell The Best That China Produces in

Dry Whole Egg, Yolks, Albumen

(We Cater To The Foremost Noodle Manufacturers.)

WE KNOW WHAT YOU NEED

Noodles made with JO-LO Certified Eggs or Yolks Stand Out through their Superiority.

Fresh Egg Flavor—Taste—and High Color.

Sample quantity and Quotations upon Request.

We are ready to cover your requirements up to July 1st, 1920.

JOE LOWE CO.

127 DUANE ST.

NEW YORK CITY

Sixteenth Annual Convention

of the

National Association of Macaroni and Noodle Manufacturers of America

Will be held

June 10, 11, 12, 1919, at Hotel Planters, St. Louis

PROGRAM

Tuesday, June 10

Parlor A
10:00 A. M.

Address of Welcome—Mayor Kell, St. Louis.

Response—A. M. Alexander, Chicago.

Reports of Officers—

James T. Williams, President, Minneapolis.

Fred Becker, Treasurer, Cleveland.

M. J. Donna, Secretary, Springfield, Ill.

Wm. A. Tharinger, Chairman Executive Committee,
Milwaukee.

Appointment of Committees.

Address, "Organization"—E. J. Troy, Secretary Manu-
facturers' Association of St. Louis.

2:00 P. M.

Reports of Committees.

Address, "Import Problems and Their Solutions"—
Joseph Freschi, St. Louis.

Address, "Depreciation and Its Relation to Cost Pro-
ductions"—C. F. Mueller, Jr., Jersey City.

Address, "Durum Situation"—H. W. Files, Minneapolis.

Address, "Government Supervision"—F. L. Carey, vice
president United States Grain Corporation, Minneapolis.

Discussion of papers presented.

5:00 P. M.

Automobile tour of city and parks.

6:30 P. M.

Dinner at Riverview Club as guests of St. Louis Maca-
roni Manufacturers. Dancing follows.

Wednesday, June 11

10:00 A. M.

Reports of Committees.

Address, "Bulk-goods Situation"—John Mercurio, St.
Louis.

Address, "Package-goods Problems"—Fred Becker,
Cleveland.

Address, "Macaroni Conditions in General"—Leon G.
Tujague, New Orleans.

Address, "Milling of Durum Wheat"—P. M. Marshall,
Minneapolis.

Discussion of papers presented.

2:00 P. M.

Reports of Committees.

Address, "Co-operative Advertising"—F. A. Foulds, Chi-
cago.

Address, "The Annihilation of Time"—S. Youngheart,
Philadelphia.

Address, "Flour Prices, Present and Future"—James C.
Andrews, Minneapolis.

Address, "Bureau of Chemistry"—R. M. Wharton, U. S.
Department of Agriculture, St. Louis.

Address, "Co-operation"—John H. Schaefer, President
National Association of Retail Grocers, Davenport.

5:00 P. M.

Viewing St. Louis from Railway Exchange.

6:30 P. M.

Reception and dinner cabaret as guests of St. Louis
Macaroni Manufacturers.

Thursday, June 12

10:00 A. M.

Reports of Committees.

Address, "Membership"—Ben Heustis, Harbor Beach,
Michigan.

Address, "Co-operative Buying"—W. M. Brownell, New
York City.

Address, "Re-adjustment"—V. V. Corbin, Chicago.

Address, "Favorable Legislation"—G. La Marca, Boston

Discussion of papers presented.

2:00 P. M.

Presentation of unassigned papers.

Election of officers.

Selection of time and place of 1920 convention.

Adjournment.

BACK TO PRE-WAR GRADES

Coarse Medium Fine

SEMOLINA

We know we are making the very highest
quality possible

MAKE US PROVE IT

Get in touch with any of the following

PHILETUS SMITH
O. F. HARTMAN
CORBIN FLOUR CO.
CORBIN FLOUR CO.
CORBIN FLOUR CO.
CORBIN FLOUR CO.

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

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

CROOKSTON MILLING CO.

CROOKSTON, MINN.

EXPORT TRADE COMBINE

Separate Organizations Planned to Cover Various Trade Centers by National Association of Manufacturers—Way to Get World Trade.

The National Association of Manufacturers, composed of all classes of producers in the United States, has laid plans for capturing some of the world trade through the advantages offered by the Webb act passed by Congress to permit combinations to promote foreign trade and exports.

One at a Time

An intensive cultivation of the trade in a definite field is the plan to be adopted and all of the association's energies will be focused on the field first selected before any attempt is made to exploit another. According to reports received from consular agents throughout the world, the foreign fields open to American enterprise, arranged in order of the greatness of opportunities offered, are as follows: South American, Scandinavia, Asia Minor, Siberia and Asia. The first exporting corporation will have charge of the South American field.

Membership in each corporation is limited to the members of the association desiring to enter this foreign market. This export corporation will develop trade through representatives in various ports and large consuming centers, who will in turn have large staffs of assistants along the lines so well tested by these concerns that

enjoy a large trade in that particular country. The language and customs of the prospective customers will be studied closely and regular reports made to the corporation officials who, after close study and investigation, will recommend a definite plan of action suitable to each district.

All shipments will be made through the handling corporation and the individual manufacturer's annoyance will end with acceptance of the shipment by the export corporation, who will make the proper forwarding contracts and arrange all shipping matters both at home and abroad, with the end in view of covering costs only through periodical assessments among the shippers.

Official Makeup

This export corporation will have a perpetual charter with headquarters at some seaport, preferably New York, and will consist of the regular officers assisted by a staff of 15 directors who will have a general supervision of the business, and five members of an executive committee to have direct charge of its affairs.

Trade exploitation will be charged to the shippers on a pro-rata scale and the cost of operation will be covered by small commissions based on actual business done. This plan, if as successful as its promoters claim, will do much towards gaining for the American manufacturer his full share of the markets of the world for which there will be an active competition on the part of most of the European countries.

Herbert Hoover will cease his relief work

in Europe this summer and will be accompanied in his return to private life by numerous co-workers in the American Food Administration.

Chinese Flour Importations

The 1918 trade was particularly discouraging, the total imports amounting to only 706,509 bags as compared with 1,072,000 bags in 1917, 1,604,033 bags in 1916, 2,075,129 bags in 1915, 3,939,754 bags in 1914, and 5,176,623 bags in 1913 similarly large imports in pre-war years.

Of the imports the past year Australia furnished 342,000 bags, North China, 322,000; and Japan, 42,500 bags. These figures indicate that flour was imported almost wholly for the foreign population, and that the price was much too high for any very material consumption by the Chinese. Prices ranged very high indeed for that market and had stocks from Australia not been forthcoming the field faced a serious situation.

North China, too, was short of wheat and flour. No supplies were available from Australia or the United States, and the field depended almost entirely upon Japan. The comparatively large imports from that country, which dominated the 1917 market, continued into 1918, but in February the Japanese government placed an embargo on further shipments except under special license.

Jealousy always has a target.

Pure Amber Durum Wheat Flour

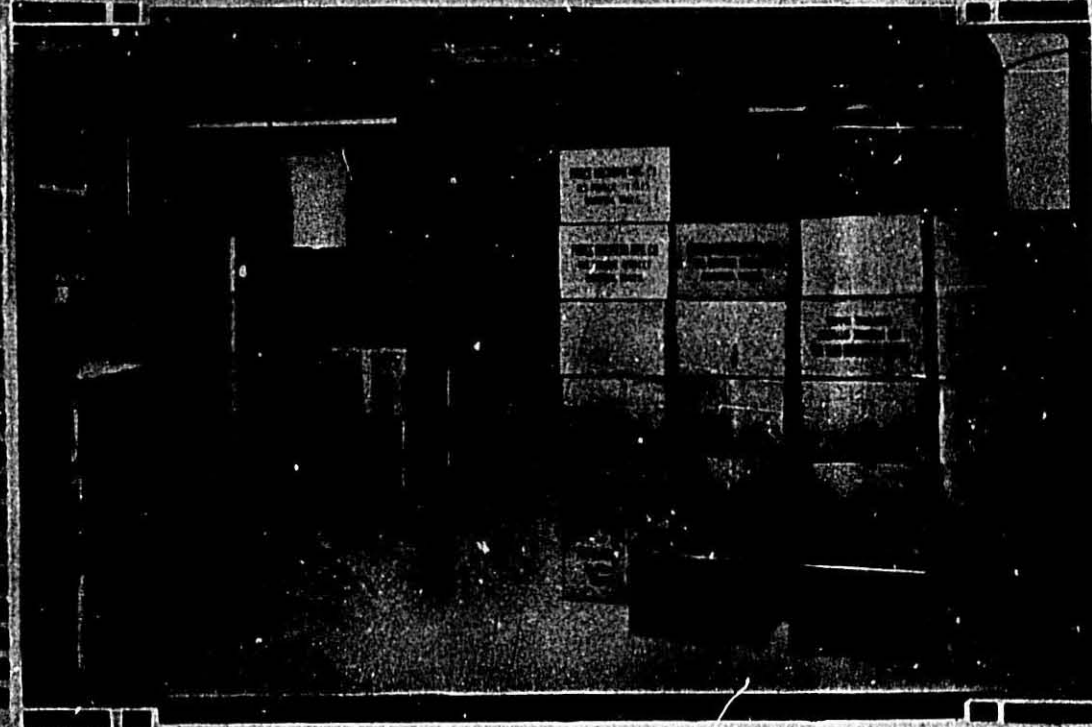
LINCOLN MILLS
Lincoln, Nebr.

The only mill south of Minneapolis milling durum wheat exclusively.

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

Now is a good time to write.

