SUCCESS WITH MEAT

January 1929
SUCCESS WITH MEAT

INDEX

Bacon (box cured) spotted .......... 24
Bacon soft ................................ 25
Blood sausage red .......................... 18
Bologna grading ............................. 18
Butcher glee clubs and bands .......... 10
Butts; Rolled, boneless .................... 27
Canned goods, when spoiled ............... 19
Carnegie on “Success” ....................... 5
Casings for air-dried sausage ............. 23
Cooking—temperatures ...................... 22
Deberzzinger sausage ...................... 8
Dry-salt cure in open packs ............... 3
Editorial round-up ............................ 12
Far-seeing butcher .......................... 5, 11, 16, 20, 29
Fresh mixed sausage ....................... 16
Frozen meats and meat products .......... 19
German salami (1, 2, 3, 4) ..................... 6
Ham (boiled) in tin boxes ................. 21
Ham loaf baking or boiling ............... 20
Ham salad .................................... 15
Hams, baked .................................. 8
Ham slices too dark ........................... 26
Hickory smoked country sausage .......... 16
Italian salami; Fancy ....................... 6
Jokes, win .................................... 12
Kosher salami .................................. 8
Lard rendering in sausage kettle ............ 24
Liver sausage cuts green .................... 23
Meat grinder with silent cutter .......... 17
Momsies: the one-minute meal ............ 29
Nut blanching .................................. 19
Pork loin (rolled); How to hold ............. 23
Pork sausage (smoked); gray rings .......... 22
Prize-formula contest winners ............. 14
Questions and answers ..................... 17
Ruskin on “Imitations” ....................... 18
Sausage after-taste ........................... 18
Sausage (air dried) with only meat grinder ........................................ 24
Sausage and headcheese “short” .......... 22
Sausage; Coloring smoked, cooked ........... 24
Sausage-meat curing time ................. 21
Sausage-meat “short” ....................... 17
Seasonable work ............................. 12
Show cards: write them yourself .......... 10
Sour meat; Restoring ....................... 13
Surplus meats; Holding ..................... 27
Swiss Bratwurst .............................. 14
Veal loaf; Home-made ....................... 15
Vinegar barrels for meat curing .......... 17
Wanted and for sale .......................... 30

ADVERTISING INDEX

Ant Bane .................................... 37
Atomizer ..................................... 38
Aseptifume .................................. 36
Bull-Meat-Brand Flour ..................... 39
Celery Zest .................................. 37
Chili Powder .................................. 36
Cold Storine .................................. 35
Color for Liver Sausage Casings ............ 35
Color for Smoked Sausage Casings ........... 35
Condimentine “A” ............................ 35
Condimentine “B” ............................ 35
Curry Powder .................................. 36
Deodorine ..................................... 38
Disinfectant (Sanitary-Fluid) .............. 38
Fly Killer ..................................... 38
Freeze-Em .................................... 33
Freeze-Em Pickle .............................. 34
Garlic Compound ............................ 34
Garlic Powder, Pure .......................... 34
Ham-Roll-Ine .................................. 36
Hog Scald ..................................... 36
Hydrometers .................................. 37
Konervirungs Salt, Red ....................... 35
Konervirungs Salt, White .................... 35
Lard and Tallow Purifier ..................... 36
Momsie Mix .................................. 33
Prepared Poultry Seasoning .................. 34
Rat and Mouse Killer ....................... 37
Roach Killer .................................. 37
Salimeter ..................................... 37
Sanitary Fluid .................................. 38
Sausage Seasoning, Prepared ............... 34
Savory-Jell-Jell .............................. 36
Secrets of Meat Curing Book ............... 38
Seasoning for Sausage ...................... 34
Tanaline ..................................... 37
Thermometer .................................. 37
Washing Powder Ozo ....................... 38
Washing Powder, Tru-White ............... 38
Waste Pipe Opener, Ozo ..................... 38
Zanzibar Carbon Casing Brown Mixture .... 35
Zanzibar Carbon Casing Yellow Mixture .... 35
Zanzibarine .................................. 36

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
In the old method of dry-salting meat, the moisture is drawn out of the meat by the curing agents, is dissolved and drained off, leaving the meats drier and harder and leaving the flavor more or less brackish (salty). The Freeze-Em-Pickle dry-salt process overcomes this to the extent that this process coagulates the albumin and retains the meat juices. We recommend the following method only for rough meats or where the dry cure in boxes is not feasible for any reason.

The meats lie on floors or racks, uncovered and exposed to possible rats and mice in this process. It is important, therefore, that the building (especially the curing cellars) be made rat-proof. Concrete floors with top dressing of cement are sanitary, easily cleaned and drained, and a protection from rats and mice. Outside, these pests should be destroyed by means of Heller's $1,000.00 Guaranteed Rat and Mouse Killer. Unless this is done, they will slip in through open doors. Not only can they destroy or damage much meat, but they are carriers of disease and a reflection on the efficiency of the butcher and packer.

Pump the Dry-Salt Meats
Among successful curers, all lean meats and heavy meats streaked with lean are pumped, no matter what curing process is used.

The pumping pickle used in the Freeze-Em-Pickle dry-salt process is made without sugar.

Make the Dry-Salt pumping pickle as follows:

1 pound Freeze-Em-Pickle,
2 pounds salt,
1 gallon cold water.

Completely dissolved, this will test about 101 degrees on the salimeter, at curing cellar temperature.

All animal heat must be chilled out
of the meat before pumping, particularly in the bones and in the thickest part of the meat.

The quantity of pumping pickle to pump into dry-salt cured meat can be governed by the packer. In some sections the meats are pumped much heavier than in others. Do not pump too much as the excess of brine will only drain out and wash the dry-salt mixture from the meat. But give it all the pumping it will hold, about one ounce per pound of meat. Have the pumping pickle, if possible, between 35 and 40 degrees F. when pumped into the meat.

How to Salt Down the Meats in the Dry-Salt Cure in Open Packs

First dip the chilled meats in full strength salt brine testing 100 degrees on the salimeter. This will cause the dry-salt and Freeze-Em-Pickle to cling better to the meat when rubbed on. If the meat is pumped it will be wet enough without dipping for the salt and Freeze-Em-Pickle to stick.

After dipping or after pumping, apply the following:

Dry-Salt Curing Mixture

For 100 pounds dry-salt meats use—
1 pound Freeze-Em-Pickle,
5 pounds salt.

Total 6 pounds.

Practice enables the curer to apply the salt and Freeze-Em-Pickle mixture in approximately the right quantity without scales or measure. The beginner should weigh off the quantity needed for 100 pounds and divide it into as many equal piles as there are meat cuts of equal weight in 100 pounds. For example, it takes four bellies of 25 pounds average to make 100 pounds. The 6 pounds of mixture should therefore be divided into four equal piles. One entire pile is then rubbed on each of the four bellies, coating all parts thoroughly, giving particular attention to see that the inside of pockets from which bones have been removed is well covered.

Pile all dry-salt meat on racks—in large operations, on clean, drained floors. Lay them skin-side down throughout. Build smooth piles, with straight, perpendicular sides, level and of equal height so that the pressure may be equalized in all parts of the piles. Plaster the top and sides of the piles with salt to exclude air. Avoid making piles unnecessarily high. When over 3 feet high, the excessive weight causes undue shrinkage in the lower layers. If the piles are larger than can be taken out of cure at one time, do not spread a layer over the entire space, but build up to the desired height at one side of the space and so gradually complete to the opposite side. In this way, the oldest can be overhauled or taken out of cure first.

A ticket on each pile should give the lot number, the average in the lot, the total weight of the lot, the date of going down, and the date the pile was completed. Space should be left on the ticket to inscribe later the date of each overhauling.

How to Overhaul Dry-Salt Pork

Overhauling is as necessary in the dry-salt cure in open packs as in the sweet-pickle cure. All dry-salt pork should be overhauled three times during the curing period.

First overhauling—5 days after putting down.
Second overhauling—10 days after first putting down.
Third overhauling—20 days after first putting down.

Light-weight meats that are fully cured in less time than that, need not get all three overhaulings.

It is advisable to pump dry-salt meats again at the first overhauling, though they can also be pumped at each overhauling after that if desired.

To force the cure, pump at each overhauling and overhaul on the fifth, tenth and fifteenth days.

As the meats are taken up for over-
hauling, toss (beat) them on a grating over the bin to catch the used salt. Then put them through a dip tub of 100 degree full strength salt brine, unless they are pumped; in that event, the pumping leaves the meats wet enough for salting.

Then salt in the same manner as when first putting down. See that the meat is well covered with the salt and Freeze-Em-Pickle mixture, using clean, second mixture (re-used mixture) on overhauling, adding enough fresh mixture to provide 6 pounds for every 100 pounds of meat. Put down in packs again as at first and again plaster the top and sides of the pack with damp salt to exclude the air.

All D. S. meats held in the regular cellar temperature of 38 to 40 degrees F. longer than 30 days, should be overhauled at that age and at 30-day intervals after that until used or removed to cold storage. If the temperature goes higher than 40 degrees, the need of overhauling at 30-day intervals is even more imperative. If this is faithfully done, dry-salt meats can be held indefinitely.

Fully Cured Age of Dry-Salt Meats
For meats that are To Be Smoked:
If the cuts weigh 18 pounds or less, cure 1½ days per pound.
If the cuts weigh over 18 pounds, cure 2 days per pound.

For meats that are Not To Be Smoked:
If the cuts weigh 18 pounds or less, cure 1 day per pound.
If the cuts weigh over 18 pounds, cure 1½ days per pound.

Soak Dry-Salt Meats Before Smoking
Before putting dry-salt meat of any kind into the smoke-house, soak it 3 to 5 days in No. 2 ham pickle diluted with water to test only 25 degrees on the salimeter. No. 2 ham pickle is the sweet pickle remaining after fancy sweet-pickle-cured hams have been removed from it. If necessary, the dry-salt cured meats can be left in this diluted pickle as much as ten days before smoking. By doing this, the smoked bellies or sides will have a much finer flavor.

CARNEGIE ON "SUCCESS".
I have never known a concern to make a decided success that did not do good, honest work, and even in these days of fiercest competition, when everything would seem to be a matter of price, there lies still at the root of great business success the very much more important factor of quality. The effect of attention to quality, upon every man in the service, from the president of the concern down to the humblest laborer, cannot be over-estimated. And bearing on the same question, clean, fine work shops and tools, well-kept yards and surroundings are of much greater importance than is usually supposed.—Andrew Carnegie in his Autobiography.

The far-seeing butcher does not need to be reminded that cleanliness and order are as necessary as good refrigeration to prevent spoilage and increase sales. A successful market is always a scrupulously clean and orderly market. A successful sausage kitchen is always in condition to receive visitors, whether visiting is encouraged or not.

AN ERROR OF VISION

Mike, on the supporting arm of his faithful better half, hesitates unsteadily at the restaurant entrance, as the butcher truck rolls up to the curb. The butcher boy flings the truck doors open, pulls out a tray with two hog heads on it, lifts it on one shoulder and comes toward the restaurant.

"Maggie," Mike exclaims, "here's the photographer with our proofs. I don't like that one, but then you've a better eye for beauty."

This is the season of the year when the coal pile looks so small and helpless that we scarcely have the heart to stick a shovel into it.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
SALAMI

FANCY ITALIAN SALAMI

50 pounds pork trimmings, well trimmed, free of fat and sinews (Freeze-Em-Pickle cured at least 10 to 14 days),
20 pounds beef trimmings of the best quality, well trimmed, free of fat and sinews (Freeze-Em-Pickle cured for at least 10 to 14 days),
30 pounds back fat that has been dry-salted at least 20 days, cut into 14-inch cubes.
1 pound Zanzibar-Brand Salami Sausage Seasoning,
8 ounces granulated sugar,
2 ounces Zanzibar-Brand Garlic Compound,
1 ounce Zanzibar-Brand Imitation Brandy Flavor,
¼ to ½ pound "B" Condimentine,
Bull-Meat-Brand Flour in the proportion allowed by your state food law.

First—Put the beef through the 3/16-inch hole plate of the meat grinder and the pork through the ¼-inch-hole plate.

Second—Place the beef, pork and fat in a power mixer; then add the Zanzibar-Brand Salami Sausage Seasoning, granulated sugar, Zanzibar-Brand Garlic Compound, Brandy Flavor, "B" Condimentine, and mix thoroughly. If you have no power mixer, mix by hand, but be very careful to get the seasonings and ingredients evenly distributed.

Third—When the meat and seasonings are well mixed, pack tightly into a tub or barrel and place it in a cooler for 24 hours at a temperature of 40 to 45 degrees F.

Fourth—After 24 hours, stuff into large beef middles about 12 to 14 inches long. Wrap the sausage with a good grade of twine, the loops about ½ inch apart, bringing the twine back on the opposite side and securely tying each loop. Make a loop at one end for hanging.

Fifth—Hang it in a room to dry. Keep the temperature as near 48 to 56 degrees as you can until they are dry enough for the market.

These sausages are not smoked; they are simply air-dried and must be nice and dry before they are shipped or offered for sale. Some sausage makers soak the casings in 40-grain white distilled vinegar over night before stuffing. They then remove the casings from the vinegar, place them in warm water and stuff them. This is done to prevent mold forming on the casings.

FORMULA NO. 1

50 pounds pork trimmings, well trimmed (Freeze-Em-Pickle cured),
30 pounds beef, good quality, trimmed free of sinews and fat (Freeze-Em-Pickle cured)
20 pounds back fat (Freeze-Em-Pickle cured)
cured), cut into cubes of \( \frac{1}{4} \) to \( \frac{3}{8} \) inch,
2 ounces whole white pepper,
1 pound Zanzibar-Brand Salami Sausage Seasoning,
2 ounces Zanzibar-Brand Garlic Compound,
\( \frac{1}{2} \) pound granulated sugar,
\( \frac{3}{4} \) to \( \frac{1}{2} \) pound “B” Condimentine,
Bull-Meat-Brand Flour in the proportion allowed by your state food law.

First—Run the beef through the 3/16-inch-hole plate and the pork through the \( \frac{1}{4} \) or \( \frac{3}{8} \)-inch-hole plate of the meat grinder.

Second—Then mix the ground beef and the ground pork with the cubes of fat, cut by hand or with a mixing machine, and add seasonings and other ingredients while mixing.

