# INDEX

<table>
<thead>
<tr>
<th>Topic</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bacon squares cut out of jowls</td>
<td>17</td>
</tr>
<tr>
<td>Beef extract out of bones</td>
<td>11</td>
</tr>
<tr>
<td>Blood and tankage</td>
<td>26</td>
</tr>
<tr>
<td>Bologna, flour and water content</td>
<td>27</td>
</tr>
<tr>
<td>Bologna seasoning</td>
<td>27</td>
</tr>
<tr>
<td>Bones: what to do with them</td>
<td>10</td>
</tr>
<tr>
<td>Box cure for bacon, butts, loins</td>
<td>7</td>
</tr>
<tr>
<td>Butts (boneless) in beef bungs</td>
<td>7</td>
</tr>
<tr>
<td>Capicola</td>
<td>8</td>
</tr>
<tr>
<td>Children deprived of meat</td>
<td>16</td>
</tr>
<tr>
<td>Curing trimmings for bologna</td>
<td>27</td>
</tr>
<tr>
<td>Delicatessen</td>
<td>13</td>
</tr>
<tr>
<td>Editorial round-up</td>
<td>14</td>
</tr>
<tr>
<td>Far-seeing butcher</td>
<td>8, 12, 13, 16</td>
</tr>
<tr>
<td>Frankfurts and wiener sausans souring</td>
<td>19</td>
</tr>
<tr>
<td>Frankfurts too dry and tough</td>
<td>18</td>
</tr>
<tr>
<td>Hams (smoked) preserved in lard</td>
<td>24</td>
</tr>
<tr>
<td>Hickory smoke odor through plant</td>
<td>26</td>
</tr>
<tr>
<td>Lard with stearin separated out</td>
<td>23</td>
</tr>
<tr>
<td>Liquid smoke in sausage</td>
<td>27</td>
</tr>
<tr>
<td>Liver sausage faulty</td>
<td>21</td>
</tr>
<tr>
<td>Meat baskets; How to bleach</td>
<td>26</td>
</tr>
<tr>
<td>Meat flavor and toughness</td>
<td>6</td>
</tr>
<tr>
<td>Meatless menus</td>
<td>15</td>
</tr>
<tr>
<td>Meat-loaf kitchen; Beginning a.</td>
<td>22</td>
</tr>
<tr>
<td>Milk (skimmed) in sausage</td>
<td>20</td>
</tr>
<tr>
<td>Momsies capture the public</td>
<td>14</td>
</tr>
<tr>
<td>Picnics or calas</td>
<td>3</td>
</tr>
<tr>
<td>Pig feet, surplus</td>
<td>9</td>
</tr>
<tr>
<td>Power belts and their care</td>
<td>16</td>
</tr>
<tr>
<td>Print your own price list and circulars at little cost</td>
<td>12</td>
</tr>
<tr>
<td>Price list; Heller’s wholesale</td>
<td>33</td>
</tr>
<tr>
<td>Questions and answers</td>
<td>17</td>
</tr>
<tr>
<td>Salami with gray ring</td>
<td>22</td>
</tr>
<tr>
<td>Sausage; Dark stains of</td>
<td>18</td>
</tr>
<tr>
<td>Sausage salad</td>
<td>13</td>
</tr>
<tr>
<td>Sausage seasoning</td>
<td>20</td>
</tr>
<tr>
<td>Shrouding beef carcasses</td>
<td>13</td>
</tr>
<tr>
<td>Silent cutter; Chopping with</td>
<td>17</td>
</tr>
<tr>
<td>Smokehouse fuel; orchard prunings</td>
<td>20</td>
</tr>
<tr>
<td>Smokehouse (small) of brick</td>
<td>24</td>
</tr>
<tr>
<td>Soup resembling cream of chicken</td>
<td>11</td>
</tr>
<tr>
<td>S. P. shoulders</td>
<td>3</td>
</tr>
<tr>
<td>Wanted and for sale</td>
<td>29</td>
</tr>
<tr>
<td>Wiener sausage black</td>
<td>20</td>
</tr>
</tbody>
</table>

# ADVERTISING INDEX

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

B. Heller & Company, Mfg. Chemists, Chicago, U. S. A.
S. P. SHOULDERS

There are two general classes of shoulders, English-cut or square shoulders and American-cut.

The American-cut are of two kinds: picnics or calas and New York shoulders. The packers cure also English square-cut shoulders, for domestic use as well as for export. Skinned picnics and scalped picnics have a recognized place; but where skinning or scalping is necessary, for any reason, the picnics may also be sold green for roasts and not cured.

Picnics were formerly known as picnic hams and California hams, gradually simplified to "picnics" and "calas", to avoid the charge of misbranding. "Picnics" is more favored to designate shoulders trimmed to resemble a ham with butt off.

They should be pumped, sweet-pickle cured and smoked like shortcut (American-cut) hams.

First sort picnics into three classes—

- Small picnics, 3 to 6 pounds,
- Medium picnics, 7 to 10 pounds,
- Large picnics, 11 to 16 pounds.

Pumping picnics—If the curing temperature is kept uniformly between 38 and 42 degrees F., small and medium
USE THE FOLLOWING—

**Freeze-Em-Pickle Fancy Pumping Pickle**

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

The accompanying diagram shows the position of the pumping needle at the four "stitches" (insertions) given to heavy picnics—two into the shank, shown at "a" and "b"; one in the blood vein, shown at "c"; and one in the butt, under the blade, shown at "d".

This last one is omitted in pumping light and medium picnics. Solid lines in the diagram show the pumping needle up to the point of entry into the picnic, and dotted lines show the direction of the needle inside the picnic.

If the pickle pump is equipped with a gauge or dial, set it, for fancy picnics, to deliver 3 ounces fancy Freeze Em-Pickle pumping pickle at each stroke of the pump handle. Allow one stroke for each insertion of the pumping needle. For medium and large picnics, allow two strokes for the insertion in the shank, but only one stroke for the rest.

The quantity of pumping pickle forced into each picnic in this way is as follows—

Small picnics, pump 6 oz. pumping pickle,
Medium picnics, pump 9 oz. pumping pickle,
Large picnics, pump 12 oz. pumping pickle.

When possible always figure one ounce of pumping pickle to each pound of meat.

The manner of putting down picnics in cure is the same as for hams. Following is the sweet pickle formula.

**Freeze-Em-Pickle S. P. Curing Brine**

For each 100 pounds of picnics, use:

- 8 lbs. common salt,
- 1 lb. Freeze-Em-Pickle,
- 2 lbs. best granulated sugar,
- 6 gals. cold water.

Or for each 100 gallons of cold water, use:

- 133 lbs. common salt,
- 17 lbs. Freeze-Em-Pickle,
- 33 lbs. best granulated sugar.

**Overhaul** on the fifth, tenth and fifteenth days of curing. Under this schedule, the smaller picnics will be overhauled twice only.

The length of time to cure sweet-pickle picnics or calas, by the Freeze-Em-Pickle process, when duly pumped, differs according to the size of the picnics or calas, as follows:

- Small picnics, cure 15 to 20 days,
- Medium picnics, cure 22 to 28 days,
- Large picnics, cure 30 to 38 days.

The following schedule adapts the usual packing-house averages to the Freeze-Em-Pickle process.

**S. P. Calas or Picnics. Age When (Green Weight) Fully Cured.**

- 3 to 5 pound average, 15 days,
- 5 to 6 pound average, 19 days,
- 6 to 8 pound average, 23 days,
- 8 to 10 pound average, 26 days,
- 10 to 12 pound average, 30 days,
- 12 to 14 pound average, 34 days,
- 14 to 16 pound average, 38 days.
For the home market and for boiling, the picnics may be taken out of the cure 5 to 12 days earlier. It is not well to leave them in the pickle more than five days after they are fully cured, unless they are removed to a temperature of not over 28 degrees F.

Soak the picnics, like hams when fully cured, in clean water at 70 degrees F., about 5 minutes for each day in cure. A change of water is advised rather than longer soaking where this rule does not remove all the surplus salt. After soaking, quickly wash the meat with water as hot as the hand can comfortably bear, to remove slime and loose fat. Trim off ragged parts.

Let them drip and dry off as much as possible before hanging them in the smokehouse.

Start the fire and keep smokehouse moderately warm till the surface of the picnics is thoroughly dry, which will take several hours. Then lower the fire, start the smoke and continue until the desired color is obtained. Then promptly take the picnics out of smoke, wipe with dry cheesecloth, and cool at room temperature.

Boiling picnics intended to be cooked and used immediately, may be taken out of the Freeze-Em-Pickle cure in shorter time than those intended for thorough cure and smoking. Following is the shortened process.

Pump the picnics and put them down in cure as directed on page 4, but at a temperature of 45 degrees F.

<table>
<thead>
<tr>
<th>Number of Days for Quick Cure by the Freeze-Em-Pickle Process for Cooking and Immediate Use</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small picnics, (3 to 6 lbs.)</td>
</tr>
<tr>
<td>Medium picnics, (7 to 10 lbs.)</td>
</tr>
<tr>
<td>Large picnics, (11 to 16 lbs.)</td>
</tr>
<tr>
<td>8 to 10 days</td>
</tr>
<tr>
<td>12 to 14 days</td>
</tr>
<tr>
<td>15 to 19 days</td>
</tr>
<tr>
<td>Overhaul on the third, sixth, and ninth days.</td>
</tr>
</tbody>
</table>

For the finest flavor, uniform throughout, use only picnics that are fully cured, in strict accord with the time given on page 4.

