SUCCESS WITH MEAT

August 1916
B. HELLER & CO.

BULL-MEAT-BRAND

TRADE MARK REGISTERED U.S. PAT. OFF.

FLOUR

A CEREAL PRODUCT MADE FROM GRAIN FOR USE IN MEAT LOAVES, BOLOGNA, FRANKFORT, PORK AND OTHER SAUSAGE.

CHICAGO. U.S.A.
SUCCESS WITH MEAT
A Helpful Magazine for all who are Engaged in the Meat Industry
Published by B. Heller & Co.
Calumet Avenue and 40th Street
CHICAGO, U. S. A.
PRINTED FOR FREE DISTRIBUTION AMONG OUR READERS
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Vol. 2  CHICAGO, AUGUST, 1916  No. 2

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No Business Can Stand Still

Not anything is more easily demonstrated than that a business must go forward—that it cannot stand still for any length of time. It must go forward or it will soon begin to go backward. A growing plant, left uncared for, withers and goes to seed, degenerates and either dies or becomes unfruitful. A business house is governed by the same inexorable laws. Big men who carry on the world’s great industrial organizations are continually planning new things to do, evolving new ideas to try out, and new ways to supplant old ways. In a small establishment the responsible head should watch carefully all details of the business, for he is not often in a position to employ first class men to take the details off his hands. In the larger establishments big men leave as many details as possible to competent assistants. Men of large minds can employ their time and talents to better advantage in looking after the big things. But in smaller shops and business plants, the proprietor must be ever watchful of the small things that cause waste and loss.

Enterprise consists in holding old trade and securing as much new trade as possible. Action is the mainspring of business building. No one can sit back in an office chair and simply wish for trade and get it coming to him. Some little time must be given to sitting down quietly and thinking out a line of procedure, but not for too long a time. Ideas are worth nothing unless acted upon. There may be many successes, appearing to the outsider as luck, in the career of a successful firm, but, in fact, most of the successes that are referred to as luck are the results of previous carefulness and foresight, much hard thinking, sometimes of plans laid years before the culminating results occur, which the unthinking refer to as lucky happenings.

A prosperous condition of a business, particularly of a small business is the result of infinite care and labor, watchfulness and energetic action. Nerve to do what the judgment approves as sensible and right is absolutely necessary.

Courtesy An Asset

Be ever courteous to your trade. Many a business man will work hard to save a dollar, and then, by a gruff tone or action, drive away in a moment a valuable customer and many dollars worth of business. Keep your help satisfied and encouraged to do good work for you. Petty fault finding, nagging, lack of appreciation of work well done, will generate among employes a “don’t care” spirit and, often, real antagonism to the firm. These are serious things and the best business men today know all about the effects of such attitudes by employes. They endeavor to encourage a spirit of “team work”, of satisfaction with their work, of loyalty to the house. Satisfied, cheerful employes, made to feel that good work will be recognized and appreciated are great factors in helping to build a permanently successful business. You should always feel that success is normal, failure abnormal. Success surely follows good business methods and hard work.

* * *

When making out sales checks see that they are accurate by carefully checking them with the goods sold.

* * *

Keep your stock of goods in an orderly and attractive condition. It pays handsomely to do so.

* * *

Do not keep customers waiting any longer than is absolutely necessary. If you must keep them waiting a short time, go to them at once and briefly explain cause of delay.
BOLOGNA

The Latest Up-To-Date Method of Curing the Meat, for Making Bologna, Frankfurts, and all kinds of Smoked Sausage, and to Comply with all Pure Food Laws

(Copyrighted by B. Heller & Co.; Reprint Forbidden.)

In following the old method of making Bologna, Frankfurts, and other Smoked Sausage, a large percentage of albumen is drawn out of the meat, thus losing much of its richness, flavor and color which should be retained in the sausage.

B. Heller & Co. have made an important improvement in the process of curing trimmings, and making sausage. Sausage Makers will find it greatly to their advantage to make an immediate trial of this process. A single batch of Sausage made after this method will convince any Sausage Maker of his mistake in following the old process of making Bologna and Frankfurt Sausages.

When Bologna and Frankfurts are made from fresh meats, they have a gray color and are very difficult to keep in good condition, especially during warm weather. However, when Bologna and Frankfurts are made by the Freeze-Em-Pickle Process, they will have a fine red color. They will also comply with the Pure Food Laws, because Freeze-Em-Pickle contains no ingredients which have been prohibited by any of the food laws. They will keep much better than when made in the old way, and will stand shipment during the warm weather with better results.

Some will say they have not the room to first cure their meat as we direct but must work it right up into sausage as soon as they get in the trimmings. That may be so and if it is, put in a meat curing box just for curing trimmings. Such a box does not cost much and will give good satisfaction.

How to Cure Beef or Pork Trimmings with Freeze-Em-Pickle

(Copyrighted by B. Heller & Co.; Reprint Forbidden.)

Trimmings that are to be stored away for from a few days to two weeks should be packed with the following proportions of Freeze-Em-Pickle and Salt.

To every 100 pounds of Trimmings use the following:
1 pound of Freeze-Em-Pickle
1 pound of Salt

For Trimmings that are to be stored away for from two weeks to three months the following proportions of Freeze-Em-Pickle and Salt should be used:
1¼ pounds of Freeze-Em-Pickle and 1 pound of Salt to each 100 pounds of Trimnings.

For Trimmings that are to be stored away for from three months to six months the following proportions of Freeze-Em-Pickle and Salt should be used:
1½ pounds of Freeze-Em-Pickle and 1 pound of Salt to each 100 pounds of Trimnings.

First:—Weigh the Trimmings and then spread them on a table.

Second:—Weigh out the proper proportions of Freeze-Em-Pickle and Salt, mix them together thoroughly, and sprinkle over the meat.

Third:—Mix the Trimmings well so that the Salt and Freeze-Em-Pickle get to all parts of the meat.

Fourth:—Run the Trimmings through the grinder, using what is called the lard plate, a plate that has holes in it from 1 to 1¼ inches in diameter. By first mixing the Freeze-Em-Pickle and Salt with the meat and then putting it through the grinder, the Freeze-Em-Pickle and Salt becomes better mixed with the meat.

Another way is to run the Trimmings through the grinder first, using the lard plate with the 1 to 1¼ inch holes in it; then put this meat in the mixer and while mixing add the Freeze-Em-Pickle and Salt, which have first been thoroughly mixed. Let the mixer run until the Freeze-Em-Pickle and Salt are thoroughly mixed with the meat, which only takes a few minutes.

If a plate with large holes is not available, cut the trimmings small by hand and then mix the Freeze-Em-Pickle and Salt with the meat.

It is important to make sure that the Trimmings have been properly chilled so that all animal heat is removed and that they are perfectly fresh and sweet. Meat that is at all slimy or smeary cannot be used for curing as above. See that the meat is fresh and in proper condition before putting it down to cure.
How to Dry Cure Fancy Breakfast Bacon
(Copyrighted by B. Heller & Co.; Reprint Forbidden.)

The following is a good recipe for making Fancy Dry Cured Breakfast Bacon, which is without doubt, the finest and nicest flavored Bacon. This Bacon, if made carefully, is liked better by many than Bacon cured in brine. It takes less care and is a great deal less work than curing Bacon in brine and dry cured Bacon brings a higher price and pays well those who make it. One of the great advantages of Curing Bacon with Freeze-Em-Pickle dry in boxes is that the Bacon does not have to be overhauled or handled after being put down in salt. Should one not need the Bacon when cured it can be left in the box until wanted without becoming too salty; this cannot be done when it is cured in brine.

This cut shows how the wooden box, lined with galvanized iron, the loose rack and the cover are made.

Select the bellies from medium size hogs which average from six to eight pounds, being careful when making selection not to pick out seedy bellies. Select only the choicest with nice smooth skin. Trim each piece carefully making square ends. Do not leave too much fat on this Bacon; it should not be more than eight or nine inches wide. The length must be judged according to the size and the weight of the hogs cut. When the selections are made they are ready to cure.

Before placing this Bacon into cure be sure that it is thoroughly chilled. If you are not sure that it is chilled sufficiently, spread it out on racks in the cooler and leave it there for 24 hours longer, so that every bit of animal heat is removed, and so the meat is firm and solid. This breakfast Bacon is cured in boxes; some use boxes that hold 100 pounds, some 200 pounds and some even as much as 500 pounds and over. This will depend upon the quantity of this class of Bacon that one wishes to handle. In a small plant the small boxes are the easiest to handle. These boxes are made of heavy material, well nailed, and sometimes bolted together. They are then lined with zinc or galvanized iron and soldered at the joints so they are water tight. The covers for these boxes should be made so that they can be pressed down tight and then held there by fasteners on the side so as to keep a continual pressure on the bacon. Some packers squeeze the cover down with jack screws; others use fasteners as shown in illustration.

The underside of the covers can have slats on them separated so that the surplus juice squeezed out of the Bacon has a place to remain until absorbed by the meat.

It is much better however, to have the rack made separately so that in case the box is not entirely filled the rack can be placed upon the bacon, and heavy stones placed upon it or by placing blocks or strips of wood between the rack and cover to fill the space, a continuous pressure can be kept on the Bacon. Be sure and have the cover on the box tight to exclude circulation of air. The tighter the Bacon is pressed and the tighter the box is closed to exclude air the better. The bellies should be packed in these boxes as close as possible with the following mixture:

For 100 lbs. of Bellies mix the following:
2 lbs. Fine Dairy Salt
1 lb. Freeze-Em Pickle
1 lb. Granulated Sugar

Total 4 lbs.

Four pounds of the above mixture is required to cure 100 pounds of Bacon. It can be mixed in larger quantities in a mixing machine. For a 100 pound box use 4 pounds and for a 200 pound box use 8 pounds and so on to the capacity of the box used.

First weigh the Bacon in the quantities that you expect to cure. The boxes should be made to conform as near as possible to the sizes that the Bacon will be so that the Bacon can be packed solid, side by side, filling the boxes up to the rack. For a beginner we suggest that he count the pieces of Bacon, and we will say in 100 pounds you have 14 pieces. Weigh out four pounds of the above mixture and divide it into 14 parts. Then take one part for each piece of Bacon and rub it well all over, on the rind side as well as on the flesh side, and pack the Bacon in the box, skin side down. With a tamper, tamp each layer of bacon so it is pounded down as solid as possible and so the pieces are laying flat together as no air space should be between the layers of meat. The top layer place in the box with the skin side up.

On the bottom of the box before packing
the Bacon we suggest that you dust a little salt, and when the box is packed sprinkle a little more salt over the top. Then place the boards in the box and press down as tightly as possible. The tighter the meat is pressed the nicer it will be when cured.

The cover rack must be a little smaller than the galvanized iron interior of the box, because it will absorb moisture and swell. As the box is lined with metal and cannot swell, the rack will wedge in tight, making it hard to remove unless it fits loosely, and allowance is made for swelling. The cover boards should be either of white pine or cottonwood, with as little pitch in them as possible, so as not to flavor the Bacon. When curing Bacon in brine, more or less albumen draws out of the meat into the brine, but by curing Bacon by the dry cure, the albumen remains in the meat, very little comes out of it, and the Freeze-Em Pickle will give the Bacon a most delicious flavor and a cherry red color.

This cut shows how the curing box is made of heavy galvanized iron. The rack and cover are made out of wood the same as for the wooden box.

Some object to curing meat in zinc or galvanized iron lined boxes. They then line the boxes with parchment or wax paper before packing the meat.

The temperature for curing dry cured Bacon should be the same as for curing in brine, which is 38 to 40 degrees Fahrenheit. Those not having artificial refrigeration and using ice for cooling the refrigerator will find that the temperature will get higher than 40 degrees Fahrenheit, and sometimes as high as 45 degrees Fahrenheit. Bacon can be cured with Freeze-Em-Pickle in this temperature with good results but 38 to 40 degrees Fahrenheit is the temperature considered best by the large packers.

Bacon cured as above directed can be taken out of the cure and smoked in 15 days for quick consumption. But for summer use or for shipping any distance 18 to 20 days in cure is the best. When bacon is cured remove from box, place in cold water and allow to soak 1 to 2 hours; then dip in hot water at a temperature of 140 to 150 degrees Fahrenheit and scrub with a brush. This will remove the albuminous matter from the surface of the rind and give the Bacon a beautiful appearance.

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**Berliner Style Ham Bologna**

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**FORMULA No. 1**

85 pounds Pork Trimmings, extra lean, Freeze-Em-Pickle cured.
15 pounds Beef Chucks, Freeze-Em-Pickle cured.

**FORMULA No. 2**

65 pounds Pork Trimmings, Freeze-Em-Pickle cured.
20 pounds Pork Cheek Meat, Freeze-Em-Pickle cured.
20 pounds Beef Trimmings, Freeze-Em-Pickle cured.

**FORMULA No. 3**

35 pounds Pork Trimmings, Freeze-Em-Pickle cured.
25 pounds Pork Cheek Meat or Head Meat, Freeze-Em-Pickle cured.
15 pounds Tongue and Neck Trimmings, Freeze-Em-Pickle cured.
25 pounds Beef Trimmings, Freeze-Em-Pickle cured.

After the meat is fully cured by the Freeze-Em-Pickle Process, which takes about two weeks, mix the Beef and Pork Trimmings together with the following ingredients to each 100 pounds of meat:

1 pound Zanzibar-Brand Frankfurt Sausage Seasoning.
8 ounces Granulated Sugar.
¾ pound "B" Condimentine.
1 to 2 pounds Salt to taste.

Bull-Meat-Brand Flour in the percentage proportion allowed by your State Food Law but not over 5 pounds to 100 pounds of meat.

Sufficient cracked Ice or Ice Water to cool the meat while grinding and to give the meat the proper consistency providing adding water to sausage is allowed by your State Food Law.

First:— Mix together thoroughly the meats, seasoning and other ingredients and run through the 5-64 inch hole plate of the Sausage Grinding Machine.

Second:— Stuff into Beef Bungs 12 to 14 inches in length and wrap well with ham cord, three inches apart. Smoke them the same as one would Bologna for three hours.

Third:— After they are smoked cook them for from 3 to 3½ hours according to the thickness of the sausage, at a temperature of 155 degrees Fahrenheit. When cooked, wash with boiling water, then with cold water and hang them up until they are cool.

Fourth:— After they have drained and cooled off, hang in a refrigerator or cooler, so as to get thoroughly chilled and set. They are then ready for shipping.

---

**When the Butcher Calls To Collect**

Nora:— "They'se a gentleman down stairs askin' to see ye, mam."

Mistress:— "Oh, I'm not dressed for visitors. Tell him I am not receiving today, Nora."

Nora:— "But he's no deliverin', mam; he's collectin'."
Potted Ham, Bacon and Tongue

First:—Take Smoked Ham Ends and Shanks, End Pieces of Bacon and Bacon Rinds, Shanks and Ends of Smoked Shoulders, and boil them as slowly as possible in just enough water to cover them. Boil until the meat is tender and the rind is cooked through.

Second:—About half hour before the meat is done put in any Trimmings, or Ends of Boiled Hams and the Back End of Tongues, which are hard to sell, that may be on hand.

Third:—When the meat is cooked, strip it from the bones, and run it and the skins twice through the finest plate of a meat grinder.

Fourth:—Add enough of the water the meat was cooked in to make the original weight of the meat before it was cooked. When mixing in the water, also mix in a small quantity of whole mustard seed, and a little ground pepper.

Fifth:—Pack into jelly glasses, putting about seven ounces of the chopped meat in an eight ounce glass. Over the top pour hot paraffine to form a layer ¾ inch thick. When the paraffine has cooled, the Potted Ham, Bacon and Tongue is ready for sale.

Potted Ham, Bacon and Tongue put up in this way can be kept in an ice box for weeks in a perfect condition, retaining its original freshness and flavor. It is retailed at 20 cents per glass, which virtually gives the butcher 40 cents a pound for his odds and ends that he now throws away or sells at a very low price.

This will be found a very ready seller. It has an exceptionally fine flavor and is a delicious article to eat. It makes excellent sandwiches and because of the ease with which it spreads and the surface it can be made to cover is a very economical product. Butchers and all Delicatessen Dealers will find this a most profitable method to turn these waste meats into money.

Hamburger Loaf

First:—Run the meats through the ¾ inch plate of a grinder.

Second:—Chop the Onions medium fine and add to the meat.

Third:—Add the Onions and all the other ingredients except the Flour and Water to the Meat and mix thoroughly.

Fourth:—Add the Bull-Meat-Brand Flour to the above and mix.

Fifth:—Add the four quarts of Water and mix until it is all taken up by the Meat and Flour.

Hamburger Loaf can be sold either cooked or uncooked

IF TO BE SOLD UNCOOKED
Place it on a platter decorated with sprigs...
of Parsley, and sell it the same as Hamburger Steak, to be made into balls or patties and fried by the housewife.

**IF DESIRED FOR SALE COOKED**

Grease oblong pans holding about six pounds each, and fill them with the Hamburger Loaf mixture; see that there are no air holes around the sides or bottom of the pan between the meat and the pan. Bake in a medium heated oven for about two to three hours. Allow to cool and place in the ice box over night. The next day it is ready for sale.

**Hamburger Patties**

The Hamburger Loaf Mixture can be made into Patties the same as Hamburger Steak is made when it is fried, using a liberal amount of Bull-Meat-Brand Flour so they will be well covered with it. Place them on a platter or dish and decorate with Parsley.

Hamburger Patties are a good seller and all the housewife has to do is to fry them in a little butter or lard until nicely browned and serve them on a platter garnished with a few slices of Lemon and sprigs of Parsley.

Hamburger Loaf and Hamburger Patties can be made of all Beef or if desired some Pork can be used.

**German Style Scrapple**

(Registered by B. Heller & Co.; Reprint Forbidden.)

20 pounds Cooked Hog Head Meat  
30 pounds Bull-Meat-Brand Flour  
2 ounces Zanzibar-Brand Frankfurt Sausage Seasoning  
8 ounces Salt  
8 ounces "A" Condimentine  
Water the Meat was cooked in, sufficient to make a thick mush

**First:**—Cut Hogs Heads into four pieces, remove the Brains, Ears, Skin, Snout and Eyes, Cut off the fattest part for lard.

**Second:**—Put the lean and bony parts in cold water to soak over night in order to extract the blood and to cleanse them.

**Third:**—When the Heads have been thoroughly cleaned, put them over a fire to boil using water enough to entirely cover them. Boil until the meat separates readily from the bones.