Third—After the meat is chopped and thoroughly mixed, spread it about 6 to 8 inches thick on boards. Allow it to remain in the cooler, on shelves, at a temperature of 40 to 45 degrees F. Keep it at this temperature for 24 hours.

Fourth—After it has cured in the cooler, take it out and mix it enough by hand to soften it; then stuff into calf bladders or beef middles.

Fifth—Hang them in a well ventilated, dry room, at as near 45 degrees as can be maintained. After 36 hours raise the temperature to 55 degrees, and keep it at that until the sausages have a nice red appearance on the outside, whereupon they will be ready to smoke.

Sixth—Smoke for about 36 hours in as cool a smoke as possible.

Seventh—After smoking hang the sausage in a dry room, for several days, quite close together. Hanging them closely together at this time gives the meat a chance to set, and prevents the sausage from shrinking too fast and developing hollow centers. After a few days, they must be hung apart so that the air may circulate between them to dry them. Keep the temperature at between 48 and 56 degrees F.

Eighth—The wrapping of salami with twine or cord may be done either before they go into the smoke-house or after they come out of it. If they are wrapped before smoking, the strings become loose after they are smoked, but if the strings are tied after they are smoked they remain tight and will not fall off. Tie the strings on the bladders crosswise; the middles should be tied about one inch apart.

Formula No. 2.
60 pounds lean beef (Freeze-Em-Pickle cured),
40 pounds pork trimmings, quite fat (Freeze-Em-Pickle cured).

Formula No. 3.
40 pounds beef trimmings (Freeze-Em-Pickle cured),
40 pounds pork, very fat, regular trimmings (Freeze-Em-Pickle cured),
20 pounds pork cheek meat (Freeze-Em-Pickle cured).

Formula No. 4.
30 pounds beef trimmings (Freeze-Em-Pickle cured),
20 pounds beef or pork hearts (Freeze-Em-Pickle cured),
20 pounds pork cheeks or head meat (Freeze-Em-Pickle cured),
30 pounds fat pork trimmings (Freeze-Em-Pickle cured).

Grind the meat, mix, add seasonings and ingredients the same as in Formula No. 1, and smoke and dry in the same manner.

When hearts are used in salami sausage, grind them through the \( \frac{1}{2} \)-inch-hole plate. Grind the other meats more coarsely.

Note—If one has only a meat grinder and no mixer, the meat and ingredients should be mixed by hand in a large tub or trough after grinding. In manufacturing salami it is necessary to handle the meat as cold as possible.
KOSHER SALAMI

80 pounds boneless chucks (Freeze-Em-Pickle cured),
20 pounds brisket fat (Freeze-Em-Pickle cured),
1 pound Zanzibar-Brand Salami Sausage Seasoning,
1/4 to 1/2 pound "B" Condimentine,
1/2 pound granulated sugar.

First—Run the beef chucks through the 3/4-inch hole plate of the meat grinder.

Second—Cut the brisket fat by hand or on a fat cutter, or anything which will cut it into 3/4-inch cubes.

Third—When all of the meat is prepared, mix it in a power mixer by hand. While mixing, add the seasonings, Zanzibar-Brand Garlic Compound, etc. Mix well, but do not add water.

Fourth—When mixed spread the meat 6 to 8 inches thick on boards or pans and put these into a refrigerator or cooler at a temperature of about 40 to 45 degrees F. Allow it to remain 48 hours.

Fifth—Remove the meat from the cooler and mix it again. Then stuff into wide beef middles or weasands not less than 2 inches in diameter and 18 inches long.

Sixth—Smoke about 24 hours in a hot smoke so as to fully cook the meat. They are sufficiently smoked when cooked through to the center.

All these various salamis can be sold in different conditions, such as fresh, medium dry and extra dry. The prices are made accordingly.

DEBRECZINER SAUSAGE

80 pounds well trimmed lean pork, Freeze-Em-Pickle cured,
20 pounds Freeze-Em-Pickle dry-cured back fat,
1 pound Zanzibar-Brand Hungarian-style Pork Sausage seasoning,
1/4 to 1/2 pound "B" Condimentine,
Bull-Meat-Brand Flour in the proportion allowed by your state food law.

First—Mix all ingredients well; then put through 3/4-inch-hole plate of meat grinder with as little ice or ice water as necessary to cool the meat while grinding and only enough so the meat will stuff properly in hog casing. If a silent cutter is used, chop till meat and fat are in pieces the size of a small pea.

Second—Stuff into narrow hog casings and link off in pairs weighing 4 1/4 oz. to the pair, eight or ten pairs in a chain. Hang over smoke sticks at the middle.

Third—Smoke with cold smoke until they have a bright yellow smoke color.

Fourth—Cook in hot water at a temperature of 150 to 155 degrees for 30 minutes.

When sold they are eaten cold, as a rule, but they can be warmed in a frying pan or in warm water. They must not be boiled. Debrecziner are a delicacy well worth a trial. They are popular among Hungarians in America as well as in Hungary.

BAKED HAMS

By far the most delectable thing to tempt the eye and palate, is baked ham. Take medium weight, cured, boiled ham, skin the back, neatly slash the fat,
Success With Meat

Decorate it with whole cloves and brown it in the oven. Few passers will fail at least to cast a wistful glance at it.

**First**—The best baked hams are usually cooked without boning them, but can be boned if so desired, just as for regular boneless boiled ham.

**Second**—Cook them at 160 degrees F., 25 minutes for each pound of weight in a ham.

**Third**—After they are boned, remove the skin from the fat and score them by cutting in straight parallel lines, half through the fat only, about 1 to 1½ inches between cuts. Then swing the ham around, one-quarter turn, and cut straight, parallel lines, 1 to 1½ inches apart, half through the fat only, square across the first cuts to form squares, or diagonally to form "diamond" shapes.

**Fourth**—Decorate the hams with whole cloves and cassia buds, put them into individual baking tins and coat them well with common brown sugar that has been cooked to a thick syrup in vinegar. Put the tins into a bake oven and bake slowly till nicely browned, basting the hams from time to time with the melted fat and syrup in the bottom of the baking tins.

**Fifth**—Cool at ordinary room temperature.

While baking adds to the cost of the boiled hams, the increased salability and higher selling price make them worth the extra effort.

Another method is to take fancy cured hams (unskinned) directly from the curing vats, soak them as if for smoking, score the outer side through skin and half of the fat only, and bake till cooked through, at a temperature of 325 degrees F., about 20 minutes per pound of weight. Smithfield or Old-Virginia-style hams are sometimes so baked without boiling. Cool the hams on tables and cover with cloth while cooling. They are ready for use when cooled.

Another method is to take a boiled ham (the bones in) and pull off the skin while still hot. Make a thin paste of flour with equal parts of water and vinegar, adding a little finely ground cinnamon. Spread this paste over the ham, decorate with whole cloves, and bake till brown. This is a method used for Smithfield or Old-Virginia-style hams that are first boiled.

To bake hams in jackets, take sugar-cured hams, soak them to remove excess salt, and drain. Make a thick paste of flour and cold water, using 2 lbs. of flour to a medium size ham, and roll the ham in it to cover it completely. Bake in a medium hot oven (about 325 degrees F.), 20 minutes for each pound of ham. Cool in the jacket to retain the moisture. The browned jacket can be left on or it

B. Heller & Company, Mfg. Chemists, Chicago, U. S. A.
may be trimmed off together with the skin. The skinned ham can then be covered with bread crumbs and brown sugar and returned to the oven till nicely browned.

Grease that is left in ham baking pans, when not baked in jackets, can be sold to the bakery trade as baked ham grease and should bring practically the same price as lard.

Do not hold baked hams in the ice box below 45 degrees F., as that would tend to bleach them.

GLEE CLUBS AND BANDS

For Butchers, Packers and Sausage Makers

The meat industry has the same proportion of men with an ear for musical harmony as any other industry. The butcher that is blessed with a clear, ringing voice enjoys singing in unison with others as much as do the men of other vocations and professions.

In continental Europe there are many glee clubs for butchers alone, and they even conduct prize singing festivals within the profession. With our more numerous shops, we have more material to draw on and our working conditions are much more favorable. We should find it at least as easy to attend meetings for rehearsal and mutual enjoyment. The flivver and good roads make it possible in most sections of our country where five years ago it would have been out of the question.

Here and there, in the meat industry, we find men entirely competent to function as leaders and instructors who would be willing to organize a glee club, a marching band or even a concert orchestra for the sheer love of the thing. But the main thing is the organization, as a master may be hired, if necessary. Whether it would be a mixed club or a stag affair would rest with the organizers. Where talent is scarce, begin as a quartet and gradually increase the membership when possible.

Such musical organizations get more real enjoyment out of life than ordinary clubs and societies. Being all of one industry, there is a bond of sympathy and mutual understanding which serves to hold the members together in a happy fraternalism denied to others.

Success with Meat will help (till further notice) to the extent that it will publish, free of charge, the call of any bona fide organizer of a glee club, band or orchestra restricted to those actually engaged in some branch of the meat industry—and their immediate families.

WRITE YOUR SHOW-CARDS YOURSELF

No show-card written by an artist or printed in a print shop has the appeal of a home-made sign, the crude but sincere effort of the butcher himself. If they are plain and legible, using simple language, straightforward and direct, the cards are more effective. No time or effort need be wasted in trying to be artistic or scholarly. A card that has the earmarks of being composed or even made outside lacks the appearance of sincerity that inspires faith and confidence. But there must be cards to attract attention and to give needed information about special offers: plain, home-made cards, neat and clean, inexpensive and not
SUCCESS WITH MEAT

fancy. Use them in the window display as well as for goods on counters and racks and in the show cases.

This is Momsie day

To-day
To-day
To-day
To-day
To-day
To-day

Put in 15 minutes a day making new ones and don't keep the same cards up, day after day, until they no longer attract. This regular practice will improve your ability as a sign writer, as an advertiser, and as a salesman.

Use a cheap white bristol board, 24 x 34 inches or 25½ x 30½ inches, which can be bought in blocks or packages. Cut each sheet in halves or quarters and they will cost a cent or less per card. This paper is about the weight of ordinary business-card stock, strong enough to stand erect on edge. Buy from your paper houses rather than from art stores for best prices.

Use a No. 5 red sable show-card brush for small cards and a No. 10 for large cards. A small jar of color or a bottle of waterproof ink completes the outfit, black is usually best. Both the brush and the color or ink may be bought at a stationer's, an art store or a paint store. After dipping the brush into the paint or ink, wipe it on the neck of the jar or bottle before attempting to write with it.

Write out first with a pencil on a similar size piece of paper what you want to say—the less, the better—and have each card carry only one idea, unless you want to list a series of prices. The card must be readable at a glance. When you have carefully decided on the wording, take the want-ad section of a newspaper, turn it sideways so that the columns run from side to side. Use the column lines as a guide for keeping your letters of even height and in straight lines. Make straight up-and-down strokes. Paint your sign on the newspaper until you have spaced it just as it would be most readable on your card. Then use that as a pattern, draw light lead pencil lines on your cardboard and copy it on the card.

Do the best you can. If your best is not very good, it will still look like an honest effort. You will improve with practice and the time expended will be well repaid in increased sales.

Indifference makes a difference in your pay.

The far-seeing butcher does not cramp his business to buy luxuries before the business affords them. He returns every spare dollar to the business to enlarge it first.

"We need an energetic young man to run the slicing machine. Have you ever had any experience?"
"I used to play golf."

SIGNS OF THE TIMES
He.—Let's kiss and make up.
She.—If you're careful I won't have to.
In the October issue of Success With Meat, we invited our readers to vote on the question of continuing jokes and comic pictures in the magazine.

The result was a landslide such as no question of policy was ever before decided by. Four hundred and thirty readers thought the humorous side of their trade journal important enough to write and mail a reply and to spend two cents postage; three more sent their votes by air mail, one by special delivery, and one by telegraph. The entire 435 were recorded “for” and none “against” the jokes. Not even the one who started the whole thing had the heart to vote against jokes.

The vote was thoroughly representative. It came from presidents, butchers, salesmen and cashiers; from packing houses and branches, meat markets and sausage kitchens, cutters and curers; even an official of the N. A. R. M. D. considered the question of importance enough to warrant his action.

The comments ranged from the piteous appeal, “Please, please continue the jokes” (S. A. & Sons), to the dire threat, “Cancel our free subscription if you make any change in the present make-up” (M. P. Co.). Page after page might be filled with the jokes and comments submitted, but the one which brought us up with a jerk was the solemn injunction of W. V. W.: “By all means, get serious just before you die.”

Winter fattened hogs average less shrinkage than those fattened in summer. This is chiefly because grain feeds are more plentiful in autumn and early winter. Hogs are not thrown on their own resources for a scant forage as in late summer and early autumn. The average winter-fed animals are also more mature and hams, bacon and sausages made of them hold the bright red color of the fresh meat better, especially when Freeze-Em-Pickle cured. Hogs not under ten months and mature beef of three years and upward, have firm dry meat which shrinks less and a lively red color which stands exposure to air better on the cut surface. Bull meat and rough sows, properly Freeze-Em-Pickle cured, are excellent for sausage. This cure produces tender sausage, beautiful in color and with unusual keeping quality. For these reasons, midwinter is the height of the season for curing and sausage making.

No butcher should fail to take advantage of the lower prices and suitable meats prevailing at this time. Curing and sausage making can and should be practised the year around; but this is the time that all the conditions favor it. A temperature of 38 to 45 degrees for curing, 48 to 56 for air-drying, and any kind of smoke house, enable the butcher to cure any meat and make any sausage there is a market for.

Sausages, meat loaves and cuts par-
ticularly recommended at this season, in addition to bologna, frankfurts, pork sausage, liver sausage, and other staple goods, are:

Summer sausage, Fancy breakfast bacon, Smoked spare ribs, Corned beef, Scrapple, Skinned hams and shoulders for baking, Thuringer Bratwurst, Blood-and-tongue sausage.

Easter, this year, occurs on March 31. It is a festive season and preparations for it should not overlook the value of window display for creating business. No-window refrigeration is needed now in the cooler states. In the warmer regions, it will usually pay to inclose the window space and extend refrigeration into it. Scrupulous cleanliness and complete absence of flies are necessary, to start out with, or the display may injure the market instead of boosting its sales. The same thing is true of show cases, racks, blocks and counters in the market. Our Ozo Washing Powder and $1,000 Guaranteed Fly Killer make easy work of it.