Soak in water held at 70 degrees, $\frac{3}{4}$ to 1½ hours, according to age in cure, to remove excess salt.

Then bone the picnics, sort into lots divided to the pound (or even to the half pound), and either wrap them in canvas for pressing in tubular retainers or press them without cloths into the newer forms, which need no cloths. A little Zanzibar-Brand Savory Jell-Jell scattered in the cuts made by boning, before pressing the shoulders, makes the boiled product slice better and gives it a delightful flavor.

Cook, at 160 degrees F., 30 minutes per pound of weight in each picnic. Then draw off the water, set them to drain and develop color, at room temperature, till cool, and then remove them to the cooler.

Chill through at curing temperature.
SUCCESS WITH MEAT

(38 to 40 degrees F.) and then remove from retainer. Then wash lightly, wipe dry, and place on shelves in a single layer. If they are to be smoked, wrap them with twine first, with a loop at the shank for hanging in the smokehouse.

FLAVOR AND TOUGHNESS OF MEAT

The toughness or tenderness of meat depends on the structure of the microscopic muscle tubes and their connective tissue. The flavor depends on the juices and extractives contained in those tubes. The tubes of young animals are thin and delicate and the meat is tender; the muscle tubes of older animals are hardened by age and use or by exposure and underfeeding, and the meat is tough. In younger animals the juices in those tubes are watery and flavorless; in older animals they contain extractives and the flavor is heightened accordingly.

Those muscles which are used the most are coarsest and toughest. At the same time, the blood supply is increased by exercise, and the tougher part of the carcass is therefore the juicier and richer in flavor. It is a safe rule that the cut of meat increases in tenderness as the distance increases from rump or head toward the middle or loin. This makes the loin and prime ribs the choicest and costliest parts of a meat carcass. Those who understand correct curing and cooking to make meat tender and yet retain the flavor, find it profitable to buy the better flavored, tougher cuts. Cutting squarely across the muscle tubes and then breaking the walls of the tubes and the connective tissue with the flat side of a clever or rasp, help much to render a tough cut tender.

Male animals are more highly flavored than the female. The sexual odor becomes so strong in some, notably the boar, that the animal is unfit for meat purposes. Castration at a very early age overcomes this objection, and so we have the barrow, the steer, the wether, and the capon, all of which have tenderer meat and better flavor than the sexed animals of their species. They have the further merit of laying on fat more economically. Castration after maturity produces stags, the texture and flavor of whose meat is more or less affected by the operation, according to the length of time elapsing between castration and killing.

After killing an animal, the meat is at first tender, soft and juicy. It then enters a state known as rigor mortis, when the flesh stiffens and becomes hard and tough. Coming out of the second stage, it undergoes an acid fermentation, causing it to lose about one-fourth its original toughness during the first few days. The action continues in the refrigerator or cooler until the meat becomes quite tender and somewhat crumbly (friable), much like the effect of prolonged soaking in vinegar. Similar results are obtained by the Freeze-Em-Pickle process of curing.

MEETING THE DEMAND

Butch.—“I’m sorry this chicken is so slender.”

Lady.—“Oh, that’s all the better. Such exquisite slenderness! That’s all the rage this year.”

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
BONELESS BUTTS IN 
BEEF BUNGS
(Also Known as "Rolled Boneless 
Butts" and "Butt Sausage")

Take butts cut from shoulders in making picnics or calas, as shown on page 3. They may be sweet-pickle cured like picnics or calas and hams, using the same formula as given on page 4. They are then known as cottage butts.

To make boneless butts in beef bungs, it is much better to dry cure them, either in boxes or in open piles with Freeze-Em-Pickle. The Freeze-Em-Pickle box cure produces a better flavor and prevents shrinkage and also does away with troublesome overhauling. Furthermore, the butts can be left in cure till needed, without becoming too salty. For these reasons we recommend the Freeze-Em-Pickle box cure for butts, the same cure that should always be used for bacon bellies, no matter if large of small.

How to Cure Butts by the Freeze-Em-Pickle Box Cure

First provide wooden boxes of any convenient size to suit the volume of business. They should be lined with galvanized iron and soldered. There should be a wooden rack to fit loosely inside, at the top, and a cover with or without hasps.

Bone the butts and rub the following curing mixture on all sides and into the cuts. The butts must be chilled through to the center before being placed in cure for this method as well as for the sweet pickle method.

Curing Formula for Box Cure

For 100 pounds boneless butts, use
1 pound Freeze-Em-Pickle,
2 pounds granulated sugar,
2 pounds fine dairy salt.

If the curing temperature cannot be kept as low as 38 to 40 degrees F., the quantity of dairy salt should be increased to 3 pounds instead of 2.

After rubbing the curing mixture on the butts, pack them tightly into the box without leaving any air spaces. Tamp them down to make sure of getting the air out. When nearly full, put the rack on and then the cover. Weight down with weights about equal to the weight of the meat inside. If the meat does not fill the box, place blocks or bricks on the rack so that there may be pressure from the cover.

Soon the curing mixture, dissolved by the extractives of the meat, will appear in the top as a sweet brine. This will be all re-absorbed, which accounts for the excellent flavor as well as for the fine color of meats cured by the Freeze-Em-Pickle cure in boxes.

The butts will be fully cured in

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

two weeks. On taking them out of cure, soak them in water (about 70 degrees F.), 30 minutes for each day in cure. They are then ready for making butt sausage.

**Stuffing, Smoking and Cooking**

**First.**—Stuff into beef bungs, one large butt or two small butts into each casing. If the casings are large, more may be stuffed into them, one butt after another, according to the length of the bung. Fasten both ends with wooden skewers and tie under the skewers with 3-ply twine, forming a loop at one end for hanging on the smoke stick. Perforate the casing well with a fork to let out air and hang at work-room temperature an hour or two for partial drying.

**Second.**—Hang in a cool to medium smokehouse until dry or about 2 hours. Then add sawdust and smoke about 7 hours or till the desired color is reached.

**Third.**—After smoking, wrap tightly with 3-ply twine, once around the bung lengthwise and then around the sides, the loops a half inch apart and securely knotted.

**Fourth.**—The rolled butts are usually sold uncooked. If cooked, however, the wrapping should be done as quickly as possible, to avoid delay, between smoking and cooking. The cooking should be done at 160 degrees, about 30 minutes for each pound in a butt. Much shrinkage in the smoke house can be avoided if the cooking water is colored with Zanzibar-Carbon-Brand Casing Brown Mixture. This produces a beautiful smoke color that will not bleach out.

**Fifth.**—After cooking, spray or rinse the rolled butts with boiling water and then spray a few minutes with cold water to prevent shriveling. Let them hang at work-room temperature to dry and cool before putting them into the cooler.

The far-seeing Butcher always assumes that the customer is right. It is a good investment to take a small loss when it tends to more firmly hold a large account.

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**CAPICOLA**

Cure and soak as for boneless butts in beef bungs. Sprinkle the wet butts well with Zanzibar-Brand Chile Powder.

Stuff into beef bungs, tie and puncture as for boneless butts in beef bungs. Smoke about 12 hours in a cool smoke. Then wrap with flax twine, like boneless butts, and hang in summer-sausage dry room, at a temperature of not over 56 degrees F., for 10 to 14 days or till dry as local trade demands.

---

The far-seeing butcher has his eyes set on his show windows as well as his store.

---

**NEEDLESS SOLICITUDE**

"You can bring the groceries and meat in here."
"Yes mum."
"And be careful. All my floors are highly polished and in excellent condition."
"Oh, don't worry about me, mum. I won't slip. I've got nails in me boots."

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
SURPLUS PIG FEET

When pig feet are not in ready demand, it may be due to wrong methods, to improper flavor, or to a glutted market. No matter how they are to be used, they are improved by proper cure and pickling and correct seasoning. Any surplus should then be used in making the finer sausages, such as mортadella, hunters, braunschweiger liver, head cheese, etc., or they may be used in making stuffed pig feet. Following are the directions.

Pickled Pig Feet

First.—Pull off the toe nails and clean the pig feet carefully. Then cure them in brine made as follows:

6 pounds salt,
1 pound Freeze-Em-Pickle,
4 gallons water.

The feet should be cured in this brine four to five days. The brine can be used over and over again for curing pickled pig feet, until it becomes thick from the substances drawn out of the feet.

Second.—After the feet have been cured four or five days, cook them as follows. Heat a kettle of water, boiling hot; then throw the pig feet into it which will lower the temperature of the water and keep the heat on until the water gets to 155 degrees F. Simply let the water simmer just as slowly as possible until the feet are nicely cooked. The slower they cook, the better, and they ought to remain in the hot water about four hours, when cooked at a temperature of about 155 degrees F.

Third.—When they are cooked through, turn on cold water and let the water overflow until all the heat is out of them and the overflow runs cold.

Fourth.—Then split the feet through the center and pack them. If they are to be used in making stuffed pig feet, it is better to split them not quite through, leaving them attached by the skin on the lower side. If they are to be packed in tierces and kept on hand for a considerable length of time, the vinegar that is used should be 60 grains strong; but when they are packed in small packages for immediate use, 40 grains is strong enough.

Fifth.—When packing the feet add to every 100 pounds 8 to 10 ounces of Zanzibar-Brand Pigs' Feet Seasoning. This gives them that peculiar spicy flavor pig feet need to make them appetizing.

Stuffed Pig Feet

First.—Cure, split, and pickle the feet as directed above.

Second.—Soak the feet 2 or 3 hours in lukewarm water, changing the water twice.