**Fourth:**—Remove from the fire and drain off the liquid, saving it for future use.

**Fifth:**—Remove all the meat from the bones and chop it very fine or run it through the finest plate of a meat grinder.

**Sixth:**—Add the Salt, Condimentine and Frankfurt Sausage Seasoning to the Meat, mix thoroughly, then add the liquid in which the meat was cooked.

**Seventh:**—Place on the fire, and while boiling stir in the Bull-Meat-Brand Flour. Stir constantly and boil hard for 15 minutes; then boil slowly for an hour longer. When done it should be as thick as heavy mush.

**Eighth:**—Pour into pans to mould. When cold, slice thin. It is then ready to fry.

Every butcher should make Scrapple and make it with Bull-Meat-Brand Flour. It is economical to produce, delicious eating and a good, profitable seller that ought to build a nice trade, in this product alone, for the enterprising butcher.

Crackling when made of clean hog or beef fat can be ground fine and worked into Scrapple to good advantage. It gives Scrapple a delicious flavor that nothing else will produce.
How To Make Danish Smoked Sausage
(Stegepolse)

(Copyrighted by B. Heller & Co.; Reprint Forbidden.)

FORMULA
40 pounds Beef Trimmings, Freeze-Em-Pickle cured.
45 pounds Pork Trimmings, Freeze-Em-Pickle cured.
15 pounds Pork Back Fat, Freeze-Em-Pickle cured.
¾ pound "B" Condimentine.
½ pound Granulated Sugar.
1 pound Zanzibar-Brand Summer Sausage Seasoning.
1 pound Salt.

Stegepolse is about the most used sausage in Denmark. It is something on the order of our Cervelat Sausage. Americans and Germans like this sausage very much. It is a sausage very simple to make, and anyone can make it in an ordinary meat market. It is made as follows:

First:—The Beef and Pork Trimmings should be trimmed free from sinews and bones. The fat can be left on the meat.

Second:—To each 100 pounds of Beef or Pork after it is trimmed, add one pound of Freeze-Em-Pickle and one pound of Salt. Mix the meat thoroughly and pack it in barrels to cure.

Third:—In about two weeks the meat will be cured; then take it out of the cooler. Also remove the Back Fat from the cooler which should have been in salt for two weeks. If one has only a sausage grinding machine make the sausage as follows: Cut the fat in pieces about the size of an egg and mix the Beef, Pork, Fat and all the Seasonings together and run through the 1-8 or 3-16 inch hole plate of the sausage grinding machine.

Fourth:—After the meat is ground, mix it thoroughly by hand so that the fat is evenly distributed and the meat is well worked together; then stuff it into beef middle casings about 18 inches long. Stuff them as tight as possible, as the tighter they are stuffed, the better the sausage will be. Another important thing to remember is that the meat should be taken out of the cooler, ground and stuffed as quickly as possible, so that it is cold when being stuffed. The colder it is, the stiffer it is, and the tighter the sausage can be stuffed.

Fifth:—As soon as the sausages are stuffed, they should be laid into tubs, or vats or boxes can be used, and covered with fine salt. They must then be placed in a cooler and kept at a temperature of about 40 to 45 degrees Fahrenheit.

Sixth:—Allow them to remain in the salt to cure for three days, then take out, wipe off all the salt, or dip them in cold water and wash off the salt, and then hang up to dry. They should be hung in a well ventilated room, that is kept down to about 50 or 60 degrees if possible. If one does not have a room as low as this, hang in any dry room and keep the temperature as low as possible. If the sausage is made in the Summer time, when it is very hot, we would advise hanging them in the cooler for a week, after they are taken out of salt, and then hang them out in the open and let them dry until they are sufficiently dry to smoke.

Seventh:—Then place them in the smoke house and smoke with a cold smoke for from one to two days. They are then ready for sale. This sausage when eaten raw or cold, is sliced in thin slices like summer sausage.

Instead of packing the sausage in dry salt, it can be placed in salt brine, about 60 degrees strong for three days, and then taken out and hung up to dry. Some prefer the pickle, and some the dry salt. It is a matter of choice.

Bull-Meat-Brand Flour in the percentage proportion allowed by your State Food Law, but not over 5 pounds to 100 pounds of meat can be added to this sausage if desired with good results. The Bull-Meat-Brand Flour helps to dry the sausage as it absorbs the moisture from the meat, taking it up and holding it in the sausage.

How to care for the Refrigerator
See that the ice chamber is well filled with ice; and that the doors are perfectly tight, and not kept open longer than necessary. Do not keep meat laying on the floor. Have wooden racks made to stand four inches from the floor on which to allow room for walking around, placing the racks toward the walls of the refrigerator. Boxed goods laid on these racks will not be exposed to any dirt or sawdust. Refrigerators should be emptied once a month and scrubbed and cleaned thoroughly with OZO WASHING POWDER. Inspect the box every day and keep small pieces all cleaned up, trimmed, salted or sold. Look carefully after the brine, not allowing it to get too old, but change it and make fresh pickle. If possible use only electric light in the refrigerator and never carry any more stock than is really needed for the immediate trade.
How To Make Belgian Tripp Sausage
(Cabbage Sausage)
(Copyrighted by B. Heller & Co.; Reprint Forbidden.)
The following is a new sausage in the United States but is very delicious and well liked. We would advise every sausage maker to try it in his district. It is a very profitable sausage to make and if one can work up a good trade for it, it would pay well.

FORMULA
65 pounds Fresh Trimmings (either all Pork or half Pork and half Beef.)
10 pounds Pork Back Fat.
1 quart peeled Onions.
35 pounds Cabbage (with core removed.)
¾ pound Zanzibar-Brand Liver Sausage Seasoning.
¾ pound "A" Condimentine.
⅔ pound Granulated Sugar.
1 or 2 pounds Salt to taste.
Bull-Meat-Brand Flour in the percentage proportion allowed by your State Food Law, but not over 5 pounds to 100 pounds of meat.

First:- If you have a cabbage corer, cut out the cores of the Cabbage because the core is bitter and must always be removed. Then cut the Cabbage in halves or quarters. If you haven't a coring knife cut the Cabbage in quarters and with an ordinary butcher knife cut out the core. Take 35 pounds of cut Cabbage, put it into a kettle and boil it until tender; then remove it from the water, let drain and allow to become cold.

Second:- When the Cabbage is cold put it in a clean sack or a cloth; twist the top so as to squeeze out any surplus water. Cabbage should be ice cold when it is squeezed and if one is in a hurry, after boiling, it can be placed in ice water, to cool.

Third:- Now mix the Trimmings, the Pork Back Fat which should be cut in pieces not larger than a walnut, the Onions cut in quarters, the pieces of boiled Cabbage, Seasoning, Condimentine, Sugar and Salt together as well as possible by hand, or in a mixing machine if you have one; then run the whole thing through the ⅜ inch hole plate of the sausage grinding machine.

Fourth:- Stuff in Hog Casings and tie in links the same as pork sausage. It is then ready for sale.

Fifth:- If much Beef is used in this sausage, grind the Beef separately at first through the 5-64 inch plate of the grinder and then mix this with the Pork. If this is done it will make a more tender and easier eating sausage.

Sixth:- When this sausage is eaten it is fried or cooked the same as pork sausage. If one is fond of Cabbage and wants something good and different, this sausage will prove a treat.

How To Make Oatmeal Sausage
(Copyrighted by B. Heller & Co.; Reprint Forbidden.)

FORMULA No. 1
40 pounds Brisket or Beef Trimmings, fresh or cured
10 pounds Pork Jowl Fat, fresh or cured.
10 pounds Pork Skins or Rinds.
3 pounds Onions.
½ pound Salt.
¾ pound Zanzibar-Brand Head Cheese Seasoning.
¾ pound "A" Condimentine.
8 ounces Sugar.
Bull-Meat-Brand Flour in the percentage proportion allowed by your State Food Law, but not over 5 pounds to the 100 pounds of meat.

HOW TO PREPARE
Cook the Beef Brisket until the meat is easily removed from the bone, which time should be about 2½ to 3 hours in a jacketed kettle or in a kettle over a fire. In this same water cook the Jowl Fat for one hour. The Hog Skins or Rinds cook in the same water, and at the same time as the Beef Brisket.
Remove the meat and fat from the cooker and allow it to cool. After removing the meat from the water, place the Oatmeal in the water in which the meat was cooked and cook the Oatmeal for about one hour, stirring thoroughly while cooking and adding water from time to time as necessary.

Run all the Beef and Hog Rinds through the 5-64 inch hole plate of the sausage grinding machine. Run the cooked Pork Jowl Fat through the ⅜ inch hole plate. When the Meat and Oatmeal have cooled place them in the sausage mixer or place in a tub and mix by hand, and while mixing, add all the ingredients. When thoroughly mixed, stuff into small beef round casings and tie in one pound rings. Cook them in water, from 15 to 20 minutes, at a temperature of 155 to 160 degrees Fahrenheit, according to the thickness of the sausage. When cooked, rinse off with boiling hot water and then dip in ice cold water for a few minutes to cool. Then hang up to drain and dry; they are then ready for sale.

FORMULA No. 2
50 pounds Fresh or Cured Beef Trimmings.
20 pounds Fresh Pork Jowls.
10 pounds Fresh Pork Hog Skins.
10 pounds Oatmeal.
Add the same Seasonings and ingredients; mix and cook as directed in Formula No. 1, Oatmeal Sausage.

One Way To Economize
Stingem:- "I'm going to economize this year."
Bunkem:- "How are you going to do it?"
Stingem:- "By paying fewer bills."
Corned Beef Hash Loaf

(Copyrighted by B. Heller & Co.; Reprint Forbidden.)

30 pounds Freeze-Em-Pickle Dry Cured Fat Beef Trimmings, or Fat Corned Beef, or the Trimmings from Fat Corned Beef.
20 pounds Boiled Potatoes.
5 pounds Fresh Onions.
3 pounds Bull-Meat-Brand Flour.
4 ounces Zanzibar-Brand Frankfurt Sausage Seasoning.
1/2 ounce Vacuum-Brand Garlic.
2 ounces Zanzibar-Brand Chile Powder.
5 ounces Sugar.
4 quarts Water the meat was cooked in.

TOTAL 67 POUNDS

First:—Boil the cured Beef Trimmings or Corned Beef in a steam jacketed kettle, or in a kettle over a fire for from 10 to 15 minutes. Draw off the water, add enough fresh water to cover the meat and cook until the meat is tender.

Second:—Run the cooked meat through the 1/4 inch hole plate of a grinder.

Third:—Wash the Potatoes and cook them with the skins on until they are cooked through, but not too soft.

Fourth:—Peel the Potatoes and cut out all the eyes and all decayed portions. Then cut them into 1/4 inch cubes.

Fifth:—Mix the Meat, Flour, and all the other ingredients except the Potatoes; when well mixed add four quarts of water the meat was cooked in and mix this in well.

Sixth:—Add the Potatoes and mix just long enough to get them thoroughly mixed with the other ingredients, but not long enough to mash them.

Corned Beef Hash can be baked in six pound oblong pans and sold to be eaten cold like Veal Loaf, but most people prefer to cook it themselves. If to be sold cooked, bake in a medium heated oven for about two hours. If to be sold uncooked, display it on platters the same as bulk pork sausage.

HOW TO SERVE

Fry and serve hot with catsup or tomato sauce; it is very delicious. Corned Beef Hash made from meat cured with Freeze-Em-Pickle has a very appetizing appearance and an exceptionally fine flavor.

* * *

THey IMITATE B. Heller & Co.'S.
GOODS IN NAME AND PACKAGE
WHY?

THEY IMITATE B. Heller & Co.'S.
GOODS IN NAME AND PACKAGE
WHY?
How to pack Meat to be Freeze-Em-Pickle Cured in Barrels or Tierces

(Copyrighted by B. Heller & Co.; Reprint Forbidden.)

First:—Take barrels or tierces that are perfectly clean and sweet; this is very important. Then sprinkle a handful of Salt with a little Freeze-Em-Pickle mixed in it, over the bottom of the tierce.

Second:—Fill tierce about one-quarter full of the meat that has been mixed with Freeze-Em-Pickle and Salt; and then with a tamper, tamp it down as tight as possible. The tighter the meat is packed, the better. Then place more of the meat into the tierce and tamp it, and keep on doing this until the tierce is full.

Third:—If the tierce is not to be headed up, don’t fill it quite to the top, and after tamping the meat tight, sprinkle a couple of handfuls of the mixture of Freeze-Em-Pickle and Salt over the top. Then lay a piece of parchment paper over the meat, and on top of this place a piece of cheese cloth about a yard square.

Fourth:—On top of the cheese cloth put about two or three inches of dry Salt, spread so it reaches to all edges of the barrel, so as to exclude the air from the meat, and then turn the ends of the cloth over the top, and allow this meat to stay in the cooler until you are ready to make Bologna, Frankfurts or any similar sausage out of it.

This meat is ready in four or five days to be made into Bologna, Frankfurts, or any similar sausage, but if desired, can be left in the cooler for six months or even longer without being disturbed. This meat will not become too salty no matter how long it stands, and whenever you wish to make Bologna, Frankfurts, or any similar sausage, the meat is ready to use. The meat when taken from the barrel will be found sticky, and to possess good binding quality and a nice cured flavor. It will make delicious Bologna, Frankfurts, or any similar sausage. The meat will have a nice sweet cure and a fine color which will be imparted to the Bologna, Frankfurts, or any similar sausage made from it. On account of the meat being cured, the Bologna, Frankfurts and other sausage will not spoil as easily as if made from fresh meat.

Beef and Pork Trimmings are handled in the same way, and no fresh meat of any kind is used in making the Bologna, Frankfurts, and other smoked sausage in an up-to-date sausage factory.

If the Trimmings are to be kept for any length of time, it is advisable to head them up. If tierces are to be headed up, fill them as full as possible, sprinkle two handfuls of Freeze-Em-Pickle and Salt (which have first been thoroughly mixed) over the top and then put on the head.

When making this Freeze-Em-Pickle cured meat into smoked sausages, more salt of course must be added, as the meat is not sufficiently salty, so when adding the seasoning add salt to taste.

Proper Temperature for Storing Trimmings

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If the Trimmings are to be used in two or three weeks, any ordinary cooler that is kept around 40 degrees will be sufficient, but if Trimmings are to be kept three to six months, they should be kept in a cooler at a temperature of 35 to 36 degrees to get the best results. Never let the temperature get down below freezing if it can be helped, and do not let it get any higher than 38 degrees, if possible.

How to Make Bologna and Frankfurts from Fresh Beef and Pork with Freeze-Em-Pickle, Without First Curing the Meat

(Copyrighted by B. Heller & Co.; Reprint Forbidden.)

All through our formulas we give directions for making Smoked Sausage with Freeze-Em-Pickle cured meat. If one hasn’t Freeze-Em-Pickle cured meat and must make the sausage with fresh meat, make the sausage exactly the same as the formula calls for, only using fresh meat instead of cured meat, and in addition to the regular formula add the Freeze-Em-Pickle and the Salt when the sausage is being made. Chop or grind the meat and mix it together just the same as the cured meat, but instead of stuffing it as soon as it is made, put it into a cooler and allow it to stand for from twenty-four to thirty-six hours before stuffing into casings. If this prepared meat is stored in a cooler that has a temperature of about 45 or 46 degrees Fahrenheit, the meat will cure faster than if the temperature is down below 40 degrees Fahrenheit. When you are ready to stuff this meat take it out of the cooler, stuff it, smoke it and handle the sausage just the same as you would sausage that is made from cured meat.

* * *

TRUTH

Truth is as impossible to be soiled by any outward touch as the sunbeam.—Milton.
We will publish each issue, under this heading, interesting stories of how butchers in various parts of the country are increasing profits and building business. We invite every butcher to contribute to these columns. No matter what problems you may have overcome your brother butcher somewhere will be glad to read and profit by your experience. It is hoped that our readers will write us of their schemes and plans which they have tried and found successful. Contributors names and addresses will not be published unless requested.

How a Butcher Added to His Profits by Selling Milk-Fed Chickens Fattened for Market by Himself

In these days of keen competition in business every new idea or new method for increasing the total of sales, adding to the popularity of a market, and consequently the increasing of the profits, is a matter of considerable interest. Here is an account of how one enterprising market man, Mr. J. F. Eby, of 5056 Cottage Grove Ave., Chicago, Ill., did these very things. He had been selling chickens of the ordinary kind for some time as part of his meat business, with the average luck that usually attends this branch of the meat business—more kicks and complaints than compliments. So after thinking matters over the thought came to him “why not sell a better kind of chicken that will satisfy the customer and bring him back and incidentally, gain a line of customers that will talk favorably to their friends and thus advertise the business?”

Mr. Eby has been engaged but a short time in the butcher business, about five years. He was previously in the cigar business before entering his present line. He knew nothing about meats—did not know whether the round steak came off the forequarter or the hindquarter of a beef. But he had original ideas about business, which he applied to his new line.

The market he purchased was run down and in a bad way. But Mr. Eby put into operation his new ideas, combined with enterprising push, and also added groceries to the business. He now has one of the best paying businesses of its size in Chicago, with a trade one would find difficult to take away from him. He realized that to build a permanent business it was necessary to give his customers better goods and better values than his competitors. And this is how he came to add milk-fed chickens to his market.

Milk-fed chickens of the right kind cost the consumer but a trifle more than the common tough, sinewy variety, but the satisfaction of the buyer is so great that Mr. Eby has many customers that come to him from distant parts of the city to get his famous milk-fed capons and chickens. He buys the best chickens that he can get. Those who live in smaller towns would have an easier job than he in obtaining chickens from among their good farmer acquaintances.

He fitted up a convenient, inexpensive place in the cellar under his butcher shop to fatten the chickens. He has a double row of coops made of slats, with feeding troughs attached to the fronts of these coops, where the chickens can easily get at the feed, and the milk, which is given them in place of water. Mr. Eby feeds his chickens crushed corn which is thrown into the feeding troughs together with skimmed milk. From one of the dairy companies in Chicago, he obtains his supply of skimmed milk at a reasonable price. His chickens are fed all that they will eat, for a period of about eighteen days. The chickens show an average increase in weight of approximately twenty-five per cent. They
fatten quickly, are extremely healthy, being entirely free from disease, and show to big advantage when dressed. The crop and intestines are free from bugs and worms, and the entrails do not have the bad odor that ordinarily accompanies the dressing of the commonly sold kind of chicken. His chickens are profit and satisfaction in the work.