No window trim has such universal appeal as one which shows the meats and meat products that every woman would like in a well-stocked larder. If there are two or more windows, devote one to select beef quarters, pork halves, and lamb and veal carcasses, decorating them with ribbon. A rosette of blue ribbon, with two short streamers, pinned on a fine cut or carcass, is very effective. As a center piece, at Easter, a suckling pig can be made very decorative. Double the feet under it, insert cranberries or stuffed olives for the eyes and place a lemon or orange in the opened mouth. Fill in the available space between cuts with various sausages.

In another window, show Lachs-schinken, Dewey hams, small skinned baked hams, various cuts larded (lardons or shoe-string strips of bacon inserted with a large-eye needle) and otherwise made ready for roasting, dressed poultry, and all kinds of sausage. Make festoons of frankfurts, pork sausage and (at this time) particularly of Bockwurst. Large items, whether cooked or not, may be decorated with lard squeezed out of confectioner’s bag or with cloves. If such decorations take the form of “For Grandma,” “Mother,” “Mary,” “John,” etc., it will foster the holiday spirit of giving, even at Easter. Eggs, chicks, rabbits in nests, and bells may form part of the trimmings.

Many butchers find it profitable to prepare cold cut (explained in October issue), salads, poultry dressing flavored with Royal Zest Prepared Poultry Seasoning, and baked or roasted dishes of various kinds. If these are part of the window display, they will help draw new business.

RESTORING SOUR MEAT

German scientists have recently demonstrated that sour meat, exposed to the action of ultra-violet rays, loses first the offensive odor, then the sour taste, and finally the green-gray discoloration. The demonstration was conducted with bacon sides, hams, and other meat.
WINNERS in the PRIZE-FORMULA CONTEST

In the April, 1928, issue of Success With Meat, B. Heller & Company offered five cash prizes "for the best new formulas for making sausage, minced ham, or any other prepared meat of any kind that will be of value to retail butchers or sausage makers." The offer was repeated in July and October and, as advertised, all entries were turned over to the judges on November 1, 1928.

The judges, competent, practical meat men of high standing in their profession, immediately proceeded to classify and sort them according to their own ideas of merit and practicability. They devised a method of credits and discredits which enabled them to compare formulas on an exact percentage rating. Their findings were arrived at without interference by B. Heller & Company and must be accepted as final and conclusive. The firm of B. Heller & Company merely presents, with its compliments, the prize money won by the five fortunate contestants and congratulates them on the success of their entries.

Following are the winners and their entries:

First prize, $25.00, for "Swiss Bratwurst," entered by Henry Basler, Paducah, Ky.
Second prize, $10.00, for "Home-made Veal Loaf," entered by Ben Stahl, Wautoma, Wis.
Third prize, $5.00, for "Ham Salad, in Loaf Form," entered by D. F. Biggio, Akron, Ohio.
Fourth prize, $5.00, for "Fresh Mixed Sausage Daily," entered by Albert Gears, care of Claremont & Dundas, Toronto, Can.
Fifth prize, $5.00, for "Hickory-smoked Country Sausage," entered by Paul Guenther, Batavia, Ohio.

Other papers submitted were of such merit that judges of less practical experience might have had difficulty in selecting the winners.

Following are the formulas that won.

GENUINE SWISS BRATWURST

By Henry Basler, Winner of First Prize.

40 pounds veal trimmings,
30 pounds lean young pork trimmings,
10 pounds young pork fat,
2 gallons sweet milk,
3 pounds Bull-Meat-Brand Flour,
1½ pounds salt,
¾ pound Zanzibar-Brand German Pork Sausage Seasoning,
½ pound "A" Condimentine,
¾ of one lemon rind, chopped fine.

First—Trim the veal, pork and fat carefully, chop or grind very fine. If made on a meat grinder use a 5/64-in. plate.

Second—Heat the sweet milk to 145 degrees F., hold it at that temperature a half hour, and then cool it to ice-box temperature. This pasteurizes the milk and makes the sausage keep longer.

Third—Mix the ground meat and gradually add the salt, flour, milk, "A" Condimentine, and Seasoning. Water can be used instead of the milk, but milk makes a better quality sausage. If the veal is used warm, immediately after dressing, it will absorb more milk or water, but the keeping quality will not be so good.

Fourth—Stuff loosely into thin hog casings and twist into links of 3½ to 4 ounces.

Either the butcher or the customer must cook the sausage 10 minutes in water held at 155 degrees F. If the butcher cooks it, the pasteurizing of the milk (as directed under second) is not necessary.

Milk does not keep well and the sausage which contains it must be kept in the ice-box or in the refrigerated show case. It should then keep in good condition for 3 to 4 days.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
SUCCESS WITH MEAT

The customer fries the cooked sausage slowly, until brown, in hot fat with chopped onion. It is a delicious dish.

HOME-MADE VEAL LOAF

By Ben Stahl, Winner of Second Prize.

50 pounds veal (cheap cuts),
2½ pounds fat salt pork,
3 pounds Bull-Meat-Brand Flour,
2 pounds dry onions,
½ pound Zanzibar-Brand Bologna Sausage Seasoning,
½ pound "A" Condimentine,
1 pound of salt.

First—Cut the veal, pork fat and onions into suitable pieces for the meat grinder and mix well with the Bull-Meat-Brand Flour, seasoning and Condimentine.

Second—Run the mixture through the coarse plate of the meat grinder and then through the smallest you have.

Third—Mix and knead the ground meat, adding what water is necessary while mixing and mix till solid and then pack it into greased, single-loaf bread pans.

Fourth—Bake three hours at a temperature of 150 during the first hour, 250 during the second hour, and 300 to 325 during the third. It appeals to the appetite if brushed with sugar water just before removing from the oven and allowed to brown.

Allow it to cool in the pans.

"I was very successful with this loaf," writes Mr. Stahl. "It enabled me to use up all cuts of veal that did not sell readily in my locality and to realize a profit on them besides."

HAM SALAD

A Luncheon Meat in Loaf Form

By D. F. Biggio, Winner of Third Prize.

To 20 pounds of the meat from (smoked) ham hocks and other end pieces of smoked pork cuts after they have been cooked and stripped from the bone, add
4 dozen sweet pickle,
2 ounces Zanzibar-Brand Minced Ham Seasoning,
2 ounces "B" Condimentine.

Cook the meat in water held at 160 degrees F. for two hours, then bone and trim the meats.

After cooking remove most of the fat from the meat, add (to 20 pounds of this meat) the sweet cucumber pickles, seasoning and Condimentine, and run the whole through the finest hole plate of the meat grinder. Pack into 6-pound meat-loaf tins or into single-loaf bread pans.

Place in cooler till chilled through. The loaves may then be turned out of the tins and will slice nicely, ready for sale.

Sweet Young Customer: "The young man I was just talking to told me he was one of the stockholders of the company."

Butcher: "That's right, he's the fellow that holds the hogs while the boys stick 'em.

WHEN MA WAS IN THE OTHER ROOM

Willie.—Did Mr. Edison make the first talking machine?
Pa.—No, my son, God made the first talking machine; but Mr. Edison made the first one that could be shut off.

BORN THAT WAY

Son.—Say, dad, remember the story you told me about being fired from the first job you held?
Father.—Yes.
Son.—Well, isn't it funny how history repeats itself!
FRESH MIXED SAUSAGE
By Albert Gears, Winner of Fourth Prize.

50 pounds waste ends of all pork, beef, veal, mutton and lamb,
1/2 pound Zanzibar-Brand Yankee-Style Pork Sausage Seasoning,
1 pound salt,
2 to 4 ounces ‘A’ Condimentine,
2 pounds Bull-Meat-Brand Flour,

Enough water to make the right consistency.

Run the mixed meat ends through a coarse plate of the meat grinder, put them into a tub, add all the other ingredients, and mix well, adding a little water from time to time until the mixture is like paste.

Then run the mixture through the finest plate of the meat grinder, and stuff into medium sheep casings. Keep the mixture wet enough to make linking easy.

"The above sausage," says Mr. Gears, "is also a good seller when made into patties molded between the hands and sprinkled all over with your Bull-Meat-Brand Flour. We have been making both the sausage and patties for the last five years and they keep us cleaned up on the ends. The people like them and come back for more."

HICKORY SMOKED COUNTRY SAUSAGE
By Paul Guenther, Winner of Fifth Prize.

50 pounds pork trimmings,
1 pound salt,
1/2 pound Zanzibar-Brand Dixie Special Pork Sausage Seasoning,
2 pounds Bull-Meat-Brand Flour,
4 ounces granulated sugar.

Mix all ingredients thoroughly and grind through the 1/4-inch hole plate of the meat grinder. Then mix well by hand adding only a little water so the sausage can be stuffed and linked like regular pork sausage. Stuff into small hog casings and link them. Smoke about 12 hours in a cold smoke of green hickory. It is then ready for use. The customer boils, fries or otherwise prepares it.

"This," says Mr. Guenther, "is one of our leading sellers, the year around, and a great drawing card as people come from miles around to get it."

The far-seeing butcher does not cool boiled ham in the cooking water. He knows that it does not "re-absorb" anything but slop.

NO RAKE-OFF PLEASE

Brother Jones had been wiped out by the flood. Asked to lead in prayer, he wound up fervently: "An' please, Lo'd, sen' me a 'Ginia ham again like we used to have—Freeze-Em-Pickle cured."

The parson, anxious to encourage such guileless faith, called the elders together and collected $3.85. This was not quite enough for a whole ham and the butcher cut off two pounds.

Asked to lead again, Brother Jones closed his prayer of thanks even more fervently with: "An' please, Lo'd, when you sens dis pore darky a ham again, don't sen' it through no parson, but sen' it direct."

WHAT WILL THE BUTCHER GET?

Maid.—The furniture man is here.
Mistress.—I'll see him in a minute. Tell him to take a chair.
Maid.—I did, but he said he would start with the piano and the radio.
VINEGAR BARRELS FOR MEAT CURING

Question.—B. & D. write: "Our sausage meat seems to be sour—some more so than others. The meat was fresh and in fine shape when put into the barrels. Most of these barrels were vinegar barrels, but we used lye water to wash them."

Answer—If you want to use vinegar barrels for curing, first rinse them out well; then fill them with lime water and let them stand that way, a few days, until the lime water soaks into the wood to neutralize the acid remaining within the pores. Your lye treatment too would be good for vinegar barrels, provided you fill the barrels with water, stir in the lye, and let it stand that way a few days. It is also a good way to turn the barrels upside down and blow live steam up into them until they are well steamed out. After curing, every barrel (whether a former vinegar barrel or not) should be thoroughly scrubbed with hot water and Heller’s Ozo Washing Powder; it makes thorough cleaning easier. Then rinse it out with clear water, and, if possible, put it out in the sun for a day for airing and sunning.

USING MEAT GRINDER WITH SILENT CUTTER; SAUSAGE MEAT "SHORT"

Question.—B. & D. write: "The formula you sent us calls for the use of a 5/64-inch-hole plate in our meat grinder. The smallest we have is a 3/8-inch-hole plate. Will that do when we use a silent cutter? We are sending a sample of bologna, 60 lbs. beef to 40 lbs. pork. We are wondering if we are running our silent cutter too long; we aim to run long enough to get the meat gummy or stiff and doughy—maybe 5 or 6 minutes—but this sample is watery and crumbly. Just how would you advise us to handle the meats when using the two machines, and how should we run the silent cutter?"

Answer—If you will look at our formula again, you will find separate and different directions for those who have a silent cutter. As you have a silent cutter, you need use only two plates on your meat grinder—one with holes of 1 to 1 ¼ inches, known as the lard plate; the other with 3/8-inch holes. The first is used to reduce your trimmings to the uniform size of a walnut before putting them down in cure by the Freeze-Em-Pickle process, so that they will cure uniformly. Keep the meat in cure 14 days to give it proper binding quality. Then run it through the 3/8-inch-hole plate (keeping beef and pork separate) to prepare it for the silent cutter. You don’t want a 5/64-inch-hole plate and should not use it if you had it, since you have a silent cutter.

The speed of silent cutters differs with different makes. Write the maker of your machine for the best operating speed for beef and pork. You can yourself gauge both the proper speed and the proper time if you observe carefully. When it runs too slowly, the knives will not strike with force enough to cut the meat clean, but will chew and mash it; when it runs too fast, it slings the meat about. The knives must be kept sharp.

Put in the beef first, run it for one
or two revolutions and then put in the cracked ice or ice water; then add the flour, sugar and seasoning, and finally the pork. Be careful not to run the silent cutter too long or you will make the mixture too "short," and destroy the binding quality, just as the housewife can make the pie dough too "short" by folding and rolling it out too much. This is exactly what happened to the piece of watery bologna you sent us; it was killed by remaining too long in the silent cutter. If the silent cutter does not chop the meat fine enough before so killing it, it is proof that the knives are not sharp. Do not add the pork fat until everything else is almost fine enough. The best kind of fat to use is either back fat or jowl fat, dry-salt cured. It is harder and does not mash so readily. It should be cut to the size of peas before adding it, either by hand-cutting or by running it through the 3/16-inch-hole plate of the meat grinder.

RED BLOOD SAUSAGE

Question.—P. & McB. write: "What is the reason our black pudding turns entirely red inside? We have never made it before and we can't seem to get the dark color others get into blood sausage and blood-tongue sausage. We use hog blood, hog rinds and back fat soaked in hot water and salt, stuff into beef rounds, and cook them through."

Answer.—Without seeing the sausage, it may be you mean that the back fat is red. That would be due to letting the completed mixture stand too long before stuffing or letting the stuffed sausage lie too long before cooking. In either case, the fat would absorb the red coloring matter of the blood. Quick work is called for in making blood sausage with white fat cubes. If you will follow the directions in "Secrets of Meat Curing and Sausage Making" for making blood sausage, scald the fat as there directed, use a pound of Freeze-Em-Pickle to the 100 pounds of sausage mixture, and cook at 155 degrees F., you need not fear any further difficulty. It may be you are not using blood enough.