Third.—Break out the bones. If they have not been cooked enough to admit of breaking out the bones readily, place the feet into a cooking vat or boiler with cold water. Bring the water slowly up to 155 degrees F., keep the scum skimmed off, and cook at that temperature until the
thumb and fingers can be pressed through the skin. Then run off the hot water and turn on the cold until they are chilled through. Then break out the bones and lay the halves in pairs to match, with the inner side on cloths, to dry.

**Fourth.**—Fill the feet with prepared frankfurts or bologna meat, and with a liberal quantity of Bull-Meat-Brand Flour mixed into it. Lay the filled halves together and tie them again with fine string.

**Fifth.**—Cook 30 to 45 minutes at 155 degrees F., depending on the size of feet. A little soup greens may be added for flavor. When cold, they may be coated either with their own jelly, obtained in cooking, or with Zanzibar-Brand Savory Jell-Jell.

The housewife may serve them cold or roll them in flour and bake them to serve with vegetables.

Such specialties take much extra work, but the trade is willing to pay the price for palatable novelties.

---

**QUITE A DIFFERENCE**

**Butcher.**—“Who’s making that racket?”
**Is it the delivery boy?”**
**Cashier.**—“No, it’s your best customer trying to hum a tune.”
**Butcher.**—“Um—catchy, isn’t it?”

---

**BONES: WHAT TO DO WITH THEM**

The average butcher sells or gives away such of the marrow bones as the housewives will take for soup, and accumulates the rest for sale, at a nominal price, to glue and gelatin factories. The buyer assumes a patronizing air for bothering at all with so small a lot. An occasional butcher grinds the bones into chicken feed or fertilizer—at a very fair profit, by the way—rather than accumulate a pile of unsightly bones to attract flies.

Large packers, heretofore, have used or sold them for making bone gelatin, the highest grade of gelatin known. But now come the nationally advertising soup makers, offering more for the bones as soup stock than they were worth as a raw material for gelatin. They have learned to make soup as every good chef has always made it: the bones are used as soup stock and other additions determine the kind of soup. After they exhaust them of all the extractives, the bones are still rich enough in phosphates to be ground into an excellent fertilizer or stock feed.

The value of bone to the large soup makers suggests a possibility for any butcher to “cash in,” on what is now worse than useless raw stock. The results will be according to his enterprise and executive ability. The local butcher may sell in bulk, by the pint, quart or gallon, the finest possible soup, which the housewife, the restaurant or lunch counter, the automobilist, or the picknicker has only to heat and serve.

Any butcher has the materials available, and fresh, as no manufacturer has who must collect bones from all quarters in any condition they may be offered. He probably has even the steam, kettle, utensils and full equipment to coin into money the raw materials which cost him as much as the
meat that was on them, but which now merely clutter up valuable space.

Soup Resembling the Finest Cream of Chicken

12 pounds mixed bones,
12 gallons water,
1⅔ pounds lean pork trimmings,
1 pound Spanish onions,
1 bunch leek or 1½ bunches chives,
1¼ pounds carrots,
4½ pints Delmonte or other cooked peas,
1 pound Bull-Meat-Brand Flour,
About 6 oz. salt, according to taste,
1 pound Royal Zest Poultry Seasoning.

First.—Put the bones and pork into a kettle, cover with water, bring to a boil (212 degrees F.), let it boil a few seconds, skim, and then draw off the water and discard it. Then pour cold water over the bones and pork to rinse them and pour that off also.

Second.—Add 12 gallons water to the blanched bones and pork, bring that to a boil and then reduce the fire to let it simmer at 180 to 185 degrees. Take the pork out in 1⅓ hours, but let the bones simmer 5 to 8 hours, depending on the size of the bones. Bull and cow bones require longer to cook than steer and veal bones. Pork bones need perhaps one-third the time of beef bones. Skim whenever necessary.

Third.—When all the substance is extracted from the bones, the liquid will have boiled down to about 10 gallons. That is the soup stock. Draw it off and strain it through a closely woven wire screen or through a flour sieve into another kettle. If you have only one kettle, remove the bones, wash the sides of the kettle, and pour the soup stock back into it.

Fourth.—Dice the cooked pork and add that to the strained soup stock. Peel the onions, dice them, and add to the strained soup stock.

If leeks are used, the tops may be thrown into the stock when the bones are still cooking: they are then strained out. Cut the lower parts into strings an inch long and add them to the strained soup stock. If chives are used, cut them into 1-inch lengths and add those to the strained soup stock.

Scrape the carrots clean, slice them in two directions, to make strings, cut them into 1-inch lengths, and add them to the soup stock.

Add the cooked peas.

Bring the soup to a boil and cook it 15 to 20 minutes.

Just before removing the soup from the fire, stir the Bull-Meat-Brand Flour into a liberal pint of cold water and add that and the Poultry Seasoning and other seasonings to the soup. Stir well 2 to 4 minutes and then remove the finished soup from the fire.

It can be run into pint or quart glasses or paper cans. It will keep for several days in open packages. It can also be run into glass containers and sealed up when hot. In this way it would keep indefinitely. Before putting it up in sealed containers, let it set for 24 hours and congeal. All the fat will rise and form on the top. Remove the fat and heat to boiling, then put it up in sealed jars. In this way it is free of fat.

Beef Tea Out of Bones

If you prefer to make concentrated beef tea, rather than soup, cook the bones, as directed for soup stock, in two waters, discarding the first and rinsing with cold water after the first. After cooking 5 to 8 hours, skim, remove the bones and all fat and continue to cook the stock until only a thick mass is left, about the consistency of thick sirup. Pour this into little jars or pots and cover tightly. It will sell readily as beef tea concentrate.

The flavor of the concentrate is the same, no matter if the bones are beef,


SUCCESS WITH MEAT

veal, pork, mutton, or even the feet of poultry. One teaspoonful in a cup of hot water makes a drink often advised for convalescents.

The bones salvaged from the soup stock or beef tea concentrate should be ground into bonemeal, as soon as dry enough after each cooking. Packed in sacks, it is a dry product easily held and shipped. Known as steamed bone, it is quoted, at this writing, at $28.00 per ton, Chicago, in car-load lots, unground. The ground bone-meal is in demand as hog and poultry feed and as a fertilizer for greenhouses, gardening, and golf greens. An advertisement in the trade journals would bring inquiries enough to absorb any quantity large or small.

The far-seeing butcher and his window display are constant companions that make a shop pay.

AN IRON CONSTITUTION

Mandy: "De doctuh say I got too much lo'n in muh blood."
Sarah: "Does you eat much po'k, nig·ger?"
Mandy: "Sho', whuhfo' yo' ask?"
Sarah: "Nigger, you's full of pig-lo'n."

GOLF LESSONS IN PICTURES

Putting on the links.

MOMSIEGRAPH

How to Print Your Own Price List and Circulars

The momsiegraph is made like the old-fashion hectograph.

Have two tin pans made, 12 inches wide, 15 inches long and one inch deep. Then make up the following formula:

1 1/2 pounds good quality hard carpenters’ glue,
3 pounds glycerin,
1 1/2 pints water.

Soak the glue in the 1 1/2 pint of cold water until soft. Drain the surplus water from the glue, add the glycerin and heat below boiling point until all is well dissolved, being careful not to burn it. It is best done in a double-boiler. Skim and strain thoroughly through double thickness of cheesecloth. Pour the mixture into a tin bucket to cool. See that the pans are placed level, pour in the mixture while still warm, and allow it to stand at room temperature till firm. It is then a completed momsiegraph with which the prints are made.

Write the price list or circular letter on a good smooth paper with hectograph ink, using the same size sheet as that on which the printing is to be done. When thoroughly dry, lay it evenly, face down, on the momsiegraph and smooth down gently. Do not allow any air spaces between the momsiegraph and the paper. Allow it to stand not over five minutes and then place four pieces of paper around the edges of the written sheet. Then remove the sheet and print by laying blank sheets smoothly in the same position, without air spaces. The small pieces of paper left on will act as a guide to keep
the reprint properly registered. A small strip of paper laid across a corner will prevent sheets from clinging to the glue at that point and so facilitate lifting the sheets. When the required number is printed, wash the momsiegraph with lukewarm water until all the impression is removed from the surface. Drain thoroughly and allow the surface to set at room temperature before printing again.

When the momsiegraph gets in a condition where the imprint cannot be removed, break it up, remelt, strain and refill the pan. It is advisable always to have a little extra on hand to replace what is worn off in washing and printing. If the momsiegraph has been kept in the ice box, do not attempt to use it before it has warmed through to room temperature: otherwise it will pull apart when removing a sheet.

SHROUDING BEEF CARCASSES

To bleach the outer fat and give dressed beef carcasses a smoother finish, cover them tightly with muslin cloths that have been wrung out of hot water. Wrap the dressed and washed carcasses when still warm, stretching the hot cloths smoothly and tightly and pinning them over the edges of the split halves with long steel ring pins. Remove the cloths when the carcasses are dry and chilled through.

The far-seeing butcher can always make a good show window pay for the rent.

POPS FAULT

Son: "Pop, I got in trouble at school today, an' it's your fault."
Pop: "How's that, son?"
Son: "Remember I asked you how much a million dollars was?"
Pop: "Yes, I remember."
Son: "Well, 'a helluva lot' isn't the right answer."

DELICATESSEN

Every butcher accumulates quantities of sausage ends, the ends of smoked hams and picnics, and other leavings not suitable for sausage making. They may be as clean and wholesome as other meats and meat products and yet there is no profitable outlet for them.