H&D Shipping Boxes And Their Uses



G. Lamarca, President of Prince Macaroni Mfg. Co., Boston, says:

"Corrugated fibre boxes are the only kind we have ever used for shipping our 40 varieties of macaroni, but they were chosen advisedly because of their many points of superiority over other kinds.

"In the first place, if we were using ordinary containers which take up about five times the storage space taken up by flat HINDE & DAUCH CORRUGATED FIBRE BOARD BOXES, we would need a floor or two more in our new building for storage alone.

"Then an ordinary container that costs 15 cents holds only 22 lbs., while a Hinde & Dauch box that costs 16 to 18 cents carries 50 lbs., or twice as much for from 1 to 3 cents more. As we use 500,000 boxes a year this item alone would amount to thousands of dollars.

"The operation of packing and closing is so simple that women can perform it on Hinde & Dauch boxes, while men would be needed if there were nailing to be done. The packages are neater, carrying labor is lighter, and time is saved in bringing them to the point of packing, as well as in sealing them up."

"**HOW TO PACK IT**" is a 40-page illustrated treatise on packing. Write us for a copy. No cost or obligation.

THE HINDE & DAUCH PAPER CO.

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220 Water Street, Sandusky, Ohio

CENTRAL AMERICAN TRADE

How to Initiate and Hold Business With Merchants—Advice From Leading Importer of That Country—Resources Worth Cultivating, But Must Be Done Right.

Signor Gonzola Boza, one of the leading importers of Central America and one greatly interested in the future of the United States trade with the Central American countries, is in New York trying to bring the large export concerns of this country to a realization of the great opportunity they are failing to grasp now in order to insure permanent trade with the little countries to the south.

In numerous talks before manufacturing associations throughout this country and with leading industrial heads, Mr. Boza points out the necessity of the merchants of this country to familiarize themselves with the requirements, interests and customs of our Central America neighbors.

Expert Advice

After pointing out the rich natural resources of Guatemala, Salvador, Honduras, Nicaragua and Costa Rica, and the great need of machinery, finance and supplies to develop these natural resources, Mr. Boza gives valuable advice as to how to cultivate the many opportunities for trade offered. He says in part:

"If the exporters in the United States hope to develop trade with Central America and to hold the trade that has been ob-

tained during the last four years, it is necessary to grant the same credit terms as are extended by European exporters.

Credit Terms

"The European export houses, supported by their banks, have been granting to Central American merchants an extension of credit of between four and six months. This is an important factor to Central American importers, even to the extent of influencing them to buy the same goods at higher prices in order to obtain better credit arrangements.

"It is useless and futile to attempt to convert the various Central American countries to the American manner of doing business. If American exporters are looking to obtain the trade of importers in these countries and to hold their friendship they should do their utmost to adapt American methods to those prevailing in the Central American countries.

"In fact, it is impossible to build up a business that will continue for any length of time if no credit is extended. Information regarding the granting of credit should be obtained by personal investigation of the American firm's own traveling salesman or trade representative, in whose judgment the American firm has explicit confidence. As a rule, the information obtained from the banks is prefatory and not of very much value.

Most Follow Up

"Efforts of a traveling salesman entering a new field in the interests of his house are wasted if his firm in the United States does

not follow up enthusiastically and earnestly the work that the salesman is doing. The necessity of sending new samples of the merchandise that is being offered for sale, as, for example, swatches of silk neckties, samples of new collars, swatches showing the patterns of a new line of shirts, etc., cannot be over-emphasized. As a rule most of the houses excuse negligence in this respect by stating that the high cost of labor in making samples and swatches prevented them from sending same. This is not only a mistake, but means many orders lost.

"The sending of traveling salesmen to the Central American countries as a rule cannot be successful unless the man sent has a thorough knowledge of the Spanish language. At the same time he must also be a man of good appearance, a good dresser, with unquestionable character and a fine education, coupled with initiative and sound judgment. His recommendation as to credits should be controlling and his personal investigations should entitle him to speak with finality. Such a man commands a high salary but in the long run he proves his value and can hold trade. The longer a traveling salesman is kept with a house and travels the same territory, the more valuable he becomes to his employer, because most of the business is done, not for the name of the firm, but for the personality of the representative of that house abroad."

Fill Orders Per Samples

Signor Boza emphasizes the need of

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BUREAU BEFORE ADOPTING
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8 Beech St - Norwood, Cincinnati, O.

satisfying the Central American customer, and at all time creating a good impression and retaining his good will. He warns against the practice of not filling order as per samples, which tactics have been followed in the past by unscrupulous concerns who feel they by so doing are showing Yankee shrewdness, and which has the immediate effect of prejudicing the customers against American merchants and their wares and influences preference for European goods.

Foreign Trade Boom Still On

Export and imports both showed an increase in March according to a new statement issued by the bureau of foreign and domestic commerce, Department of Commerce.

Exports were valued at \$605,000,000, as compared with \$588,000,000 in February and \$523,000,000 for March of the previous year. For the nine months ended with March the exports were valued at \$4,991,000,000, an increase of approximately \$600,000,000 over the corresponding period of the preceding year.

Imports for March totaled \$268,000,000, as against \$235,000,000 for February of this year and \$242,000,000 for March of last year. For the nine months ended with March the value of merchandise imported into this country was \$2,201,000,000, as compared with \$2,083,000,000 from a similar period of the preceding year.

ARGENTINA WHEAT EXPORT

Increase Is Noted From Consular Figures—England Is Heaviest Buyer and Next in Order of Quantity Purchase Is Brazil.

Washington—According to a report presented by Consul General W. Henry Robertson, Buenos Aires, Argentina, exports of wheat during 1918 showed considerable increase over the previous year. Shipments of linseed, oats and flour showed a similar improvement. While the exports of wheat during 1917 amounted to 897,622 tons, in 1918 they ran up 2,927,419 tons.

The destinations of the principal cereals and grains exported and the comparisons of the total exports of each in 1914, 1915, 1916 and 1917 are given in the following table:

Destination.	Wheat	Maize	Barley	Four.
U. Kingdom	345,056	180,456	.....	.....
United States	38,754	60,163	.....	1,460
France	169,441	40,478	1,407	400
Italy	30,514	32,043	.....	.....
Netherlands	.....	.....	.....	13,619
Sweden and Norway	65,383	86,896	20	4,054
Spain	201,039	10,088	.....	.....
Brazil	312,075	6,974	2,139	95,244
For other countries	1,745,697	226,480	2,317	970
All other countries	21,460	4,079	.....	15,113
Total, 1918	2,927,419	647,657	5,823	130,860
1917	897,622	896,115	11,450	95,232
1916	2,273,205	2,864,209	53,032	123,799
1915	2,448,724	4,349,951	75,946	107,525
1914	957,761	3,512,062	20,533	62,473

Though urgently needed for regular service in their parishes, nearly 20,000 Italian priests were compelled to serve as soldiers by the Italian government under its rule

that all citizens irrespective of vocation are liable to military service.

Salvation Army Needs

The Salvation Army will conduct a campaign from May 19 to May 26 for a fund of \$13,000,000 says a recent announcement. This amount is needed, it is explained, to replenish the organization's treasury which has been subject to a heavy drain by the extensive relief work so effectually carried on at the front.

Returning soldiers are enthusiastic in their praises of the good work of the Salvation Army in France. The rest billets maintained near the trenches from which food and other comforts were dispensed to the soldiers at all hours whether they had means to pay for them or not are not being forgotten and to show their regard for what the organization has done the doughboys are promising the heartiest co-operation in the coming fund drive.

Which Trust?

Upon the recent death of an American politician, a number of newspaper men were collaborating on an obituary notice.

"What shall we say of the former senator?" asked one of the men.

"Oh, just put down that he was always faithful to his trust."

"And," queried a cynical member of the group, shall we mention the name of the trust?"

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And finally, made according to your own sizes and to suit your individual requirements.

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Announcement

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After 5 years of constant development we announce The Carrier System of Drying and Conditioning for Macaroni and Noodles.

In several of the largest plants in this country and Canada, the Carrier System is producing goods of superior quality at less cost. The System is entirely automatic in operation, obviating both carelessness and expensive attention.

The drying time is the same at all seasons of the year and maximum production is assured for every day, winter and summer.

In accordance with standard Carrier practice the System is guaranteed to produce **results**.

The new System is designed for installation in units of the required size, so that the capacity can be later increased by the addition of duplicate units at any time.

Advise us what you manufacture, the quantity per day, and describe briefly the space available for the installation of the Carrier System. We will be glad to submit a tentative proposal.

Write right now.

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WINTER WHEAT CROP TO BREAK RECORDS

Yield of 900,000,000 Bushels Forecast From Chamber of Commerce Statistics—Predicts Bigger Yield Than Even That of 1914—Grain Safely Past Weather Dangers.

The United States Chamber of Commerce in a report based on statistics obtained from all sections of the country predicts one of the largest winter wheat crops ever harvested. It agrees with the estimate made by the department of agriculture a few days ago that a yield of 900,000,000 bushels is not only possible but probable, based on acreage and favorable weather conditions.

An interesting feature of the report is that about a quarter of the yield in winter wheat is expected to come from the southern states that heretofore planted only small areas of winter wheat.

Rains and unfavorable weather conditions prevailing throughout the spring wheat areas delayed seeding and will tend to reduce the acreage to a figure slightly below that of last year.

Monotone of Perfection

"The condition of the winter wheat is so high as to be without precedent or parallel," the report said.

"It is, in fact, a monotone of perfection. The plant came through the winter and the trying month of March unscathed and unhurt. In many sections of the West and

Southwest it was necessary to pasture it to livestock to keep down its rank growth.