STRONG AFTER-TASTE OF SAUSAGE: GRADING BOLOGNA

Question.—H. B. writes: "My wienies, bologna, and minced ham have a whang or strong after-taste which is not noticeable until a short time after eating them. I am sending a small sample of each. Just try them and see. I am told they are good and yet, say a minute after eating them, I get a wiry last after-taste that spoils the whole pleasure of eating them. What causes it? I have a big wholesale and retail trade in bologna. If there is any way to improve it, please let me know."

Answer.—The peculiar after-taste of all the sausage submitted is due to bacterial action. It will take very thorough work to get rid of that once it is established. Scald your vats, tierces, barrels, grinder, silent cutter, stuffer, tables, trucks, etc., after each use or at the close of the day's work, with boiling water. Then rinse with a solution of Heller's Freeze-Em—not Freeze-Em-Pickle, but Freeze-Em, a purifying agent. The curing cellar and the sausage kitchen must be kept scrupulously clean and odorless. Scrub not merely the floors but, until you get rid of this infection at least, also the walls and woodwork. Give particular attention to nooks and corners, so easily neglected, and to cracks and crevices where decomposing meat particles and rancid fat could accumulate. Heller's Ozo Washing Powder makes easy work of the daily clean-up.

The sample of round bologna is excellent; you need not be ashamed of it. In a contest for points, it would scale between 90 and 95 out of a possible 100. The discredit (after you rid your plant of the bacterial infection which causes the strong after-taste) are for flavor—a little too much salt and not quite the typical bologna seasoning. The use of Zanzibar-Brand Bologna Sausage Seasoning would improve that and would make it easier to maintain an unvarying flavor.

There is hardly anything in this world that some men cannot make a little worse and sell a little cheaper, and the people who consider price only are this man's lawful prey.—Ruskin.
BLANCHING NUTS

Question.—R. & L. Co. write: "We use pistachios, almonds, and other nuts in our meat loaves and have difficulty getting the inner skin off the kernels of some without getting them yellow, soft and water soaked. What is the best way to blanch or peel them?"

Answer.—For each person that is ready to rub off the skins, drop $\frac{1}{2}$ pound at a time into 1 pint boiling water. Pour off the water within a few seconds and, while yet wet, rub off the skins with the fingers, leaving the kernels white, firm and hard. If they are boiled longer, the kernels become soft and yellow. If they are left in either hot or cold water too long, they are apt to become water soaked; for that reason it is better to blanch in small lots. The nuts need to be cooled only enough to admit of handling in rubbing off the skin.

Nuts that are to be ground must be blanched several days before, to give them time enough for thorough drying. Do not blanch or grind more than you intend using within a day or two.

Brazil nuts are too hard for use in meat loaves, but they are often cheap enough to warrant using them ground. To blanch Brazil nuts, use cottonseed oil instead of water and heat it to the same degree. If they were boiled in water it would only water-soak them without loosening the skin.

FROZEN MEATS AND MEAT PRODUCTS

"LEAKERS" AND "SWELLS" IN CANNED GOODS

Question.—H. A. & Bro. write: "We have no heat in our shop and it often happens that meats and canned goods are frozen, especially on cold winter nights. An inexperienced, new inspector wanted to condemn at least the canned goods until we reasoned him out of it. Would he have been justified in doing so?"

Answer.—On the bare facts as stated, he would not. Freezing and thawing breaks down the cell structure of meat and other organic matter which contains moisture. This makes it decompose more rapidly, when thawed, than merchandise which has not been frozen; but until that decomposition sets in, it may be as wholesome as any. Therefore, such meats should always be sold first, that they may not be carried longer than necessary.

In the case of canned goods, it may be assumed that they were properly processed and sterilized. Freezing and thawing did not, of themselves, add any infection which would cause decomposition. Only the cell structure was altered, in the same manner as frozen and thawed meats. That would make it necessary to use up the contents promptly after the cans were once opened. There is the possibility, however, that alternate freezing and thawing will rupture a seam of a can. In that case, it would cause a "leaker" or possibly a "swell", either of which might require special action.

The store-keeper should look over his stock regularly and destroy "leakers" and "swells" rather than take any chances with them. The "leakers" can easily be distinguished by stains from liquid forced out of the can by fermentation. The "swell" can be identified by the bulging of the ends from the gas within. The cans were sealed under vacuum, causing the ends to dish or depress inward. When that dishing or depression disappears, the can is properly under suspicion.

AMENITIES

Old lady: "My boy, how's your liver today?"

Butcher's new assistant: "Great, how's yours?"
MAKING HAM LOAF BY BAKING
AND BY BOILING

Question.—C. B. writes: “I am sending you a sample of baked ham loaf, as you suggested, which I would like to duplicate. The mortadella loaf, on page 22 of your Meat Loaves book, is not what I would like to have.”

Answer.—The sample sent us can be duplicated by following the instructions as here outlined. Make any desired quantity by using the following ingredients in the proportions given.

- 15 pounds lean pork trimmings, Freeze-Em-Pickle cured,
- 15 pounds pork cheek meat, Freeze-Em-Pickle cured,
- 15 pounds boned bull meat or chucks or lean beef trimmings, Freeze-Em-Pickle cured,
- 5 pounds firm pork back fat,
- 5 pounds Bull-Meat-Brand Flour,
- 1/2 pound granulated sugar,
- 1/2 pound Zanzibar-Brand Frankfurt Sausage Seasoning,
- 1/4 to 1/2 pound “B” Condimentine,
- 3 pounds peeled, raw onions, Salt to taste.

First.—Trim the sinews from the beef and pork. Run through the lard plate (1-inch-hole plate) of the meat grinder, and cure them separately in the manner directed on the inclosed Freeze-Em-Pickle circular.

Second.—After the meat is cured grind the meats separately through the 3/8-inch hole plate of the meat grinder. Then put the beef and the pork cheek meat into the silent cutter and let it make two turns while adding the flour, sugar, “B” Condimentine, seasonings, and onions. Then add the pork trimmings and back fat and let it make two more turns.

If you have no silent cutter, run the beef and the pork cheek meat first through the 1/4-inch-hole plate of the meat grinder and then through the 5/64-inch or the plate with the smallest holes you have. The pork trimmings may be simply run through the 1/4-inch plate after first adding the “B” Condimentine. When all meats are ground, mix in all the other ingredients in a power mixer or by hand in a tub.

Third.—Knead the batch well to work out all air pockets. Grease the inside of 6-pound baking tins and fill them with the mixture.

Fourth.—Bake the tins in a rotary or other oven for three hours, at a temperature of 150 degrees F. the first hour, 250 degrees the second, and 300 degrees the third.

Instead of baking the loaves, they may be cooked in hot water and then merely browned in the oven. This avoids excessive shrinkage and prevents the entire melting of the fat. Do not grease the pans but lay two or three lengths of 2-foot cord at intervals across the pans, with another, a 3 to 3 1/2-foot length across the long way of the pans. Lay a clean cloth over these, large enough to fold over and completely cover the meat. Press these cloths down into the four corners in the bottom of the pans, and fill them with the meat mixture. Fold the cloths over the top and tie them down with the cords. Cook the pans in water held at 160 degrees F., 30 minutes per pound of loaf in a pan, or three hours for a 6-pound loaf.

Fifth.—As soon as the loaves are cooked through, take them out of the oven or water. If baked, brush them immediately with brown sugar dissolved in water to make a sirup and let them cool through, at room temperature, before putting them into the cooler.

If cooked in water, take off the cloths, brush the tops with a little sirup, and put the loaves into an oven long enough to brown the surface. Then remove from the pans, cool at room temperature, and then put them into the cooler.

We shall be glad to hear from you after you have tried your hand at it.

The far-seeing butcher will not tolerate a fly, roach or rat on his premises. $1,000.00 Guaranteed Insecticides inside and Rat and Mouse Killer outside will help establish his reputation.
SAUSAGE-MEAT CURING TIME

Question.—K. P. & P. Co. write: "We have adopted your Freeze-Ern-Pickle process of curing sausage meat because then we don't have to be ready to use it the moment it is fully cured. We have kept some of it in cure four months and longer and it was even then at least as good as when just fully cured, say a week to ten days. We use, for each 100 pounds of trimmings:

1 pound Freeze-Ern-Pickle,
2 pounds salt.

We salt the trimmings with this mixture, run them through the lard plate of the grinder, and then tamp them down in tierces. We use your method of keeping air off; namely, covering with a sheet of parchment, a cheesecloth, and two or three inches of salt.

Now here is what we want to find out. Does that meat have to stay in there 7 to 10 days, whether we are in a hurry or not, before we can grind it fine for bologna and frankfurts? Is it the same if the meat is to be used for air-dried sausage, some of which will be carried into the summer?"

Answer.—Your present method of curing is correct. To obtain a quick cure the meat must be ground through a ¾-inch hole plate instead of an inch or inch and a quarter. Salt and pack the meat in the same way, but instead of keeping it at the regular curing temperature (38 to 40 degrees F.) keep it at 45 to 50 degrees F., 24 to 36 hours.

Sausage that is to be held for any length of time should never be made by this method.

Air-dried sausage should be made only of meat that has cured 14 days or longer, at the regular curing temperature of 38 to 40 degrees F., if possible.

BOILED HAM IN TIN BOXES

Question.—R. H. & Son write: "We have seen press-cooked boneless ham put up in attractive tin boxes. Are such hams treated the same as other boneless boiled hams and simply packed in boxes or do they need some special treatment?"

Answer.—Such hams are press-cooked in forms of the same shape and size as the tins in which they are sold. The process is that of regular boiled ham, cooked in retainers, and was fully described in the April, 1926 issue of Success with Meat. We trust you are saving all back numbers for future reference.

The tins must be of a size to hold snugly the sizes or averages to be packed. No liquid is added. The lid is crimped on soldered, and then punctured at the neck where there is an

IN ZANZIBAR

Piloting the pilot: a noiseless conveyor system.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
SUCCESS WITH MEAT

air space. The air is then extracted by vacuum and the puncture soldered, also under vacuum. The tins are then processed like canned goods. This may be done in pressure cookers or simply by boiling (212 degrees F.) for 30 minutes and the sterilization completed at 185 degrees.

GRAY RINGS IN SMOKED PORK SAUSAGE

Question.—A. J. C. writes: "I have made some smoked pork sausage according to the formula and directions you supplied. The taste is good, but there is a gray ring next to the casing. This cannot be normal. How can it be prevented?"

Answer.—No, it is not normal. It is probably due to hanging them in too cold and damp an atmosphere after stuffing. They should hang a day or two at an even temperature of 40 to 45 degrees F., so the meat can cure before they are smoked. If Freeze-Em-Pickle cured pork is used the meat will have a nice red color and will make better smoked pork sausage. Smoke at an even temperature and see that the sausage is put into the smoke after the surface is dry. If you will hang the faulty sausage in a dry atmosphere, 45 to 50 degree F., it is more than likely that the gray ring will disappear.

"Och, my yes, lady, dot beef iss so tender. Just like mein heart ven it iss stewed."

"SHORT" SAUSAGE AND HEAD-CHEESE; COOKING-TEMPERATURES

Question.—J. C. B. writes: "We would like to have some information regarding your Bull-Meat-Brand Flour, using it dry. Our frankfurts, bologna, and head-cheese are crispy or crumbly and take water. They cannot be sliced."

Answer.—This crispness or crumbliness is a condition of the meat mixture known as "short", lacking binding property. It is not due to the flour but probably to one of the following causes.

1.—To curing sausage meat by the "wet-dry" cure in open barrels or tierces. By this method, the meat must be used promptly as soon as it is cured; otherwise, it begins to deteriorate, losing its binding property. The remedy is in curing by the Freeze-Em-Pickle process. When meats are cured by that process, they may be held many months, after they are cured, without detriment. The inclosed circular fully describes the simple method.

2.—To heating the meat in grinding or in the silent cutter. The remedy is in slowly adding crushed ice or ice water while chopping or grinding, and chopping no longer than necessary.

3.—To cooking too long or at too high a temperature. The remedy is in cooking

Round bologna, 30 minutes, at 160° F.,
Long bologna, 40 to 60 minutes, at 160° F.,
Large bologna, 1½ to 3 hours, at 155° F.,
Frankfurts in sheep casings, 8 to 10 minutes, at 155° F.,
Frankfurts in hog casings, 10 to 15 minutes, at 155° F.,
Headcheese, 2½ to 3 hours, at 155° F.,

It is assumed that the ingredients of the headcheese were previously cooked, while separated in nets, at 160° F., as follows:

Pigs heads, 2½ hours,
Hog skins, 2½ to 3 hours,
SUCCESS WITH MEAT

Ox lips, 3 to 4 hours,
Hog snouts, 1 hour,
Pork cheek meat, \( \frac{3}{4} \) hour,
Tripe, 15 to 20 minutes,
Hog tongues, \( \frac{1}{2} \) to 1 hour,
Lamb tongues, \( \frac{1}{2} \) to 1 hour.

4.—To cooling sausage in the cooking water. The remedy is in removing it from the water when cooked, and letting it cool and dry while hung up before going into the cooler.

If these directions are followed, the Bull-Meat-Brand Flour will serve (with the meats) to absorb the slowly added ice or ice water. If the mixing is done by hand, knead and work the mass well.

PREPARING CASINGS FOR AIR-DRIED SAUSAGE

Question.—V. L. & Co., write: “Thank you for the explicit advice on dry-room construction. It was very helpful and we believe we have the best equipped room in this vicinity. Thank you too for the formulas and directions for making different air-dried sausages. We judge from one of them that the casings are not treated the same as for smoked and cooked sausage. Will you please give us particulars?”

Answer.—Congratulations on the completion of the dry room. With a demand for the goods already established, we have no doubt the room will soon have paid for itself.

Casings for air-dried sausage, no matter if bungs or middles, should be thoroughly flushed with warm water, cut into suitable lengths, tied in bundles, salted down on a sloping table, drained, and then packed in the cooler. When the casings are about to be used, soak them an hour in warm water, and then draw each individual casing several times between the compressed fingers to strip out remaining water before putting the casing on the stuffing horn. Any water that is left in them will injure the keeping quality of the sausage.

LIVER SAUSAGE GREEN ON CUT SURFACE

Question.—J. L. G. writes: “I am sending you, by parcel post, a sample of liver sausage which turns green on the cut surface. My new sausage maker has ideas of his own about liver sausage and this is the result. What causes it; he does not seem to know.”