Salads and sandwich spreads would use up all such leavings. They are easily made and serve to fill in the idle time between rush hours. Sell them to delicatessen stores, restaurants, hotels, and sandwich stands, or direct to the housewife. There is a steady demand for them, to supply the occasional cold luncheon and Sunday supper trade. Save your Success With Meat and use the recipes later if not now.

Sausage Salad

The Bavarians are fond of a sausage salad, which may be made as follows:

First—Cut sausage ends, especially those of air-dried sausages, into strips about \( \frac{1}{8} \) inch square and one inch long.

Second—Add half the quantity of hard-boiled eggs cut into similar strips or simply chopped.

Third—Take equal portions of Swiss-style American cheese and sour cucumber pickles, the two together to weigh as much as the sausage or the eggs in the mixture. Chop to the size of peas and add to the sausage and eggs.

Fourth—Take an equal amount of the entire mix of boiled potatoes cut into \( \frac{1}{2} \) inch cubes. To reduce its cost even more potatoes can be used. Add this to the above.

Fifth—Prepare a marinade (meat sauce) out of vinegar, salad oil, salt, pepper, cooked shallots or other small onions, chives ( Schnittlauch), and a little German or sweet mustard and enough chopped fresh onions to suit the taste. Let the marinade draw at least an hour before using.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
The sales of Momsie-Mix continue to increase at a pace beyond our fondest hopes. We knew we had a fine product and expected it to make a place for itself in the market; but to capture the public as completely and decisively as Momsies did, is a revelation.

Butchers write that they are amazed at the results, as if Momsies were the one thing housewives had always longed for and now find it, ready made and even better than they have pictured it.

It appears that the name, suggestive of the good things mother made, is as much a factor in this marvelous success as the zestfully stimulating flavor of the delicious product itself.

Here and there a butcher, hearing or reading of the success others are having with it, buys Momsie-Mix, puts up a batch of bulk Momsies, and perfunctorily places it on the counter to sell itself to a community that has never heard of Momsies. If he placed humming-bird tongues on a platter in that way, without an attempt at salesmanship, they would be ignored and prove a dud.

That particular butcher is at fault and not the goods that fall flat in his shop. All a manufacturer can do is to furnish him with something that lends itself well to his active endeavors to boost his business. It must be good enough to back up his sales talk, good enough to bring them back for more after he has interested them in it. Heller’s Momsies certainly is all that, and the butcher who does not take full advantage of that to increase his business, stands in his own light.

The Eastern Provision Co., of Hartford, Conn., put on a Saturday demonstration of Momsies and sold 217 pounds of bulk Momsies that day. The whole community talked about it and numerous new customers were gained. Special cartons seem to be much favored by those who see the marvelous possibilities of the new one-minute food. Some are plain tubular cartons,
with the simple imprint of "Momsies" and the butcher's name, while others have attractive sales talk and directions how to cook.

Momsies are a new product which gives a progressive butcher the necessary backing in his salesmanship. They will do their full share—and more—in earning added profits for the far-seeing butcher. No casings, no stuffing, no smoking, no cooking, and yet many will pay even more for it than for regular sausage and some of the meat loaves!

There are 9 Varieties, as listed in the advertisement on page 33 of this magazine. One of these provides the material for making Dixie Special Momsies, mentioned in the illustration at the head of this article. They are delicious eating, having the delightful taste and aroma characteristic of the best southern cooking. Such sage as is used is agreeably blended to suit the taste of the most discriminating. Dixie Special Momsies are distinctive and unlike any other food with meat in it: they are especially suited to the trade in the better neighborhoods. Dixie Special Momsies will give general satisfaction in all sections of the country and at all seasons of the year. When you order Momsie-Mix, be sure to specify which of the 9 varieties you want.

MEATLESS MENUS

The experiment of the Childs restaurants in forcing vegetarian menus on its patrons was a costly one. It caused a prosperous corporation to register a loss, and its founder and president to be removed from office.

The Chicago Journal of Commerce, analyzing the situation purely from a business point of view, says in part:

"The meatless menus repelled the public's taste and damaged the company's prosperity. That fact seems not to be denied now by either of the factions in the present controversy.

"The venture of the Childs Company into vegetarianism was an extraordinary experiment. That it would meet with disaster might have been foreseen by anyone acquainted not only with the public taste but with the average man's physical need for meat—a need which cannot be measured in terms of calories or any other unit at present known to science. Nebuchadnezzar was reduced to eating grass, but the American people haven't come to that yet."

The body needs material to build it up, to replace worn tissues, and to generate the heat which drives the human engine. The helpless infant obtains that material, highly diluted, in mother's milk; but increasing activity soon demands the elements of a complete food in more and more condensed form, until meat forms the sole diet or the most important item in it. This is a law of nature which cannot be changed by anemic faddists.

AUTHENTIC RESULTS

"Say, Si, I have a sick calf. What did you give one of yours when it was sick last month?"

"Turpentine."

A week later.

"Say, Si, I gave my calf turpentine and it killed him."

"Killed mine, too."

FOOT-LOOSE PIGS

Little girl in meat market, seeing a row of pigs' feet on display, exclaimed: "Oh, mamma, the pigs won't be able to walk any more now, with their feet off, will they?"
The loss of power from slipping belts is a serious handicap on all belt driven machinery in the sausage factory and the packing house. It is important, therefore, to get the right belt, in the first place, and then to give it such attention as will make it perform its best.

Whatever the material in a belt, its life can be lengthened and its effectiveness increased with proper care. Leather belts are the most efficient and the cheapest in the end. They should be used even where there is much moisture; but they must be properly cared for in the manner shown below. They then will do much more pulling and will wear much longer than other belts.

Our chief chemist has just discovered a wonderful dressing which, when placed on a belt, positively prevents slipping. This dressing is a Malaboza-Gum preparation which grips the pulley and increases the traction.

Malaboza-Gum makes it possible to use loose and saggy leather belts successfully in the damp steamy rooms of a sausage plant and packing house, because it grips the pulleys, no matter how loose the belt.

An important cause of slipping is stiff, unpliable belting which does not conform itself to the face of the pulley. This may be due to belting that is too heavy for its width, to lack of care, or to the use of greases and unsuited belt dressings which do not prevent stretching and may even cause hardening. Malaboza-Gum protects belts from heat and dry rot, prevents checking and cracking, and lengthens the life of the belt.

Malaboza-Gum is unlike any belt dressing on the market. It is not an oil or grease, but a scientific preparation which preserves all kinds of new leather belting and renews the life of the fibres in old leather, making it flexible and tough. It works entirely different from oily or greasy belt dressing. It causes the belt to transmit power smoothly, like an integral part of the pulley surface. It releases the tension and extra friction on bearings and so saves the machinery, reduces the noise and clatter of the plant, saves power and fuel, and increases production.

Cotton and canvas belts may also be treated successfully with Malaboza-Gum. Full directions for the care of new and old belting are sent with each can.

The settling of the foundation or improper care may have so thrown the machinery out of alignment that guides are needed to keep a belt in place. This is hard on machinery, hard on the belts, and hard on the power bill, and the sooner things are properly trued up, the less damage will be done. Then keep bolts and nuts tightened, the bearings properly lubricated, the belts properly cared for with Malaboza-Gum, and the smooth operation of the plant will automatically reduce the electric power bill.

IN MEAT IS VIRILITY

Children deprived of meat to chew have undeveloped jawbones and defective occlusion of the teeth. That explains the strong, regular teeth of meat-eating savages.

REASSURING

Two gentlemen were uncertainly flivering their way home from a party.

"Bill," said Henry, "I wancha to be very careful. Firs' thing ye know you'll have us in a ditch."

"Me?" said Bill in astonishment, "why, I thought you was drivin'.'"
FANCY BACON SQUARES CUT OUT
OF JOWLS

Question.—A. W. writes: "I have much demand for smaller rashers of bacon than my hogs yield. Tell me, please, how packers get what they call 'fancy bacon squares.'"

Answer.—Fancy bacon squares can be cut out of hog jowls: in fact, the best returns for jowls are received in just that way. The jowl is a triangular piece cut from the head of fairly fat hogs. Trim these square, cure them by the Freeze-Em-Pickle dry cure in boxes, and smoke like bacon. If they are cured before trimming, the trimmings will be firm and hard and can be used, instead of back fat, to be cut into small cubes and mixed with ground meats in smoked sausages.

CHOPPING WITH THE SILENT CUTTER

Question.—The B. G. M. Co. writes: "In enlarging our sausage department, we installed a silent cutter. We are curing our trimmings by the Freeze-Em-Pickle process, as we always did, using your prepared seasonings and Bull-Meat-Brand Flour strictly according to your formulas, and still we cannot produce the fine bologna and frankfurts that established our reputation when we depended entirely on the meat grinder and power mixer. The sausage is often watery, though we use no more than we used before, and usually crumbly. Is this due to the supplies we are using, to some fault in the silent cutter, or to inexperience? Can you advise us?"

Answer.—We would be glad to advise you even if you had not depended on our supplies and formulas for your success. Your difficulty is plainly due to your use of the silent cutter. When you learn to use it right, you will find you can make even better sausage than with the meat grinder. The secret is in learning not to destroy the binding quality of the mixture.

First, make sure that all the knives are sharp, fit snugly on the bowl surface for the full length of the blade, and run at the speed which makes them cut cleanly through the meat instead of mashing or 'ragging' it. The makers can give you the speed at which your machinery operates the best. Keep all parts properly tightened up, bearings properly oiled, and belt in good condition, to insure smooth running.

Make sure the meats to be used are properly cured. If they have been cured by the Freeze-Em-Pickle process, they have the necessary binding quality to start out with, even if they are not immediately used when fully cured.