"Reports of damage are mostly remarkable by their entire absence. There are mere rumors of Hessian fly and some stray predatory insects, but that is all: Unless some climatic catastrophe or some Egyptian-like and unexpected plague of insects intervene, the yield probably will be 900,000,000 bushels, or about 33 per cent more than the great harvest of 1914."

Farm Labor Situation Less Severe

Improvement in the farm labor situation this year over 1918 is reported by the bureau of crop estimates, United States department of agriculture, after investigation in all agricultural counties of the United States. By improvement is meant net increase of supply and consequently more labor for planting, cultivating, and harvesting in relation to the work to be done. Wage rates were not included in the investigation.

Stated in percentage of a normal labor supply as related to a normal demand for labor, the actual supply of 1918 was 72 per cent and of 1919 it is 83 per cent—still inadequate without greater than normal dependence on machinery and animal, tractor, and motor power, and without more than usual labor by farmers and their families. However, the improvement over 1918 is considerable.

In both years the groups of states that were and are provided with labor in relation of supply to demand, less than, or at

the most equal to, the average for the United States, are the North Atlantic, the South Atlantic, and the South Central.

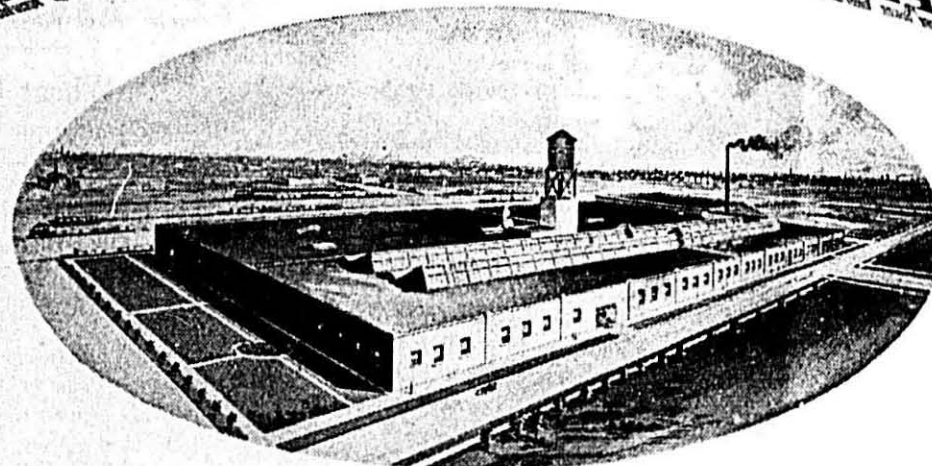
Among these three groups of states, the greatest improvement is in the North Atlantic and the least is in the South Atlantic, and these extremes of high and low improvement are not equaled by the north central and western states, in each of which the average improvement is almost the same as that of the entire country. The improvement is evenly distributed throughout all states groups, except the North Atlantic states, where the gain is twice as great as in each of the other groups of states.

Apart from tendency toward relief from labor scarcity from 1918 to 1919, the situation this year is less favorable on the Atlantic coast, from New England to the South Atlantic states as a group, than in the states west of the Appalachian mountains as groups, and in this long strip of coast the situation is worse in the South Atlantic group of states.

To Reduce Passenger Rates

As announced by the railroad administration, passenger rates on railroads in practically all parts of the country will be reduced from June 1 to Sept. 30 to encourage summer travel to the nation's resorts and other places of interest. The biggest cut, it is believed, will be on lines west of the Mississippi where excursions are expected to be longer than in other parts of the country.

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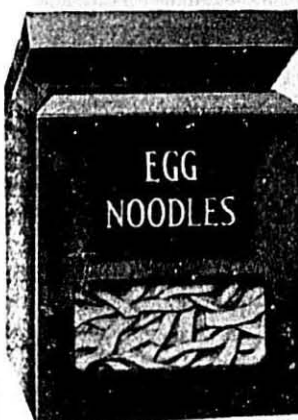


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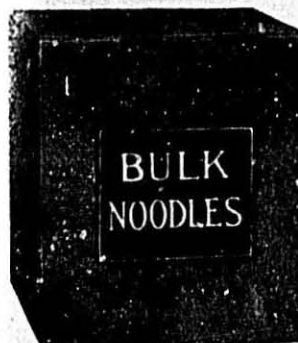
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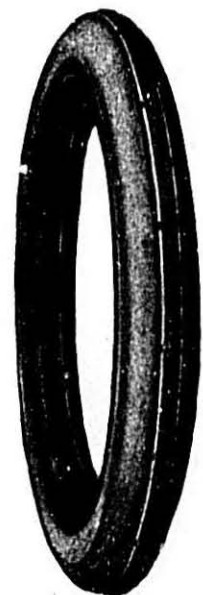
Excel-all and Perfection Caddies are carried in both the blind and display styles

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

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RIBBED THREAD—SEMI NON-SKID

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

NON-SKID

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

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

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Grain Trade Review

On Nov. 11, the armistice was signed. At that date it was known that food conditions in the Central Empires, the Balkans, Poland, Finland and other sections, were very serious. Five months have passed and conditions are worse now than ever before and, furthermore, there is little chance of any material improvement until the new crops are harvested. Germany tried the experiment of imitation food (substitutes) and found it lacking.

Theoretical Food

The food administration is trying the experiment of theoretical food, and the hungry people of Europe find that it is not much better.

With the substitute there was at least something to put into the mouth, but the theoretical food does not go that far. It is one thing to sit down and figure out on paper how much is needed to keep a man alive, and another to get the food to him.

There is an immense surplus in North America, also in Argentina and Australia, but it cannot be moved in time to cause much change in conditions. The question of distribution is the main factor, and has been ever since the world's war broke out, but at last Europe sees signs of getting something to eat, and that is through the new crops.

New Crop Hope

The most common sense idea of getting food to Europe, and checking the spread of Bolshevism (based on the supposition that the latter is the result of an empty stomach) would be to tell the grain and provision traders to feed Europe.

If Bolshevism is spreading rapidly in Europe whose fault is it? Certainly not that of the grain and provision trade, who did their share in providing the necessary food where it was quickly available. It can be laid squarely at the doors of the various governments, with short sighted ideas in distributing. If the food is actually needed let boats be provided. Sweden needs some food. But it is sending its boats to Argentina for that cheap wheat and corn, and passing up the United States on account of the big price demanded.

Down to Facts

There is only one thing left to do, and that is to cut loose from pet theories, and get down to cold facts. If the world is face to face with a crisis, why should the government worry about making a profit on its wheat, or on other commodities that it handles?

A guaranteed price was fixed on wheat in order to assure farmers a good profit. No maximum was set, however, and we note the sale of No. 1 red at St. Louis at \$2.78 per bu. the past week, with \$2.50 and over in the various markets too common an occurrence to make note of. And still, in order to make a good showing, the public is forced to pay the price. There is no cooperation between the various government departments, hence we read grave statements that the price of foodstuffs is to be lowered. Sooner or later there will be a

lower price for bread, but one that is not justified by the law of supply and demand.

Big Crop Prospects

If ever a country had a prospect for an immense wheat crop we have it this year. An exportable surplus of 600,000,000 bu. may prove low, and this is fully six times as much as we normally ship. In addition there is over 300,000,000 bu. in Canada, Argentina and Australia, including the new Canadian crop which is just being seeded. Around 1,000,000,000 bu. surplus July 1, throughout the world—a two year's supply for Europe. Unless artificial means are employed wheat should sell cheap in this country.

A winter wheat crop of far over 900,000,000 bu. was suggested by the government report. Kansas alone is estimated to have 200,000,000 bu., against 105,000,000 bu. harvested last year. Western Kansas gets a crop about once in five years, and when it does, it is some crop.

Wet Weather Delay

Government officials say that it looks like 225,000,000 to 300,000,000 bu. spring wheat. These figures appear low when compared with the information at hand at the moment. The spring wheat acreage will probably increase 10 per cent or more. There will be an overabundance of wheat this year with favorable weather. The Northwest has been complaining the last few days of wet weather delaying seeding, but rains were needed in that section, and will be for some time as it failed to get the proper amount of moisture during the winter.

Summarizing the situation it looks as though exporters held far more grain than Europe would be able to absorb in two years. With such an immense wheat crop about the only place that seems to offer the probability of getting rid of it is feeding it to livestock.

Wheat as Animal Food

If prices are low, as the government promises they will be, wheat could be a serious competitor of corn as animal food, and this must be taken into consideration when discussing the prospects of the corn and oat markets. The oat acreage is going to be cut heavily on account of the relatively low price of that grain.

As things appear at the moment, it looks as though the United States would have around 1,000,000,000 bu. grain of all kinds to spare during the crop year of 1919-20. Such an amount cannot be moved, and an overabundance should result in a lowering of prices. If the wheat crop comes through as now promised, where is it going to be stored? It costs fully 7½¢ per bu. to take care of the grain, and there is also the chance of the grain missing grade on arrival at terminal markets. Country elevators are not equipped with the necessary chemical laboratories to properly grade the grain.

Farmers and Graders

Some time the farmer is going to find how much it has cost him by having federal grades of wheat that even the experts are unable to agree upon, much less country dealers. Government control works out

nicely on paper, but as a reality it is a very costly experience. Someone must pay the bill, and the public has been forced to do so. The greater the risk of doing business the wider the margin of profit demanded by grain dealers. Pet theories and common sense never agreed.—Rosenbaum Review.

Wheat Flour Export

The United States War Trade Board has announced that the ban has been lifted from wheat flour exportations to several countries and that applications for exportations privileges will now be considered. All applications should be filed with the War Trade Board at Washington or any of its branch offices.