We employed a photographer to take a flash light picture of Mr. Eby's chicken coops, at a considerable expense from which the below illustration was made. This was done entirely for the benefit of the readers of "Success with Meat", who may wish to use this idea in a clean, sanitary condition when sold, are very tender, juicy and fine flavored. The bones of these Milk-Fed Chickens are so soft that the smaller ones can be eaten if desired.

While not demanding extraordinary profits, he makes money on what he sells, and finds a ready market for all the chickens he can conveniently handle. He has something that none of his competitors have in the chicken line, satisfies his customers, has rid himself of the kicks and complaints he formerly received, and finds pleasure in doing business at a profit, with a growing line of satisfied customers. This story of Mr. Eby's success with milk-fed chickens as a part of his meat business is written for the purpose of showing the readers of "Success with Meat" what one man did who had no previous training in the butcher business, but who had ideas and enterprise. Any butcher can take advantage of the statement of Mr. Eby's success and adapt the idea to his own business, finding of handling chickens as a part of their meat business. We hope there will be many who will do so, and thus add to their profits. Butchers, let us hear from you on this subject so that we can give publicity to your ideas for the benefit of brother butchers. Our thanks are due to Mr. Eby for permitting us to take this picture of his chicken department. Mr. Eby will be seen standing near the coops.

"Success With Meat" Gets Him Position
Collinsville, Indiana
May 16, 1916

Dear Sirs:—
Received your letter this A. M. in regard to repeating my advertisement in your paper next month and thank you very much for the offer but I accepted the position I got through your ad in North Dakota so you will not need to run the ad again.

Yours truly, J. A. P.
Butchers will welcome the opportunity to turn another of their waste products into cash. Heretofore many butchers have discarded as worthless the calves' stomachs or rennets. We have discovered a method by which we can use to advantage these parts, and butchers who realize that the proper utilization of all by-products often means a large increase in their yearly profits will welcome this opportunity to dispose of their rennets. It is not possible to quote in advance prices paid, as our market on rennets fluctuates. We do guarantee, however, to pay the highest market price at the time the rennets are received. Full instructions for the handling of rennets in order to make them of any value to us are given below. Butchers should follow these directions carefully.

**Directions for Handling Calves' Stomachs or Rennets**

The calves' stomachs or rennets which we desire are those from calves which are slaughtered before they have eaten solid food. In other words they must be only milk-fed calves, and the rennets are in the best condition for our purpose when the calf has gone hungry eighteen or twenty hours before being slaughtered. When calves have eaten solid food, their stomachs are of very little value to us. We, therefore, request that our instructions relative to the kind of rennets wanted be carefully observed.

The calves' stomach is divided into four compartments. The first one is known as the paunch, the second as the honeycomb stomach, the third is called the many plies stomach or the book, and the fourth is known as the rennet bag.

The portion of the stomach which we can use is the fourth stomach or rennet bag. The rennet bag should be cut off at its wide end as close as possible to where it joins the next stomach or the book as it is called, and this rennet bag should be cut off just as soon as possible after the calf is slaughtered. About two inches of the thick muscular neck of the narrow end of the rennet should be cut off as it is of no value. The rennet bag should then be turned inside out and cleaned so as to remove the adhering contents. Great care must be taken not to scrape off or in any way remove the mucous membrane (by this we mean the many folds of thin skin) as this is the part of the stomach which we desire to use. Of course the stomach must be skillfully and carefully cleaned to remove the undigested portions of food which may be contained therein, as otherwise it would be very likely to decompose and become putrid. It would then be of no use whatever for any purpose. After cleaning them as above described, there are two ways of handling the rennets; one method is to sprinkle very fine salt all over them, and then blow them up (after having turned them inside out) and hang in a dry place where there is a current of air so that they will dry as quickly as possible. The other method is to split them open with a knife, stretch the rennet bag well, salt thoroughly on both sides with very fine clean salt, and pack in a clean keg, tub or barrel that is water tight and put them in a cool place to cure. It is necessary that plenty of salt be placed on both sides of the rennets. Particular attention should be taken to see that the tub or barrel in which rennets are kept is covered so flies or rats cannot get at them.

When shipping the rennets to us, be sure to ship all the salt that is on them; include also the liquor formed by the dissolved salt and moisture. This salt and the liquor contain part of the extract we want and should be shipped to us with the rennets. If desired, after the rennets are fully salted through which takes about two weeks, they can be spread out to dry, and the water and moisture on them allowed to evaporate. What is left must be added to the stomachs and shipped along with them. By evaporating the moisture, nothing is lost as the strength will remain in the salt.

Another way, and the way most imported rennets are handled is to turn them inside out blow them up (the same way that bladders are dried) and hang up and allow to dry. The drier the room, or place where a draught of air will strike them, the sooner they will dry. When dry, puncture to let out the air, pack in a box or pail and keep in a cool place, or in the ice box during summer; otherwise small bugs will get to them, and destroy their value.

If you will remember that it is the thin mucous membrane which covers the inside of the rennet bag that we wish to use, you will better understand just how to clean and prepare them without destroying the parts which are of value.

We judge the value of rennets by the care with which they are handled in curing. Follow our instructions to get the highest prices for your rennets.
Expansion Rack for Displaying Fruits

Butchers who sell fruit will find this new expansion rack a decided convenience in attractively displaying fruits, especially where one has not a great deal of floor space. A rack, as illustrated, can be readily made and is easily attached to the box in which the fruit is packed. This permits the boxes containing the fruit to be stacked on top of each other, affording a good display as well as economizing on space. Furthermore, the loss by spoilage will be reduced considerably, for the reason that a sufficient amount of air can get to most of the fruit in the box. After all the fruit is sold, the rack is easily removed, and is then ready to be fastened to another box.

The strips should be about $1\frac{3}{4}$ inches wide, fastened to the end boards about an inch apart. The end boards can be from 1 to 1 ½ inches thick. By cutting slots in the end boards for the cross pieces to slide in, the rack can be expanded in length to fit boxes of different sizes.

The rack is fastened to the fruit box by means of a loop formed of wire and wound around an ordinary nail, as shown in Figure A. This wire loop catches on another nail that is driven into the side of the box. The wire should be wound around the nail, as shown in illustration, a loop formed, and the nail then driven into the end board of the rack. This will hold securely.

These racks are a distinct innovation that will find favor with many butchers who are confronted with the problem of adequately displaying fruits in a limited space.

Have Faith In Yourself

Many men never attempt business on their own initiative, and others fail in their ventures, solely from lack of confidence in their ability to win in the struggle. Men with fine natural qualifications drift along in life from one job to another who might be successes in individual undertakings if they would cease to lean on others and boldly strike out along independent lines. Belief in one's self is half of the battle. Timidity, distrust of one's own ability to accomplish things, are responsible for many failures in life to do anything noteworthy. This class of men must always remain in the mass, in the crowd, unnoticed and unrewarded. Followers, trailers, always waiting for a leader, waiting for someone to tell them what to do and how to do it. Many of them have unused, untried, undeveloped powers that would win a full measure of success if they were not afraid to take chances, to go it alone, to stand erect, to do and to dare.

Better a thousand times to make a failure of the first attempt to gain a foothold in business or in some work where the individual relies upon himself than to never experience the thrill of the struggle to wrest success in the battle of life. Success comes only to those who believe in themselves and who, with undaunted courage, struggle manfully against all sorts of discouragements, handicaps and hindrances until victory is won. Have an object in life. Set some goal toward which you can bend every effort. Keep in view the ultimate object of effort, and do not permit your will to be deflected, nor your determination to be turned aside. With each slip-back, gather yourself together for another, and still another, effort—and there you are—you have arrived—you have won.

Your whole being is stirred with pride because you have secured the prize, and, no matter how small the first reward may be, you are stronger for the effort and better equipped to win out in some larger undertaking. The history of most successful men's lives is filled with both failures and successes, but an abiding faith in themselves and a stern resolve to keep in the fight to the end finally carries them to triumph, to victory, to success.

Responsibility

It takes responsibility to develop men. But some men simply swell when placed in some position of authority.
Temperature For Keeping Bellies

QUESTION:—P. M. Co. write:—We have some cured bellies in storage, which are piled up and salted, and kept at a temperature of 26 to 28 degrees Fahrenheit. The salt is frozen and brittle and we would like to know at what temperature these bellies should be kept; also whether changing of temperature would impair the quality.

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ANSWER:—We take it for granted that the bacon is fully cured. If so, you can keep it as long as you like in the temperature stated, that is, 26 to 28 degrees Fahrenheit. The varying of the temperature makes no difference as to keeping the bacon, as long as it is below the freezing point. Likewise the change of temperature will have no effect as long as it is below freezing. When you are ready to smoke the bacon, place it in cold water to thaw out. When thoroughly thawed out, hang it up to dry and then smoke it.

Removing Color From Kettles

QUESTION:—K. C. P. Co. write:—We are using the same kettle for coloring sausage that we use for lard and cooking meats. We do not seem to be able to remove the color from the kettle and would like to know if there is any method we can adopt to remove same.

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ANSWER:—The best way to remove the color from your kettle is to boil caustic soda in the kettle. It may be necessary to do this twice, but if you scrub the kettle good with caustic soda and wash with hot water, the color will come off. The proper way to use color, when you have but one kettle, is to dissolve the color in a tank of some kind or a tub; after the sausage is cooked, dip them in the color water, so as to let them take on such color as is necessary. In large packing houses, where they have Government Inspection, the color is never used in the cooking water, but the sausage is momentarily dipped in the color after it is boiled. Full directions for momentary dipping with Zanzibar-Carbon Brand Casing Brown Mixture are given in our book “Secrets of Meat Curing and Sausage Making”.

Using Freeze-Em-Pickle

QUESTION:—J. B. writes:—I have just started to use Freeze-Em-Pickle and Condimentine, but would like more definite directions for using the same. I think I would have still better success than I am already obtaining with your products, if you will tell me the number of pounds of salt or the degree of pickle that I should use. Also please tell me if you have anything to keep Hamburger Steak nice and red, so that it can be displayed on the counter for some length of time and still comply with the Pure Food Laws. I am also having a little trouble with Pork Sausage. It turns gray or dark too soon and doesn’t look nice and fresh for any length of time. Of course, in my Pork Sausage, I use quite a bit of beef with the pork, for the ordinary Pork Sausage. But even the all Pork Sausage turns dark; by that I mean it doesn’t look nice and new with the lean showing through fresh and red and the balance nice and white.

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ANSWER:—We are very glad that you have written us for information and are pleased to give all the information that any sausage maker wants at any time. No matter how much you may know about the business, we can always be of some help to you. In using Freeze-Em-Pickle for curing meat such as Hams, Bacon, Shoulders, etc., in brine, you should use one pound of Freeze-Em-Pickle to every 100 pounds of meat. In dry salt curing trimmings for Bologna or Smoked Sausage, use one pound of Freeze-Em-Pickle and one pound of salt to 100 pounds of trimmings; mix with the meat thoroughly and allow the meat to stand until cured. Meat cured in this manner will keep for two or three months and then when the sausage is to be made, more salt is added.

There is nothing that we know of which can legally be used to keep Hamburger Steak fresh, as it is against the Food Laws of practically every State to use chemical preservatives in Hamburger Steak. Cold-Storing will keep sausage stuffed in casings fresh for a reasonable length of time.
Genuine B. Heller & Co. Brands

QUESTION: J. C. B. writes—I am having trouble in getting your brands from the jobbers. They either tell me that they are all out or that their own brand is a little cheaper and just as good. I carry a stock of all your Seasonings, Flour, Freeze-Ern-Pickle, etc., and recently ordered your Vacuum-Brand Garlic. The jobbers sent me a case of some other brand and stated in their letter that it was cheaper and just as good. I shipped the box back to them at once and wrote them that if I couldn’t get what I ordered I would quit dealing with them. They also sent me out a barrel of Flour of their own brand when I ordered Bull-Meat-Brand Flour and told me they were out of your Flour. I returned this also and told them I would order from Chicago. They then said that if I insisted on having your brands, they would send them out to me which they did very promptly.

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ANSWER:—We are glad to note that when you ordered the genuine B. Heller & Co. Brands you insisted upon getting them. We always endeavor to maintain the high standard of quality that has earned for our goods their well deserved reputation and when they are imitated there must be some good reason for it. It is only goods of merit that are imitated and never cheap and inferior ones. Be firm in your demand that you get what you ask for.

Building a Cooler

QUESTION: J. P. F. writes—I am a beginner in the packing business and at present have only a slaughter house and cold storage. I am in need of two rooms; one for carrying cuts of pork, (hams, loins, shoulders, etc.) green, to sell to the local butchers; the other to use as a small chill room. What I want to know is, can I use sawdust as insulation or how can I make two cheap rooms that will last at least a couple of years. These rooms can be placed in a nice basement close to the ice machine.

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ANSWER:—It is very essential that you build your cooler correctly. Running a cold storage plant or a refrigerating machine costs money, and the better you insulate your cold storage rooms the less refrigeration is necessary. In a cooler that fresh meat is kept in, a temperature of 36 degrees will keep the meat much longer than a temperature of 45 degrees, but when the meat is taken out of a chill room of 36 degrees and delivered to the butcher, it will sweat much more than if it was kept at 45 degrees. If you have quite a stock, you can store it in a temperature of 36 degrees, and then as you need it, you can transfer it into your warmer chill room. And, from this warmer chill room sell it.

To build your cooler is very simple. We would advise that you make the walls as thick as possible; six inch walls are better than four inch walls; and eight inch walls are better than six inch walls. If you can get plenty of sawdust, it will be best to make the walls eight inches thick and stuff them tight with sawdust, being sure to also insulate the floor with sawdust as the floor requires more insulation than the sides or top. When piping your cooler be sure and put in two separate sets of pipes, so that you can turn off one while the other is working. The object in doing this is to permit the ice to melt from the pipes of the set that is shut off while the other ones are performing the refrigeration. Drip pans should be placed under the pipes so that the water that drips from them will be carried out of the cooler through another pipe connection. The moisture in the cooler freezes on the pipes (or the condensation as it is called) and this covers the pipes insulating them so that you do not get refrigeration through them. This ice must be taken off and the cleaner the pipes are kept, the better. By having two separate coils running independently, one can be working while the other is thawing. In this way you absorb the moisture out of the cooler, and keep the air dry so that the meat keeps longer than it otherwise would. We would also advise you to put the coils on the side of the cooler—one set on each side. Another good thing to do is to shellac the walls well on the inside after the cooler is built before starting to use it so that the wood will not absorb moisture but keep perfectly dry.

Mixing Meat By Hand

QUESTION: A. G. W. writes—Can I mix meat by hand and make as good sausage as if I had a mixing machine? If so, do you grind the meat the same as if mixing with a machine?

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ANSWER:—When preparing meat for sausage, the grinding is identically the same whether you mix by machine or mix by hand. In mixing by machine of course it tears the meat some and squashes it together, but it does not make as good a sausage as that which is mixed by hand. When mixing meat in a mixing machine, you are apt to overmix it, and this spoils the sausage, for the reason it pumps too much air in it and causes it to sour. For the amount of sausage that you make, it is best that you mix by hand. You can run the meat through a grinder, first using the coarse plate; then mix the different ingredients and some ice with the meat and then run it through the finer plate. In this way your meat will come out pretty well mixed and will require very little hand mixing before stuffing.
Making Summer Sausage in Summer

**QUESTION:**—N. G. writes:—I have learned how to make summer sausage in winter from your valuable book "Secrets of Meat Curing and Sausage Making." What I wish to know is how to make summer sausage in the summer season. The packers are selling fresh made summer sausage at this time. Please inform me how to make summer sausage in summer, and whether it is all right to use Bull-Meat-Brand Flour in this kind of summer sausage.

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**ANSWER:**—The making of summer sausage in summer is a very simple matter. It is made entirely of beef which must be perfectly fresh and free from germs, slime and mold. Trim the beef carefully. For each 100 pounds of meat use 1 pound of Freeze-Em-Pickle, ½ pound of "B" Condimentine, 1½ pounds of salt, ½ pound of granulated sugar and 1 pound of Zanzibar-Brand Summer Sausage Seasoning. Mix these ingredients thoroughly with the meat. Then chop or grind this lot of meat and ingredients to the proper fineness. Be careful not to get it too fine.

After the meat is ground spread it about four inches thick upon boards. Put it in a cooler and keep at a temperature of 40 to 42 degrees. Allow the meat to cure 48 hours, take it out of the cooler and work it by hand until it is pliable. It should not be worked too much, just enough to cause it to be pliable. Then stuff the meat into beef casings. Hang the sausage in a well ventilated cooler for three or four days. Smoke with a slow cold smoke. After being smoked the sausage is ready for sale.

Most packers use Bull-Meat-Brand Flour in making this kind of summer sausage. The quantity generally used is five pounds of Bull-Meat-Brand Flour to each 100 pounds of meat. We advise the use of Bull-Meat-Brand Flour because it helps to dry the meat. It will also considerably reduce the cost of producing your sausage, because the flour being dry, it will absorb the moisture in the meat. This will reduce the loss by shrinkage, and of course, add to your profits.

Smoking Pork Sausage

**QUESTION:**—G. L. C. writes:—I am trying to smoke some Pork Sausage but have not met with much success. How far must the fire be from the sausage when smoking and is wood proper to use for the fire.

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**ANSWER:**—On account of the fat in pork sausages they should get as little heat as possible and the farther they are from the fire the less they will shrink and the better they will smoke. The main thing to bear in mind when smoking pork sausage is to use sawdust instead of wood. Hardwood sawdust is best and by smoking with this, keeping the pork sausage as far from the fire as possible you should get excellent results.

How To Sell Meat at a Profit

**QUESTION:**—P. R. writes:—I am having trouble with an ice box that I built myself. It holds about 1200 pounds of ice. Meats placed in it turn dark in 24 hours. What is the trouble? (2) I have only been in the butcher business a short while. Do you think I can make any money by paying 10 cents to 13 cents a pound for my beef? I sell from a wagon about $250.00 worth of meat a week, but don't seem to be able to make any money.

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**ANSWER:**—An ice box to work right must be so constructed that the cold air can go down and the hot air rise to the top; the hot air then passes over the ice and comes down to the bottom again. As air gets cold it becomes heavier; cold air falls—hot air rises—in this way the circulation is automatic and constant. Unless you have the proper circulation in your ice box good results are impossible. If you will use a good thermometer and send us the temperature of ice box at the floor and also above where the meat is hung, we can tell you whether defective circulation is the cause of your trouble. A cold storage thermometer specially made for giving the temperature in an ice box, such as is illustrated in our book "Secrets of Meat Curing and Sausage Making", should be used continually in order that the proper temperature may at all times be maintained.