Answer.—In this case, the green appearance on the cut surface is obviously due to an excess of powdered marjoram. The best way to avoid trouble due to faulty seasoning is to standardize your formulas. Zanzibar-Brand Liver Sausage Seasoning has all the necessary spices in correct proportion, so that one pound of the prepared seasoning in a hundred of sausage mixture gives the sausage the characteristic flavor of the finest Brunswick liver sausage. The possibility of error is reduced to the minimum and it is only necessary to insist that your standardized sausage be made according to the directions in our “Secrets of Meat Curing and Sausage Making”. The same thing is true of all our other prepared seasonings: one pound of the seasoning to the hundred pounds of meat gives perfect results.

HOW TO HOLD ROLLED PORK LOIN

Question.—P. R. C. & Co., write: “A year ago we put up some Dewey hams, smoked them, and held them till sold. Before they were all gone, they were woody and had a blackish gray outer ring. They were moldy and the mold penetrated to the interior. The shrinkage was so great that we actually lost on them. Now, the lowered quality did not admit of making up the loss in the price. And yet, those rolls sold so well at first that we were tempted to try them again. Is there no way to avoid the losses we had? We cured by the sweet-pickle process.”

Answer.—Your unfortunate experience might have been foretold. That is not the way to hold smoked pork. There are two methods open to you: First, freeze the loins fresh, at 5 degrees below zero F., and then carry them at 15 degrees, boning, curing and smoking only as needed; second, cool the fresh loins, bone them, cure them by the Freeze-Em-Pickle box-curing process, and smoke out only what is needed, from time to time. There is no overhauling, little or no shrinkage,

B. HELLER & COMPANY, MFG. CHEMISTS. CHICAGO, U. S. A.
and the flavor is excellent. The loins may be kept in the boxes at curing-room temperature for two months. If they are to be held longer, they should then be moved to a temperature below freezing point.

**AIR-DRIED SAUSAGE WITH ONLY MEAT GRINDER**

**Question.**—E. A. writes: "Is it possible to make good summer sausage and salami without a silent cutter and without a rocker machine? I have only a * * * meat grinder."

**Answer.**—You can make first-class air-dried sausage if you have suitable meats, sharp knives and sharp plates in the grinder, correct seasoning and a suitable room for drying. We are sending you under separate cover (and shall also try to publish in the January issue of our magazine) formulas for several kinds of salami, each of which gives directions for making them with a meat grinder only, as well as for the use of other machinery. The grinder plates most suitable are indicated. If you have not those particular sizes, use the nearest you have. It is necessary to mix by hand or in a power mixer when using a grinder. Follow the formulas faithfully in every detail and you will have no difficulty.

**COLORING SMOKED, COOKED SAUSAGE; LARD IN SAME KETTLE**

**Question.**—L. F. T. & Son write: "Would you please give us a little information on how to use your Zanzibar-Carbon-Brand Casing Brown Mixture? Could we make the mixture in the cooking water that we cook the bologna in or would that spoil the bologna? Should the bologna be smoked a little besides or can it simply be cooked in the colored water? Is it well to rinse it afterward or would that wash off the color again? Is this coloring permitted in our state? Must we label the sausage, 'Artificially colored?'"

"We render lard in the same kettle. How can we prevent the coloring of the lard by coloring matter that adheres to the sides of the kettle? Thank you for any advice you can give us."

**Answer.**—By all means, color the sausage in the cooking water. The method is officially approved by the U. S. Bureau of Animal Industry. No separate operation is then required for coloring. Smoke the sausage lightly first and then fix the smoke color permanently in the cooking water. Dissolve the Zanzibar-Carbon-Brand Casing Brown Mixture in a little of the hot water and add this to the cooking water in the proportion necessary to produce the shade of color desired on the sausage. Agitate thoroughly and then cook the sausage in it just as when cooking in plain water. In small operations, hang stickfuls in the water. If the sausages are put into the water loose, they must be turned from time to time: otherwise they will not color evenly. If the color penetrates the casing and colors the meat next to it, it is a sign that too much color is used.

Immediately after cooking, rinse the sausage with water that is hotter than cooking water. While this removes surplus coloring matter, it fixes the smoke color permanently so that it will not fade in the cooler. After so rinsing, immediately rinse the sausage with cold water a few minutes. This prevents shriveling of the casing. Be sure to let it cool and dry on the surface before putting it into the cooler.

Such coloring of sausage is permitted in your state.

You can use this same sausage kettle for rendering lard, provided you first scrub out all soluble particles of the casing color. It is a very strong color and, of course, would discolor lard very readily if any of it were left in the kettle. Use Ozo Washing Powder and continue scrubbing until the foam is no longer colored. Then rinse with clear water and make sure that no color is left to color the water; if it does not color the water it will not color the lard either.

**BOX-CURED BACON, SPOTTED**

**Question.**—H. G. C. writes: "Several
boxes of the dry-cured bacon I opened lately had the top layer badly discolored. I am sending you the worst one. I keep plenty of pressure on the lid—so much, in fact, that the juices overflow out of the box. Please look at the sample sent you and tell me what you think of it. I would thank you for any helpful advice in the matter.

**Answer.**—With the limited information about your processes, it is our opinion that the dark color of the bacon sent us is due to not having complete exclusion of air from the contents of the box. Even the air spaces left by irregular shape of the cuts should be filled with trimmings. Each piece of the bacon should be rubbed on all sides with its proper portion of the Freeze-Em-Pickle, sugar and salt, and only enough bacon should be put into the box to permit the lid to close down tightly. When the bacon is exposed to the action of the air you are bound to have discoloration of the top layer of your bacon.

The proper way to fill the box is—pack the bacon, skin-side down; fit each piece in carefully to fill the box in flat layers and tamp down each layer with a tamper as solidly as possible. Leave no vacant spaces or air pockets, even if those spaces have to be filled with trimmings that have been mixed with the proper proportion of curing mixture. The top layer of bacon put in, skin side up. After packing the bacon, put the rack or wooden grating in place over the bacon and a tight cover over that. If the rack is too low to allow compression of the bacon after the cover is fastened down, blocks or boards must fill in between the rack and the cover. The juices which develop will then remain between the slats of the rack or grating: they are absorbed by the bacon.

If you will observe these suggestions you will have no further dry spots on the bacon and you will not have the losses from shrinkage that you have had.

To obtain a clear, appetizing bacon, it is necessary to clean the skin thor-

oughly at killing. Heller’s Hog Scald loosens the scurf and the hair and the filth in the pores, so that scraping is a simple and easy matter.

**SOFT BACON**

**Question.**—F. D. S. CO. writes: “For some time, we have been using your Freeze-Em-Pickle for curing ham and bacon. The bacon seems to cure very well, but does not remain firm when taken out of the ice box as the bacon sold by many of our competitors. Our hogs that we butcher are all solid, corn-fed hogs. After being killed, they hang in coolers 48 hours to chill, though it is possible, in some cases after the sides have been cut, that they remain too long in a room of higher temperature, and are taken down and put into cure before they are thoroughly chilled.

Our bacon is put down in large vats with the following preparation:

Freeze-Em-Pickle, one part,
Sugar, one part,
Salt, two parts,
Water, none.

Butcher: “I had to let my old clerk go because he declared a profit-sharing sys-

Customer: “What’s wrong with that?”

Butcher: “He forgot to tell me about it.”

**EASY?**

“What’s all dat noise gwine on ovah at the market today?”

“Dat? Why, dat was nothin’, only the gen’man from the refrigerator company collecting his easy payments from the boss.”
The bacon is weighted down in the vats. We call it a dry cure. After a period of three or four days, a pickle forms which will come to the top. The bacon is left in this pickle until it is taken out to soak and smoke, remaining in the vats from 40 days to four or five months. We soak three to five hours at a temperature of 70 degrees, and then smoke.

When it is placed in the coolers it gets firm, but when it is again taken out and left at room temperature for a time, it gets soft and flabby, making it almost impossible to slice with a knife. Our customers complain.

We are wondering if this softness is due to letting the bacon remain in the pickle it creates itself. Do we cure too long, soak too long, or what is the explanation? We trust we have given you information enough to base your judgment on.

Answer.—In the correct Freeze-Em-Pickle process, as described in the inclosed circular, meats come out of cure in the consistency in which they are put down. Firm, corn-fed hogs, properly chilled after killing and promptly put into cure without first warming, must go into cure firm and come out firm.

According to your letter, "in some cases after the sides have been cut, it is possible that they remain too long in a room of higher temperature and are taken down and put into cure before they are thoroughly chilled." At such times you would not only fail to produce a firm bacon, but you would incur great risk of spoiling it entirely, especially if heavy bellies are used. Forty-eight hours chilling, at the temperature advocated on pages 42 to 45 of our Secrets of Meat Curing and Sausage Making, is sure to remove all animal heat and properly prepare meats for cure. If rewarming in the cutting room cannot be avoided, chill the cuts again before putting them into cure.

Your method of curing is a modified dry cure which does not insure best results. It would be comparable with the Freeze-Em-Pickle box cure if the meat were packed to exclude all air pockets and then tightly covered to keep off air. Properly put down, the bacon reabsorbs the meat juices pressed out in the early stages of the cure and the curing agents dissolved in them. It produces bacon that, with proper methods, remains firm and solid after smoking. The inclosed circular explains the process. We have reports of bellies weighing anywhere from 3 to 40 pounds, cured by this method and commanding a premium over bacon cured by other methods. It is more than likely that the firmer bacon of others you mention is cured in this way, for some of the finest brands owe their fame to the Freeze-Em-Pickle process.

Your 3 to 5 hour soaking at 70 degrees, is excessive and forms another cause of your soft bacon. In the Freeze-Em-Pickle box cure, or even in your modified form of it, the meats can only reabsorb their own juices and the curing agents and, if our formula is followed, it comes out a beautiful mild-cured bacon that needs very little soaking. A half hour, in water at 60 degrees F, is ample, no matter how long the bellies were in cure.

After a cool smoke, cool the bacon at room temperature before putting it into the cooler. Leave it in the cooler 24 hours before delivering.

If all these things are faithfully observed, "solid, cornfed hogs" should never fail to turn out firm bacon that will slice firm and fry firm.

HAM SLICES TOO DARK

Question.—G. M. Co. writes: "The writer has supervision of plant operations and is not entirely satisfied with results obtained on our hams. We use your Freeze-Em-Pickle, as well as a number of your other products. The hams come out firm and the taste is very good, but the inside color is quite dark and, when cut, they have not the nice light color our competitors' hams have.

We inclose a confidential copy of our formula. We find this amount of brine just about right for three barrels of hams holding 285 pounds each. We overhaul on the fifth, tenth and fifteenth day. We often find it necessary to hold hams three to five days before putting them into cure; in that case, we rub them lightly with salt and Freeze-Em-Pickle.

We trust we have made clear our method of handling and that you can suggest some changes that will enable us to get the desired results."
**Answer.**—Freeze-Em-Pickle is far more economical than you supposed. According to your formula, you have been using 50 percent more of it than necessary. It is to the credit of Freeze-Em-Pickle that, even with such excessive use, it did not affect the taste as cruder curing methods would have affected it.

The correct proportions for Freeze-Em-Pickle ham curing brine are as follows.

<table>
<thead>
<tr>
<th></th>
<th>For each 100 lbs. of hams</th>
<th>For each 100 gals. of water</th>
</tr>
</thead>
<tbody>
<tr>
<td>Common salt</td>
<td>8 lbs.</td>
<td>133 lbs.</td>
</tr>
<tr>
<td>Freeze-Em-Pickle</td>
<td>1 lb.</td>
<td>17 lbs.</td>
</tr>
<tr>
<td>Best granulated sugar</td>
<td>2 lbs.</td>
<td>33 lbs.</td>
</tr>
<tr>
<td>Water</td>
<td>6 gal.</td>
<td></td>
</tr>
</tbody>
</table>

When the ingredients are entirely dissolved, this will test 70 degrees on the salimeter. The ground spices you have been adding would be more effective if you pumped your hams and suspended the spices in the pumping brine also. We advise pumping because it prevents bone sour while the curing brine penetrates from the outside; because it promotes a more even cure of the meat; and because it reduces the time in cure by one-fifth.

Following is the formula for the Freeze-Em-Pickle pumping brine. Mix any quantity in these proportions.

1 pound Freeze-Em-Pickle,  
2 pounds dry salt,  
1 pound best granulated sugar,  
1 gallon water.

Use this at the rate of one ounce pumping brine to the 100 pounds of ham. On the salimeter it will show well above the 100 mark, about 105 if it were calibrated that high.

Your practice of lightly rubbing the hams with salt when compelled to hold them a few days before curing, is proper; but be sure to keep them at as low a temperature as you may have, without freezing. The Freeze-Em-Pickle may be omitted in this temporary salt rub. If you mean that you sometimes find it necessary to hold them 3 to 5 days after curing and smoking, then we advise simply holding them in a dry cooler without salt rub.

If you will follow these directions, you should produce ham that will more than hold its own in competition with ham not similarly cured.

---

**HOLDING SURPLUS MEATS**

**Rolled Boneless Butts**

**Question.**—A. G. writes: “I would ask you a few questions I wish made clear in regard to holding ham and bacon.

1.—Will it hurt hams and bacon to freeze them before curing?

2.—Will it injure them in any way to freeze the same after curing and before smoking?

3.—Will it injure the same to freeze them after smoking?

4.—If I should cure in closed tierces, would it be all right after the meats have been properly cured, to draw off the pickle and then put them into my freezing room, at a temperature of say 25 degrees F., and kept in the tierce?

5.—What do other packers do with their Boston butts when the sale on them is slow? Please advise on all these points by number. I have built a cold-storage plant containing large chill, freezing and storage rooms, and if your products continue to give satisfaction will give you a great deal of business in the future.”

**Answer.**—1.—Freezing surplus green hams and bacon will not injure them if it is properly done. In large packing houses, only about one-third of the winter kill is cured as soon as the meat comes from the cutting room: the other two-thirds, particularly of the bellies, are frozen and stored in the frozen state. Wrap the bellies, two to four in each bundle, in two sheets of parchment paper. Tie each bundle securely and lay them, side by side, in racks, leaving room for circulation of cold air between bundles. Pile the racks in the sharp freezer, at 5 degrees below zero F and freeze 48 hours at this temperature. Slow freezing at higher temperature ruptures the cells of the meat and causes it to decompose more rapidly after thawing out. After 48 hours, remove the bundles to cold storage temperature of 15 degrees F.
and stack them up, without racks, to the ceiling if necessary. The wrapping prevents meats from becoming "woody" in cold storage and facilitates separating them for thawing out at curing-cellar temperature as needed for curing.