The countries included in this order are the East Coast of Asia, namely, Siberia, Manchuria, Japan, Korea, China, Siam, French Indo-China, Malay States, Strait Settlements and the East Indies.

The Grain Corporation then follows with a statement that America has no more wheat for export from the 1918 crop. Take your choice.

Broomhall Sees Big Wheat Surplus

In a long review of the wheat situation Sir James Wilson and Broomhall it is figured that there will be an exportable surplus of over 904,000,000 bushels of wheat in the leading countries for the 1919-1920 season without counting Russia or India. He looks to see a time when exporters have to compete with each other in order to find buyers. Even after allowing for average imports of 616,000,000 bushels by Europe, Aug. 1, 1920 may find the world with a surplus of over 400,000,000 bushels.

To Reduce Food Costs

Washington—Members of the Industrial Board declare an intensive effort will be made to reduce the cost of food and other necessities. The Board urges a clearer and more efficient administration of the wheat appropriation bill, to the end that the people can purchase wheat products at a reasonable cost with the government taking the loss on the difference between the guaranteed price and the normal market price.

SHE KNEW HER PLACE

A woman, one of 30,000 British workers for the Y. M. C. A., was assigned to scrub the Eagle Hut floor in London. She had done little manual work in her life, but accepted the job without protest and went down on her knees with a pail of hot water, a cloth and a cake of soap. Soon the water in the pail was black. A man in uniform passed. The woman looked up and asked: "Would you mind emptying the pail and refilling it with clean water?"

There was a pause, then this reply:

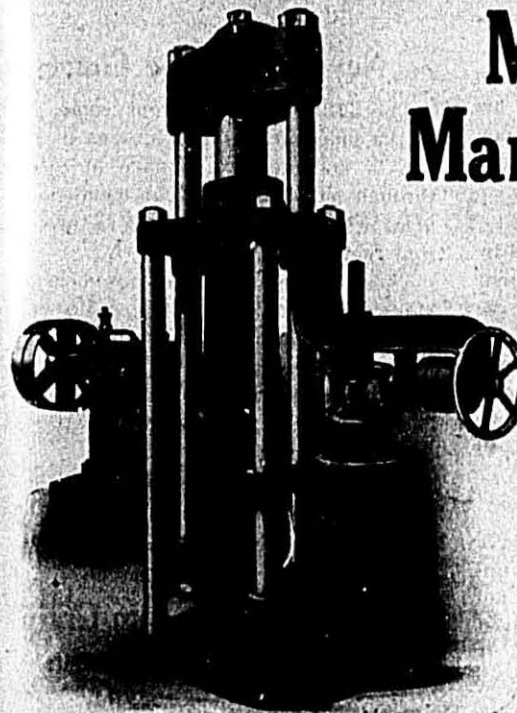
"Dammit, Madam, I'm an officer!"

This time there was no pause, but with a flash the scrubwoman retorted:

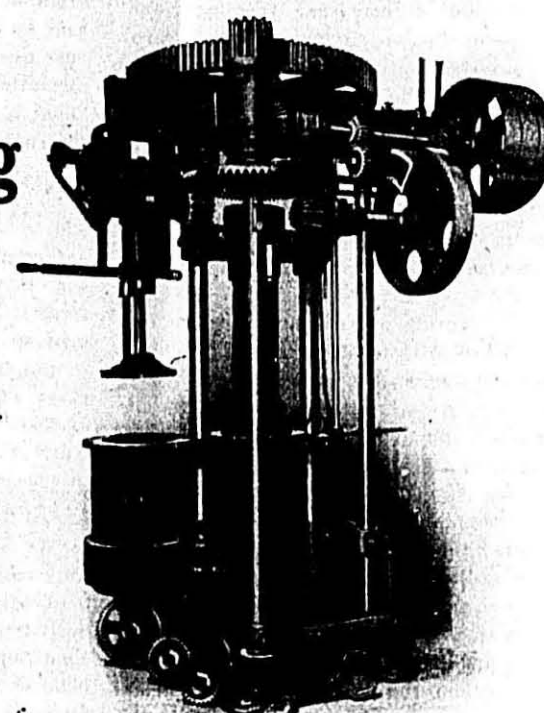
"Dammit, officer, I'm a duchess!"—Associated Men.

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Our line of Presses, Kneaders and Mixers

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.

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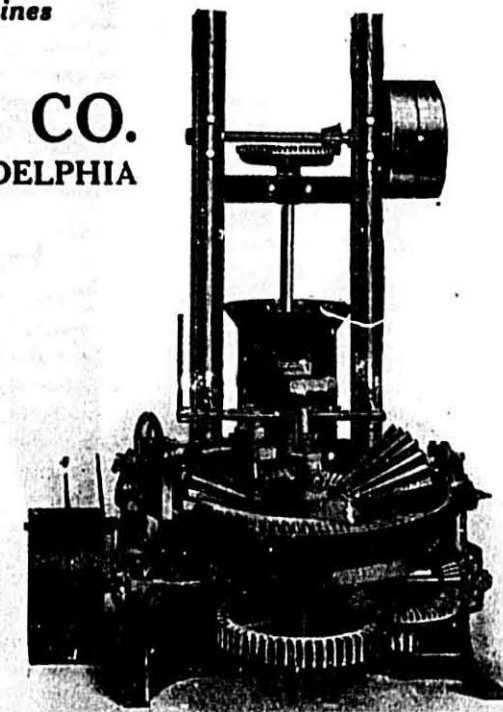
Write for catalog, stating the line of machines in which you are interested.

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STYLE H HORIZONTAL CUTTING PRESS



IMPROVED KNEADER WITH PLOW

News Notes of Industry

Macaroni Imports—Government Reports to 1917

The war has caused a wonderful decrease in the amount of macaroni, vermicelli and similar preparations imported from European countries, according to latest statistics available from the department of agriculture. A drop in the amount imported from 1914, the opening year of the war when macaroni importation reached its highest level of 126,128,621 pounds, to 3,472,503 pounds in 1917 is reported. The value of the imports also decreased, from upward of \$7,000,000 in 1914 to less than \$265,000 in 1917. Figuring on the same ratio of decrease the importation of macaroni products in 1918 was almost nil.

Italy was by far the greatest exporter of this produce during all the years in which records have been kept by the department of agriculture. Of the fifty-six and one-half million pounds imported in 1915, Italy furnished this country with fifty-four and one-half million pounds.

As the war continued Italy lost some of this supremacy to the neutral nations, as is shown by the 1917 figures. In that year Italy furnished the United States with 2,431,910 pounds of alimentary paste products out of the total importation of 3,472,503 pounds. With the resumption of foreign trade following the war, and with the need of repaying this country for the great loans made to her, Italy can be expected to revive its macaroni exportation to figures nearing its pre-war basis.

New Durum Mills

With the restoration of normal conditions in the Macaroni trade, and with the prospects of a greatly increased consumption of this product brought about by national and individual advertisement, some of the flour men are looking forward with the idea of securing some of this new business, through the manufacture of semolina or durum wheat flour.

The Minnesota Milling and Cereal company of St. Paul with E. B. Swygart as president has announced that it was preparing to open a durum wheat mill in that city shortly after May 1. It is to have a capacity of from 300 to 350 barrels per day.

The Marshall Milling company of Marshall, Minn., is figuring on going into the durum flour business and the officials announce their definite conclusions to start milling about Aug. 1.

Practically all of the durum wheat is grown in the Northwest where the climate conditions are favorable for this hard wheat production, and the millers in that section are learning to appreciate the advantage they have in milling the semolina near the source of production.

Potato Flour Macaroni?

Morris Kaplan, leading stock-holder in the Bemidji Potato Products company of Bemidji, Minn., has gone to Washington,

D. C., to confer with the Department of Agriculture in connection with the situation in potatoes and similar lines. Mr. Kaplan is a firm believer in potato flour as an ingredient for macaroni manufacture and with this in mind will visit many of the large concerns in the East, getting all the information obtainable. He plans to remain about six weeks in that section, and on his return will state definitely his factory plan.

To Increase Capacity

Increase of capacity is being considered by the Illinois Macaroni Co., 1306 Belmont street, Chicago. If building costs can be brought within favorable lines the company in the fall will begin construction of a new plant which will have approximate capacity of 250 barrels per day. This company on April 1 increased its capital from \$60,000 to \$200,000.

Praises Advertising Campaign

"We feel that business conditions have improved noticeably the last 60 days, undoubtedly due in part to our splendid advertising campaign, and also to improved conditions," writes Manager L. Franks. "I believe that increased prices will not affect business to any extent, and judging from the daily volume of business coming in for deferred shipment there seems to be no let up for the first part of the warm weather."

From Beer to Macaroni

The Fortune Bros. Brewing Co. of Chicago has solved the perplexity into which they were thrown by the prohibition wave that is sweeping the country. Instead of making beer altogether, they will erect a macaroni plant, using one of the large mash houses for this purpose. The machinery has been ordered and Peter J. Rossi has been engaged as superintendent. Mr. Rossi was formerly a member of the Peter Rossi and Sons company of Braidwood, Ill., and was later interested in the International Macaroni company of Joliet, Ill., leaving that concern to accept this new position.

From Kenosha to Chicago

The Wisconsin Macaroni company, formerly of Kenosha, Wis., has completed its removal to Chicago, and is now comfortably situated at 1024 W. Van Buren street. Difficulty in obtaining trained labor in Kenosha, together with better shipping facilities in Chicago, caused the decision to make a change of location.