(2) There is no reason why you should not be able to make good money on beef bought at from 10 to 13 cents per pound, cutting it up the way you do. First you should buy chucks instead of buying by the quarter as you are now doing. Chuck meat is cheaper and you can sell it to better advantage. Every bit of waste that you can save should be worked up into Bologna or Sausage so that you have in reality no waste at all. Our book, "Secrets of Meat Curing and Sausage Making", gives all the information necessary for turning your waste into money. If you read and study this book carefully you will find many valuable pointers that will enable you to run your business at a profit. It should be borne in mind that all the meat you use for making Frankfurts and Bologna should be cured for at least two weeks with Freeze-Em-Pickle. This gives the meat a fine red color and cures it so that it has the right flavor and so the Bologna and Frankfurts will keep after they are made.
Canning Tomatoes

QUESTION:—D. P. Co. write:—Won’t you please tell us how to can nice, ripe tomatoes? We tried your potted ham recipe and it sells O. K. Would it be well to add fresh pork skins to potted ham?

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ANSWER:—To can ripe tomatoes they are first scalded, the skins peeled off and then boiled in as little water as possible to which a small quantity of salt has been added. When thoroughly boiled so that the seeds are cooked through and sterilized, they are then put into cans and sealed. It is very important that the seeds be cooked through to the center otherwise fermentation will start in and the tomatoes will not keep.

We are very glad to know that you have tried our Potted Ham recipe and have found it satisfactory. No doubt this will save you quite a little money during the year, that you now virtually throw away. As to using pork skins in the Potted Ham, we would advise you to pickle the pork skins in a Freeze-Em-Pickle brine, similar to corned beef brine, and cure them for a couple of weeks. Then boil and mix them into your Potted Ham. This gives the skins a better flavor and makes them taste more like ham than if you used the fresh skins. However, a small quantity of fresh skins could be worked into the Potted Ham, but we feel quite sure that you would find them more satisfactory, if you cured them first. If you wanted a heavier smoke flavor to the Potted Ham and you added cured hog skins, you could give the skins a good smoking before boiling. This would give the potted meat a nice flavor.

Dry Room Caution

QUESTION:—C. N. L. writes:—Do you think it makes any difference in making Summer Sausage if I hang the green sausages in the same dry room as the dried sausages are stored in?

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ANSWER:—It is not advisable to hang green Summer Sausage and dry Summer Sausage in the same room. The dry room that is used for smoked sausage should be kept free from moisture and mold. While a slight mold does not hurt Summer Sausage, it is a fact sausage keeps much better in a room that is kept free from mold. Sausage that molds has to be washed before it is shipped. In some cases washing does it good, especially if by neglect or otherwise, it has become greasy in the smoke house. When washing sausage, warm water, not hot, should be used.

Keeping Summer Sausage When Dry

QUESTION:—H. B. P. Co. write:—Please tell us how we can keep Summer Sausage and Salami when it is dry.

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ANSWER:—The best way and the way the large packers keep Summer Sausage and Salami when it is dry is to pack it in the boxes that they intend shipping it in. Place the boxes in cold storage at a temperature as low as possible and still above freezing. By keeping a temperature of 33 or 34 degrees Fahrenheit, the sausage will remain in good condition for a reasonable length of time. Should you intend to keep the sausage for an extended period of time, we would advise that you just lay it in boxes and stack the boxes in the cooler, leaving the covers off. Keep the boxes an inch or two apart by placing strips between so that the air can get between the boxes and the sausage.

The advantage in keeping the boxes open is that should any mold form on the sausage, you can see it and wipe it off before shipping the sausage. Another advantage in keeping sausage in this way is that you can take them out of the cooler and let them dry before packaging for shipment. The cooler of course must be a dry cooler and one that has a good circulation of air.

Removing Slime from Beef Casings

QUESTION:—C. A. H. writes:—I am unable to get the slime off of beef middles and beef bungs. Will you please tell me what the trouble is? I am using your Freeze-Em-Pickle now entirely in the place of Saltpetre and am getting excellent results with it.

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ANSWER:—You evidently clean the beef bungs and beef middles just as soon as you get them out of the cooler and let them dry before shipping them. The cooler of course must be a dry cooler and one that has a good circulation of air.
Making Weiners With Veal

QUESTION:—A. W. G. writes:—I would like to know if I can make Bologna and Weiners by mixing veal with the beef.

ANSWER:—Veal as a rule is never used in Bologna. But there is no reason why a small amount could not be used. It is used in Frankfurt Sausage, many of the finest Frankfurts containing veal. The more veal that you put into your Frankfurts, the better the Frankfurt Sausage will be. If you have a lot of veal on hand, that you want to use up, the proper way to do is to pack it down with Freeze-Em-Pickle using one pound of Freeze-Em-Pickle and one pound of salt to each 100 pounds of trimmings. Mix the Freeze-Em-Pickle thoroughly with the trimmings and pack into a keg or tub, setting away in a cool place. The longer you keep this meat the better sausage it will make. If you want to keep it a month or two, you can do so with this amount of salt in it. Our book, “Secrets of Meat Curing and Sausage Making,” tells in detail how to salt down trimmings with Freeze-Em-Pickle to keep for any length of time you may desire.

Cooking Bologna

QUESTION:—G. W. A. writes:—How long shall I cook Bologna in water 160 to 170 degrees hot that is stuffed in cloth bags three inches thick; also Bologna that is stuffed in beef bungs three inches thick. I would also like to have you tell me whether the cloth Bologna should be cooked the same length of time as that stuffed in casings.

ANSWER:—First of all you are boiling your Bologna in too hot water. Thick Bologna should not be boiled in water hotter than 155 degrees Fahrenheit, and Bologna three inches thick whether stuffed in bags or in bungs should boil about one hour and a quarter. Large Bologna stuffed in beef bungs is usually thicker than three inches in diameter and therefore requires longer to boil. That should boil from an hour and one-half to two hours according to the thickness. The way to tell whether your Bologna in bags or bungs is cooked enough is to take it out of the water and hold it about six inches over a table and let it drop. If it jumps like a rubber ball, it is cooked through but if it comes down without any jump at all, it is not cooked enough. The next time you boil Bologna, experiment with it; keep testing every few minutes and you will be surprised to note the difference in the resilience of Bologna that is thoroughly cooked and that which is only partially cook-
ed. They “jump” entirely different; it is just like taking a rubber ball that has “life” in it and comparing it with one that is “dead”.

Testing Brine with a Potato or Egg

QUESTION:—W. A. G. writes:—I would like to know how strong to make my brine. I have been testing it by floating an egg or a potato.

ANSWER:—It is not possible to tell anything at all about the strength of brine by floating an egg or a potato. Some eggs float in water without any salt in it; other eggs will sink in the same water. When an egg is first laid the shell is quite full. This egg will require a much stronger brine to float in than after the egg is a week old. The older the egg becomes the more the inside shrinks, and the larger the air cavity. When the egg becomes old enough it will float in water without any salt at all. A potato cannot be relied upon either, because there is a difference in the density of the potato, and one will float in water where another will sink in the same water. The only accurate way is to use a Hydrometer. This will tell you the correct strength of the brine. Another good way is to weigh or measure the water used for the brine and weigh the salt, Freeze-Em-Pickle and other ingredients you put into it. You then know exactly how strong your brine is.

Curing Bacon and Tongues in the Same Brine

QUESTION:—G. W. A. writes:—Can I cure bacon and tongues in the same brine? The bacon has become “slick” and the under side of the tongues soft. They “jump” entirely different; it is just like taking a rubber ball that has “life” in it and comparing it with one that is “dead”.

ANSWER:—Tongues require a much stronger brine than bacon but both can be cured in the same brine, except that you would be obliged to use a much stronger brine for the bacon than is necessary. The trouble you are having with the tongues and bacon that are cured in the same brine, is probably due to the condition the meat was in when you first put it into the brine, and not to the fact that both are cured in the same brine. If your tongues and bacon were perfectly fresh and sweet when put into the brine, you should have experienced no trouble. On the other hand, if they did not come out of the brine perfectly sweet, then your barrel needs scalding, both inside and out to remove germs that have accumulated in the pores of the barrel in which you cure your meat. Absolute cleanliness in curing vats is necessary to produce properly cured meat.
Keeping Bologna and Frankfurts Looking Nice and Red

QUESTION:—C. H. C. writes:—I have followed your advice and am now making my own Bologna and Frankfurts. I have more than doubled my sales on sausage since I began to make my own Bologna and Frankfurts. I have also largely increased my sales on meats in general. However, I wish to ask you how I can keep my Bologna and Frankfurts looking nice and red at all times? I am using your Seasoning, Bull-Meat-Brand Flour, etc., and think them fine.

ANSWER:—We are very glad to know of your success in making your own Bologna and Frankfurts, and that you have greatly increased your sales on sausage, as well as on your other meats. This is the right way to build up a permanent business, and we feel assured that your trade will increase right along.

In answer to your question how to keep your Bologna and Frankfurts looking nice and red, we will say that you can do this by first curing your meat with Freeze-Em-Pickle for two or three weeks before making Bologna and Frankfurts out of it. We advise also the use of our "B" Condimentine, a condimental preparation, which will enable you to keep your sausage so that it can be shipped long distances, and it will also retain a fine red color.

For full directions for making Bologna and Frankfurts we refer you to our book "Secrets of Meat Curing and Sausage Making." You will find all the information you will need to enable you to make the finest Bologna and Frankfurts that can be made, as well as much other useful information and advice on many other matters relating to the meat business.

Trouble With Brine

QUESTION:—F. A. E. writes:—I am having trouble in making a good brine. The water here is strong with sulphur and when I use sugar the brine gets ropy in a short time. Please tell me how to remedy this trouble.

ANSWER:—You evidently have an alkali water with sulphur in it; this being the case it thickens the brine and makes it ropy when sugar is added. To overcome this, boil the water and evaporate the sulphur. The sulphur fumes will evaporate by boiling and the alkali that remains in the water does no harm. By letting the water settle for a few days, after boiling, in the settling tank and then drawing off the settlings you will take from it a large percentage of the alkali but, as previously stated, the alkali that may remain will not hurt the brine. It is the sulphur that does the mischief.

Taking a Wood Taste Out of Rendered Lard

QUESTION:—L. R. P. writes:—Recently I rendered some lard, and while it was hot poured the lard into a wooden container such as is commonly used by the larger packing companies in which to hold compound lard. Upon using a portion of my lard I find that it tastes very strongly of the wooden container into which I had poured it while the lard was hot. What can I do to remove this taste of the wood and render my lard salable? Any information that you give me on this matter will be highly appreciated.

ANSWER:—In a lard kettle that has a capacity of 300 to 400 lbs. of lard, put 100 lbs. of water; dissolve in this water 1 lb. of our Lard Purifier, then put into this water and Lard Purifier 100 lbs. of your lard that tastes of the wooden container. Start a fire under the lard kettle, or turn on the steam if you are equipped for using steam, and slowly boil the lard. While boiling stir thoroughly and continue to agitate, so as to thoroughly wash the lard. Wash and boil the lard for a half hour; heat the lard as hot as you can; then stop agitating the lard and allow the water to settle. When the water has settled, skim off the lard from the top.

When the lard has been all skimmed off, throw out the water from the kettle, and put the lard back into the kettle. Put 2 to 3 lbs. of onions into the 100 lbs. of lard. Doll the lard and onions for 15 or 20 minutes, stirring it thoroughly so that the onions are well mixed with the lard. Keep the lard and onions hot until all of the water in the mixture has evaporated.

The lard should then be passed through cheesecloth into a cooler and settling tank. Allow the lard to cool sufficiently before running it into containers. While the lard is cooling it should be stirred or agitated to get it well mixed, and it should be of the consistency of ice cream when it is run into buckets or other containers.

Had you cooled your lard and agitated it before you ran it into the wooden container, you would not have encountered the trouble you write us about. Follow the above instructions and you will put your lard in a salable condition.

Extracting Salt

QUESTION:—N. E. P. & D. S. write:—Please tell us how to extract the salt from the liquid which comes from hams when they are baked.

ANSWER:—No process is known by which salt can be taken from a solution or gravy and then the solution be used for food.
Overcoming Trouble in Curing Heavy Hams and Shoulders

QUESTION:—R. P. Co. write:—We are killing 1500 to 2000 hogs per season and are having trouble in curing our Heavy Hams and Shoulders. In looking over your book, "Secrets of Meat Curing and Sausage Making", note that you say it is best to pump Hams and Shoulders. We have had trouble in curing our large pieces by the dry salt process and want to try pumping as you suggest. Can you send us a pickle pump?

ANSWER:—We believe that the trouble with your large Hams and Shoulders is due to the fact that you do not chill them through before they are put in salt or brine. The hogs should hang for 48 hours before they are cut up and if the large Hams and Shoulders are not thoroughly chilled through they should be put into a cooler and kept there for one or two days longer or else packed in ice. We would like to know how cold your chill room is in which your meat is chilled and also how cold the room is in which you cure your meat? Be sure and let us know this as these temperatures are very important. We will then be able to advise you in reference to same.

As to a pickle pump, we have called up a local manufacturer and asked him to send you a description and to quote you lowest prices. We do not deal in machinery and sell only the goods that we manufacture.

You say that you are curing from 1500 to 2000 hogs per season. This being the case, you certainly need a pickle pump and if you will use it with Freeze-Ern-Pickle in pumping your Hams and Shoulders, and use Freeze-Ern-Pickle for curing your meats you will turn out the finest meats it is possible to secure and all of the meat should come out sweet. You should not have a single sour ham and if you will read our book carefully, you will learn all of the reasons for meat souring and how it can be overcome.

Trouble With Cooked Pigs Feet

QUESTION:—A. B. writes:—I am having trouble with Cooked Pigs Feet. The vinegar gums and I do not seem to be able to remedy it. Please tell me the difficulty.

ANSWER:—From what you write we infer that after your Pigs Feet are put up the vinegar on them is thick like jelly. If we are correct in this, you are either putting the vinegar on too thick or else you are taking the water that the Pigs Feet are cooked in, adding vinegar to it and using it for keeping your Pigs Feet.

The proper way of putting up Pigs Feet is as follows: Boil them until they are cooked through; then throw them in cold water or turn cold water into the kettle so that they cool off. When they are cold, split them and pack in kegs or tubs or whatever you wish to put them in; then take 40 grain vinegar and pour over the Pigs Feet, add Zanzibar-Brand Pickled Pigs Feet Seasoning and Bay Leaves, and in a few days they are ready for sale.

Dry Salting Fancy Pork Hams

QUESTION:—B. C. & Co. write:—We want to make some medium sized Fancy Pork Hams by the dry salt cure. Please tell us the best method of handling.

ANSWER:—For 100 pounds of medium or small sized Hams, mix together the following:

- 2 pounds Fine Dairy Salt
- ½ pound Freeze-Ern-Pickle
- ½ pound Granulated Sugar

Total 3 pounds for 100 pounds of Hams.

For example, we will say there are eight Hams to the 100 pounds. Divide the 3 pounds of mixture into eight parts. Take each one of the parts and rub this thoroughly all over a Ham. Sprinkle a little salt in the bottom of a clean tierce or barrel and lay the Hams carefully into the tierce and cover with parchment paper, to keep out as much of the air as possible. Ten days later, take them out of the barrel and make another mixture the same as above, divide it the same as you did the first time, and rub each Ham again in exactly the same way. Then pack them into the same barrel and cover them. Ten days later, repeat the operation. This is given them three saltings in all; then allow them to remain in the cooler for from 35 to 45 days, when they will be sufficiently cured for smoking. Pumping these hams with brine would hasten the cure and make it safer, but a dry cured Ham should not be pumped. This curing of course, must be done in the proper temperature the same as curing Hams in brine and the Hams must be properly chilled before being placed in the salt just the same as Hams that are cured in brine. Before smoking the dry cured Hams, soak them for five or six hours in cold water; then wash in hot water and hang up to dry before putting them in the smoke house. Smoke the Hams for three days and after smoking, hang them in a dry room and allow them to dry for two or three days before selling.
The Butcher Should Make a Better Bologna Than He Can Buy

QUESTION:—B. W. C. writes:—I come to you for some information. Can a sausage maker put too much fat and too much flour into Bologna? I am having some trouble in making Bologna that will stay solid if I put only the right per cent. of fat and flour into it. I am trying to make Bologna to sell at the same price as that made and sold by the large packers.

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ANSWER:—You certainly can put too much fat, and also too much flour in your Bologna. You say that unless you use a lot of fat, and a lot of flour you cannot get the cost down to sell your Bologna at the same price at which the large packers sell their Bologna.

You will never succeed in getting your cost price down on Bologna as low as you can buy the cheap Bologna that is on the market, as this kind of Bologna is made from hearts, cheek meat, tripe, and all kinds of odds and ends of trimmings, that would be a total loss unless they were worked into sausage. By working these articles into Bologna, some money is gotten out of what would be otherwise waste material. That is the reason why this cheap Bologna is sold at so low a price.

The proper thing for you to do is to make a better Bologna than you can buy from anyone else, and get a better price for it. In this way you can build up a trade for a superior product and make a profit on what you sell.

You inform us that your Bologna does not stay solid. If you will first cure your meat with Freeze-Em-Pickle, and see that the meat is not ground too fine, nor the Bologna boiled in too hot water, you will not have any more trouble of the kind you mention.

Please send us about a six inch piece of your Bologna by Parcel Post, and we will tell you what the matter is with it. If you have any further trouble write us at once, giving the details, and we will take pleasure in giving you all necessary information to enable you to make first-class Bologna, or any other meat product.

How to Keep Bologna from Spoiling During Warm Weather

QUESTION:—H. & Co. write:—Please tell us how we can keep Bologna and sausage from spoiling during the warm weather. We have suffered considerable loss in this respect and have tried numerous methods without success.

(Edited by B. Heller & Co.; Reprint Forbidden.)

ANSWER:—Pork sausage and Bologna can be kept in a fresh condition during warm weather by using Condimentine.

“A” Condimentine is the ideal preparation for pork sausage, head cheese, etc. Make the sausage in the regular way, use 3/4 to 1 pound of “A” Condimentine to every 100 pounds of meat, adding it at the time the seasonings are put in.

For bologna, frankfurts, smoked sausage, etc., use “B” Condimentine in the same proportion as given above for “A” Condimentine.