Greater care must be taken in summer that the meats are cooled through before putting them into the chopper. This makes a nicer appearing sausage in the slice. Even the fat must be hard and cooled through before it is

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
added. Soft, mushy fat not only tends to become rancid but it destroys the binding quality of any meats.

Put the beef into the silent cutter first. Bear in mind that the silent cutter has a tendency to heat the meat more, in cutting, than other chopping machines do. Therefore, as soon as the machine has made one or two revolutions, slowly add ice water enough to keep the meat from becoming heated. In summer it is well to have at least a part of this in the form of cracked ice. Do not "drown" the meat by adding all the ice or water at one time. Then add the Bull-Meat-Brand Flour, Condimentine, seasoning, sugar, and salt (if any is required); then the pork; and finally, when the meats are cut as fine as needed, add the fat. Meanwhile, the gradual addition of ice or ice water continues as the meat absorbs it.

The proportion of water and the length of time to run the cutter require close watching. The mass must be stiff and sticky, and when it is that, stop at once and do not take a chance of destroying it. On a medium size machine, the whole operation will usually take about 15 minutes; but the condition of the meat must govern and not the time. Grass-fed, unfinished beef will show surprising binding quality early in the chopping and then suddenly become "short". If that were run fifteen minutes it would destroy the batch.

Close attention, an observing eye, the feel of the meat, and experience, will master the working of the silent cutter. When you arrive at that point you will find it the most useful of all chopping machines in making the various smoked, cooked sausages.

**DARK STAINS OF SMOKED SAUSAGE**

Question.—W. M. R. writes: "My bologna and Polish sausage have penetrating, black stains. Can that be the oxidation of a small tinned stuffer with which I commenced making sausage this winter? This sausage does not look appetizing and I wish you could help me improve it."

Answer.—On so meager a description, and without submitting a sample for examination, we can give no definite explanation of the stains. If your stuffer is actually tinned and not merely galvanized, it is not likely the stains come from that source, unless the coating of tin is worn off. Even then, there should be no staining unless you leave your meats in the stuffer longer than necessary. If you find the stuffer at fault, wash it out, after each load, with a boiling hot solution of our True-White Washing Powder.

The stains may be due to bacterial action, which would call for a thorough cleaning of all machinery, utensils, tables, and containers, with boiling water in which Freeze-Em (not Freeze-Em-Pickle, but Freeze-Em), a purifying agent, has been dissolved.

There is a possibility that the "stains" are portions of uncured meat. That would be the case if you mix uncured with cured meat and mixed it only roughly.

Perhaps the stains are on the surface. In that case, they would be mostly in the form of stripes, due to starting the smoke before the heat in the smokehouse had dried the sausage, or to steam from the smokehouse fuel. Dry fuel and dry sawdust require more attention, but they produce a better and cleaner color.

If these explanations still leave you in doubt, send us a sample in porous paper—not in parchment or oil paper as that prevents ventilation and causes spoilage in transit.

**FRANKFURTS TOO DRY AND TOUGH**

Question.—H. G. T. writes: "I cannot get my frankfurts to have as nice an
appearance as I would like. They get too dry and tough, especially on the outside. What can I do to make them more crisp and juicy?"

**Answer.**—The tough skins and lack of juiciness in your frankfurts is probably due to the use of too much lean meat and, in part, to not using water enough. If you use beef and pork, about 40 per cent. should be pork trimmings consisting of about half fat.

Do you grind your meat for frankfurts fine enough? The finer you grind the meat without grinding it into a mush, the better. While grinding and while mixing, add enough crushed ice or ice water to make it pliable and soft.

**FRANKFURTS AND WIENERS SOURING**

**Question.**—J. A. writes: "We buy our sausage from the packers and keep a supply of two or three hundred pounds on hand. Have been keeping same in cooler, 35 degrees F., sausage being in salt brine. We often have complaints that our wieners, or franks are sour. They also seem to discolor. Can you send me a formula for keeping these products?"

**Answer.**—Not knowing the conditions of manufacture and shipment and not seeing the sausage, it is impossible to give definitely the cause of souring and the remedy for it. Any one or more of the following explanations may contain the cause of your trouble.

If the sausage meat is cured by the obsolete open-barrel method, with brine poured over a dry cure, it must be promptly and quickly used when fully cured: otherwise the meat deteriorates fast. Even when promptly used, the sausage made of it lacks the keeping quality of sausage meat cured by the Freeze-Em-Pickle process.

If the sausage meat is cured by the Freeze-Em-Pickle process, make sure that our simple directions are followed to the letter: merely using Freeze-Em-Pickle by the other method does not constitute the Freeze-Em-Pickle process. Make sure also that the manufacturer allows time enough for a full cure of the sausage meat. If he is shortening his curing time because of some quick-coloring curing agent, he is inviting trouble, for such preparations do not shorten the time necessary for cure. They affect only the color and trick the curer into a false sense of safety. In fact, since the fixing of the color is not timed to agree with the cure, as it is in the Freeze-Em-Pickle process, the curer has no means of telling whether his meat is cured or not. Insist on the manufacturer using the Freeze-Em-Pickle process and so avoid the foregoing as causes of your trouble.

You say you keep a supply of two or three hundred pounds on hand, but you do not say how long the sausage is in transit nor how long it takes to dispose of it. Even when properly made of perfectly cured meats and shipped and held under suitable refrigeration, there is a limit to the keeping quality of any sausage. It may be that you expect too much of it. If so, there is nothing permitted under the Pure-food-and-drugs act which would help you.

Perhaps the brine you keep the sausage in is the same in which spoiled sausage has already been kept. If so, it contains great numbers of putrefactive bacteria (germs of decay), especially as the brine becomes weaker with each lot. Every new lot put into that brine, or even into that container, is quickly infected and spoils on account of the spoiled sausage that was in it before. When meat or sausage sours in a brine, that brine, or even into that container, is quickly infected and spoils on account of the spoiled sausage that was in it before. When meat or sausage sours in a brine, that brine should be promptly poured away, the container thoroughly scrubbed with boiling water and our Ozo Washing Powder and then rinsed with a solution of Freeze-Em, a purifying agent. Don't get it confused with Freeze-Em-Pickle which is a curing agent.

You say the sausage seems to discolor. If it is inside discoloration, it is probably due to the meat not being
properly cured before being made into sausage. Outside discoloration would be due to the brine, especially if the manufacturer depended entirely on smoke for the color and did not fix and intensify the smoke color with Zanzibar-Carbon-Brand Casing Brown Mixture. The use of that casing color is perfectly harmless and permitted under B. A. I. inspection.

SKIMMED MILK IN SAUSAGE

Question.—L. H. writes: "A butcher in my neighborhood is said to be using skimmed milk in his sausage. Tell me, can I use it to advantage in bologna and frankfurts?"

Answer.—No, it has no effect on color, flavor or consistency. It raises the cost of sausage without purpose or advantage. Clean ice water or cracked ice does everything skim milk can do and does it without adding lactic acid bacteria (milk souring germs) to injure the keeping quality.

BLACK WIENER SAUSAGE

Orchard Prunings for Smoke

Sausage Seasoning

Question.—J. S. W. writes: "I am sending you a sample of a batch of wiener made recently. I wish you would note the black color of the casing, which is very puzzling. The cause is unknown to us and a word of advice would be much appreciated.

The wieners are colored with Zanzibar-Carbon-Brand Casing Brown Mixture; smoked with peach and apple wood in a medium cold smoke; the bull meat cured two weeks with Freez-Em-Pickle; ground once through 5/64-inch plate, meat kept cool, adding 3 lbs. Bull-Meat-Brand Flour and 20 lbs. water to the 100 lbs. meat; seasoned with a spice mixture of my own; cooked 20 minutes at 160 degrees; cooled in ice water; hung in open 30 minutes and transferred to cooler at 38 degrees F.

Answer.—The samples had been sent wrapped in parchment paper, preventing ventilation and causing them to spoil completely. It would have been better to wrap them in a porous paper. The following suggestions are therefore based on your letter, which is fortunately well detailed and quite informing.

Apple prunings are an excellent fuel for smoking. The wood is hard enough to permit control of the fire and the smoke from it produces a flavor of its own which is much liked. Peach wood, however, is much softer and might easily smoke excessively to cause the black outside color you complain about, particularly if the sausage was not dry on the surface when the smoking began. If the fuel used has much moisture in it, there may be steam enough created with the smoke to cause a dampness which would collect the carbon of the smoke and cause the black appearance of your sausage. If the black you complain about is streaked with lighter areas, it is a sure sign of smoke applied on wet casings. The proper way is to heat the sausage moderately, without smoke, until it is dry on the surface; then start the smoke,
somewhat cooler. Since our casing color is used, but very little smoke is called for.

Zanzibar-Carbon-Brand Casing Brown Mixture is a powerful (though harmless) casing color, and a little of it goes a long way. However, we assume that you used it no stronger than our directions provide. You need only enough to fix the actual smoke color so that it will not bleach out in the cooler.

You say you cook 20 minutes at 160 degrees. That is enough to spoil the finest frankfurts made. You have copies of our book, Secrets of Meat Curing and Sausage Making. You will find, if you refer to it, that frankfurts or wienies should be cooked 5 minutes at 160 degrees, and no longer.

You say you put them into ice water to cool them. This too is wrong. On taking them out of the water they were cooked in, you should take boiling water (not the sausage cooking water) and pour it over the frankfurts or wienies. This is to wash off the fat. Then sprinkle or pour cold water over them—ordinary tap water, not ice water. This contracts the casing and prevents shriveling. Then hang them at work room temperature to cool through and dry on the surface before putting them into the ice box. This tends to prevent slimy surfaces.