Portland Has Export Boom

An immense volume of business is reported going on between North Atlantic ports and the United Kingdom, France, Mediterranean and Scandinavian countries. Most of the cargoes are of grain. The port of Portland, Me., is overcrowded with ships waiting to be loaded. As fast as one leaves another ship is ready to take the berth. Many of them carrying flour or bulk grain

are destined to Gibraltar where they get further orders. These orders are given in such a way that all foreign ports are kept well supplied, no one port receiving a surplus at the expense of another.

New Milwaukee Concern

The Milwaukee Macaroni company, one of the oldest macaroni concerns in Wisconsin, is undergoing a change of ownership through withdrawal of four members of the firm, who plan to establish a new macaroni factory in Milwaukee.

Those interested in the new concern are Messrs. Antonio, Gastano, Gulseppl and Stefano Busalacchi. Their new factory will go under the name of "The Busalacchi Brother Macaroni Manufacturing Company." It is planned to have it in operation about June 1.

John Busalacchi, president of the Milwaukee Macaroni company, will retain control of the old concern.

Favors Trading in Grain

Trading in grains for future delivery has been commended very highly by Herbert Hoover and the wheat guarantee act recently passed by Congress contained the highest endorsement ever given any line of business. The President being directed to re-establish the open market after June 1, 1920. Had not been for the action of the grain exchange in remaining open when the world war broke out, the outcome might have been materially different from what it was. There has always been a saying that when the West is prosperous the rest of the country is forced to follow. Grains are the basis of the West's prosperity and an open market for grain and provisions is the foundation upon which it is built.—Chicago Tribune.

Form Export Corporation

At a meeting in Chicago, April 15, the United States Provision Export Corporation completed organization. Offices were opened at 607 Insurance Exchange building. The organization is composed of 22 packers combined under the Webb-Pomerene act for exportation of meat food products. The company will also open offices in New York and intends to establish agencies in foreign countries. Capital is \$300,000.

Consolidation Plan Dropped

An attempt was made recently to consolidate the leading Italian Macaroni Manufacturers of Chicago into a gigantic concern, tending to place the industry on a profit paying basis. After holding several meetings without appreciable progress, the matter was dropped for the time being.

The Fat Men's Club in the East has rescued one of the food posters, and is displaying it in the club rooms: "Fats Win the War."

F. Maldari & Bros.



Specialist Constructor of Moulds

FOR ALL KINDS OF

ALIMENTARY MACARONI AND PASTES

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ST. LOUIS, MO., 302 Advertising Bldg.



Hummel & Downing Cases don't expect to be "handled with care"

ITALY'S WAR TORN AREAS

Again Being Farmed—Several Immediate Needs in Venice District to Aid in Agricultural Rehabilitation—Devastation Was General.

By Consul John S. Armstrong, Jr., Venice

In the lowlands known as the "Little Holland of Italy" the river embankments were broken in many places and the surrounding agricultural lands are inundated. In this region the rivers are penned in between dikes which raise their lids above the level of the surrounding country. The soil is very fertile and was gradually reclaimed from desolate marshland after many years of labor. It was drained every year by means of hydroelectric pumps. There were about 70 mechanical pumping plants in this region which have all been either entirely destroyed or badly damaged. The destruction here was in large part by fire of monitors during the invasion and also by the Italian troops during the retreat of October, 1917, to impede the advance of the enemy. It was added to by the Austrians during their year of occupation and especially at the time of the Austrian rout of October, 1918.

Prisoners Do Repair Work

The Regio Magistrata alle Acque has asked authority to repair the drainage systems as quickly as possible, and has requested at least 5,000,000 lire (\$965,000) for the purpose. There are at least 50,000 hectares (123,552 acres) of land submerged. Prisoners of war under the direction of military engineers will probably be used for the preliminary work. If the land were not made ready for cultivation by March, 1919, an entire agricultural year would be lost, with great damage to productive capacity, danger to hygiene, and deterioration of property.

To provide for agriculture in these devastated regions thousands of hastily constructed huts or barracks are required to house the population which has been obliged to abandon the country. It is probable that reconstruction work will not be left to private enterprise, but that it will be undertaken by the government.

Wine Producers Busy

The principal industry in this region is agriculture, and cornfields, vineyards, wheat and oat fields, and the raising of live stock predominate. In February it is the custom of the farmers to spend their time pruning the vines and putting the pastures in order, and in temperate years the sowing of wheat and oats is commenced at this time.

To provide for the next harvest the land must be made ready by the middle of May, and to plow the 220,000 hectares (543,630 acres) usually devoted to cereals several thousand plowing machines will be needed, as well as a large number of horses for transporting fuel and fertilizers and for sowing the fields.

Immediate Needs Listed

The people here are without oil, petroleum, candles, or electric current, and can work only by sunlight. They suffered terrible privations during the year of Austrian occu-

pation and are still in need of food, clothing, and fuel. Food is being distributed through the various municipalities, but there are complaints that proper organization is lacking and that the suffering in isolated places is most severe. The following are urgently needed in this district as a first step in the direction of agricultural reconstruction: Cattle, horses, agricultural machinery, machine sowers, plows; wheat, oats, and corn for seed; food, hoes, galvanized wire, shovels, spades, cutters, and other tools.

Mountain Region Fortunate

In the invaded mountain regions destruction has not been so complete. In some instances timberlands have been burned down, property has been despoiled, and all horses, cattle, pigs, poultry, and other live stock have been confiscated and taken away. Fodder and hay and articles of brass, copper, and tin have also been removed. These districts are not productive, and are dependent on outside sources for essential supplies.

In the districts to the north of the Piave, outside the range of cannon fire, the buildings are in large part intact. Some damage was done by the passage of troops, and live stock and merchandise were sequestered by the enemy, but rehabilitation will be rapid.

President J. H. Barnes Discusses Wheat Situation

Discussing the recent meeting with his executive organization, gathered from all parts of the United States, J. H. Barnes, president U. S. Grain corporation, said:

"With the spring wheat season now two weeks later than normal as a result of unfavorable weather conditions there will undoubtedly be a decreased acreage of spring wheat, which promises less and less chance of there being produced in this country the very large exportable surplus of wheat popularly expected.

"Crop indications are that wheat will be traded in at the government fair price basis but, if not, any readjustment of price to protect consumers of flour can most readily be made through the flour manufacturing facilities under proper safeguards.

"It was also recognized at the conference that it was imperative that the resale price below the government fair price basis should be reflected to the bread consumer. Another possibility taken into consideration was that crop development may be such that wheat may be traded in above the government fair price basis, in which case the wheat director would not be an influence in the market as there was no maximum price policy determined by Congress."

The official roster for 1919 is as follows: President, Julius H. Barnes; vice president, Frank G. Crowell; secretary, Watson S. Moore; treasurer, Gates W. McGarrah; chief counsel, Edwin P. Shattuck; second vice presidents, M. H. Houser of Portland, C. B. Fox of New Orleans, H. D. Irwin of Philadelphia, P. H. Ginder of Duluth, Frank L. Carey of Minneapolis, George S. Jackson of Baltimore, Howard B. Jackson of Chicago, Charles Kennedy of Buffalo, W. A. Starr of San Francisco, D. F. Piazzek of Kansas City, E. F. Newing of Galveston; directors, Her-

bert Hoover, chairman; Watson S. Moore, Gates W. McGarrah, Julius H. Barnes, Frank G. Crowell, Darwin P. Kingsley and J. W. Shorthill.

Give Him a Lift

I was trudging one day down a dusty road
While my back was curved under a bit
a load,

And the way was long and my feet were
sore,

And my bones ached under the load I bore
But I struggled on in the summer's heat
Till I came to a pool where I bathed
feet.

Then, resting a bit, I shouldered my load
And wended my way down the dusty road
The morning stretched into the afternoon
My journey's end seemed as far as the
moon;

Till at length a horse and a wagon drove
near,

And my heart revived with a spark of cheer
But the man saw only his own small goal
And the narrow way to his narrow goal,
And he whipped his horse to a gully track
Tho the sand was deep and the sun was hot
And he passed me by on the dusty road
And I sank still lower beneath my load.

Yet out of the dust came another man,
With a grizzled beard and coat of tan.
And he pulled up short and he gaily cried
"I say there comrade, get in and ride!"
And he placed my bundle beneath the seat
And he said, "Climb in here and rest your
feet;

I never pass by a man on the road,
And 'specially friend, if he's got a load."
I reached my journey's end ere came the
night,
And my feet were rested, my heart was
light;

And I blest the driver who'd gaily cried,
"I say there, comrade, get in and ride!"

Ah, the world is full of sorefooted men
Who need a slight lift every now and then
And the angels can see thru the rift
All the Godlike souls who give them a lift
—Joe Cone, Boston Herald

Rolling Winter Wheat

When the frost comes out of the ground it is likely to leave the soil in the winter wheat field filled with small cracks and checks. These expose a great many roots and if the weather is dry the roots exposed will be injured or killed. Rolling about the time wheat starts to grow prevents such injury as it presses the earth firmly around the roots. Experiments at the Nebraska experiment station showed that the rolled fields each year produce more than the unrolled fields, the average for four years being 5.1 bushels. The experiments also showed that harrowing after rolling was so good as rolling alone, the reason probably being that harrowing loosens up the plants again.

When it comes to work, in the spring most anybody is willing to pose as a abstainer.

The complete EIMCO line of Macaroni and Noodle Machinery and Appliances

is guaranteed in every way. Every machine and every piece of equipment has a responsible sponsor. The East Iron and Machine Company stands back of them—ready to make good the guarantee of

Quality and Service

Our chief engineer has been designing Macaroni and Noodle machinery and equipment for eighteen years; some of the largest and best plants were designed by him. He designed the EIMCO line, which includes all machinery and equipment used in a modern factory, and he personally supervises the construction.