Hams may be treated in the same manner, but it is not customary to wrap them.

Meats frozen green cure in about one-fifth less time than the unfrozen meats. Their keeping quality, when cured and smoked, is not quite equal to that of meats which have not been frozen.

2.—If hams or other sweet-pickle meats are not immediately to be smoked, they can be held in pickle perhaps 10 days longer, providing the cooler has a temperature of 38 to 40. This may necessitate an extra overhauling, but in any event do not allow the pickle to become ropy or the meats to become "rusty." If there is still no demand for them, take them out of the brine and drain them on racks overnight. Pack in barrels or tierces very compactly and put them into constant temperature of 28 to 30 degrees F.

3.—To freeze hams or bacon after smoking would injure their appearance. The thawing would take out the smoke color and cause them to look sloppy and stale. Though the meat is not injured, except in appearance, such hams and bacon would have to be resmoked to make them salable. It is much better to freeze them green and cure and smoke them as needed.

4.—To draw the brine off cured meats and then store them in the same tierces is all right; but storing them at 25 degrees F. would slowly freeze them and slow freezing is what does the injury. The old practice of draining cured meats and storing them at 28 to 30 degrees is better. There is salt enough in them to prevent hard freezing them and still that temperature is low enough to keep the meat a long time. We have known hams to be so held for a year and then smoke out like newly cured hams. But the hams must not be over cured when the brine is drawn off.

5.—Surplus shoulder butts should be boned out and then Freeze-Em-Pickle dry-cured in boxes, like fancy bacon bellies, either with or without spices. They are most profitably used to make capicolla or rolled boneless butts in beef bungs, and that is what packers usually do with them. If they are sweet-pickle cured they must be promptly taken out of the pickle when cured, as they become pickle soaked very easily. This method is fully described on pages 104 to 107 of our Secrets of Meat Curing and Sausage Making.

On taking the butts out of cure, soak them in tepid water (about 80 degrees F.) 2 minutes for each day in cure. Stuff into beef bungs, one large butt or two small butts into a bung, the flat sides facing one another. Tie both ends under skewers, with a loop for hanging. Puncture well with a fork, hang to dry on the surface, and smoke cold till colored to suit. Then wrap with twine, the loops one-half inch apart. They may be sold cooked or uncooked. Cook 30 minutes for each pound, at 160 degrees F. Rinse with boiling water and then immerse a few minutes in cold water.

If you want to make capicolla, sprinkle the boneless shoulder butt before stuffing with 1 pound Zanzibar-Brand Spanish Sausage Seasoning to the 100 pounds of meat.

So if you have a surplus of butts, freeze them as described under No. 1 and cure them as needed for rolled boneless butts or capicolla.

We are pleased to note your expansion and hope our ready advice may have had a part in bringing it about.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
Momsies are an astounding success. Momsie Mix has now been on the market three months and already enjoys a distribution through every section of the vast country. Every mail brings enthusiastic reports, unsolicited testimonials and stacks of orders. The verdict, "Delicious," comes to us so emphatically and in so many variations that it suggests the remarkable design above.

The true test of a new product is the proportion of repeat orders and it is in repeat orders that Momsie Mix breaks all records. It seems that the public has taken to Momsies in a manner rarely, if ever, equaled by a new food product. Butchers that are taking advantage of this favorable reception are "cashing in" on it.

The name, "Momsies," appeals to the public as a reminder of the good things mother made. The butcher prepares the bulk Momsies and the restaurant, sandwich stand and housewife prepare a rich, satisfying sandwich in a minute's time.

The butcher who sells Momsies has no worry about meat curing, casings, stuffing, smoking, and cooking. With a meat grinder, a mixing tub, and Momsie Mix, he is always prepared to make profitable use of trimmings and slow-moving cuts.

There are nine varieties of Momsie Mix, as listed in the advertisement on page 33. A one-pound package of any variety contains all the ingredients of Momsies, except the meat, fat and ice or ice water. The butcher simply runs the mixture through the finest plate of a meat grinder, displays it on a tray or platter with a special card we furnish free, and the customer makes the bulk Momsies into Momsie sandwiches and other delightful forms of Momsies.

With each shipment of Momsie Mix is packed a supply of circulars which give complete directions for preparing Momsies in various ways. These circulars may be handed by the butcher to purchasers of bulk Momsies or packed in the parcels.

The far-seeing butcher takes a lesson from his competitor's success. It may serve to correct a possible fault in his own business.

Little Boy: "Gimme a pound of frankfurters before the row starts."
Butcher: "What's the row about and when is it going to start?"
Little Boy (taking the package): "It starts right now. I haven't any money to pay for the frankfurters."

B. Heller & Company, Mfg. Chemists, Chicago, U. S. A.
WANTED AND FOR SALE

FREE ADVERTISING:—We place this space at the disposal of our customers and other friends absolutely free of all cost. If you desire an employe to fill any position, or if you are an employe and want to change your employment, you are invited to state your wants in these columns free of charge. If you wish to buy, sell or trade a business, a plant of machinery, or any part of your plant—advertise it in this space without cost to you. Let us help find the right employe, or aid in getting a better position for the worker. Any reputable advertisement inserted here of charge. Consider that this space belongs to you, and use it freely. It can help you. Address all communications to B. Heller & Co., Chicago, U. S. A.

MARKETS FOR SALE

Arkansas market in town of 2,900; 2 ice-boxes, 2-ton ice machine, 2 Detroit scales, 3 square blocks, 2 60-gal. kettles, etc. Will sell cheap. M. B., c/o B. Heller & Company, Chicago, Ill.

Mkt. in Ark. town of 4,500. $14,000 worth equipment, practically new. Business has averaged $40,000 per yr. for past 10 yrs. P. J. S., c/o B. Heller & Co., Chicago, Ill.

Fully equipped market in Conn. city of over 100,000. Business over $60,000 yearly. Long lease at reasonable price. Will sell for $6,000 complete. J. S. R., c/o B. Heller & Co., Chicago, Ill.

Meat market for sale; only exclusive meat market in town of 150,000 in Fla. Doing $8,000 monthly, strictly cash. Very little overhead. Going into the wholesale manufacture of sausage reason for selling. W. M. Co., c/o B. Heller & Co., Chicago, Ill.

Illinois market doing from $11,000 to $12,000 business per mo. Located in town of 28,700; $126,000 business last year. Write for further details. C. O. S., c/o B. Heller & Co., Chicago, Ill.

For sale or rent—market located in town of 600. Modern equipment, best that money can buy. Good farming territory to draw trade from. Further details given upon request. C. H., c/o B. Heller & Co., Chicago, Ill.


Market in Illinois town of 36,000 for sale. Fully equipped, including sausage fixtures. Will sell part terms to responsible party. Photograph of market on request. H. M., c/o B. Heller & Co., Chicago, Ill.

For sale or lease. Fully equipped market located in Chicago. Large store, good location. A No. 1 fixtures. Rent $125 per mo. Will sell for $300. H. & S., c/o B. Heller & Co., Chicago, Ill.

Indiana market located in town of 9,000. Rent $50 per mo. Mostly cash business. Fully equipped including cooler with 8-ton York machine, 22 ft. double refrigerator counters with 1-ton ice machine, 3 computing scales, 4 blocks, 2 cutting benches and complete back room outfit. Will take $7,000 for it. G. H. M., c/o B. Heller & Co., Chicago, Ill.
SUCCESS WITH MEAT


Old established business located on corner in business loop. Town of 24,000 in Iowa. Mkt. has a reputation for handling quality meat and has high class trade. Light overhead, reasonable rent. C. M., c/o B. Heller & Co., Chicago, Ill.

Up-to-date Iowa market in town of over 24,000 for sale. Equipment includes marble tile front ice box, 2-ton Climax ice machine, National cash register, elec. Globe slicer, Hobart meat grinder, sausage stuffer, etc. Also truck. Rent $37.50. W. D., c/o B. Heller & Co., Chicago, Ill.

Iowa market located in town of 1,400 for sale; $1,200 to $1,300 cash for stock and fixtures. Must have change of climate reason for selling. J. W., c/o B. Heller & Co., Chicago, Ill.

Kansas market for sale. Only exclusive mkt. in town of 20,000. Equipment includes Hussman display counter, Sterling ice machine, 2 coolers, back room fully equipped, sausage grinder, lard room, smoke house, etc. Business $35,000 annually. Rent $70. G. H. H., c/o B. Heller & Co., Chicago, Ill.


Centrally located market in Mississippi town of 13,200. Rent $20 per mo. Hussman ice box, 14-ft. display case, both installed with Frigidaire. Elec. Dayton computing scales, meat slicer, Ford coupe, bicycle, etc. Only $4,000. Left a widow and cannot handle business. Mrs. H. B. B., c/o B. Heller & Co., Chicago, Ill.

Must be sold at once! Market in Missouri town of 1,500. Fully equipped including platform scales, display counter, Jimm Vaughn meat cutting machine, U. S. bacon slicer, sausage mill, etc. Also rendering outfit, and delivery horse, cart and harness. Will sell for $5,000. E. M. M., c/o B. Heller & Co., Chicago, Ill.

Only butcher shop in town of 400 in Nebraska. Business $400 per wk. Equipment includes ice box, Baker ice machine, grinder, sausage stuffer, mixer, etc. Also smoke house. P. C., c/o B. Heller & Co., Chicago, Ill.


Well established Oklahoma market. Population of city over 102,000. Good lease, good location, all mechanical refrigeration. Did $40,000 business last year. Write for further details. O. L. O., c/o B. Heller & Co., Chicago, Ill.

Market in Texas town of 2,000. Equipped with Frigidaire. Hussman upright cooler, U. S. slicer, 2 blocks, cash register, fish box, etc. O. F. W., c/o B. Heller & Co., Chicago, Ill.

Fully equipped market in West Virginia town of over 20,000. Refrigerator cooled by Frigidaire, Enterprise grinder, show cases, meat scales, cash register, grocery scales, Hobart coffee grinder, Burrough adding machine, Dodge truck, etc. Will consider $12,000 as market stands. Business averages $55,000 to $62,000 per yr. G. C., c/o B. Heller & Co., Chicago, Ill.

Wisconsin market in town of over 20,000. $55,000 worth of business last year. Building in good condition, Hussman display counter, also ice box. Three large rooms Back room is used for dressing chickens, veal and lamb. G. R. C., c/o B. Heller & Co., Chicago, Ill.

For sale—Wisconsin market in town of 7,300. Equipment includes ice box, McCray refrigerator, Toledo scale, American slicer, National cash register, Champion account register, 2 meat blocks, roll top desk. N. J. N., c/o B. Heller & Co., Chicago, Ill.

MARKETS WANTED

Market wanted in Illinois. Give location, population, price, etc. G. U., c/o B. Heller & Co., Chicago, Ill.

Party wants to buy a market in Minnesota. Give size of town, business per day, etc. A. U., c/o B. Heller & Co., Chicago, Ill.

Market wanted. Send full information concerning equipment, population of town, etc. J. W., c/o B. Heller & Co., Chicago, Ill.
SUCCESS WITH MEAT

WANTED—Medium sized market and groc. in Middle Western States. Give full details. H. F. H., c/o B. Heller & Co., Chicago, Ill.

LAND IN EXCHANGE FOR MARKET
Located in Florida. 20 acres full bearing orange grove, connected with 40-acre hog farm. Good house and outbuildings. Value $26,000. Will exchange for small packing plant, sausage factory or large meat market. If interested, write for further details. G. V. B. c/o B. Heller & Co., Chicago, Ill.

MACHINERY FOR SALE


Small size Superior mixer, 150-lb capacity, for sale by man in Iowa. Only $40.00 if taken at once. G. C. R., c/o B. Heller & Co., Chicago, Ill.

No. 1 Buffalo mixer, capacity 75 to 100 lbs., in first class condition. Used less than two years. Located in Iowa. A. O. R., c/o B. Heller & Co., Chicago, Ill.


Peerless meat and bone saw, used only six months. Equipped with motor to operate. Price $100.00 f.o.b. Dubuque, Ia. G. C. R., c/o B. Heller & Co., Chicago, Ill.

Buffalo sausage mixer, capacity 150 lbs., good as new, for sale by party in Wisconsin. B. H., c/o B. Heller & Co., Chicago, Ill.

MACHINERY FOR SALE
Jim Vaughn slicer, used only 2 yrs. For sale by party in Florida. Original price $495. Will sell for $300. A. J. W., c/o B. Heller & Co., Chicago, Ill.

For sale, in Michigan, 16-ft. Hussman freezer display case with ice compartments on both ends. C. H., c/o B. Heller & Co., Chicago, Ill.

The following are for sale in Illinois:
1 No. 52 Grinder
1 No. 1 200-lb. Meat Mixer
1 No. 54 Upright Stuffer
1 No. 273 Silent Cutter

MACHINERY WANTED


Enterprise grinder, No. 52 or No. 41, with grinder attached, wanted by party in Kentucky. H. B., c/o B. Heller & Co., Chicago, Ill.

POSITIONS OPEN

Position open for high class man to act as foreman of plant. This plant cures meat, makes sausage, ham and pork rolls. Salary no object if party meets requirements. L. P. C., c/o B. Heller & Co., Chicago, Ill.

POSITIONS WANTED


B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
SUCCESS WITH MEAT

Wholesale Net Price List
JANUARY 1929

“HELLER PAYS THE FREIGHT”

Freight allowed on shipments from Chicago on 100 lb. lots or over, and on shipments of less than 100 lbs. when order amounts to $30.00 or over.

NOTE:—No shipments will be made direct from Chicago to the following points: Washington, Oregon, California, and Idaho. Customers located in these States will please obtain prices, terms, etc., from Firms on Coast representing us.

PRICES in this list are our Wholesale Net Prices at the time of going to press and they are subject to change without notice.

ALL ORDERS are entered at the market price when received.