Condimentine is harmless and complies with all Pure Food Laws. It may be used without labeling the sausage to show that a preservative has been used. It is easily handled and effective.

Overheated Animals Should Be Allowed To Quiet Down Before Being Slaughtered

QUESTION:—O. M. M. writes:—We have had some trouble with the meat of a 1000 pound steer we recently killed, the meat turning green. We are unable to account for the same. We had some difficulty in catching this steer before killing it, as it had been on grass grazing for sometime. Immediately after slaughtering the animal we hauled the carcass from the slaughter house, put it in a cooling room, and left it hang there over night. We put the carcass in cold storage the next morning, and on the following morning we examined the carcass and found every tissue of fat, all through the meat, of a decidedly green color. What caused the meat to turn green?

(Edited by B. Heller & Co.; Reprint Forbidden.)

ANSWER:—In answering your question our opinion is that in chasing the steer before catching and killing it, you frightened the steer, causing the animal to become overheated. We believe the trouble you report was caused by the animal having become overheated, the blood of the steer being in a feverish condition when it was killed.

Animals ought never to be killed while in an overheated, feverish condition. When they are, the animal heat cannot be gotten out of the meat, the carcass will not bleed properly and the meat will spoil. Hams and bacon from over-heated hogs at time of killing will not cure properly, and the meat will sour.

The proper way to have handled the steer would have been to have put the steer into a pen after catching it, and let it remain there for twenty-four hours, before killing. This would have allowed the animal to become quiet, the blood would not have been in a hot, feverish condition, and the meat, after the animal was killed, could have been freed from the animal heat, and would have been sweet and in good condition.
Storing Natural Ice

Natural Ice is a very perishable article, and in order to store it, it is necessary to construct a proper ice house, and the nearer the block of ice stored in it is to a square cube the better the ice will keep.

A block of Ice 10 feet x 10 feet x 10 feet will keep sixteen and two-thirds per cent. better than a block of the same capacity that is 20 feet long, 5 feet wide and 10 feet high. To make this clear we give the following example. We will say an ice house has a block of ice in it 10 feet long, 10 feet wide and 10 feet high, exactly square. This block contains one thousand cubic feet of ice and as ice in an ice house should be figured at 45 cubic feet per ton, by dividing the thousand cubic feet by 45 we will find that we have 22\(\frac{1}{2}\) tons of ice.

**ICE HOUSE No. 1**

Ice House No. 1 has 100 sq. ft. on the front end
100 sq. ft. on the back end
100 sq. ft. on the one side
100 sq. ft. on the other side
100 sq. ft. on the bottom
100 sq. ft. on the top
600 sq. ft. exposed to the outside elements which draw the cold out of the ice and melt it.

**ICE HOUSE No. 2**

Ice House No. 2 has the same capacity as Ice House No. 1 but has a different shape. The pile of ice in it is
20 feet long
5 feet wide
10 feet deep

This Ice House holds one thousand cubic feet of ice in it, the same as Ice House No. 1 which is 22\(\frac{1}{2}\) tons of ice.

Ice House No. 2 has 200 sq. ft. on the one side
200 sq. ft. on the other side
100 sq. ft. on the top
100 sq. ft. on the bottom
50 sq. ft. on the front
50 sq. ft. on the back end
700 sq. ft. exposed to the outside elements which is 16\(\frac{3}{4}\) per cent. more than the exposure of Ice House No. 1.

Every time 100 pounds of ice melts and drains out of Ice House No. 1, 116\(\frac{1}{2}\) pounds melts in Ice House No. 2. Very few people have ever given this a thought, but these figures make it very clear so that anyone can understand and can easily figure out the difference between the different sizes of Ice Houses. It is best to build an Ice House as square as possible.

The principal thing in keeping ice is to have it well insulated, so that the heat and air can’t strike the ice. It should have good drainage under it so the water as soon as it melts can drain out, and leave the Ice House. This will help to keep the Ice House dry, and also the sawdust around the ice. The dryer the sawdust is kept the better the ice will keep. When it becomes real wet it spoils the insulation. The ice should be packed as tight as possible for the tighter it is packed the better it will keep.

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MINT JELL-JELL

Butchers should keep on hand and for sale a quantity of our celebrated Mint Jell-Jell. It is very much better than mint sauce, and is made ready in a minute. In selling meats upon which mint sauces are generally used, you can readily sell a package of our Mint Jell-Jell to the customer buying your meat. When used it will recommend itself so favorably that after the first sale of Mint Jell-Jell your customers will ask for it.

Mint Jell-Jell is inexpensive, of a delicious flavor, and will be found to be a very satisfying article to the consumer. It will keep indefinitely in any climate, and will help to increase your total sales. Butchers everywhere are adding it to their stock and find it a quick and easy seller upon which they make a fair and reasonable profit. It is put up in ten cent cartons, packed two dozen in a case and sold to the dealer at 85 cents per dozen. Every butcher can sell large quantities of it. Let us have your order for a trial case.
How To Make Potato Chips

Potato Chips can be handled very nicely in connection with meat, and very often customers who never think of Potato Chips would buy them if they saw them in the market fresh made and could taste them when buying their meats. Potato Chips are made as follows:

First:—The Potatoes are peeled and then thoroughly washed in clean, cold water.

Second:—Put the Potatoes in a slicing machine and slice them; these slicing machines are very inexpensive, and are sold by all hotel supply people as hotels use them. They can also be secured from the large hardware dealers.

Third:—Potato Chips are cooked in cottonseed oil. The cottonseed oil is heated until it is boiling hot, and the Potato Chips are then thrown into it. As soon as they are cooked, they must be taken out with a skimmer, and placed in a large sieve over a pan so as to catch the drippings. After they have stopped dripping, place them in a tub or barrel and sprinkle enough salt over them to give the proper taste. The salt should be sprinkled over them while they are hot, but not until they have stopped dripping. Potato Chips can also be made with pure lard but cottonseed oil is the cheapest, and the public seem to like it the best.

Jay: Guess I’ve put about a million acorns in this hole—and it’s not full yet.
FREE ADVERTISING:—We place this space at the disposal of our customers and other friends absolutely free of all cost. If you desire an employee to fill any position, or if you are an employee 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 you find the right employee, or aid in getting a better position for the worker. Any reputable advertisement inserted free 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.

Help Wanted

MEAT CUTTERS WANTED—CAN USE A couple good men. State if you can make sausage and handle ice machine. Address W. L. M., care, B. Heller & Co., Chicago, U. S. A.

WANTED:—ALL AROUND BUTCHER FOR UP-to-date market in Iowa town. Excellent working conditions; first class wages; no booze fighter. Address G. W. W., care, B. Heller & Co., Chicago.

WANTED:—FIRST CLASS SAUSAGE MAKER for large packing company on the Pacific Coast. State age, experience, etc. Good wages. Address S. P. Co., care, B. Heller & Co., Chicago.


WANTED:—AN ALL AROUND BUTCHER AND Sausage Maker in country town of 5000 people. Work the year round. Must be able to give first class references; others need not apply. Good wages for the right man. Married man preferred. Address J. C. C., care, B. Heller & Co., Chicago, U. S. A.

WANTED:—ALL AROUND BUTCHER FOR POSITION in good Idaho town. Married man of middle age preferred; good wages; steady work the entire year. Address C. E. P., care, B. Heller & Co., Chicago.

Situations Wanted

A COMPETENT MEAT CUTTER AND CATTLE dresser, 35 years old, married, now located in Florida, wishes to go back north. Formerly located in North Dakota. Have been butchering for the past seven years but like the north better. Am sober and can give the best of reference. Would be pleased to hear from anyone wanting a good, steady, faithful man. Address I. E. T., care, B. Heller & Co., Chicago, U. S. A.

SITUATION WANTED:—AS SALESMAN WITH packing house. Experienced meat man; seven years experience; best of reference; age 25. Address A. B., care, B. Heller & Co., Chicago, U. S. A.


SITUATION WANTED:—COMPETENT ALL around Butcher desires position where conscientious work will be appreciated. Good references. Address G. S., care, B. Heller & Co., Chicago, U. S. A.

Wanted

(Butcher Tools, Fixtures, Machinery, etc.)

WANTED:—BUTCHER TOOLS AND MARKET fixtures—good second-hand lot of tools and fixtures. Will buy outright for cash if priced right. Will make trade on real estate—good residence—modern improvements—in good condition. Located in fine County seat in Iowa town of 2,500 with paved streets, electric lights, etc. Address W. & W., care, B. Heller & Co., Chicago, U. S. A.

CATALOG:—WE WANT ONE OR TWO MALE Catalos for breeding purposes. (This is a cross between a Buffalo and a Beef.) State full particulars and price. Address W. H. M., care, B. Heller & Co., Chicago, U. S. A.

WANTED:—A RENDERING TANK, A LARD Kettle and a Lard Mixer; also a Fertilizer Dryer. Address W. & W., care, B. Heller & Co., Chicago, U. S. A.
Classified Advertisements
(Continued)

Business Chances


FOR SALE OR TRADE—FIRST CLASS MEAT Market and Grocery Store in pleasant Iowa town. Living quarters over the store. For full particulars Address G. C., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE—MEAT MARKET—LOCATED IN AN Iowa city of over 15,000. Good prices obtained for meat. Doing a good business. Reason for selling—owner has an injured leg that prevents him from properly overseeing the business. Address L. R. L., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE—MEAT MARKET— IN THRIVING Minnesota town. Good surrounding country; first class R. R. Service and only 148 miles from Twin Cities. Can be bought with or without building. Address K. M., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE—WHOLESALE MEAT BUSINESS located in Pennsylvania. Established eight years. All machinery electrically driven and up-to-date. Railroad siding, sewer and water. Capacity of plant 100 head of cattle and 250 hogs per week. This plant nets $7,000 per year. At present doing $19,000 worth of business per year, could be doubled. I wish to retire from business and will sell at a bargain. Business, Plant and Residence for $25,000, and stock at invoice. Address M. J. R., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE—MEAT MARKET IN A KENTUCKY town of 10,000 population. Interior white enamel and a fine looking market. Doing $30,000 business yearly and sales can be doubled. First class sausage room in connection. Will sell for $1200. Owner has a farm and wants to devote all his time to farming. Address E. S., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE—OLD ESTABLISHED MEAT MARKET at a bargain. Cold storage plant of two ton capacity daily; everything up-to-date in sausage machinery and fixtures; glass counter 14 feet long cooled with cold storage plant, two new blocks, sale, cash register, electric lighted scales. Two story brick building 22x60, built for market with 22x40 tile floor in front. Town of 2,000; only market within a radius of eight miles. Price $5,000, with possession at once. Reason for sale, death of partner. Address J. B. B., care, B. Heller & Co., Chicago, U. S. A.


FOR SALE—MEAT BUSINESS AND STOCK in good South Dakota town of 1,300 population. Doing the leading business; only one other market in town. Splendid opportunity for live man. Address W. V. A., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE OR RENT—WELL EQUIPPED MEAT Market, established over 25 years; doing a fine business. Located in one of the best towns in the State of Kansas. A snap for a good butcher. Address, M. B., care, B. Heller & Co., Chicago, U. S. A.

For Sale

(Tools and Machinery)


FOR SALE—ONE No. 21 BUFFALO SILENT CUTTER in good condition. Will be sold cheap. Advertiser lives in Arkansas. Address O. M., care, B. Heller & Co., Chicago, U. S. A.


FOR SALE—ONE ENTERPRISE ROTARY DRIED Beef Slicer; one No. 14lard press; one small Enterprise chopper. Make us an offer. Address A., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE—A NEW BONE GRINDER—ONE that can be attached to a Hobart Mill. Cost $50.00. Was never used and is in first class condition. Will take $25.00 cash for it. Address J. C. W., care, B. Heller & Co., Chicago, U. S. A.


FOR SALE—ONE MANN BONE GRINDER FOR hand or power; cost $30.00, will sell for $16.00. Good condition, never used much. Address B. M., care, B. Heller & Co., Chicago, U. S. A.


FOR SALE—ONE No. 21 BUFFALO SILENT CUTTER in good condition. Will be sold cheap. Advertiser lives in Arkansas. Address O. M., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE—A 20-HORSE POWER, 110 Volt Motor, as good as new, for sale cheap as we have no use for it. Address B. Heller & Co., Chicago, U. S. A.


FOR SALE—COMPLETE BUTCHER OUTFIT IN pleasant Iowa town of 3,500 people. Doing good business; only one other market in town. Excellent chance for a good man. Will sell reasonable. Address J. G. R., care, B. Heller & Co., Chicago, U. S. A.

FOR SALE—5-TON CARBONIC REFRIGERATING Plant; 10 H. P. Fairbanks Morse Electric Motor; 91/2-ton Sterling Ammonia Refrigerating Plant; No. 31 Enterprise Grinder; 27 inch Buffalo Chopper; Cooling Room with two compartments; 2 Toledo Electric Scales; National Cash Register. Will sell together or separately cheap. Address R. A., care, B. Heller & Co., Chicago, U. S. A.
FORMULA No. 1
68 pounds Lean Pork, free from all fatty parts and sinews, Freeze-Em-Pickle cured.
15 pounds Choice Beef, trimmed free from fat and sinews, Freeze-Em-Pickle cured.
12 pounds Pork Fat, cut in pieces about one-half inch square.

DIRECTIONS FOR CHOPPING AND MIXING
The meat must be chopped very fine and each kind chopped separately. First of all it must be chilled thoroughly, so that it will not heat in grinding. Run each lot of meat through the sausage grinding machine separately, and then finish in the silent cutter. After the different kinds of meat are chopped fine, mix the meat and the fat together by hand or in a sausage mixing machine, and while mixing add the following seasonings and ingredients to each one hundred pounds of meat:

¾ pound "B" Condimentine.
8 ounces Granulated Sugar.
8 ounces Zanzibar-Brand Summer Sausage Seasoning.
3 ounces Whole White Singapore Pepper.
3 ounces Juniper Berries (crushed).
½ ounce Vacuum-Brand Garlic.
½ pint Port Wine.
1 to 2 pounds Salt to taste.
Bull-Meat-Brand Flour in the percentage proportion allowed by your State Food Law but not over 5 pounds to 100 pounds of meat.

After the meat and spices have been thoroughly mixed, spread out on clean boards five inches thick, and put on racks or trucks to cure in the cooler for 24 hours. Keep the temperature about 37 to 40 degrees Fahrenheit, for curing this meat.

DIRECTIONS FOR PREPARING, STUFFING AND DRYING
Stuff in Beef Bladders, medium and small size. Prick them with a needle or fork to let the air out. Tie with heavy cord crosswise. Then assort the different sizes and hang together on sticks so that the same sizes are on the same stick. The best Bladders to use are those that have been simply salted. Fresh ones can be used. However, don’t use Bladders that have been blown up and dried.

Hang the Mortadella Sausage in a cooler for 24 hours in a temperature of from 38 to 40 degrees Fahrenheit. Then hang in a dry heated room for cooking. This room is built just like a smoke house. It should be inside of a building, so that the weather elements from the outside will not effect the temperature of the inside of the room. On the inside of the cooking room have a number of steam coils. It is best to have a number of separate coils that can be operated separately. This will insure a more even and an easier controlled temperature. After the Mortadella Sausage has hung in the cooler for 24 hours hang them in the dry cooking room and turn on the steam. During the first four hours use but very little steam, gradually working up the temperature to 120 degrees Fahrenheit. This will cause them to dry properly. When the temperature of the room has reached 120 degrees Fahrenheit, keep it at this temperature for ten hours. Allow the temperature to gradually rise during the following five or six hours to 145 degrees Fahrenheit, and keep it at this temperature for four or five hours.

It takes from 24 to 30 hours to cook the Mortadella Sausage through in this dry heat. After they have been in the steaming room for 24 hours, a beginner should cut one of the smaller sausages through to the center in order to see if it is cooked thoroughly. This will also teach one how long it is necessary to heat the Mortadella Sausages to cook them through. Experience is the best teacher. After one becomes accustomed to the work, he can tell exactly how long to heat the sausage according to the temperature that has been created in the cook-house. If the sausage maker does not have a cook-house or a room fixed up with steam coils as explained above, so as to get the proper temperature, the same results can be obtained in the smoke house by having a hot fire made with coke, but care should be exercised to see that this does not set fire to the smoke house. Experience, though, will teach the sausage maker how to keep the temperature at the right point in the use of coke heat.

When the Mortadella Sausages are taken out of the steaming house they must be covered with cloths, so that they do not dry and cool too quickly, but sweat and cool slowly.

In selecting the fat for making Mortadella Sausage take the hard Back Fat or Shoulders or Jowls if you can get it, with the soft fat trimmed out of it.

For the Pork Trimmings used in Mortadella Sausage it is best to take 50 per cent. of Ham and 50 per cent. of Shoulder Meat for first class results. Always see that the meat is thoroughly chilled before chopping and handling. The fat can be prepared by taking the chunks of fat, dry curing them with...
Freeze-Em-Pickle and keeping a few days before making into sausage. Then scrape off the salt and cut into squares when ready for use.

The fat should not be used for Mortadella Sausage, unless it has been in cure for over five days. All meats for Mortadella Sausage should be cured with Freeze-Em-Pickle, as it makes a better sausage than fresh meat. In hot weather or in a warm climate, prepare the meat, trim and weigh it in the chill room; then take it out and grind, and put it right back into the chill room, so that there can be no chance of the meat becoming warm and soft. It must remain chilled and firm at all times.

Never put the spice in with the meat when chopping, but mix it in afterwards, while the meat is being mixed. In hanging the sausages in the smoke house, hang the smaller ones near the door, because these cook quicker and have to be taken out first. Two or three days after they are cooked, they are ready for home consumption. If they are to be canned, they should hang from five or six weeks to two months until they are thoroughly dry. Then slice as thin as possible and pack into cans. The cans are then soldered, put into a retort and heated to 220 degrees Fahrenheit, for from 20 to 25 minutes. Puncture them and then solder up the puncture. Mortadella Sausage treated in this way will keep for many years.

A Cheaper grade of Mortadella Sausage is made as follows:

- 40 pounds Lean Pork Trimminigs, Freeze-Em-Pickle cured.
- 28 pounds Lean Beef, Freeze-Em-Pickle cured.
- 20 pounds Pork Cheeks, Freeze-Em-Pickle cured.
- 12 pounds Pork Back Fat, Freeze-Em-Pickle cured.

Chop, mix, cook, smoke and add ingredients and seasonings the same as directed in Formula No. 1.