Every machine is up to the minute in design, and ahead in working efficiency. Machines and appliances are built in all sizes. We are fully prepared to completely equip any plant, from the largest to the smallest.

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This is a service that we extend free to all Macaroni and Noodle manufacturers—large and small—and it does not cost you a cent. Put your problems up to us.

The EIMCO Kneader (Gramole)

Possesses several big new features which can be had only on our machine. Write for full particulars.

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High Grade Durum Semolina and Flour

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A Fancy Macaroni Flour

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

Write for SAMPLES and PRICES.

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DULUTH, MINN.

ASK FARMER COOPERATION

Secretary of Agriculture Points Out Need for Rural Aid—Several Pat Suggestions—Ask Resumption of Normal Practices.

In an able article in the current issue of Nation's Business, Secretary D. F. Houston of the Department of Agriculture in considering the problems of re-adjustment confronting different classes in this country, pointed out the need for farmer's co-operation toward restoration of the pre-war conditions. Surely a favored class in the matter of legislation prior and during the war, the farmer is directed to give some thought to the needs of the country at a time when all the other less favored interests are devoting their entire energies towards a return to normal. Among other points he makes the following:

Resume Normal Farm Practice

"I think the best suggestion that can be given to the farmers of this nation today is that they resume their normal farm practices as far as possible, adopt the agricultural practices best suited to their farms and to their districts, and engage with the whole nation in a return to a normal intelligent scheme of operations as quickly as possible.

"The fact is ignored that shipping is opening up, that the distant countries will come again into the market, that Australia will supply wheat once more to Europe, that the Argentine wheat will come freely into the world market, and that Europe will get her commodities where she can get them cheapest. Australia had a surplus of 300,000,000 bushels of wheat, much of which was injured. A great deal of it is still available, however, and her new crops are in fair condition. The Argentine crop is in fair condition and coming forward.

Market Bureaus to Aid

"Farmers themselves must make the largest contribution to the solution of problems of marketing, just as the people as a whole must solve the problems confronting the entire nation. They can do much through intelligent and effective co-operation centering around some specific agricultural task. The Bureau of Markets will increasingly aid, and each of the states should have an effective Bureau of Markets to co-operate with you and with the federal agency."

Food and Crop Notes

Washington—"Inquiry develops that after July 1 there will be no government agency empowered to regulate export of foodstuffs other than wheat and wheat products. Unless some check is provided it is feared here the demand from Europe will cause increased prices and shortage in America."

Crop conditions favorable in United Kingdom, France, Italy, Spain, and North Africa. Russia supplies scarce and starvation prevalent.

Delhi, Ind.—By an order in council importation of grain and flour into India until

Sept. 30 shall be free of import duties. Grain is ordinarily dutiable at 2½ per cent ad valorem while flour pays 7½ per cent.

MACARONI—Demand is very moderate, with prices about as quoted: Italian style, extra quality, loose, \$2.05 per box; domestic, extra quality, per lb. 10¼c; domestic, ordinary, per lb. 9¼c.

Early reports indicate a tendency on the part of farmers of the Northwest to sow wheat to a greater extent than ever before. There is every reason to believe the acreage of spring wheat this year will be largest ever known.

Winter wheat crop is estimated at between 807 and 920 million bushels with condition placed at 95.8 and abandoned acreage lowest on record.

Along the Pacific coast, winter wheat is of good appearance and conditions are excellent for a spring crop up to the five-year average. California is said to be substituting wheat planting for barley on account of the narrowed market for the latter grain.

International Institute of Agriculture—Total production of wheat in 1918 in Germany, Denmark, Spain, France, Great Britain and Ireland, Italy, Luxemburg, Norway, Netherlands, Sweden, Switzerland, Canada, United States, India, Japan, Egypt, Morocco and Tunis, 2,361,705,000 bushels, compared with 1,918,526,000 bushels in 1917 and 2,290,694,000 bushels the average of the five years 1912-16.

Production of corn in Spain, Italy, Switzerland, Canada, United States, Japan and Morocco is 3,185,206,000 bushels in 1917, and the five years' average of 2,903,100,000 bushels.

Production of potatoes in Germany, France, Great Britain, Ireland, Italy, Luxemburg, Norway, Netherlands, Sweden, Canada, United States and Japan is 2,493,400,000 bushels, against 2,798,430,000 bushels in 1917 and the five years average of 3,044,444,000 bushels.

According to report from Washington, the wheat yield this year promises to be one of the greatest produced by any nation in the world's history. The estimated winter wheat yield of 837,000,000 bushels, with the possible spring wheat crop may bring the total up to 1,100,000,000 bushels, and it may run beyond this figure. The only winter wheat yield approximating the amount estimated for this year was in Russia in 1913, when the crop was 838,000,000 bushels, and a single billion bushel yield in the United States for all wheat in 1915, when the winter wheat yield was, however, only 655,045,000 bushels. The promised yield in this country this year at the guaranteed price should be worth approximately two and a half billion dollars to the farmers. If there should be a big drop in the world wheat price the government may have to make up

this sum; the department of agriculture officials do not believe that there will be such a drop on account of the absence of Russian production and the great need of breadstuff in the European countries. The decrease in money values will also tend to prevent a drop in wheat quotations.

Government Foreign Market Report Gleanings

ARGENTINA WHEAT SUPPLY AND PRICES

According to a late report of the American Consul General at Buenos Aires to the Department of State the latest statistics on the wheat stocks for Argentina showed a visible supply on Dec. 31, 1918, of 39,094,400 bushels. If the forecast of 187,853,500 bushels for the crop just harvested is correct, the total quantity of wheat to be marketed in 1919 is 226,449,900 bushels. It is estimated local consumption and this year's seeding requirements will be 66,000,000 bushels, leaving 160,389,900 bushels for export.

The Argentine government has fixed the minimum price for export wheat \$1.55 per bushel. A rate of \$35 per ton of 2,240 pounds, equivalent to \$0.94 per bushel, from Buenos Aires to New York, has been quoted by the United States Shipping Board. This would make the price Argentina wheat at New York \$2.49 per bushel. The International Institute of Agriculture at Rome is authority for a rate of \$0.34 per bushel from Buenos Aires to Liverpool, which would make the price of Argentina wheat at Liverpool \$1.89 per bushel. In this connection it is interesting to note that the British government has fixed the sale price of imported wheat at \$2.40 per bushel.

CANADIAN IMPORT RESTRICTIONS

Some misunderstanding has prevailed in the trade regarding shipment of fruits and vegetables to Canada.

The War Trade Board of Canada has approved a general license, effective under date of Feb. 28, 1919, permitting the importation of all commodities restricted during the war, except the following foodstuffs: Macaroni, vermicelli, spaghetti, wheat flour, wheat and oats, sugar.

It is not necessary for the Canadian consignees to furnish a license for importation of fruit and vegetables from the United States to Canada, nor for shippers in the United States to require one.

SPAIN RESTRICTS EXPORTS OF FOODSTUFFS

The Department of State received a cablegram from Hon. J. E. Willard, American ambassador to Spain, stating that the government of Spain has issued an order annulling all permits issued before Jan. 1, 1919, to export food products, effective April 20. All permits granted after Jan. 1, 1919, became null after 60 days from the date of issue.

These regulations, however, do not apply to soup pastes and olive oil.

GUARANTEED PRICE FOR AUSTRALIAN WHEAT

According to a cablegram received by the

Department of Commerce on March 21 from the American trade commissioner at Melbourne, Australia, the government of Australia has guaranteed a price for 1920 wheat of four shillings (\$0.972) per bushel.

RECORD LEVEL OF EXPORTS

Argentina 1918 Foreign Trade More Than Billion Dollars—Best in Quantity as Well as Value—Imports Lowest.

Argentina's foreign trade for 1918 amounted to \$1,261,633,349 United States currency. Of this total \$464,064,709 represents the value of the imports, while the exports were valued at \$797,568,640. This gives an excess of exports of \$333,503,931.

The exports reached the highest mark ever attained by the country, both in quantity and value, exceeding by \$235,765,905 the previous highest mark, of \$561,802,735, in 1915. If the prices of the articles exported from Argentina could have been coordinated with the acquiring capacity of the purchasing countries, the value of the exports would have amounted in 1918 to approximately \$1,090,450,000.

In 1918 the quantity of goods imported was the smallest registered in the last 15 years, representing per inhabitant a sum about half that attained in the last 15 or 20 years, and something less than one-third of the per capita importation during the years of greatest introduction.

The nominal value of the imports (ac-

ording to the valuation tariff of 1906) amounted to \$160,021,125. The increase in prices is responsible for the difference between the nominal value and the actual value of \$464,064,709. The increase in prices in 1918 was 44 per cent above those in effect in 1917, and 172 per cent more than those prevailing in the years preceding the war.

The excess of exports is the highest thus far obtained, exceeding by \$66,585,600 the previous high mark of \$266,585,000 the previous high mark of \$266,919,000, which was registered in 1915.

Reapplications for Licenses

The War Trade Board announces (W. T. B. R. 699) that the many relaxations which have been made in the export and import regulations of the board since the armistice and the recent changes and reductions in the enemy trading list have made it possible that applications for export and import licenses may now be considered favorably which in the past it has been necessary to refuse. Applicants, therefore, who have heretofore received refusal notices of export or import licenses and who are still desirous of making shipments may reapply, and their applications will be given prompt consideration.

Must Not Water Wheat

Information coming to the U. S. department of agriculture to the effect that certain grain dealers are adding to wheat water

and, in some cases, screenings and foreign grains, has led to the announcement that all such shipments are liable to seizure whether they conform with the federal grain standards or not. The adding of moisture, weed seeds or other screenings to wheat or other grains is a violation of the federal food and drugs act, declares the department, and as such is punishable by heavy fines or imprisonment and confiscation of the grain.