You say you use a spice mixture of your own. That might be a good practice if you have a laboratory to test the variable strength of the spices every time you buy a new lot; if those spices were always from the same soil; if you have standardized your formula for seasoning so as to use the same proportion of each spice for every batch of sausage; and if you weigh off each of the different spices carefully on accurate scales. No sausage manufacturer could afford to do these things himself, day after day, even if he were equipped to do it, and employees differ in their ideas about such things. It is better, therefore, to use Zanzibar-Brand Prepared Sausage Seasonings: the Frankfurt or Vienna Seasoning, for example, is always the same, always of the same strength, and the sausage maker cannot go wrong. It gives the sausage a distinctive flavor resembling the master products of the finest Frankfurt and Vienna sausage kitchens.

**FAULTY LIVER SAUSAGE**

*Question.*—C. P. H. writes: “I am sending by parcel post a sample of liver sausage which I made and would like your opinion of the product. It is made of pig heads after most of the meat had been trimmed off for sausage and of rinds, etc., such as will accumulate around a country meat market. Why is this product not as soft as the packers’ product? Is it because there is too little liver or is the meat cooked too much? Is there fat enough in it? The meat was Freeze-Em-Pickle cured and all put into kettle and cooked. The rinds were ground through 1/4-inch grinder plate twice and the liver once, is this O. K.?”

*Answer.*—The samples submitted are a little harder than necessary for liver
sausage: the finished sausage should be so that the inside can be spread on rye bread with the flat side of a knife. Correct grinding and a little water, as described below, will remedy this. One of the samples is shell-dried from exposure to draft while still hot. After cooking at 150 to 155 degrees F. and rinsing, liver sausage should be cooled through in ice water, then hung at workroom temperature only till dried on the surface, and then removed to the cooler. Draft should be avoided. But the main faults are in the appearance and taste.

The rinds and head meat are ground too coarsely: they should not be visible in small pieces. If you have a silent cutter, it is perfectly right to run them through a ¼-inch-hole plate first; but without a silent cutter, a plate with smaller holes should be used for lips and other head meat, rinds, and tripe. Tripe is lacking in your sausage entirely and you could use 5 to 10 pounds of it in the 100. A good proportion is 1/3 liver, 1/3 meat, lips, rinds, and such, and 1/3 fat, tripe, sinews (white ingredients). But grind very fine.

You could improve your sausage by using a larger proportion of liver and it need not necessarily be beef or calf liver. Slice the livers about 1 inch thick; place them in a clean barrel, and pour boiling water over them until there is about 1/3 livers and 2/3 boiling water. Stir with a paddle or with a clean smoke stick until each slice is surrounded by the boiling water. Leave them to scald through, about 5 or 10 minutes. Then drain off the hot water and let cold water run in, allowing the liver slices to remain in the cold water until cooled through to the center. Cook hard fat and tripe 10 to 15 minutes, and then cool in ice water; boil hog rinds, till tender, in only water enough to cover and work enough of this water into the meat in mixing to give it the proper consistency.

If you would use Bull-Meat-Brand Flour enough to absorb the fat, and cook at a lower temperature, the sausage would be less greasy. Most butchers use about 5 pounds Bull-Meat-Brand Flour in the hundred, and some use as high as 10 pounds.

Your sausage lacks distinctive liver sausage flavor. This is partly due to shortage of liver and partly to want of proper seasoning. The use of Zanzibar-Brand Braunschweiger Liver Sausage Seasoning, 1 pound in the 100, would give it a flavor that would build up a demand for your sausage.

The appearance of your sausage could also be improved by scraping the fat from the casings. In a gray liver sausage the appearance of gut fat might be less conspicuous.

**SALAMI WITH GRAY RING**

**Question.**—R. P. & Co., write: "We are sending you a sample of salami that turned gray under the casing shortly after beginning to dry them. The temperature, at the time, was between 35 and 45 in the drying room. Would that have anything to do with it? We have tried to remedy the fault by smoking, but it does not help. Will you please tell us where our fault lies?"

**Answer.**—The salami is too loose and porous: It should have been stuffed tighter. The wide gray outer ring is due to chilling. The sausage drying room should preferably be held at a temperature between 48 and 56 degrees F. It may be necessary to install steam coils to aid in maintaining the proper level of temperature.

**BEGINNING A MEAT LOAF KITCHEN**

**Question.**—J. S. writes: "I am thinking of starting a meat-loaf business. Will you tell me, please, what equipment I would need? I plan to create a market for my loaves by leaving them on consignment in delicatessen stores, to be paid for when sold. What do you think of that?"
Any helpful information you can give me, to help me get started right, will be appreciated.”

Answer.—We are very glad to see you start so carefully. The tone of your questions promises much for your success. The meat loaf business is a highly profitable branch of the meat industry, but it will be necessary to cultivate salesmanship. If you can show a tempting loaf and have a little ability as a specialty salesman, you should be able to make a profit from the start.

The investment will consist of a kettle to boil hog heads, chickens, etc., a work bench, a meat grinder, some 6-pound baking tins, a counter scale, a gas oven, a refrigerator, and a determination to succeed. If you have capital enough, a delivery truck or wagon, well painted for advertising, would be a good investment; but your “fiver” or even a push cart will do to start with, if you want to start cautiously. Absolute cleanliness and neatness of person and equipment are a strong sales point.

Abandon your plan to create a market by leaving your loaves “on consignment.” It is a mistake made by beginners and only invites failure. The retailer who takes your goods that way has nothing invested and will push other goods which he had to pay for, in order to get his money back. So your goods would lie around getting more and more unsightly until they would be unsalable and you would have to take them back. Acquire the knack of salesmanship and sell your loaves outright. If you cannot do that, you will be money ahead by either hiring a good specialty salesman or else keeping out of it except for your own retail business.

You will find that hog heads may be bought very cheaply and, after boiling until the meat can be stripped from the bones with the fingers, you will find that it will make a very satisfactory foundation for many kinds of meat loaves, timbales, croquettes, and patties. The chicken bones and the hog head bones should be used to make soup stock. Delicatessen stores, lunch counters, and even homes that use your meat loaves and such, would also buy a good soup that could be simply heated and served.

Your products must be attractive to the eye first, to the palate second, and to the purse last: that is the order of importance in food merchandising. If you can appeal to all three, your success is certain.

We are sending you our Meat Loaf Book and descriptive matter about Momsie-Mix for making Momsies. Dealers are getting amazing results from Momsie Mix. If you need any further advice or run into any unforeseen problems or difficulties as you get started, please write us at once before you make any costly mistakes. We are always ready to advise our customers and such advice costs you nothing.

STEARIN SEPARATED OUT OF LARD

Question—F. C. W. writes: “I am sending you for testing a sample of lard I have made. I never saw anything like it. Please tell me what is wrong and how I can overcome it. Can anything be done with this lot?”

Answer.—We find that the lard stearin has separated out of your lard as a result either of faulty rendering or of faulty storage. After lard is rendered and as soon as it begins to cool, it should be agitated continually until it begins to congeal and becomes too stiff for stirring. It can then be run into buckets. Lard that is allowed to remain in an unduly warm place for a long time is apt to separate into lard oil and stearin. But the parts are easily combined again and condition remedied.

Put about as much water into your lard kettle as the quantity of lard to be recombined at one heating. Add to
SUCCESS WITH MEAT

it an equal quantity of the lard oil and stearin that is to be recombined. Next add Heller’s Lard Purifier, in the proportion of 4 ounces Purifier to the 100 pounds of lard. Heat the mixture gradually until it is as hot as can be without boiling over. Skim off the scum carefully and then let it stand 2 hours for the water and impurities to settle out. Then draw off the water and impurities or pour off the lard. Agitate the purified lard until it begins to stiffen, whereupon it may be run into pails. Keep it cool to prevent a similar mishap.

SMOKED HAMS PRESERVED IN LARD
To Prevent Drying Out

Question.—M. & H. write: “What is the best way to prevent smoked ham from drying out while holding? Can it be done in lard? We have tried sewing the wrapped hams in canvas and then coating with a special ham wash; but for various reasons, that method was unsatisfactory. We understand smoked meats can be preserved in lime or other alkalis. Would some such method be satisfactory?”

Answer.—The smoked hams may be kept in good lard or in a combination of 70 to 75 per cent. freshly rendered tallow and 25 to 30 per cent. cotton seed oil. The lard or tallow used for this purpose must be fully cooked. To determine if it is cooked, take a spoonful or dipperful when it is actively boiling; if it continues to boil in the spoon or dipper, it is cooked.

In preserving hams (or sausage either, for that matter) in lard or compounds, the fat must be in semi-congealed or stiff flowing condition to keep the hams separated and not in contact. Each ham must be surrounded with fat on all sides. Pour a layer of fat on the bottom. When sufficiently congealed to sustain the weight of the hams, place them on the butt ends and pour fat between and over them. When hard enough to sustain another layer, place these (shank down) between the others without touching, and so continue until filled. When the fat is congealed and hardened, pour a layer of salt brine on it: regular curing pickle will do.

Smoked ham can be held in dry, slaked lime or in dry wood ashes; but such methods do not prevent drying out unless the hams are first wrapped as for ham wash, and then the same objections would have to rule as for hams in ham wash. If they are not so wrapped, the lime or wood ash affects the face of the ham injuriously.

The proper way is to sharp freeze the green hams and then carry them in frozen condition. Cure and smoke them out of storage only as needed.