Another formula for a still Cheaper quality can be made as follows:

- 40 pounds Lean Pork Trimminigs, Freeze-Em-Pickle cured.
- 25 pounds Lean Beef, Freeze-Em-Pickle cured.
- 15 pounds Pork Cheeks, Head Meat, Mutton or Heart Trimmings, Freeze-Em-Pickle cured.
- 12 pounds Pork Back Fat, cut in ¼ inch cubes, Freeze-Em-Pickle cured.
- 10 pounds Plain Fresh Tripe.

Chop, mix, cook, smoke and add ingredients and seasonings the same as directed in Formula No. 1.

These cheaper grades of Mortadella Sausage cannot be canned, but may be used for home consumption or sold fresh immediately after they are finished. They do not keep as well as the better grades.
How To Make Brawn

Formulas No. 1

85 pounds Cooked, Freeze-Ern-Pickle cured Hogs Head Meat after taken from the bone.
15 pounds Hog Tongues, Freeze-Ern-Pickle cured.
2 pounds Zanzibar-Brand Savory JeU-JeU.
3 gallons Water the meat was cooked in.
1 pound Zanzibar-Brand Head Cheese Seasoning.

3.4 pound "s" Condimentine.

1/2 pound Sugar.

1 ounce Lemon Extract.

1 to 2 pounds Salt, to taste.

First:—Boil sufficient Heads to make 85 pounds of meat after the bones have been removed; do not boil any longer than necessary; just boil enough so the meat can be taken from the bone. Also boil the tongues until they are cooked through.

Second:—Cut the Head meat by hand into square pieces about 1/2 of an inch square, making as few smaller pieces as possible. If one is making Head Cheese or Liver Sausage at the same time that the Brawn is being made, it is advisable to take all the small pieces of meat and keep it for the Liver Sausage or the Head Cheese, and have only nice square blocks of solid meat for the Brawn. The Tongues, split in two, lengthwise.

Third:—When boiling the meat be sure to boil it in a steam jacketed kettle or in a kettle over a fire, using as little water as possible. After the meat is taken out, measure the water; if there is more than three gallons continue boiling and evaporate down to three gallons. After boiling the water down to three gallons, skim off all the impurities, and run through a cheese cloth to remove any small particles of meat that may be in it; also skim off all the fat. When this is done, dissolve the Jell-Jell, "B" Condimentine, Sugar and Lemon Extract, in the 3 gallons of water the meat was cooked in and if necessary, add sufficient Salt to the water, so the meat will be salty enough; one pound will probably be sufficient.

Fourth:—Sprinkle the Head Cheese Seasoning over the 75 pounds of cut Head Meat, distributing as equally as possible, and then mix so the Seasoning will adhere to the meat.

Fifth:—Take the pans in which the Brawn is to be molded and grease nicely. Rub off all surplus grease, just having them greasy enough but not smeared with a lot of thick grease.

Sixth:—Place the Cut Head Meat into the three gallons of liquor, mix all together, and start filling the pans. Figure out how many pans you will be able to fill, and use enough slices of Tongue in each pan, so it will even up when you are through. Put the Tongues lengthwise in center of the pans.

(continued on next page)
Seventh:—A good way to fill the pans is as follows: pour in enough to fill the pans about one-third full, put in one or two pieces of Tongue according to one's desire, then put in another third, add more Tongues, and then fill the pan.

Eighth:—Allow the pans to cool until they are quite cool, then place in a chill room or refrigerator and let stand until the following day. To remove the Brawn from the pans, dip them in hot water so the Brawn will loosen and it will then turn out easily.

Brawn

(Contracted by B. Heller & Co.; Reprint Forbidden.)

FORMULA No. 2

65 pounds Cooked, Freeze-Ern-Pickle cured Hogs Head Meat after taken from the bone.
25 pounds Hog or Beef Cheek Meat, Freeze-Ern-Pickle cured.
10 pounds Hog Tongues, Freeze-Ern-Pickle cured.

Make Formula No. 2 Brawn the same as Formula No. 1, with the exception that the Hog or Beef Cheek Meat and Tongues, after being cooked are cut into blocks about one inch square. Then they are all mixed together with the Head Meat before putting in the pans.

The Freeze-Ern-Pickle Cured Cheek Meat when cooked, looks very much like Tongue, and some of it will be taken for Tongue. Remember when boiling the Cheek Meat, it requires sufficient boiling so it is tender. Cheek Meat is always quite tough, and as there is lots of muscle in it, it must be boiled until it is tender enough to eat.

* * *

Couldn't Be Done

A stout woman was always in the habit of buying two seats when she went to the theater, in order that she could have plenty of room. The other afternoon she went to Cohan's Grand Opera House, bought two tickets for the matinee and, passing inside handed the two tickets to the head usher, Mr. Yeddies.

"Where is the party who is going to use the other ticket?" Mr. Yeddies asked.

"I'm going to occupy both seats myself," explained the woman.

"I'd like to see you do it," said Mr. Yeddies, looking closely at the tickets. "The seats are on opposite sides of the aisle."

(Mr. Yeddies is the gentleman at Cohan's Grand Opera House who always has a nice smile for you when you hand him your tickets.)
Guaranty Legend on food in package form modified by the U. S. Department of Agriculture

From the start of the enforcement of the Food and Drugs Act of 1906, manufacturers or packers of meat food products and other foods in package form were allowed to print a guaranty on their labels, reading as follows: Guaranteed under the Food and Drugs Act, 1906, serial number, etc. A decision of the Department of Agriculture some time ago notified manufacturers and packers that the use of this form of Guaranty on labels would not be allowed after May 1, 1916. We have had a number of inquiries from customers having meat food products on hand bearing this Guaranty legend, asking if they were liable to get into trouble by having these in stock and offering them for sale after May 1, 1916.

We beg to inform those who are interested, that owing to the fact that manufacturers and packers have shown to the Department of Agriculture that they have on hand an immense quantity of labels printed prior to this notice that it would be a great hardship for them to destroy such labels and have new ones printed.

Consequently the Department of Agriculture have decided to extend the time for the use of such labels up to May 1, 1918. This decision, signed by the Acting Secretary of the Treasury, Secretary of Agriculture and the Acting Secretary of Commerce, was reached after a lengthy hearing on the subject before a special Committee of the United States Department of Agriculture, at Washington. The only provision is that only such labels will be used as were printed prior to May 5, 1914. All such labels may be used until May 1, 1918. We therefore beg to advise that the retail trade may continue to carry in stock and offer for sale meat food products in package form with the label reading as above mentioned.

Adulterated Pepper

The Service and Regulatory Announcements of the United States Department of Agriculture issued on May 19, reports successful prosecutions by the United States Government in seven cases of Adulterated Pepper in various parts of the United States.

Judgment No. 4208; five barrels of so-called Black Pepper shipped from the State of Ohio into the State of Indiana. Result of prosecution; this shipment of Pepper was condemned.

Judgment No. 4216 covering 4212 cartons of Pepper shipped from the State of Ohio into the State of Illinois. Result of prosecution; the total shipment was condemned and ordered by the Court to be destroyed by the United States Marshal.

Judgment No. 4224; fifty boxes of Pepper shipped from the State of Illinois into the State of Iowa. Result of prosecution; order of condemnation and forfeiture was entered.

Judgment No. 4232; five barrels of ground Black Pepper shipped from the State of Ohio into the State of Indiana. Result of prosecution; Pepper condemned.

Judgment No. 4236; one barrel Pepper shipped from the State of Illinois into the State of Indiana. Result of prosecution; judgment of condemnation entered.

Judgment No. 4237; five barrels of Pepper shipped from the State of Illinois into the State of Indiana. Result of prosecution; Pepper condemned.

Judgment No. 4245; two hundred boxes, five pounds each of an article purporting to be Pepper. Shipped from the State of Maryland into the District of Columbia. Result of prosecution; judgment of condemnation and forfeiture was entered.

The charge in all of these cases was Adulteration of the Pepper in that it had mixed with it Pepper Shells which reduced and
lowered and injuriously effected its quality and strength. In other words, another substance, Pepper Shells had been substituted in whole or in part for the genuine article, namely, Pure Pepper.

This record of prosecution from Adulterated Pepper covers only the short period between April 26th and May 19th, of the year 1916. The above record of so many cases covering such a short period of time, and the adulterant in each case appearing to be from the same cause, namely, the mixture with Pure Pepper of cheap, worthless Pepper Shells, seems to point to a moral, namely, "Buy only Pure Spices," and from only spice grinders who have a clear and clean record with the Department of Agriculture under the Food and Drugs Act of 1906 to date.

Horse Meat For New Yorkers

Although the Board of Health of New York City have made quite a serious effort to get the sale of horse meat started as an economy measure, New Yorkers are not taking kindly to this diet, notwithstanding that Health Commissioner Emerson says, that horse meat is cheaper than beef, and practically equally as nutritious. We, however, believe that the public will very quickly recognize the difference in taste and the much coarser fibre.

There probably is no better authority as to what constitutes good beef than the Food Commissioner of the State of Iowa, W. B. Barney, who has had many years experience along such lines. Commissioner Barney expresses the opinion that the use of horse flesh by the people of the East should be discouraged, saying, that as long as beef and pork can be obtained at the prevailing prices, there seems to be no necessity for the Health Department of New York or any other city to approve of the sale of horse meat. "I do not think that many people will take to the new article of food; there may be some of the foreign population who having used horse meat in Europe will buy it if it is sold at a low price."

* * *

Says Ozo Washing Powder Is Great

Cleveland, O., June 3, 1916

B. Heller & Co.

Chicago.

Gentlemen:

Please send me another barrel of Ozo Washing Powder. I have used many different preparations for cleaning my market and tools but have never found so rapid and satisfactory a cleaning agent as your Ozo Washing Powder. It sure cleans to perfection.

Yours truly, A. G. H.
It will be noted that in all of our directions for the sweet pickling of meat, we lay great stress upon the importance of using only pure sugar, free from adulterations. The very best and purest of granulated sugar should always be used, if the best results are expected. Sugar, as is well known is a great nutrient and, as a food, possesses practically the same value as starch; it is however, much more readily digested. Therefore the use of pure sugar assists in making meat food products more digestible. In preparing a sweet brine, the one great object sought to be attained is that the brine shall have the highest possible penetrative quality. Any adulterant in the sugar tends to prevent the penetration of the sweet pickled brine and lessens its efficiency in proportion as adulterants are contained in the sugar. It is only by the use of pure granulated sugar that a well-keeping brine can be produced. Many adulterants even though they are natural adulterants resulting from lack of proper refining of the sugar, tend to create fermentation in the brine producing a slimy and ropy condition. As is well known to those best experienced in the sweet pickling of meat, ropy and slimy brine is almost always sure to cause meat to sour. Impurities in sugar used for producing sweet pickle will prevent the proper coagulation of the albumen in the meat juices. Coagulation does and should take place in all well cured meat. The impurities and adulterants, in other words, positively counteract the effect of the curing agents in the brine. Therefore use only the best pure granulated sugar in making all sweet pickle. The general conditions for obtaining pure granulated sugar at the present day are very much improved over those of a number of years ago, prior to the passage of the Food and Drugs Act of 1906. For instance, you can form a good idea of the purity of your sugar by dissolving a quantity in water to make a fairly thick syrup, but not using more than the water will take up. Cork this tightly and place in a dark room over night. We have seen tests made in this way, which in twenty-four hours would show a deposit of blue coloring at the bottom of the bottle, and also a considerable quantity of insoluble salts. This comes from what is known as "bluing" the sugar, but where you purchase one of the well known manufacturers products marked, "pure granulated sugar", these difficulties are seldom met with at the present time.

(continued on next page)
There was a time also when sugar was frequently adulterated with crystallized glucose or as is commonly known "grape sugar." This was a very serious adulterant from the viewpoint of the sweet pickle curing of meat, as glucose tends to ferment in brine very quickly and consequently the brine would become ropy and slimy within a very short time. This resulted in sour and soggy hams, bacon, etc., so that the purchase of cheap sugar containing impurities was never a saving, but proved very costly to the packer or butcher who was persuaded to purchase low grade sugar.

It has been a common practice with some butchers in preparing sweet pickle to use molasses or syrup. This method we strongly urge our friends not to adopt. The saving will be many times lost by meat which will have to be thrown away because of ropy, fermented and sour pickle. We cannot urge upon our readers too strongly that they use only pure granulated sugar. Not only from the standpoint of keeping sweet pickle brine in good, clean condition, but from the view point of flavor and thorough cure, the use of pure granulated sugar is absolutely necessary for producing the proper kind of finished meat food products.

Sugar is considered as a natural preservative, but it must be borne in mind that sugar is used in the sweet pickle method of curing meat, not only as a preservative, but also as a flavor. Pure sugar has the property of combining with the other curing agents and by its penetrative property carries the other curing agents into the cells of the meat tissue more thoroughly. This results in the uniform action of the curing agent producing even flavored meat as a result of the cure. Another peculiar property of pure sugar is that by its combination with the salt used in the brine it has a great tendency to prevent fermentation, thus keeping a clean, clear, sweet penetrative brine, which will do the largest amount of work with the smallest amount of material, in producing evenly cured meat. To sum up we will state that pure granulated sugar should take the place of molasses, syrup or any other form of sweetener because it imparts a better flavor and assists in making the brine more penetrative, thus producing best results.

** Ad in "Success With Meat" sells machine

Elizabeth City, N. C.
May 19, 1916

Dear Sir:

Yours of the 15th at hand. I have disposed of the machine to one of the parties that replied to my Ad in your last issue.

Yours truly, W. I. B.

---

B. Heller & Co.'s

ROYAL METAL POLISH
(TRADE-MARK REGISTERED)

Makes Metal Polishing Easy

This Polish is especially prepared for use on Brass, Copper, German Silver, Zinc, Tin, etc. It is easy to use and quickly removes dirt, tarnish, etc. In Meat Markets, Hotels, Restaurants and other places where a powder is frequently preferred and a large quantity of metal must be kept looking bright it is especially suitable. A single trial will convince any one that it is a very superior polish.

PRICES

Put up in 1-lb. Cans, each ............... $0.25
1 dozen 1-lb. Cans, per dozen ............. 2.50

PREPARED BY

B. Heller & Co.
MANUFACTURING CHEMISTS
CHICAGO, U. S. A.

---

$1000.00 GUARANTEED ANT-BANE
(A POWDER)

Of all the insect pests to which a household is subject, none are more troublesome or more difficult to get rid of than Ants. When once they have invaded the premises it is almost impossible to get rid of them by ordinary methods.

$1000.00 Guaranteed Ant-Bane is prepared especially for getting rid of Ants. It can be used in the pantry and other places where food is kept. A single trial will convince anyone of the merits of this preparation.

PRICES

12 ounce Cans .................. $0.50
6-12 ounce Cans ................. 2.75
1 doz. 12 ounce Cans ........... 5.00

PREPARED BY

THE CHICAGO INSECTICIDE LABORATORY
B. Heller & Co., Props.
CHICAGO, U. S. A.
Use Only Pure Spices

We strongly recommend our readers to use only Pure Spices for three good reasons. First, for flavor; second for uniformity, which will insure your sausage always being the same in flavor; third, for economy, as pure spices are cheapest in the final analysis.

Then again, the Pure Food Laws should not be overlooked. In States where the use of cereal in sausage is forbidden, the one safeguard against successful prosecution is to use absolutely Pure Spices and avoid so-called sausage seasonings which contain cereals as an adulterant. In our laboratory we have repeatedly found cases where as much as 50% bread crumbs were mixed into spice to cheapen it. The bread crumbs mixed with the seasoning into the sausage meat would be detected by the chemists and microscopists of the various State Pure Food Departments, making the butcher who used such seasonings liable to prosecution for adding adulterants to his sausage.

Spices are of value only to the extent that they contain the flavoring principle of the particular Spice. You will thus readily understand that buying adulterated Spices is simply throwing money away. For example, in the case of White Pepper, there is an Oil of Pepper and certain resins. Presuming that you do pay the legitimate wholesale price for seasoning which contains only the best Singapore White Pepper and do have to pay a few cents a pound more than for one which is diluted down with 50% bread crumbs, the pure and unadulterated Spice is by far the cheapest in the end. You are also assured of always obtaining a uniform flavor in the finished sausage meat.

There is probably no other material in use by the butcher that is as liable to adulteration as Spice. To the average user the adulteration is very difficult to detect, because the aroma of the Spice is there and the adulterant is so cunningly ground and mixed in with the Pure Spice that, to the naked eye, it looks like the genuine article. But once the chemist or the microscopist secures a sample of these adulterated goods one glance through the microscope and a simple test for starch, which comes from the added cereal present, is sufficient. These adulterations not only occur in the largest used Spice like Pepper, but many of the other higher priced Spices like Cinnamon, Nutmeg, Cloves, Mace, Allspice, Ginger, etc., are equally the subject of adulteration at the hands of unscrupulous manufacturers and jobbers whose only object is to undersell the legitimate importer and grinder of real 100% Spice.

Zanzibar-Carbon Certified Casing Brown

Color gives Sausage Casings an Appealing Smoke Shade Color

Zanzibar-Carbon-Brand Certified Casing Brown Color is a Harmless Color. The Colors contained therein have been tested and passed as permissible and harmless by the United States Department of Agriculture, and are therefore legal to use under the rulings of the Federal Meat Inspection Law and may be used under the Government rules in Packing Houses and Sausage Factories having United States Government Inspection.

This Color gives the Sausage Casings an Appealing, Attractive Appearance. It should be used by all sausage manufacturers, because it is a Harmless Color, and perfectly safe to use. It is Guaranteed to give satisfaction ifour directions for use are followed.

B. HELLER & CO.

Prices on application

B. HELLER & CO.'S

Color for Liver Sausage Casings

Zanzibar-Carbon-Brand Casing Yellow Mixture

Gives to Liver Sausage Casings That Appetizing Yellow Color

Zanzibar-Carbon-Brand Casing Yellow Mixture is used for the purpose of giving Liver Sausage Casings an Attractive Light Smoke Shade Color—an appearance that is so greatly desired by makers of Smoked Liver Sausage.

Casing Yellow Mixture should be used by all progressive sausage makers as a great help in building business.

Zanzibar-Carbon-Brand Casing Yellow Mixture is a Harmless, Yellow Smoke Shade Color. The Colors contained therein have been tested and passed as permissible by the United States Department of Agriculture. It is legal to use under the Federal Meat Inspection Law, and may be used in Packing Houses and Sausage Factories having United States Government Inspection when used according to the rulings.