Japan's Flour Demand

According to recent report by the American consul general at Yokohama, Japan, to the Department of State, demand for wheat flour is increasing gradually, owing to the steady rise in the price of rice. The consumption of flour in Tokio, Yokohama and other districts of eastern Japan during 1918 was about 300,000 bags a month, but since the beginning of 1919 the demand has exceeded 500,000 bags. On Feb. 15 the supply of flour in these localities was only 450,000 bags.

The prices of wheat and wheat flour show no signs of decreasing, although the Japanese government is sponsor for bills introduced in the Japanese Diet providing for the entrance of wheat flour free of duty.

Proposing by mail is as unsatisfactory as kissing a girl through a knothole in a board fence.

A woman seldom knows what she wants until she discovers that she can't get it.

Charles Boldt Paper Mills

Mail us your specifications for Labels, Corrugated Fibre Shipping Cases. Also ask for a sample of our Strong Box made especially for the canning trade. Stronger than wood boxes. Weighs less and costs less.

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

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

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A Publication to Advance the American Macaroni Industry
 Published Monthly by the National Association of Macaroni Manufacturers of America
 Edited by the Secretary, 200 W. Edwards St. Springfield, Ill.

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

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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, 200 West Edwards street, Springfield, Ill., no later than Fifth Day of Month.

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

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

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Vol. 1 May 15, 1919 No. 1

Persistence Crowned With Success—How You Can Help the Editor

A bulldog was going down the street in a perfectly peaceful and happy state of mind when he was suddenly set upon by three dogs who sought to put him out of business, so runs the story.

Mr. B. D. never uttered a growl or a bark but got busy and when the smoke of battle cleared away the three dogs were running home "high" yelping at the top of their lungs. The conqueror had suffered perhaps greater physical pain than all three of the ordinary dogs put together, but never a word of complaint did he utter. Just licked his wounds and went on his way.

Neither did he crow over his success.

It suddenly came to us why folks have such a profound admiration for bulldogs. It isn't their ugliness nor their ability to fight nor their stick-to-it-iveness. It is their thoroughness. When they have a job to do, they get it over with as quickly as possible and forget it. And, it is that same trait in humans that attracts us to them. We have a great respect for the man who goes about his work, no difference what the odds, completes it and then goes peacefully on his

way. It is to such that the laurels of success come in great abundance.

To the stick-to-it-iveness of the officers of the National Association under the able leadership of President James T. Williams is due the launching of this official publication of the Association, under the title of "THE MACARONI JOURNAL"

Now that the ground-work has been laid and all the preparatory work so ably done, it's UP TO the editor and ALL the Macaroni Manufacturers to make the Macaroni Journal one of the best trade publications of its kind. Here will be needed some of the "bulldog" tenacity shown by our leaders, and officers and members, large and small manufacturers, noodles and macaroni producers, package goods and bulk goods interests, should ALL be found pulling for its success.

Suggestions for improvements will be welcomed and honest criticisms will be appreciated. Look over this issue carefully and then write to the Editor your sincere opinion, always with the thought in mind that this is a new field into which the Editor has entered and he will be guided by your views and wishes.

Don't judge too harshly but rather come forward with some constructive recommendations. It is our determination to make this Journal just what the Association members want and the Industry demands.

CONTRIBUTIONS

To make this a truly trade publication, a paper for the industry, the whole industry MUST take an interest therein and contribute news notes of factories and organizations monthly and occasionally send in articles on up-to-date topics of interest to all manufacturers. No one knows the macaroni business better than the manufacturers themselves and from them should come expressions of ideas, discussions of current topics, and in general co-operation with the Journal in its ambition to become the medium of thought-expression and idea-conveyance for the Macaroni Industry.

Send all news items and special articles to the Editorial Offices at 200 W. Edwards street, Springfield, Ill.

Queries From Millers and Manufacturers

(Note—Queries of any nature pertaining to the macaroni industry by the millers, manufacturers and allied trades are invited. If possible the information will be given in the Macaroni Journal without the use of the names of those seeking it. Should queries be propounded which we cannot answer these will be published in the Macaroni Journal and left open for discussion pro and con.—Editor.)

Durum Wheat Consumption

A Minnesota miller who is contemplating erection of a Durum mill writes for information on the following points:

"Being located in the durum wheat country, with well-developed sales force, we are of the opinion that we could handle a durum

wheat unit successfully in connection with our regular milling business.

"Would like some idea of quantity of semolina used by the macaroni manufacturers of this country. A list of members of the National Association of Macaroni Manufacturers. Number of macaroni manufacturers in America, including spaghetti, noodles and other paste products."

REPLY—Consumption of macaroni has decreased from an approximate consumption of six pounds per capita in 1914 to nearer two pounds in 1918 based on meagre reports obtainable.

Only a very small percentage of durum flour goes in bread manufacture and it is reasonable to suppose that what is left of durum wheat crop after deducting small amount exported, goes into the manufacture of noodles and macaroni in this country. Figuring on the above estimated per capita consumption, one may easily arrive on amount of durum wheat used for alimentary paste purposes.

Statistics show about 550 manufacturers, large and small in the country, though as yet there is no accurate list.

Liability Rates for Macaroni Manufacturers

A manufacturing concern, member of the national association, writes from Colorado inquiring what the rates are throughout the country on insurance against injuries to employes. It quotes the Colorado figures, comparing the macaroni rates with the cracker manufacturing rates, and asks why the latter should be given lower rates when the machinery used by each is about equally dangerous.

REPLY—Compensation acts of various states differ widely and the amount of liability is figured on basis of individual opinions of the makers of the acts rather than on statistics. While it is true that in Colorado the cracker industry appears to be favored, there are other states where the opposite is true. Higher rates may be based on belief that macaroni experts are scarce, therefore most valuable.

Our information on this subject is woefully limited and manufacturers in general are asked to voice their opinions on this matter of liability rates.

WANT ADVERTISEMENTS

Five cents per word each insertion.

WANTED—Correct address of EVERY Macaroni and Noodle Manufacturer in the country. Send same to M. J. Donna, Secretary, 200 W. Edwards St., Springfield, Ill.

Wanted—News Notes and contributions for New Macaroni Journal. Mail to Editor at Springfield, Ill.

Wanted—Every manufacturer to affiliate himself with the National Association of Macaroni and Noodle Manufacturers of America for his own and the Association's welfare.

Wanted—1000 subscribers for the New Macaroni Journal right away. Send subscription today.

Wanted—Some member of EVERY Macaroni concern to act as correspondent for New Macaroni Journal and to contribute items of interest to Macaroni men regularly.

SPECIAL WANT—Every Macaroni Manufacturer and Durum Wheat Miller to attend 1919 Convention of The National Association of Macaroni and Noodle Manufacturers of America to be held in Planters Hotel, St. Louis, Mo., June 10-12.

The National Association of Macaroni and Noodle Manufacturers of America

Extends an invitation to ALL Macaroni Manufacturers and Allied Interests to affiliate themselves with this progressive and up-to-date organization.

What Are Its Objects?

To promote the best interests of the Macaroni and Noodle trade.

- 1st. By *Applying* science and improved practices of manufacture.
- 2nd. By *Meeting* annually to discuss trade matters and cultivate friendly relations and good fellowship.
- 3rd. By *Uniting* the members for the general good of the Industry.
- 4th. By *Assisting* manufacturers in securing skilled and experienced operatives.
- 5th. By *Advertising* our production as a Food Staple.

Who Are Eligible?

Regular Members.—Any individual or firm in the macaroni or noodle manufacturing business in America is eligible to Regular Membership.

Associate Members.—Any individual or firm conducting a line of business allied with macaroni and noodle manufacture, is eligible to Associate Membership.

What Are the Fees and Dues?

Joining Fee. . . \$10.00 Annual Dues. . . \$25.00.

IF INTERESTED SIGN AND MAIL THIS SLIP:

To M. J. Donna, Secretary
 200 West Edwards St., Springfield, Ill.

Kindly mail me application blank and full information concerning the National Association of Macaroni and Noodle Manufacturers of America.

Firm.

Date..... Address.....

PRICES MORE STABLE

Business Generally on Better Footing—Federal Reserve Board Survey for April—Labor Unemployment Partially Absorbed—Textiles Improving.

"During April business prospects have improved, retail trade has increased in volume, prices have apparently assumed a more stable position, and business generally is considered on a stronger and better footing" is a statement issued by the Federal Reserve Board. The statement continues:

Unemployment Less

"The floating supply of labor which had threatened a considerable amount of unemployment during the months of February and March has been partially absorbed and the prospect of a large grain crop promises still further opportunity for the use of the entire labor supply.

"Federal reserve agents almost without exception report a growth in confidence and improvement in general trade and industrial conditions. Manufacturing is still retarded in steel and some other basic industries, but there is improvement in the copper and lead situation. Textile manufacturing, both in wool and cotton, particularly the former, is improving. The export trade of the month has been large and financial conditions have been quiet and reassuring."

Stabilization of Prices

Possibly the most conspicuous feature of the whole business situation is found in the fact that prices have apparently been somewhat "stabilized," remarks the Journal of Commerce. Marked declines are still reported here and there in some special lines, but from nearly all districts it is reported that the uncertainty concerning prices has been mitigated and that business men now expect that existing levels of prices will be substantially maintained for some time to come. The Bureau of Labor's commodity index numbers show that the decline in prices noted the past three months has now not only been checked, but that prices as a whole have apparently taken a slight turn upward, the general index number increasing from 197 to 200.