SMALL SMOKEHOUSE OF BRICK

Question.—M. D. W. writes: “I would like to have information how to build a brick smokehouse, about 6 x 6 and 8 feet high. Our city ordinance requires that it be outdoors and of brick. What draft does it need? I want to smoke bologna, frankfurts, hams, bacon, and dried beef. I don’t like to heat up the whole smokehouse just to smoke some
SAUSAGE. What should I use to separate them?

Answer.—An outdoor smokehouse, in the latitude of Chicago, should have walls heavy enough to resist sudden changes of temperature. 13-inch walls are better than 8-inch, and two 8-inch walls with a 1-inch space between are even better.

We do not see why you want to build this 6 x 6 feet. The sticks on which you hang sausage, ham, bacon, and beef, are never longer than 4 feet. Consequently, by having your smokehouse 6 feet wide, you waste a lot of space which has to be heated and smoked along with the rest. You can make it 4 ft. 3 in. wide and then bolt 4-inch angle irons, at suitable heights, or brick in timber to extend 4 inches, to rest the ends of the smoke sticks on. By having these stringers extend out 4 inches, the 4-foot smoke sticks will not fall down when pushed to either wall, because there will still be an inch on the stringer at the other end of the sticks. Angle irons are safer than timber in fire prevention. There may be stringers at the 8-foot level and at every foot below that to the 5-foot level.

If the ground is sandy and well drained, build your fire right on the sand without other preparation. If it is clay or other heavy soil, dig it out some, start the foundation at the bottom and then fill in with cinders or sand. If the surroundings do not slope away from the smokehouse, it may be necessary to put drain tile under it.

Build the roof of concrete if necessary, but if the city ordinance permits it, use 2 x 6’s, put a roof over them and seal with boards underneath. This double roof is necessary to prevent the collection of moisture on it, which would drip on the sausage or meat and discolor it. The roof should slope upward to a ventilator or chimney at the center, 4 x 6 inches, inside measurement. Provide it with a damper that can be regulated from below and from the outside. In summer it should be screened against skipper flies, ham beetles, etc., and a hood should extend well over the opening.

Provide a tight-fitting iron door, with a 4 x 6-in damper at the bottom. A concrete sill will help make the door fit snugly. By manipulating the damper in the door and the one in the top vent, the fire and smoke can be regulated.

In winter, before hanging any meat or sausage in the smokehouse, make a moderate fire inside to warm and dry the walls first. Then rake out the fire, hang up the goods to be smoked, renew the fire to dry the surface of the meats and sausage, and then start the smoke.

Hang bologna, frankfurts, minced ham, and other smoked and cooked sausage nearer the fire than ham and bacon; hang bacon farther from it than sausage and ham.

A partition to separate sausage is not advisable in so small a house. The fuel saving would not be material and the control of dampers would smoke both sides of the partition anyhow unless separate fireplaces and separate chimneys or vents were provided for either side of the partition. But such

BUSINESS OR ROMANCE?

Every butcher will tell you he admires good looking young women, but PREFERENCES those who pay cash.
an iron or asbestos partition with fire-proof door in it would prevent building a fire to fill both sides with smoke. Better abandon that idea: the smoking of the whole house, when only 4 ft. 3 in. x 6 ft., is not as extravagant an undertaking as you seem to think.

**BLEACHING MEAT BASKETS**

**Question.**—P. C. C. & Co. write: "Our willow meat baskets are old and will not scrub white. Is there any way we could bleach them without special equipment?"

**Answer.**—The easiest and best way to clean and bleach woven willow meat baskets is with hot suds made of Heller's Ozo Washing Powder, adding a dash of ammonia. Rinse with clean hot water and, if possible, dry the baskets in the sun. The white obtained in this way will last quite a while and the bleaching may be repeated, whenever it becomes necessary, without injury to the baskets.

**BLOOD AND TANKAGE**

**Question.**—G. F. W. writes: "I do the butchering for _______ and butcher about forty beeves and fifty hogs a month. I would like to know how to handle the blood and tankage for fertilizer. Could you give me any information how to handle them? We have been using your goods in curing meat and making sausage with great success. I have one of your books "Secrets of Meat Curing and Sausage Making", and think it is fine. It has been a wonderful help to me."

**Answer.**—The butcher who kills only about three cattle and four hogs every two days is in no position to think of tankage and blood drying.

The minimum kill which would warrant a butcher in putting in a plant for profitably tanking offal is about 50 beef or 100 hogs or a mixed kill of 25 cattle and 50 hogs—per day.

However, to answer your question.—The blood for tankage can be handled alone to make dried blood for stock feed or it is mixed with other tankage. The blood is collected on the killing floors, run into receptacles or tanks, and cooked until it coagulates. The water is then drained off and the residue pressed, generally in hydraulic presses. Immediately after pressing, it is dried by passing through a steam or heat drier.

**SMOKEHOUSE ODOR THROUGH PLANT**

**Question.**—J. W. M. writes: "Have you anything or do you know of anything that could be used around the plant to create an odor suggestive of hickory smoke, just as the odor of roasting coffee permeates the plant of a coffee house?"

**Answer.**—If you must have distinctly a hickory smoke odor, we regret to inform you that it would be possible only by the actual burning, perhaps in a salamander, of hickory sawdust. The sawdust could be slightly dampened and then pressed in a thin layer to be ignited at one side or on one end only, that causing it to burn very slowly. Perhaps renewing it twice a day would accomplish your ends. The salamander could be so placed that the draft would carry the smoke into the retail shop.

A more effective way of creating a smoke odor would be with the use of pyroligneous acid. But that acid is distilled from burning maple wood and not from hickory. The odor would therefore be that of maple smoke, which is quite pleasant, too, though unlike hickory smoke. It is a difference which only those experienced with hickory would recognize.

Hickory smoke has no virtues that hard maple or other hard woods have not, except that hickory is the hardest and therefore the slowest burning. The difference in flavor of the smoked meat is largely if not entirely imaginary. It is like the unequalled cooking of mother in the distant past. Most any mother cooks as well and any average hotel chef cooks far better, but the sentiment is lacking.
If you conclude to try pyroligneous acid—most drug stores carry it—put a drop here and there on the pipes which conduct live steam or on the lid of a hot stove. It will intensify the odor.

**DOUBTFUL BOLOGNA**

**Curing Trimmings**

**Flour and Water Content**

**Liquid Smoke**

**Bologna Seasoning**

**Question.**—W. & P. write: "We are sending you, by parcel post, a sample of sausage we have just made. If they do not come up to your ideas of good bologna, don't hesitate to tell us just what the faults are. Here is the formula we used:

- 50 lbs. meat, cured 8 days with Freeze-Em-Pickle,
- 2 lb. binder,
- 1 lb. bologna seasoning,
- 1 lb. "B" Condimentine,
- 1 pt. water,
- Small quantity liquid smoke.

"Smoked 3 hours, cooked 40 minutes at 150 degrees F."

"We call it bologna. Any information or advice you can give us will be appreciated."

**Answer.**—The sausage sent us is a cross between a faulty bologna and a faulty summer sausage. It seems to be made of partly spoiled meat. Before you cure again, be sure to scrub out the containers with boiling water and our Ozo Washing Powder. Then rinse with a solution of our Freeze-Em. If you can expose them outdoors to the rays of the sun till dry after that, they will be sweet and pure and there will be no danger of spoiling the next lot with the germs of decay left in the pores of the wood.

**FREEZE-EM-PICKLE CURE FOR TRIMMINGS**

When you put down trimmings or other meat for sausage again, cut it into pieces the size of a walnut, either by hand or by running it through the lard plate of a meat grinder. That is a plate with holes of 1 to 1 1/4 inches. Put it down, with 1 pound Freeze-Em-Pickle and 2 pounds salt to the 100 pounds of trimmings. Sprinkle a handful of the Freeze-Em-Pickle and salt mixture over the bottom of the tierce.

After mixing the meat with the mixture of Freeze-Em-Pickle and salt, fill the tierce about one-quarter full of meat. Then, with a tamper, tamp it down as tightly as possible. The tighter the meat is packed, the better, so as to exclude air. Then place more of the meat in the tierce and tamp it. Keep on doing this until the tierce is full. If the tierce is not to be headed up, fill it within 3 inches of the top, and after tamping the meat tight, sprinkle a handful of 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 cheesecloth about a yard square. On top of the cheesecloth put about two or three inches of dry salt; spread it so as to cover all the meat completely and to exclude the air from the meat: 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 other sausage of it.

Keeping the air off the meat in the manner described prevents the formation of a slimy, moldy crust of discolored meat on top. Let the meat stand ten or twelve days before attempting to make bologna or other sausage out of it, and your sausage will have better keeping quality. When properly cured with Freeze-Em-Pickle,
meat will have a beautiful red color and a delicious flavor, so that your sausage will taste right.

The binder you are using is an imitation of our Bull-Meat-Brand Flour. If you had used a normal proportion of water in your formula, that binder would have set up a fermentation which would have made things worse than they are. 50 pounds of trimmings require a much larger proportion of ice or cold water than your formula calls for, and with the use of Bull-Meat-Brand Flour you can give your bologna all the ice or ice water it needs and get the best results obtainable. In our Secrets of Meat Curing and Sausage Making you will find the formula and directions just how to make bologna: it tells you how and when to use water or crushed ice so that your bologna will be nice and juicy and not dry like summer sausage.

We would not advise you to use liquid smoke, as the liquid smoke on the market contains wood alcohol and has been ruled out by the Government as poisonous. Some farmers persist in using it on the outside of meat, but you certainly don't want to use it in bologna: no butcher uses it any more.