Prices on application
Washing Vats and Barrels

When removing sweet pickled meat from vats after the meat is cured, it is not always advisable to wash the vats until they are needed for refilling. Very often when vats are empty they are taken out and washed and dried; then they are placed back in a damp cellar where they remain for quite awhile before being used again. Washing them cleans the wood and removes all of the brine from the pores, and when placing in a damp cellar mold sometimes forms in them. This would effect the new brine if they were not washed again. Therefore when vats are to be used in the near future, it is just as well to let them stand in the cellar after emptying without washing until they are to be used. Then take them out, wash them clean and put fresh pickle in them. The same holds good for washing tierces and barrels as for vats. They should be handled accordingly.

Curly Top Lard

If one desires Curly Top Lard it can be made by running the lard hot into the packages, without agitating it in the last kettle, and setting it in a real cold chill room to chill fast. Many packers have electric fans blow on the top of it while it is chilling, and this also makes a rough top on it.

IT CAN BE DONE

Somebody said that it couldn't be done, But he, with a chuckle, replied That "maybe it couldn't," but he would be one Who wouldn't say so till he'd tried. So he buckled right in with the trace of a grin On his face. If he worried, he hid it. He started to sing as he tackled the thing That couldn't be done, and he did it.

Somebody scoffed: "Oh, you'll never do that! At least, no one ever has done it."
But he took off his coat and he took off his hat, And the first thing we knew he'd begun it. With the lift of his chin, and a bit of a grin, Without any doubting or quiddit; He started to sing as he tackled the thing That couldn't be done, and he did it.

There are thousands to tell you it cannot be done,
There are thousands to prophesy failure;
There are thousands to point out to you, one by one,
The dangers that wait to assail you;
But just buckle in with a bit of a grin,
Then take off your coat and go to it;
Just start in to sing as you tackle the thing
That "cannot be done," and you'll do it.

B. HELLER & CO.'S
SANITARY FLUID
(TRADE-MARK REGISTERED)
A GERMICIDE, PURIFIER AND ANTI-SEPTIC

Heller's Sanitary Fluid is put up in liquid form. Sprayed upon floors it will be found an effective Disinfectant and it may be used to advantage by mixing it in scrubbing water. It is well to use it in spittoons, urinals, refuse and garbage cans. Sanitary Fluid is an economical preparation as one gallon diluted with water makes twenty gallons of disinfecting solution.

PRICES

1 gallon Bottles .................................. $1.50
6-1 gallon Bottles, per gal. .................. 1.40

PUT UP BY
B. HELLER & CO. CHICAGO, U. S. A.

B. HELLER & CO.'S
ENAMEL CLEANER

Quickly Removes Spots, Stains, Dirt, etc. from Enamel and Porcelain Ware

Heller's Enamel Cleaner is specially prepared to easily and quickly Clean and Polish Enamel and Porcelain without injury. It does not eat holes in the surface, contains no acid and will not attack the composition of enamel nor injure the hands.

Useful in cleaning porcelain sinks, wash bowls, bath tubs, etc., and the interior of porcelain lined refrigerators. Old stains, discolorations, mineral stains such as iron, sulphur, etc., which so quickly spoil the beauty of enamel and porcelain, yield readily to the action of this cleaner.

Packed 1 dozen Cans in case, per doz........ $1.80

PUT UP BY
B. HELLER & CO. MANUFACTURING CHEMISTS CHICAGO, U. S. A.
How to Tan Skins into Furs at Home

There are abundant opportunities for making money in tanning skins into furs. Butchers can add a nice little sum each year to their profits even if they only tan a few skins and hides at odd times. Many individuals like hunters, farmer boys, and others can take the skins of wild animals they shoot or trap, and by tanning them, make them into valuable furs and rugs, either for their own use, or for purposes of sale. Easy money can be picked up by anyone willing to devote a portion of his time to the work, by using B. Heller & Co's Tanaline, a preparation that requires no special skill nor training to use. The method of using Tanaline is so simple that anyone can do the work.

Tanaline can be used wherever there are skins and furs to tan, in large or small quantities. It is a preparation that will do the work in a satisfactory manner, is convenient, and easy to use, and thoroughly dependable. Soft, pliable furs and rugs can be made from the skins of all kinds of animals with a small expenditure of time and labor. These skins can be used to beautify the home or be readily sold at a good profit. Spare time can be used by those engaged in regular work, in which to make a little ready money.

Tanaline is in powder form and enough is contained in each package for tanning thirty pounds of skins. Make a trial of Tanaline and see how easy it is to use. A little extra money always comes in handy to everyone and tanning skins into furs is a nice, easy, agreeable way in which to make it. See our advertisement of Tanaline on page 31.

COLD-STORINE

REDUCES LOSSES FROM SPOILED GOODS

Keeps Your Sausage, Sweetbreads, Pigs Feet, etc., in Better Condition

By storing Pork and Liver Sausage, Sweet Breads, Pigs Feet, Tripe, etc., in a solution of Cold-Storine during the night time, and expose them for sale on the counter during the day, losses from the spoiling of these products will be reduced. A butcher can always keep a supply of these products on hand in a fresh condition in a solution of Cold-Storine. Use Cold-Storine and you will reduce your losses from spoilage.

FREEZE-EM

FOR ICE BOXES:—After thoroughly cleansing every part of the interior with hot water and soap or a reliable washing powder (we strongly recommend Ozo Washing Powder) prepare a rinsing solution by dissolving four ounces of Freeze-Em to each gallon of hot water required, and thoroughly rinse every corner and crevice with this rinsing solution.

When cleaning old barrels used for curing, use the same strength rinsing solution on both the inside and outside of all barrels before putting in new brine, always using fresh boiling hot water for the final rinse.

PRICES

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 lb. Bottles</td>
<td>$0.75</td>
</tr>
<tr>
<td>5 lb. Bottles per lb</td>
<td>$0.50</td>
</tr>
<tr>
<td>30 lbs., (1/2 dozen 5 lb. Bottles) per lb</td>
<td>$0.48</td>
</tr>
<tr>
<td>60 lbs., (1 dozen 5 lb. Bottles) per lb</td>
<td>$0.46</td>
</tr>
<tr>
<td>120 lbs., (2 dozen 5 lb. Bottles) per lb</td>
<td>$0.44</td>
</tr>
<tr>
<td>240 lbs., (1/2 gross 5 lb. Bottles) per lb</td>
<td>$0.42</td>
</tr>
<tr>
<td>360 lbs., (1 gross 5 lb. Bottles) per lb</td>
<td>$0.41</td>
</tr>
<tr>
<td>720 lbs., (1 gross 5 lb. Bottles) per lb</td>
<td>$0.40</td>
</tr>
</tbody>
</table>

B. HELLER & CO. CHICAGO, U. S. A.
The Actual Value of Meat in Retail Cuts

A large majority of meat dealers and meat consumers have very little knowledge of the actual value of meat in the different cuts as they are now sold by the retail butcher. Therefore only a few known cuts are in strong demand and the remainder are a drug on the market and very often hard to dispose of. This condition has developed to such an extent that the loins and ribs which are only about one-fourth of the actual weight, are the parts of the beef that represent nearly one-half of its retail value. In the United States meat represents one-third of the expenditure for all food, therefore one will readily see the importance of understanding the relative value of the different cuts, based on the price that is charged for them, the amount of actual meat received and its costs. It is not only necessary that the meat eating public be enlightened along this subject, but the retail butcher should also post himself and study the following tables very carefully, that he may educate his customers along these lines. At the Illinois Experiment Station, three of the choicest steers from the University herd were slaughtered and determinations made of the relative proportions of lean, visible fat and bone, in each of the retail and wholesale cuts of meat, the net cost to the consumer of the lean, the gross meat, and the food nutrients, in each cut. The cost of lean and of the total meat in straight wholesale cuts, at current market prices, is shown in the following table.

Cost of Lean and of Total Meat in the Straight Wholesale Cuts at Market Prices

<table>
<thead>
<tr>
<th></th>
<th>Cost of Lean per lb.</th>
<th>Cost of Total Meat per lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cuts</td>
<td>cents</td>
<td>cents</td>
</tr>
<tr>
<td>Loin</td>
<td>18.5</td>
<td>31.6</td>
</tr>
<tr>
<td>Rib</td>
<td>15.0</td>
<td>27.1</td>
</tr>
<tr>
<td>Round</td>
<td>11.5</td>
<td>17.8</td>
</tr>
<tr>
<td>Chuck</td>
<td>9.5</td>
<td>13.7</td>
</tr>
<tr>
<td>Plate</td>
<td>8.0</td>
<td>15.8</td>
</tr>
<tr>
<td>Flank</td>
<td>8.0</td>
<td>22.0</td>
</tr>
<tr>
<td>Fore Shank</td>
<td>5.0</td>
<td>10.5</td>
</tr>
</tbody>
</table>

Keep Out Of Court

By all means keep out of Court. Usually it is cheaper in the end to pay an unjust claim than to fight in Court. It may go against the grain, but then what's the use. There may be a little satisfaction in gaining one's point at any price, but in the end we see that such a policy is disastrous. If you employ legal talent obtain the best that money can procure, not to defend you in Court but to keep you out of Court, because one cannot find time or money to fight claims, just or unjust.

B. HELLER & CO'S
ZANZIBAR-BRAND
CHILE POWDER

A Fine Flavoring For Chile Con Carne,
Chile Loaves,
Tamales, Salads, Chorizos, etc.

Zanzibar-Brand Chile Powder is different from the general run of Chile Powders. It is especially prepared for the flavoring or seasoning of Mexican and Spanish Style Food Dishes such as Chile Con Carne, Tamales, Enchiladas, Chile Loaves, Chorizos, Gravies, Salads, and many other dishes.

When you feel a craving for something good to eat, and cannot express your desire in words, something that will sharpen appetite and gratify an unsatisfied craving, try our Chile Powder in one of the dishes above named, and you will find satisfaction and content.

PRICES

<table>
<thead>
<tr>
<th></th>
<th>10 pound Cans, per pound</th>
<th>100 pound Cans, per pound</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$.65</td>
<td>$.49</td>
</tr>
<tr>
<td></td>
<td>$.55</td>
<td>$.47</td>
</tr>
<tr>
<td></td>
<td>$.53</td>
<td>$.49</td>
</tr>
<tr>
<td></td>
<td>$.51</td>
<td>$.49</td>
</tr>
</tbody>
</table>

PREPARED BY
B. HELLER & CO. CHICAGO, U.S.A.

B. HELLER & CO'S
ZANZIBAR-BRAND
SAVORY JELL-JELL
PRODUCES A DELICIOUS JELL FOR FILLING IN MEAT PREPARATIONS

For use in Meat Pies, Meat Loaves, Jellied Pigs Feet, Head Cheese, Souse, or any Meat Food Products where it is desired to have a nice Jellied appearance when cold.

The flavors and aromatics used to produce Savory Jell-Jell are so thoroughly combined during our process of manufacture that no particular flavor is predominant. The flavors are evenly balanced and blended.

Use Savory Jell-Jell to fill Meat Pies, mix in with Meat Loaves before baking and as a Jell Binder and Flavoring in Head Cheese.

PRICES

<table>
<thead>
<tr>
<th></th>
<th>5 pound Cans, per pound</th>
<th>10 pound Cans, per pound</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$.70</td>
<td>$.68</td>
</tr>
<tr>
<td></td>
<td>$.65</td>
<td>$.68</td>
</tr>
<tr>
<td></td>
<td>$.57</td>
<td>$.66</td>
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<td>$.49</td>
<td>$.66</td>
</tr>
<tr>
<td></td>
<td>$.47</td>
<td>$.65</td>
</tr>
</tbody>
</table>

PREPARED BY
B. HELLER & CO. CHICAGO, U.S.A.
Cleansing an Ice Box

In these days of modern sanitary knowledge and methods, the cleansing of an ice box means a great deal more than just simply washing it with soap and water.

Cleaning an ice box today means the destruction of bacteria and the putting of this storage space for food products into a perfectly sanitary condition, so that meat food products kept therein will not become contaminated. Failure to do so invites putrefaction, thereby bringing it under that section of the National Food Law and all State Food Laws which declare that food is deemed adulterated if it consists wholly or in part of filthy, diseased, decomposed, putrid, tainted or rotten animal or vegetable substances.

We believe that we are working for the best interests of our friends and customers in calling their attention to the preparation Aseptifume described on page 25 of this issue of "Success With Meat." From many years experience in using this preparation as an assistant in improving the condition of ice boxes, coolers, rendering rooms, ice cellars, and in fact any space which is to be used as a storage for food products, we have found it the most efficacious purifier which has come under our observation.

Aseptifume is simple to use and dependable in its action. It owes its purifying properties to vapors which are produced when Aseptifume is burned in the space to be purified. The following is a description of the method of procedure in using this preparation Aseptifume.

First remove every article of food from the space where the air is to be purified then take a piece of tin, or a fifty pound lard can, or one of its covers, or a dishpan turned upside down and place it in the center of the cooler or room. If a piece of sheet iron is used, it should be placed upon a brick or stone to prevent scorching the floor. Upon this sheet iron, pan or piece of metal, upon which should be spread ¼ ounce of Aseptifume to every 100 cubic feet of space in the cooler or room. Always use a flat piece of tin.

If a pie plate, dish or can is used always turn it upside down, as the Aseptifume will not burn in the bottom of a dish. It must be up so that the air can circulate freely around it.

When everything is in readiness, light the paper at one or two corners which in turn (continued on next page)

Eliminate all Guesswork by Using Our

COOKING THERMOMETERS

FOR MEAT 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, etc. A card accompanies each one of these Thermometers, giving full instructions for cooking meats and sausage of all kinds.

PRICES

1 only, each .............................................. $1.00
1/2 dozen to box, per box......................... 2.75
1 dozen to box, per box......................... 15.00

B. HELLER & CO. CHICAGO, U. S. A.

COLD STORAGE THERMOMETERS

PERFECT CURING OF MEAT DEPENDS MUCH UPON A CORRECT TEMPERATURE

These Thermometers are designed especially for Refrigerators, Cooling Rooms and Packing House Cellars. The tube has an angle protection. The scale is made of extra heavy brass, mounted on a solid piece of oak. Both the scale and figures have been made extra plain, heavy and large, so that the degrees of temperature can be plainly seen.

The glass tube is made from heavy glass with a magnifying front, to enlarge the mercury, making this a desirable thermometer to read. It is 12 inches long and graduated from 20 degrees below zero to 80 degrees above. It is a strong instrument and will stand the hard usage required of it in Cold Storage and Refrigerating plants.

PRICES

1 only, each .............................................. $1.40
1/2 dozen to box, per box......................... 4.00
1 dozen to box, per box......................... 15.00

B. HELLER & CO. CHICAGO, U. S. A.
will light the Aseptifume, causing it to burn and liberate the fumes which do the work. See that it burns well, then close the door tight and allow the fumes to remain in the room over night.

Aseptifume should be burned in the cooler, ice box or other room, in the evening at closing time. In the morning open the door and allow all odor to escape before putting back the meat or other food products.

The cubic feet in a cooler are computed as follows: If, for instance the entire measurements are 7 feet high by 10 feet wide by 7 feet long, then multiply 7 feet by 10 feet which equals 70 square feet, and multiply that by 7 feet which gives 490 cubic feet.

We assure our friends and customers that the occasional use of Aseptifume will be found to save its small cost and the little trouble in using many times over, through the prevention of spoilage and consequent waste.

**Good Rules for all who wish to prosper and get rich**

Add up your debt account once a week.
Never allow yourself to owe over twenty-five per cent. of your capital.
See to make your expenses for the day before 10:00 A.M.; the balance is yours.
Save the pennies, the dollars come themselves.

Little leakages do the mischief, not big ones, for those you can see.
Always collect your outstandings at once; never allow them to run.
Any person can make money, but it takes a wise man to save it.
Promise nothing but what can be fulfilled; never say tomorrow when it can be this day.
Mind no business but your own.
Never tell your friends about how much or how little business you do.
Count twenty before speaking; it may save you lots of trouble.
Do not feel proud toward your fellowman—peacocks and fools only do that.
Give and accept receipts as you go along.
Throw nothing away; it may come handy some time, let it be ever so small.
Go into no scheme you have not seen.

**A Problem in Underwear**

Mr. Steer:—"What kind of underwear did Eve wear?"
Mr. Porker:—"Nit"
The Fly as a Contaminator of Food

Of the many agencies responsible for the contamination of food none is to be feared more than the common house fly. In fact it is not going too far to say, that this is one of the most dangerous enemies of man, because of the possibility of contamination of food stuffs with disease producing germs carried from the house fly Higher researches have shown but the excrement voided by the fly in very many cases consists of highly infected material, in a very concentrated state. It is astounding to contemplate the vast quantity of food products which are annually rendered unsalable as a result of contamination from the common house fly. This of course means financial loss as well as the possibility of trouble with the officials who are appointed to enforce the Sanitary Food Laws in each State.

If you will consider for one moment the positive fact that the favorite place upon which the female fly deposits her eggs is a manure pile, you will readily understand that the germs of typhoid fever, cholera, dysentery, stomach complaint, tuberculosis and various intestinal diseases are carried directly to the food upon which flies may alight. To illustrate the rapidity with which flies propagate consider the following figures. The eggs deposited by the female fly are in batches of 75 to 125 eggs, and each female fly during its egg laying period deposits as many as four such layings; the eggs hatch in from twelve to twenty-four hours, and the newly hatched flies begin feeding immediately. The flies at this stage are called larvae or maggot. During the period of from ten to fifteen days these maggots change into winged flies. Upon the authority of Government investigation it is stated that there are from ten to fourteen generations of the fly possible during a season. Calculated out in cold figures this shows that one pair of flies are capable of producing in one season over one billion flies, to carry death and destruction to unprotected food supplies. These figures are well worth thinking over.

While every effort should be made to kill flies which get into the premises, there is no question but what an ounce of prevention is worth a pound of cure, in the combating of the fly nuisance. What we strongly recommend is to destroy the breeding places of this pest. The United States government has for a long time been making diligent researches to find a cheap but efficient chemical to destroy the fly in its chief breeding place, namely the horse stable and manure pile. The Government has recently announced that it has found that the simple product, borax used in the proper proportions and applied in the proper manner will render the eggs of the fly powerless to hatch. The method recommended is, to take nine to ten ounces of powdered borax for every eight bushels of manure as it comes from the stable. The borax may be applied with a common flour sifter, distributing it as thoroughly as possible over the manure. Then sprinkle with three or four gallons of water to dissolve the borax. This has been found most effectual in preventing the hatching of the eggs, and if we can prevent the breeding of the fly we shall have accomplished a great deal toward eradicating one of the most prevalent of food contaminants.