Price Declines

This general situation, as further analyzed in the board's compilations, shows that during March the decrease in price of producers' goods continued, the index number for the group standing at 189 as compared with 191 for the month of February. The decrease is paralleled by a decrease in the prices of raw mineral products, the index number for which group stands at 170 as compared with 173 for the month of February. The index numbers in the case of consumers' goods and the other groups of raw materials, however, show an increase. This is particularly marked for farm products and animal products in the latter group, the index numbers increasing respectively from 222 to 235 and from 208 to 216.

Government Pricing

During the early part of April a further strengthening of prices in many lines has

been noted. Efforts at Government price fixing are still under consideration, the difficulty of bringing about a definite adjustment in connection with steel, coal, and other basic articles having as yet proved insuperable. This leaves those industries without a standard price level recognized by the Government, but with the exception on the part of dealers that prices will not decline materially below present figures.

Interest Rates

Financially, the month has been quiet. The board's compilation of interest and discount rates from the principal centers shows relatively few fluctuations and these not of a character to indicate any decisive trend. The greatest variations have been noted in connection with call money, which has fluctuated from 3 1/4 per cent to 6 1/2 per cent, but has been firm during the latter part of the period at around 5 1/2 per cent. The supply of bank acceptances has been small, and the total volume in the market indicates a falling off. The prospects for moderate accommodation to business and industry appear to be encouraging, most banks having still a substantial margin of lending power.

Permanent Level of Prices

"Our regular readers are aware that we have at no time predicted an early return to the pre-war level of prices, announces the National City Bank in its May review.

"When the January slump was on, and the prevalent talk was that grain, provisions, cotton goods and other commodities were headed for lower prices, we expressed the opinion that food prices would advance again when the task of feeding Europe was begun, and that with food prices on a high level, wages would have to stay there, costs would remain up and that radical price reductions could not be made.

"We are not prepared, however, to accept the doctrine that the present price-level is a permanent one. It must not be forgotten that many features of the present situation are abnormal. It is not to be supposed that the present state of turmoil will always exist in Europe or that Russia, Rumania and Hungary have ceased forever to export foodstuffs. Industry has not been resumed in Europe; a large percentage of the population is idle or engaged in simply getting ready for regular production. They are waiting for repairs to be made and for raw materials to be had. Sooner or later these people will be producing for the market, and when they do the prices of many goods will fall. When Europe becomes more nearly self-supporting in foodstuffs, agricultural products will come down, and since the cost of these and other necessities are the basis of all industrial costs the effects will be widespread. Making full allowance for all other influences which will tend to maintain high costs, we do not believe that farm products will stay at war prices permanently, or that all other prices will stay up when farm products have declined.

"If this view is correct, then while it is a mistake on the one hand to be lacking in courage to go ahead with the business of supplying current needs, it is not a time to

welcome a boom upon expanded credit. This credit inflation which prevails over the world will not be reduced at once, but the tendency will be to a reduction. The effort being made everywhere to increase wages and reduce working hours will have an influence against price-reductions, but the tendency will be for prices to work lower and it will be safer and better to have them gradually do so. There are many unjusted equities in these new relations, many forgotten and overlooked individuals who have been passed by in the new readjustments of pay. At least a partial return to the old status will help to equalize conditions, while an expansion of credit and rise of prices beyond the war levels would inevitably lead to a disastrous reaction. The credit convulsions which have followed upon war-periods of expansion have come at the close of the wars, but after the credit created during the war had been diverted to peace-time speculation."

Big Losses by Fire

The losses by fire in the United States and Canada in April, as compiled from the records of The Journal of Commerce, reach a total of \$15,484,750, as compared with \$108,900 charged against the same month last year, showing a reduction of nearly 99 per cent. The April fires this year show a number of large southern risks destroyed but aside from this are devoid of any unusual feature. The losses for the first four months of the current year aggregate \$4,024,925, as compared with \$98,686,135 for the same months last year. During April, 1919, there were some 186 fires, each causing an estimated property damage of \$100,000 or over.

Australia Has Big Surplus

A Melbourne cable states that virtually 40 per cent of the more than 400,000,000 bushels of wheat produced in Australia during the seasons of 1915-1916, 1916-1917, and 1917-1918, is still in stocks, according to government announcement. On Jan. 20, 1919, there were 142,300,000 bushels of wheat in shipper's stocks, 11,800,000 bushels in miller's stocks and 4,500,000 bushels in miller's stocks.

ON POUND BASIS

A man living in the country far from a physician was taken suddenly ill. His family in great alarm, not knowing what else to do, sent for a neighbor who had a reputation for doctoring cows.

"Can't you give father something to cure him?" asked one of the sons.

"Wa'al I don't know nothin' about doctoring people."

"You know more than we do, for you doctor cows. Now what do you give them when they're sick?"

"Wa'al, I allers give cows salts—Epsom salts. You might try them on him."

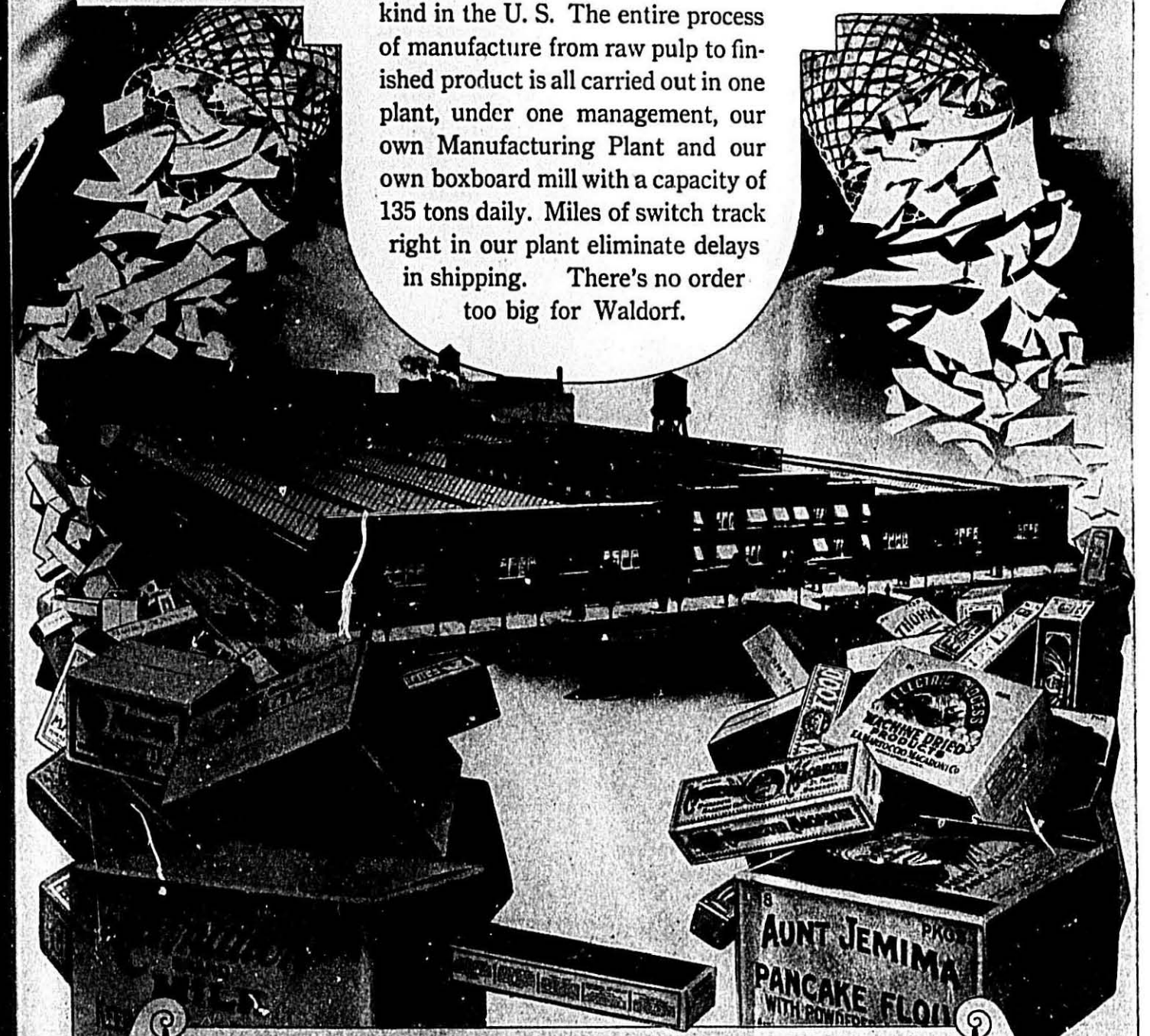
"How much shall we give him?" inquired the son.

"Wa'al, I give the cows jest a pound. Suppose a man is a quarter as big as a cow—give him a quarter of a pound!"

WHY THEY COME TO WALDORF

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

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



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

THE WALDORF DAILY PLAN  PRODUCE the BEST that MORTALS CAN

PILLSBURY'S

Durum Products



Make Your Macaroni Please the Chef

Spaghetti and Macaroni which the most exacting Chef pronounces just right is made with Pillsbury Durum Products. With these clean, strong, high quality Durum Semolinas and Durum Fancy Patent you are sure of unspecked, golden yellow, flavory Macaroni Products. Use them and cut down your breakage losses.

PILLSBURY FLOUR MILLS COMPANY
Minneapolis, Minn.

Our Four Big Sellers

Durum Semolina Special
Durum Semolina No. 2—Medium

Durum Semolina No. 3—Fine
Durum Fancy Patent Flour