MOMSIE MIX
Reg. U. S. Pat. Off. Reg. in Canada

Momsie-Mix, one of our newest products, will enable you to offer to your customers something new; something that is entirely different from the old styles of sausage and ground meat.

Momsie-Mix is used in a very easy manner—it is simply mixed thoroughly with the chopped meat and fat, to which the necessary amount of ice water has been added. Nothing else should be used, as everything necessary is in Momsie-Mix. No casings are necessary—no stuffing—no smoking. A one-pound package is used with 8 lbs. of meat, and 2 lbs. of fat. Directions are on each package.

The product that you will produce with Momsie-Mix is known as "Momsies". You will have a ready sale for Momsies to housewives and cooks, sandwich stands and hot-tamale vendors, restaurants and hotels, camps and boarding houses. We recommend making them up into flat cakes or patties and frying them in hot fat.

MOMSIES—The One Minute Meal

We furnish price-signs free with each order, these signs to be used in displaying the Momsies.

Momsie-Mix is put up for making a number of different kinds of Momsies. A complete list is shown below. Be sure to specify the kinds you want when ordering.

Coney Island Momsies Yankee Style Momsies
Dixie Special Momsies Frankfurt Style Momsies
Southern-Style, Extra Hot, Momsies
English Breakfast Style Momsies
Hamburger Style Momsies
Swedish Style Momsies
Hungarian Style Momsies

MOMSIE MIX

PRICES Per Pound

<table>
<thead>
<tr>
<th>Trial case, 15 one-lb. packages</th>
<th>$0.23</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/4 case, 25 one-lb. packages</td>
<td>.22</td>
</tr>
<tr>
<td>1/2 case, 50 one-lb. packages</td>
<td>.21</td>
</tr>
<tr>
<td>1 case, 100 one-lb. packages</td>
<td>.20</td>
</tr>
<tr>
<td>2 to 5 case shipment, 100 one-lb. packages each</td>
<td>.19</td>
</tr>
<tr>
<td>1/2 barrel, 200 lbs.</td>
<td>.18</td>
</tr>
<tr>
<td>1 barrel, 400 lbs.</td>
<td>.17 1/2</td>
</tr>
</tbody>
</table>

FREEZE-EM
Reg. U. S. Pat Off Reg. in Canada

A PURIFYING AGENT

Freeze-Em is a most excellent purifier for cleaning Ice Boxes, Meat Blocks, Meat Hooks, Pails, Tubs, and all kinds of butchers' and sausage makers tools and utensils. For this purpose a tablespoonful of Freeze-Em is used in a half pail of hot water.

NOTE:—Do not confuse Freeze-Em with Freeze-Em-Pickle as they are two entirely different preparations.

PRICES

<table>
<thead>
<tr>
<th>1-lb. bottle</th>
<th>$1.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single 5-lb. bottles, per lb.</td>
<td>.85</td>
</tr>
<tr>
<td>1/2 dozen 5-lb. bottles, per lb.</td>
<td>.75</td>
</tr>
<tr>
<td>1 dozen 5-lb. bottles, per lb.</td>
<td>.73</td>
</tr>
<tr>
<td>2 dozen 5-lb. bottles, per lb.</td>
<td>.70</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>1-lb. can., per pound</th>
<th>1.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single 1-lb. cans, per pound</td>
<td>.85</td>
</tr>
<tr>
<td>1/2 dozen 1-lb. cans, per pound</td>
<td>.80</td>
</tr>
<tr>
<td>1 dozen 1-lb. cans, per pound</td>
<td>.75</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>5-lb. can, per lb.</th>
<th>.75</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single 5-lb. can, per lb.</td>
<td>.65</td>
</tr>
<tr>
<td>1/2 dozen 5-lb. cans, per lb.</td>
<td>.63</td>
</tr>
<tr>
<td>1 dozen 5-lb. cans, per lb.</td>
<td>.57</td>
</tr>
<tr>
<td>25-lb. pails, per lb.</td>
<td>.55</td>
</tr>
<tr>
<td>50-lb. pails, per lb.</td>
<td>.53</td>
</tr>
<tr>
<td>100-lb. kegs, per lb.</td>
<td>.52</td>
</tr>
<tr>
<td>300-lb. half-barrels, per lb.</td>
<td>.50</td>
</tr>
<tr>
<td>600-lb. barrels, per lb.</td>
<td>.50</td>
</tr>
</tbody>
</table>
SUCCESS WITH MEAT

ZANZIBAR-BRAND

Prepared Sausage Seasonings

A Special Seasoning for Each Kind of Sausage, Sausage Meat, and Meat Loaf

Zanzibar-Brand Prepared Sausage Seasonings are made only of spices tested for purity and strength. They are finely ground, and of the highest quality of absolute purity and unvarying full strength and aroma, and packed in sealed cans. They impart a delicious, zestful, appetizing seasoning with a pronounced pleasing aroma. These seasonings are guaranteed by us and they comply with the National and State Pure Food Laws. They are put up in 10, 25, 50, and 100-lb. cans, and in 300-lb. barrels.

Dixie Special Pork Sausage
English Breakfast Pork Sausage
Hungarian Pork Sausage
Old-Style Southern Farm Sausage
Old-Style Southern Farm Sausage, Extra Hot
Yankee-Style (with sage) Pork Sausage
Blood Sausage
Bologna
Braunschweiger Liver
Corned Beef
Frankfurt or Wiener Sausage
German Mettwurst (without whole spice)
Hamburger
Head Cheese and Souse
Minced Ham
Pickled Tongue and Pig Feet
Polish Sausage
Poultry Seasoning
Salami Sausage (contains whole pepper and whole mustard seeds)
Scrapple
Spanish Sausage Seasoning
Summer or Cervelat Sausage (contains whole pepper and whole mustard seeds)
Swedish Mettwurst
Swedish Potato Sausage

PRICES PER POUND

<table>
<thead>
<tr>
<th>10-lb. cans</th>
<th>25-lb. cans</th>
<th>50-lb. cans</th>
<th>100-lb. cans</th>
<th>150-lb. cans</th>
<th>300-lb. cans</th>
<th>bbls.</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.55</td>
<td>$0.53</td>
<td>$0.52</td>
<td>$0.51</td>
<td>$0.49</td>
<td>$0.47</td>
<td></td>
</tr>
</tbody>
</table>

Zanzibar-Brand

PURE GARLIC POWDER

Pure Garlic dried, then finely powdered. Ready for use at all times.

1-pound cans, per lb. $1.05
5-pound cans, per lb. $1.00
10-pound cans, per lb. $0.99
25-pound cans, per lb. $0.98
50-pound cans, per lb. $0.97
100-pound cans, per lb. $0.95
Barrels, 250 pounds, per lb. $0.90

B. HELLER & COMPANY'S
FREEZE-EM-PICKLE
Reg. U. S. Pat. Off. Reg. in Canada

For Curing Meat

Freeze-Em-Pickle cures and preserves all kinds of Meats and Meat Products. By our method of using Freeze-Em-Pickle, a Fine Mild Cure is produced, giving the meat an excellent flavor. The cure will be uniform and the meat will have a beautiful appetizing appearance.

Meat for sausage can be kept for six months or longer, with the use of Freeze-Em-Pickle, and the sausage meat so stored will make better sausage than can be made from fresh meat.

It works equally as well for brine as for dry salting. The use of Freeze-Em-Pickle is permitted in United States Government Inspected Packing Houses. It is guaranteed to comply with the requirements of the United States Pure Food Law.

Package Prices Per Lb.

15-pound Trial Cases $0.28
25-pound cases $0.26
50-pound cases $0.25
100-pound cases $0.24 1/4

Write for Prices on Larger Quantities in Bulk

ROYAL-ZEST
Prepared Poultry Seasoning

A blend of carefully selected aromatic herbs, roots, spices, etc. Gives an appetizing zest to poultry, game, fish, dressings, gravies, etc.

Finely ground so that it mixes readily and evenly through all kinds of food. Chefs of many of the highest class Hotels and Restaurants say that it gives a flavor that is impossible to obtain by any other means.

We guarantee this seasoning to give satisfaction.

PRICES

12 1/2-oz. cans, (15c sellers) per dozen $1.20
1 1/2-lb. cans, each 1.00
1/2-doz. 1 1/2-lb. cans, 5.50
1 doz. 1 1/2-lb. cans 10.00

ZANZIBAR-BRAND

Garlic Powder Compound

This Garlic is a dry powder made from Fresh Garlic with Cereal added to absorb and hold the essential flavoring principle of the Garlic. This Method of using Garlic permits the Delicious Flavoring Properties to be easily and thoroughly mingled with the foods to be flavored. It is Excellent for Flavoring Bologna, Frankfurt Sausage, Corned Beef, Chile Sauce, etc.

PRICES Per Lb.

1-lb. cans $0.70 25-lb. cans $0.63
5-lb. cans $0.65 50-lb. cans $0.62
10-lb. cans $0.64 100-lb. cans $0.61
Barrels, 250 pounds $0.60

"HELDER PAYS THE FREIGHT"
SUCCESS WITH MEAT

Zanzibar-Carbon Brand

CASING BROWN MIXTURE

A Color for Smoked Sausage Casings

A strictly high grade Food Color for producing a beautiful, rich Smoke Color on all kinds of smoked sausage casings. Made with Colors certified by the Department of Agriculture and complying with the United States Pure Food Law. Zanzibar-Carbon-Brand Casing Brown Mixture is guaranteed not to fade and will produce the same uniform result at all times. The standard for all sausage smokers for many years.

PRICES Per Lb.

1-pound cans ........................................... $3.50
5-pound cans ........................................... 3.45
10-pound cans ......................................... 3.40
25-pound cans .......................................... 3.35
50-pound cans ......................................... 3.30
100-pound cans ....................................... 3.25

Zanzibar-Carbon Brand

CASING YELLOW MIXTURE

A Color for Liver-Sausage Casings

For producing an appetizing, Light Smoked appearance on Liver Sausage Casings. Guaranteed to produce a uniform shade at all times. Made with certified Pure Food Colors. Zanzibar-Carbon-Brand Casing Yellow Mixture is in powder form, highly economical to use.

PRICES Per Lb.

1-pound cans ........................................... $4.00
5-pound cans ........................................... 3.95
10-pound cans ......................................... 3.90
25-pound cans .......................................... 3.85
50-pound cans ......................................... 3.80
100-pound cans ....................................... 3.75

COLD STORINE


For making a solution in which to store sausage, poultry and meat products etc., without becoming gray or slimy or losing the fresh appetizing appearance. Legal to use under Pure Food Laws.

PRICES Per Pound

15-lb. Special Trial case ................................... $0.38
1/2-case (25-lb. cartons) .................................. .37
1/2-case (50-lb. cartons) .................................. 36
1 case, 100-lb. cartons ................................... 35
1/2-barrel, 250 pounds .................................... .28
1 barrel, 500 pounds ..................................... .26
6-barrel contracts (2 bbls. delivered at one time) ....... .25

WHITE KONSERVIRUNGSSALT

Trade Mark Registered

For Keeping Fresh Meats and Sausages

For salting and keeping in good condition Pork and Liver Sausage Meat Head Cheese, etc., and for preserving fresh meats such as Veal, Mutton, Game, etc.

PRICES Per Pound

15 1-pound cartons, in case .................................. $0.38
1/4-case, 25 1-lb. cartons .................................. .36
1/2-case, 50 1-lb. cartons .................................. .35
1 case, 100 1-lb. cartons .................................. .34
1/2-barrel, 250 pounds .................................... .30
1 barrel, 500 pounds ..................................... .28

RED KONSERVIRUNGSSALT

Trade Mark Registered

For Curing Meats and Trimmings

For curing Hams, Bacon, Tongues, Dried Beef, Pickled Pigs Feet, Head Cheese, Meats, etc., and for salting Bologna and Frankfurt Sausage Meat.

PRICES Per Pound

15 1-pound cartons, in case .................................. $0.38
1/4-case, 25 1-lb. cartons .................................. .36
1/2-case, 50 1-lb. cartons .................................. .35
1 case, 100 1-lb. cartons .................................. .34
1/2-barrel, 250 pounds .................................... .30
1 barrel, 500 pounds ..................................... .28

“A” CONDIMINTEINE


A condimental preservative for Pork Sausage, Liver Sausage, Head Cheese, Sausage Meats, etc. It does not alter the natural color of the meat. “A” Condimentine complies with Federal Pure Food Laws and Regulations. Permitted in Government Inspected Packing Houses.

PRICES Per Pound

15-lb. Special Trial case ................................... $0.32
1/4-case (25-pound cartons) ............................. .31
1/2-case (50-pound cartons) ............................. .30
1 case, 100-lb. cartons ................................... .29
1/2-barrel, 200 pounds .................................... .26
1 barrel, 400 pounds ..................................... .23
5-barrel contracts (1 bbl. delivered at one time) ........ .22

“B” CONDIMINTEINE


A condimental preservative for Smoked Sausage, Bologna, Frankfurt, Ham-Bologna, Summer Sausage, Meat Loaves, etc. The use of “B” Condimentine is permitted in Government Inspected Packing Houses. It complies with requirements of the Pure Food Laws and Regulations.

PRICES Per Pound

15-pound Special Trial cases ............................ $0.32
1/4-case (25-pound cartons) ............................. .31
1/2-case (50-pound cartons) ............................. .30
1 case, 100-lb. cartons ................................... .29
1/2-barrel, 200 pounds .................................... .26
1 barrel, 400 pounds ..................................... .25
5-barrel contracts (1 bbl. delivered at one time) ........ .22

"HELLER PAYS THE FREIGHT"
**ASEPTIFUME**
Aseptifume is used for purifying the Air and Destroying Obnoxious Odors in Hide Rooms, Rendering Rooms, Slaughter Houses, and other places. Using Aseptifume will put food-storage places in a better and more wholesome condition.

**PRICES**

<table>
<thead>
<tr>
<th>5-POUND CANS</th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>5-pound can</td>
<td>$0.85</td>
</tr>
<tr>
<td>6-pound cans</td>
<td>$0.83</td>
</tr>
<tr>
<td>12-pound cans</td>
<td>$0.81</td>
</tr>
<tr>
<td>24-pound cans</td>
<td>$0.79</td>
</tr>
</tbody>
</table>

**BULK**

| 25-pound pails | $0.71 |
| 50-pound pails  | $0.70 |
| 100-pound kegs   | $0.69 |
| 200-pound half-barrels | $0.68 |
| 500-pound barrels | $0.67 |

**ZANZIBAR-BRAND**
**CURRY POWDER**
A combination of high-grade spices and herbs, blended so as to produce the real delicious Curry Flavor.