The following few suggestions will also materially aid in overcoming the fly pest. Keep a tight box for manure at your stable, and use the Government method mentioned above for preventing the hatching of the eggs. Keep the stable, yard and alley free from fly attracting materials. Keep garbage and all waste materials in tightly covered metal cans. Do not permit food stuffs to be hauled through the streets and alleys unprotected, and above all things see that all of your screens in windows and doors fit tightly.

To obtain the confidence of your customers endeavor to have all of your food products which they may purchase from you, kept under conditions which are equal in cleanliness to the housewife's own kitchen. We think the housewife is entitled to this much.

---

### B. HELLER & CO.'S TOES-UP

**An Efficient Fly Killer**

**EASY TO USE—QUICK IN ITS ACTION**

The fly poisonous elements of Toes-Up are combined with water to produce this convenient liquid preparation. A powerful gas is dissolved in the water. In addition to this gas, there is also compounded into Toes-Up the extract from a tree, native to the West Indian Islands. The water extract from this wood has been known for many years past to have the property of attracting flies. They drink the liquid with avidity and are soon destroyed by its effects.

<table>
<thead>
<tr>
<th>Price</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.75</td>
<td>1 quart bottle</td>
</tr>
<tr>
<td>1.25</td>
<td>½ gallon bottle</td>
</tr>
<tr>
<td>1.75</td>
<td>1 gallon bottle</td>
</tr>
<tr>
<td>9.00</td>
<td>6-1 gallon bottles</td>
</tr>
</tbody>
</table>

**PREPARED BY**

B. HELLER & CO. CHICAGO, U. S. A.
Sanitation as it Applies to Food

Many States have recently had passed by their Legislature a Sanitary Food Law. In all instances the enforcement of these Sanitary State Food Laws is placed in the hands of the State Food Commissioner and his department, for enforcement. Therefore, the food officials of such States are giving a great deal of attention at the present time to the sanitary condition of meat markets, and other places where food products are sold or prepared. We have found by many years experience that a clean meat market is one of the best advertisements that a retailer can have, and certainly advise our friends to get in line with the requirements of their State Sanitary Food Law. By keeping your place clean you not only save trouble with the State Food Officials, but at the same time use one of the best forms of advertising to increase your trade.

In these days of keen competition the progressive retailer handling meat products will readily recognize the influence upon his customers of well kept, clean floors, fixtures and counters. This includes the screening of meat from flies, and the ridding of the premises of all forms of insect life. The following are suggestions for placing your market on the A1 list. See that all doors and windows are tightly screened. Bear in mind that practically all of our schools are teaching the girls domestic economy, and women’s clubs and medical schools are teaching methods of sanitation, and the best methods for the preservation of foodstuffs. There is no question but that the new race of young housekeepers growing up will patronize the market using modern sanitary methods for keeping foods and protecting them from contamination. The up-to-date retail butcher can do no better than study this subject of sanitation in the handling of food, as he can in this way materially assist in conserving the public health. Such dealers who are awake to their responsibility along these lines, will surely recognize the possibilities of increasing business and obtaining the respect and confidence of the public in addition to greater profits.

Sold His Silent Meat Cutter

Wilshall, Mont.
May 15, 1916

Dear Sir:-

Sold my Silent Meat Cutter through your ad. Please discontinue same. Thank you very much for your kindness.

Yours truly,
L. K.
Air Circulation in a Cooler where Meat is Curing

In a cooler or refrigerator used only for curing meat in vats or barrels, the circulation of the air is not so necessary, because all that is required there is a low temperature, but after awhile if there is no circulation of the air, the air becomes foul and mold will start growing on the walls of the cooler and also on the barrels or vats in which the meat is curing. When this condition arises one will at once know that the air does not circulate and that it needs a fresh supply of air in the cooler or a circulation of same. By circulation we mean that the air should keep moving over the ice or over refrigerating pipes and from the top of the cooler down to the bottom, traveling continually. The ice or the refrigerating pipes condense and absorb the moisture or impurities from the air as it passes over them, thus keeping the cooler sweet and pure. It is always best that the air circulates continually in a cooler, where meat is cured, and therefore it is best to construct a cooler so that one is assured of continual circulation.

Air Circulation in a Cooler where Dressed Meat is Stored

In a cooler where fresh meat is kept, it is very important that the air should be kept in constant circulation. Dead air refrigeration would never do for storing fresh meat because moisture would settle on the meat and it would soon mold. So if anyone is having trouble with meat becoming moldy or slimy when it hangs in the cooler a week, he may rest assured that he hasn’t proper circulation of air in his cooler. Ice boxes or coolers must be so constructed that the air circulates from one side of the ice chamber down to the floor and then up on the other side or up through the center, over the ice or refrigerating coils so that the ice or the refrigerating coils can absorb the moisture from the air, as it passes them while circulating through the ice box or cooler. The circulation of air must be so strong that when you go into the cooler with a cigar, that the smoke from the cigar will travel with the air in the direction the air is circulating so one can easily see it.

Something To Remember

You can never gain the friendship of a man by arguing with him.
Why Sausage Makers Should Use Zanzibar-Brand Prepared Sausage Seasonings instead of Seasoning Sausage the Old Way

If you like a certain brand of catsup or a certain cigar, and found that every time you bought this catsup or bought this cigar it had a different flavor, how long would you continue to buy it? You would soon change to some other brand and if you found something that you liked you would stick to it, and you would never again go back to the old catsup or the old cigar. The same thing holds good with all kinds of sausage. If you are making sausage and seasoning it with Zanzibar-Brand Prepared Sausage Seasoning, and always use the same quantity, your sausage will have exactly the same flavor every time you make it.

If customers buy your sausage because they like the flavor, and if you give them the same flavored sausage every time, you know they are going to stick and continue to buy sausage from you. But if you season your sausage by using a little of one kind of Seasoning and a little of something else, your sausage will never have the same flavor; every time you make them, they will taste different. You cannot expect customers to continue buying your sausage if it tastes different every time any more than you would continue buying a certain brand of catsup or a cigar if it tasted different every time you bought it.

It Would Depend

"What would you do if you caught your husband kissing the cook?"

"Well, it would all depend on whether she liked it well enough to stay or not."

B. HELLER & CO.'S

**GARLIC COMPOUND**
(GARLIC AND CEREAL)
An Appetizing Flavor for High Grade Foods

Vacuum-Brand Garlic Compound is a powder made from selected Fresh Garlic and so Combined with Cereal to retain the essential flavoring principle of the Fresh Garlic. This method of preparation permits the Delicious Flavoring Properties to be easily and thoroughly mingled with the foods to be flavored. Vacuum-Brand Garlic Compound is Excellent as a Flavoring for Bologna and Frankfurt Sausage, Corned Beef, Chile Sauce, etc.

**PRICES**

| 1 pound Cans | $0.45 |
| 5 pound Cans, per pound | .40 |
| 10 pound Cans, per pound | .39 |
| 25 pound Cans, per pound | .38 |
| 50 pound Cans, per pound | .37 |
| 100 pound Cans, per pound | .36 |
| Barrels, (250 pounds) per pound | .35 |

**MANUFACTURED BY**
B. HELLER & CO. CHICAGO, U. S. A.

B. HELLER & CO.'S

**GARLIC CONDIMENT**
(Powder)
Excellent for Flavoring Sausage of all kinds, Dill Pickles, Tamales, etc.

Vacuum-Brand Garlic Condiment is a Seasoning made from Selected Fresh Garlic combined with Spice. The Spice is used as a means to absorb and carry the flavor of the Garlic.

Garlic Condiment is absolutely free from cereal. This fact makes it usable in such states and manufacturing establishments where products containing Cereals may not be used. Garlic Condiment complies with the National and all State Pure Food Laws.

**PRICES**

| 1 pound Cans | $0.55 |
| 5 pound Cans, per pound | .50 |
| 10 pound Cans, per pound | .49 |
| 25 pound Cans, per pound | .48 |
| 50 pound Cans, per pound | .47 |
| 100 pound Cans, per pound | .46 |
| Barrels, (250 pounds) per pound | .45 |

**PREPARED ONLY BY**
B. HELLER & CO. CHICAGO, U. S. A.
**FREEZE-EM PICKLE**

For Curing Hams, Bacon, Shoulders, Corned Beef, and for Curing Beef and Pork for making all kinds of Sausage

Freeze-Em-Pickle is a preparation for Curing Hams, Bacon, Corned Beef, Shoulders, Pickled Pork, Dry Salt Meat and Meat for Making Bologna and all other kinds of Sausage, etc. The Freeze-Em-Pickle Process retards fermentation and souring of brine. It gives a delicious, mild flavor, curing the meat more uniformly and with a fine color, if our directions are followed. By its use curing is made easier, and anyone, without being experienced, can cure meats with success.

Trimmings and sausage meats treated with dry Freeze-Em-Pickle can be stored away for six months, or even longer, and will then make better sausage than will fresh meats. Dry curing meats for sausage by the Freeze-Em-Pickle Process congeals the albumen in the meat, so that it and the juices do not draw out in the form of brine. It thus keeps more of the nutriment and flavor in the meat and sausage, therefore making it more juicy and better when fried or otherwise cooked.

Those using the Freeze-Em-Pickle Process have an absolute guaranty in its use and can always depend upon getting good results when our directions are followed. It possesses the advantages which the curer of meat has been seeking for many years. Freeze-Em-Pickle also fully complies with all State, National and Foreign Laws.

The Freeze-Em-Pickle Process of curing meats gives a mild, delicious flavored cure. Meats cured by it will not be too salty, but will have that sugar-cured flavor which is so much liked.

**Making Bologna and Frankfurth Sausage**

The Freeze-Em-Pickle Process is highly recommended for preparing meat for Bologna, Frankfurts, etc. When the meat for Bologna and Frankfurt Sausage is prepared by this Process, the sausage made will be juicy and delicious.

**P R I C E S**

<table>
<thead>
<tr>
<th>Description</th>
<th>F. O. B. all shipping points East of Denver, Chicago, New York, and all Eastern points</th>
<th>F. O. B. Denver Salt Lake City and Texas shipping points</th>
<th>F. O. B. Pacific Coast points</th>
</tr>
</thead>
<tbody>
<tr>
<td>⅛ Case, 25-1 pound cartons</td>
<td>$.016</td>
<td>$.017</td>
<td>$.018</td>
</tr>
<tr>
<td>¼ Case, 50-1 pound cartons</td>
<td>$.15</td>
<td>$.16</td>
<td>$.17</td>
</tr>
<tr>
<td>1 Case, 100-1 pound cartons</td>
<td>$.14</td>
<td>$.15</td>
<td>$.16</td>
</tr>
<tr>
<td>¼ Barrel, 250 pounds</td>
<td>$.10½</td>
<td>$.11¾</td>
<td>$.12½</td>
</tr>
<tr>
<td>1 Barrel, 500 pounds</td>
<td>$.10</td>
<td>$.11</td>
<td>$.12</td>
</tr>
<tr>
<td>5 Barrels, 2500 pounds</td>
<td>$.09½</td>
<td>$.10½</td>
<td>$.11½</td>
</tr>
<tr>
<td>10 Barrels, 5000 pounds</td>
<td>$.09</td>
<td>$.10</td>
<td>$.11</td>
</tr>
</tbody>
</table>
In order to make Fine Sausage the Sausage Maker must use Fine Seasonings. It pays to use the very best Seasonings that can be obtained.

Zanzibar-Brand Prepared Sausage Seasonings are made from carefully tested and selected spices and herbs. Their use gives to sausage a delicious and appetizing flavor. The pleasing aroma arising from cooked sausage containing these Seasonings adds zest to the appetite. Zanzibar-Brand Sausage Seasonings are 100% Spices and Herbs.

There are so called sausage seasonings on the market which contain 40% to 50% bread crumbs. Buy the all-seasoning kind (Zanzibar-Brand) and be safe.

Zanzibar-Brand Prepared Sausage Seasonings impart a fine flavor as well as a delicious aroma to all kinds of sausage. The ingredients used in their preparation are Pure, and of High Quality. The combinations impart to sausage a zestful and piquant flavor entirely their own, which is very delicious and appetizing and one which is exceedingly pleasing. Zanzibar-Brand Seasonings will help increase anyone’s sausage trade wherever used, because the sausage flavored with these Seasonings will possess so distinctive a flavor as well as an appetizing aroma.

Owing to the Zanzibar-Brand Seasonings being free from adulterations, and of high quality, it is necessary to use only one-half as much of the Zanzibar-Brand Seasonings as of diluted and adulterated prepared seasonings or spices. It, therefore, can be seen that our Zanzibar-Brand Seasonings are positively cheaper owing to the small amount required to give the sausage the desired flavor. Any Sausage Maker who will try these Seasonings will always use them, not only because they give such a delicious flavor to the sausage but also owing to their economy in use.

<table>
<thead>
<tr>
<th>Seasoning Type</th>
<th>250 lb.</th>
<th>100 lb.</th>
<th>50 lb.</th>
<th>25 lb.</th>
<th>10 lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pork Sausage Seasoning (with Sage)</td>
<td>$0.45</td>
<td>$0.46</td>
<td>$0.47</td>
<td>$0.48</td>
<td>$0.50</td>
</tr>
<tr>
<td>Pork Sausage Seasoning (German Style)</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
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<tr>
<td>Bologna and Smoked Sausage Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
</tr>
<tr>
<td>Frankfurt and Wiener Sausage Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
</tr>
<tr>
<td>Liver Sausage, Blood Sausage and Head Cheese Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
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<tr>
<td>Swedish Style Sausage Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
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<tr>
<td>Polish Style Sausage Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
</tr>
<tr>
<td>Summer Sausage Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
</tr>
<tr>
<td>Pickled Tongue and Pigs Feet Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
</tr>
<tr>
<td>Corned Beef Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
</tr>
<tr>
<td>Hamburger Seasoning</td>
<td>.30</td>
<td>.31</td>
<td>.32</td>
<td>.33</td>
<td>.35</td>
</tr>
<tr>
<td>Chile Powder, Zanzibar-Brand</td>
<td>.47</td>
<td>.49</td>
<td>.51</td>
<td>.53</td>
<td>.55</td>
</tr>
</tbody>
</table>
B. Heller & Co. Chicago, U.S.A.

Bull-Meat-Brand Flour
Highly Recommended as a
Sausage Binder and Meat Juice Absorbent

Sausage Makers who have made a test of Bull-Meat-Brand Flour say that it is a most satisfactory Blender, Binder and Absorbent for Bologna, Frankfurts, Pork Sausage, etc.

Bull-Meat-Brand Flour is a Pure Cereal Product, and Contains no adulterants of any kind. It is made from desirable grain, and possesses those absorbing and binding qualities which make it especially adapted for use in sausage making. It has great absorbing qualities; it adds to the nutritive value of the sausage through its tendency to absorb and retain the meat juices and fats, which make the sausage more juicy and more appetizing.

Bull-Meat-Brand Flour does not dry out and become lumpy, but blends with the meat and fat when our directions are followed.

Bull-Meat-Brand Flour complies with the requirements of the Food Laws. Being a wholesome and nutritious article of food in itself, it improves the sausage in flavor by holding in the juices. Our Guaranty is attached to every package of Bull-Meat-Brand Flour leaving our factory, and we guarantee it to comply with the Pure Food Laws.

PRICES

<table>
<thead>
<tr>
<th>Description</th>
<th>F. O. B. Chicago</th>
<th>F. O. B. Jobbers in Texas</th>
<th>F. O. B. Jobbers West of Rockies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Case (10-5 lb. packages) per lb</td>
<td>$0.06$</td>
<td>$0.07$</td>
<td>$0.08$</td>
</tr>
<tr>
<td>1 Case (20-5 lb. packages) per lb</td>
<td>$0.06$</td>
<td>$0.07$</td>
<td>$0.08$</td>
</tr>
<tr>
<td>1 Drum (50 lbs.) per lb.</td>
<td>$0.06$</td>
<td>$0.07$</td>
<td>$0.08$</td>
</tr>
<tr>
<td>1 Drum (100 lbs.) per lb.</td>
<td>$0.05$</td>
<td>$0.06$</td>
<td>$0.07$</td>
</tr>
<tr>
<td>1 Barrel (275 lbs.) per lb.</td>
<td>$0.04 \frac{1}{2}$</td>
<td>$0.05 \frac{1}{2}$</td>
<td>$0.06 \frac{1}{2}$</td>
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<tr>
<td>6 Barrel lots, per lb.</td>
<td>$0.04 \frac{1}{2}$</td>
<td>$0.05 \frac{1}{2}$</td>
<td>$0.06 \frac{1}{2}$</td>
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<tr>
<td>12 Barrel lots, per lb.</td>
<td>$0.04$</td>
<td>$0.05$</td>
<td>$0.06$</td>
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<tr>
<td>25 Barrel lots, per lb.</td>
<td>$0.03 \frac{3}{4}$</td>
<td>$0.04 \frac{3}{4}$</td>
<td>$0.05 \frac{3}{4}$</td>
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<tr>
<td>100 Barrels (10 at a time) per lb</td>
<td>$0.03 \frac{3}{4}$</td>
<td>$0.04 \frac{3}{4}$</td>
<td>$0.05 \frac{3}{4}$</td>
</tr>
<tr>
<td>100 Barrels (1 shipment) per lb.</td>
<td>$0.03 \frac{3}{4}$</td>
<td>$0.04 \frac{3}{4}$</td>
<td>$0.05 \frac{3}{4}$</td>
</tr>
</tbody>
</table>
B. Heller & Co.

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.

DIRECTIONS
Use Bull-Meat-Brand Flour in proportion, to comply with your State Food Law. Simply mix it with the meat, the same as seasoning.

Put up by B. Heller & Co.
MANUFACTURING CHEMISTS

Chicago, U.S.A.
FOR CURING HAMS, SHOULDERS, BACON, CORNED BEEF, PICKLED PORK, AND FOR CURING ALL KINDS OF SAUSAGE MEAT.

FREEZE-EM-PICKLE
Polar Brand

B. Heller & Co. Mfg. Chemists
Chicago, U.S.A.

A PERFECT UNIFORM CURE WITH A MILD, SWEET, DELICIOUS FLAVOR.
COMPLIES WITH THE U.S. PURE FOOD LAWS