**PRICES**

<table>
<thead>
<tr>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>6-lb. Cans</td>
</tr>
<tr>
<td>10-lb. Cans</td>
</tr>
<tr>
<td>25-lb. Cans</td>
</tr>
<tr>
<td>50-lb. Cans</td>
</tr>
<tr>
<td>100-lb. Cans</td>
</tr>
<tr>
<td>250-lb. Barrels</td>
</tr>
</tbody>
</table>

**ZANZIBAR-BRAND**
**Chile Powder**
Zanzibar-Brand Chile Powder is especially prepared for flavoring or seasoning High Grade Chile Con Carne, Tamales, Enchiladas, Chile Loaves, Chorizos, Gravies, Salads and many other dishes.

**PRICES**

<table>
<thead>
<tr>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>6-lb. Cans</td>
</tr>
<tr>
<td>10-lb. Cans</td>
</tr>
<tr>
<td>25-lb. Cans</td>
</tr>
<tr>
<td>50-lb. Cans</td>
</tr>
<tr>
<td>100-lb. Cans</td>
</tr>
<tr>
<td>225-lb. Drums</td>
</tr>
</tbody>
</table>

**HOG-SCALD**
Hog-Scald softens the scalding water and aids in removing the hair. It also helps to remove the dirt and cleanse the skin of the hog. Hog-Scald is a time and money saver. Its cost is so little compared with the advantages obtained that every one slaughtering hogs should use it.

**PRICES**

<table>
<thead>
<tr>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 10-pound can</td>
</tr>
<tr>
<td>½ case (1/4 doz. 10-lb. cans)</td>
</tr>
<tr>
<td>1 case (1 doz. 10-lb. cans)</td>
</tr>
<tr>
<td>2 cases (1 doz. 10-lb. cans)</td>
</tr>
<tr>
<td>3 cases (1 doz. 10-lb. cans)</td>
</tr>
</tbody>
</table>

**ZANZIBARINE**
Trade Mark Registered
A Specially-Prepared Coloring for imparting a Smoked appearance to Ham and Sausage Strings.

**PRICES**

<table>
<thead>
<tr>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-pound cans</td>
</tr>
<tr>
<td>5-pound cans</td>
</tr>
<tr>
<td>10-pound cans</td>
</tr>
<tr>
<td>25-pound cans</td>
</tr>
<tr>
<td>50-pound cans</td>
</tr>
<tr>
<td>100-pound cans</td>
</tr>
</tbody>
</table>

---

**“HELLER PAYS THE FREIGHT”**
**ZANZIBAR-BRAND**
Reg. U. S. Pat. Off

**CELER Y-ZEST**
(NOT SALTY)
Gives a delicious Celery Flavor to sausage and meat loaves, and adds a delightful Celery Flavor to any food products in which it is used.

**PRICES Per Lb.**
- 6 pound cans: $0.60
- 10 pound cans: $0.57
- 25 pound cans: $0.54
- 50 pound cans: $0.52
- 100 pound cans: $0.50
- 250 pound barrels: $0.48

---

**HYDROMETERS**
**SALOMETERS**
For Testing the Strength of Brine

The accurate way to determine the strength of brine is by the use of a reliable Hydrometer. This Hydrometer is extremely convenient, as it contains a special 100° scale.

These Hydrometers are carefully tested in our Laboratories before being shipped and our certificate of correctness is affixed to each instrument. It is as important to know that the Hydrometer is correct as it is to have one at all.

**PRICES**
- 1 only, in box: $1.25
- 1/4 dozen to box: $3.50
- 1/2 dozen to box: $6.75
- 1 dozen to box: $13.00

---

**ELIMINATE ALL GUESS WORK BY USING OUR COOKING THERMOMETERS**

For Packers, Sausage Makers and Butchers

This Cooking Thermometer is one especially designed and adapted for use when cooking Bologna, Frankfurts, Hams, etc. It is well protected and the scale is in large, plain figures, easy to read. It is 18 inches long.

Another feature is the special scale printed right alongside the degree scale, which shows the proper temperature for cooking Bologna, Hams, Frankfurts, etc.

To produce perfect results an accurate Cooking Thermometer is necessary so that the temperature can be kept at the proper degree when cooking Bologna, Hams etc. A card accompanies each one of these Thermometers, giving full instructions for cooking meats and sausages of all kinds.

**PRICES**
- 1 only, in box: $2.75
- 1/4 dozen to box: $8.00
- 1/2 dozen to box: $15.50
- 1 dozen to box: $30.00

---

**TANALINE**
For Tanning Skins into Furs
Tanalone is easy to use. Anyone can make soft, pliable furs and rugs from skins of all kinds with little work.

**PRICES**
- 1 dozen 3-lb. cartons, in case: $12.00
- 1/4 dozen 3-lb. cartons, in case: $11.75
- 1/2 dozen 3-lb. cartons, 6 doz. cartons in case: $11.50
- 1 gross 3-lb. cartons, 12 doz. cartons in case: $11.25

---

**$1000.00 GUARANTEED**
**ROACH KILLER**
is absolutely guaranteed to Kill Roaches and Water Bugs, when properly applied.

It is prepared so that the Roaches will like it, which insures their eating it. It is absolutely sure to kill the Roaches that eat it, yet it acts so slowly that the poisoned Roaches linger on for several days before dying, during which time they carry to their nests and to their young such powder as may adhere to their bodies. This preparation is made of odorless materials.

**PRICES**
- 1/4 dozen 1 pound cans: $3.75
- 1/2 dozen 1-pound cans: $6.50
- 1 dozen 1-lb. cans: $10.00

---

**$1000.00 GUARANTEED**
**RAT-AND-MOUSE KILLER**
No method is as simple, effective and satisfactory as poisoning with $1000.00 Guaranteed Rat and Mouse Killer, and a supply should be always kept on hand for them. Get the neighbors to use it and so wipe out the rats in the vicinity. Rats and Mice eat it and then generally rush out to escape the burning sensation. The $1000.00 Guaranty and directions for the use of the poison are printed on every can.

**PRICES**
- 1/4-dozen 1 pound cans: $3.75
- 1/2-dozen 1-pound cans: $6.50
- 1 dozen 1 pound cans: $10.00

---

**$1000.00 GUARANTEED**
**ANT-BANE**
A Guaranteed Remedy Against Ants
To obtain the best results, use Ant-Bane liberally and frequently, dusting it over all places where ants run, otherwise good results must not be expected. Our $1000.00 Guaranty is on each package.

**PRICES**
- 1/4-dozen 1 pound cans: $3.75
- 1/2-dozen 1 pound cans: $6.50
- 1 dozen 1 pound cans: $10.00

---

"HELLER PAYS THE FREIGHT"
HELLER'S SANITARY FLUID
A Disinfectant, Deodorizer and Germicide
Heller's Sanitary Fluid is especially recommended for use in Slaughter and Packing Houses, Markets, and all places where foodstuffs and other matters are apt to lodge in floor cracks and elsewhere and there decay to create offensive odors and flies.

PRICES Per Gal.
1 gallon can ................................ $ 2.50
1/2-dozen 1-gallon cans ..................... 12.50
1 dozen 1-gallon cans ...................... 20.00

Compressed Air Sprayer
Especially designed for applying Sanitary Fluid, Fly Killer, Bug Killer, and other liquid disinfectants, germicides, deodorants, and insecticides.

It is well constructed and durable. It throws a forceful uniform, fog-like mist which penetrates into corners, cracks, and crevices. It is simple to operate and works thoroughly and with little effort. Only a few minutes is required to spray a room thoroughly if this atomizer is used.

PRICES
Each ........................................ $0.75
Per dozen ................................ 5.00

$1000.00 GUARANTEED FLY KILLER
$1000.00 Guaranteed Fly Killer destroys flies, gnats and mosquitoes.

It is easy to apply. A hand sprayer which makes a fine mist should be used. Every butcher knows his customers appreciate a market free from buzzing, filthy flies, hovering over the meats, and spreading disease.

PRICES
1 gallon can ................................ $ 3.00
1/2-dozen gallon cans ...................... 12.50
1 dozen gallon cans ...................... 24.00

HELLER'S SANITARY FLUID
A Disinfectant, Deodorizer and Germicide
Heller's Sanitary Fluid is especially recommended for use in Slaughter and Packing Houses, Markets, and all places where foodstuffs and other matters are apt to lodge in floor cracks and elsewhere and there decay to create offensive odors and flies.

PRICES Per Gal.
1 gallon can ................................ $ 2.50
1/2-dozen 1-gallon cans ..................... 12.50
1 dozen 1-gallon cans ...................... 20.00

Compressed Air Sprayer
Especially designed for applying Sanitary Fluid, Fly Killer, Bug Killer, and other liquid disinfectants, germicides, deodorants, and insecticides.

It is well constructed and durable. It throws a forceful uniform, fog-like mist which penetrates into corners, cracks, and crevices. It is simple to operate and works thoroughly and with little effort. Only a few minutes is required to spray a room thoroughly if this atomizer is used.

PRICES
Each ........................................ $0.75
Per dozen ................................ 5.00

$1000.00 GUARANTEED FLY KILLER
$1000.00 Guaranteed Fly Killer destroys flies, gnats and mosquitoes.

It is easy to apply. A hand sprayer which makes a fine mist should be used. Every butcher knows his customers appreciate a market free from buzzing, filthy flies, hovering over the meats, and spreading disease.

PRICES
1 gallon can ................................ $ 3.00
1/2-dozen gallon cans ...................... 12.50
1 dozen gallon cans ...................... 24.00

OZO WASHING POWDER
Prepared especially for use in Packing Houses, Sausage Kitchens, Meat Markets and Slaughter Houses. It cuts grease and cleans well. It maintains a sanitary and wholesome condition wherever foodstuffs of any kind are stored or displayed. It saves work and energy.

PRICES Per Lb.
1/2 case, (1 1/2 doz, 2 1/2-lb. packages) ...... $0.11 1/2
1 case, (3 doz, 2 1/2-lb. packages) ........... .10 1/2
1 barrel (300 lb.) ............................ .05

OZO WASTE PIPE OPENER
It dissolves scum and grease in stopped-up sinks, ice box drain pipes, sewers and water closets, opens them in a few minutes, and ends the trouble. Keep it at hand to use when necessary.

PRICES
Cases of 1 doz. 20-oz. cans, per case ...... $ 4.00
1 10-lb. can ................................ 2.50
1 1/2-case, 6 10-lb. cans, per can .......... 2.45
1 case, 12 10-lb. cans, per case .......... 2.40
3 cases, 12 10-lb. cans, per can .......... 2.35
5 cases, 12 10-lb. cans, per can .......... 2.30

DEODORINE
The Deodorizer That Leaves No Smell
A powerful and effective Deodorizing agent for use in all places where a deodorant is desired which does not give off any odor but quickly destroys the odor with which it comes in contact.

PRICES
1/4 dozen 1-pound cans .................... $ 3.75
1/2 dozen 1-pound cans ................... 6.50
1 dozen 1-pound cans .................... 10.00

TRU-WHITE WASHING POWDER
Tru-White keeps floors, counters, shelves, grinders, utensils, hooks, kettles, etc., in a clean, wholesome condition.

PRICES Per Lb.
50-pound drums ................................ $0.06 1/2
100-pound drums ........................... .06 1/4
280-pound barrels ........................... .06

“HELLER PAYS THE FREIGHT”
BULL-MEAT-BRAND-FLOUR
A CEREAL PRODUCT

FOR BOLOGNA, FRANKFURTS, PORK SAUSAGE, LIVER SAUSAGE, SPANISH SAUSAGE, BLOOD SAUSAGE, MEAT LOAVES, ETC.

Bull-Meat-Brand Flour is a Pure Cereal Product containing no added chemicals of any kind. It is made entirely from grain, and is well adapted for use in making Sausage and Meat Loaves. Its Binding and Nutritive Qualities make it very desirable for use in Sausage and Meat Loaves. Bull-Meat-Brand Flour, being purely a Cereal Product, meets the requirements of the Pure Food Laws.

Bull-Meat Brand Flour is our best quality sausage flour. It is specially prepared for high-grade sausages and meat products of all kinds. It is acknowledged by the best sausage makers to be the most satisfactory blender, binder, and absorbent they have been able to find. Being obtained from the glutinous constituents of selected grains, it is a superior product, as it not only binds perfectly, but also blends the meat juices so that the delicious flavor of the meat is preserved. By retaining the meat juices, etc., it enables the meat in which it is used to retain most of its weight during the cooking process. The sausage maker who desires to turn out the very finest kind of sausages, at an attractive profit, will find Bull-Meat-Brand Flour stands in a superior class of its own.

PRICES PER POUND

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than 10 pkgs, in 5-lb. cartons</td>
<td>$0.10</td>
</tr>
<tr>
<td>1 case (10 5-lb. cartons)</td>
<td>$0.09 1/4</td>
</tr>
<tr>
<td>1 case (20 5-lb. cartons)</td>
<td>$0.09 1/4</td>
</tr>
<tr>
<td>1 drum (125 lbs.)</td>
<td>$0.08</td>
</tr>
<tr>
<td>1 barrel (300 lbs.)</td>
<td>$0.07</td>
</tr>
<tr>
<td>5-bbl. lots, delivered 1 bbl. at a time</td>
<td>$0.06 1/4</td>
</tr>
<tr>
<td>10-bbl. lots, delivered 2 bbls. at a time</td>
<td>$0.06 1/2</td>
</tr>
<tr>
<td>24-bbl. lots, delivered 3 bbls. at a time</td>
<td>$0.06 1/4</td>
</tr>
<tr>
<td>48-bbl. lots, delivered 4 bbls. at a time</td>
<td>$0.06</td>
</tr>
</tbody>
</table>

CHICAGO, U.S.A.
A Perfect Uniform Cure With A Mild, Delicious Flavor.

For Curing Hams, Shoulders, Bacon, Corned Beef, Pickled-Pork, and for Curing All Kinds of Sausage Meat.

COMPLIES WITH THE U. S. PURE FOOD LAWS.