You say you used \( \frac{1}{2} \) pound bologna seasoning to this 50 pounds of bologna. We do not know what kind of bologna seasoning you have used, as it has no flavor at all. We do not want you to think that we are just talking for our seasonings, but if you had used \( \frac{1}{2} \) pound of our Zanzibar-Brand Bologna Seasoning, your sausage would have a delicious flavor characteristic of correctly made bologna. Our Bologna Seasoning may cost you a little more than some of the seasonings on the market, but when you put it into your bologna you give it a flavor that everybody will like.

We advise that you use some pork trimmings. Also cut out a little of the salt: you have too much salt in this bologna. When cured meat is used, the bologna is generally salty enough without adding more salt.

Your sausage was properly cooked, but it could stand a little more smoke or a little hotter smoke than you gave it.

If you will now take the information given in this and our previous letter and study our book on bologna making, you should turn out a good bologna. If there is any other information you would like, we shall be glad to hear from you. Send us another sample when you have your bologna developed to the point that suits you, that we may see what it is like. We are always pleased to know that the information we give to butchers has improved their products and helped them in their business.

UNKINDEST OUT OF ALL

“Ma said for me to order some tough steak.”

“Why did she tell you to order tough steak?”

“Because she says you’re so contrary.”

“There was a time when she could have married anyone she pleased.”

“And she never married?”

“Well, she didn’t please anyone.”
WANTED AND FOR SALE

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

MARKETS FOR SALE

In city of California, population of 125,000. General market in heart of business district. $25,000 worth up-to-date equipment. Will sell same for $15,000, or will lease it. P. M. c/o B. Heller & Co., Chicago, Ill.


Old established market of over 40 years. 25 miles from Chicago in town of 4,000. Fully equipped. Rent $35 per mo. Will sell for $3,500. T. C. S. c/o B. Heller & Co., Chicago, Ill.

Chicago market and groc. for sale. Doing $120,000 business yearly. Owner must move to warmer climate. Will sell for $20,000 or will trade for market or land in a warm climate. H. B. c/o B. Heller & Co., Chicago, Ill.


For quick sale—Exclusive market in Kansas town of 20,000. Equipment cost $8,000. Will sell for $3,000 cash. H. M., c/o B. Heller & Co., Chicago, Ill.

Kentucky market located in same place for 22 yrs. Full line of groc. and meats. Ice machine, ice box, display counter, slicing machine, sausage mill, sausage stuffer, lard kettle, lard press, etc. Population of town 12,000. X. Y. Z., c/o B. Heller & Co., Chicago, Ill.

Market in N. Dak. town of 1,500. Business $65,000 per yr. Fixtures worth $7,000. $12,000 brick bldg. and slaughter house. Will sell bldg. and fixtures, or rent bldg. and sell fixtures. R. D. K. c/o B. Heller & Co., Chicago, Ill.

Meat market for sale. Centrally located in one of N. Dak.’s business towns. Population about 11,000. Fully equipped with electrical machinery and up-to-date tools. Two delivery cars, food yard, slaughter house. $65,000 worth of business last year. Well worth $12,000 but will sell at a sacrifice on account of health. Part trade considered. F. A. L., c/o B. Heller & Co., Chicago, Ill.


B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
Old, established market in Minn. town of 200. No competition. Good farm trade. Building 5 yrs. old. Business as high as $22,000 per year. Fully equipped. Will take $4,000 cash, or $2,500 cash and $2,000 mortgage. B. W. S., c/o B. Heller & Co., Chicago, Ill.

Minn. market been in same location 13 yrs. Population 300. No competition. Building 5 yrs. old. Business as high as $22,000 per year. Fully equipped. Will take $4,000 cash, or $2,500 cash and $2,000 mortgage. B. W. S., c/o B. Heller & Co., Chicago, Ill.


Minn. market for sale. No competition. Pop. 350. Equipment includes 3 ton ice machine, Toledo Slicer, refrigerator show case. Annual business meats $14,000, eggs and poultry $12,000. Also an up-to-date creamery. Only $6,750. Stock $700.00. S. A., c/o B. Heller & Co., Chicago, Ill.

Up-to-date butcher shop in Miss. town of about 2,500. Show case connected with Frigidaire, sausage mill, scales, cash register, bicycle, etc. Cash sales daily $30 to $35. Saturday $100 to $175. Partner quitting, no one to run place, reason for selling. J. R., c/o B. Heller & Co., Chicago, Ill.

Mo. grocery and market. Population of town nearly 4,000. Two delivery trucks, ice box machinery, new Freezer Display Counter, new scales, and good fixtures to go with. Price of store $6,000 walkout, or will price fixtures and invoice. W. L. M., c/o B. Heller & Co., Chicago, Ill.

Okl. market in town of 4,000 for sale. Equipment includes Freezer case, grinder, scales, etc. Outfit cost $1,500 and will take $950 for it. W. D. H., c/o B. Heller & Co., Chicago, Ill.

Market in Pa. town of 3,000. Will sell building and business for $11,000 or business alone for $5,750. Up-to-date equipment, including refrigerated display counter, 2½ ton refrigerating machine, electric motor, electric scale, computing scale, Universal electric grinder, slicer, meat racks, desk, safe, etc. I. P. Y., c/o B. Heller & Co., Chicago, Ill.


PACKING PLANT FOR SALE


PARTNER WANTED


MARKETS WANTED


Wanted—Market in Texas that could be run on a salary until party is able to buy or rent same. Best of references furnished. A. C. S., c/o B. Heller & Co., Chicago, Ill.


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


Good 2 man market in middle west wanted. State equipment, amount of business, and whether cash or credit. W. H. B., c/o B. Heller & Co., Chicago, Ill.

EXCHANGES


I have 148 acre farm in Cass County, Ind. and would like to take in a good meat market on same. Farm is level, productive soil, rents for ½ grain delivered, $8.00 an acre for pasture. B. E., c/o B. Heller & Co., Chicago, Ill.

MACHINERY FOR SALE

Hand-hammered, ¾" solid, high-pressure-cooking cooker tank for sale by party in Texas. 5 ft. dia., 14 ft. deep, oval ends and a manhole. Will sell for half-price. W. A. D., c/o B. Heller & Co., Chicago, Ill.

The following outfit for sale by man in Michigan. $500 cash complete.
100 lb. Buffalo Silent Cutter, 5 h.p. Century Motor Starter Box,
Large Enterprise Grinder,
54 lb. Buffalo Stuffer,
45 gal. kettle,
Large size Galvanized smokehouse.

Going out of business. Less than half price guaranteed on the following machinery for sale by man in Ill.
1—B.H. Electric Westinghouse Motor
1—No. 52 Enterprise Meat Grinder
1—10 ft. meat rack
2—Counters with marble slabs (14 ft. and 12 ft.)
1—Todd Check Protector, New
2—Large benches
1—50 gal. lard press
1—Large lard press
2—Kettles
2—Show cases
1—Toledo scale 30 lb. computes to 75¢
40 ft. tracking with hangers and pulleys.

One ton York Ice Machine with all coils brine tank, 1-5 h.p. 2 phase, 60 cycle Wagner Motor, one bone grinder for sale by man in Ill. G. B., c/o B. Heller & Co., Chicago, Ill.

Party in N. Dak. will sell No. 21 Buffalo Silent Cutter for $75 or will trade for good used elec. grinder. A. S., c/o B. Heller & Co., Chicago, Ill.

No. 52 Enterprise Grinder, with all plates, used only 3 months, for sale for $65 by market in Ia. Also stuffer, kettles, 2 blocks, 9x10 cooler, 12-ft. refrigerator counter. R. N. T., c/o B. Heller & Co., Chicago, Ill.


Buffalo silent cutter, 16 in. bowl, 1 h.p. motor attached. Motor General Electric, 3 speed, 60 cycle 110-220...$75.00
Buffalo chopper, 27 in., no motor but with pulley for belt...............
2 16-in. lard presses, each.....................
Universal meat and hamburger machine with emery wheel........... 70.00
The above for sale by party in Ohio. A. T., c/o B. Heller & Co., Chicago, Ill.

Will take $150 cash or terms for American Slicing machine. Original price $325. For sale by party in Tenn. J. C. G., c/o B. Heller & Co., Chicago, Ill.

The following machinery is for sale by market in Ohio.
Refrigerator with Frigidaire, 7x6 ft., 40 in. deep .................. $475.00
Grocers Refrigerator, 6 ft. wide, 30 in. deep ...................... 75.00
American Slicing Machine .......... 20.00
Electric coffee mill ............ 40.00
2 cash registers, each............ 60.00
Small safe .................. 20.00
Refrigerator 6x8x8 .............. 95.00
Hobart Kitchen Mixer with various attachments ..................... 50.00

The following for sale by party in Kansas.
1 No. 114 Gas oven
1 Lard Agitator
1 60-gal. kettle
1 50-lb Silent Cutter
1 Rotary Pump
1 7½ h.p. motor with starting box
1 steam table.
W. C. G. c/o B. Heller & Co., Chicago, Ill.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
For sale in Mich.—Buffalo Silent Cutter, 28½" bowl, 4 pulley, shaft complete, $60. F. K., c/o B. Heller & Co., Chicago, Ill.

The following machinery for sale by party in Minn. for $600 complete.
1 Refrigerator, 8x12,
1 meat block,
1 Hobart meat grinder,
1 Toledo Computing Scale,
1 fish cooler,
1 smokehouse,
1 cash register,
1 ice elevator,
1 Wagner sausage stuffer,
1 meat rack,
1 adding machine.

MACHINERY WANTED

Man in Md. wants a second-hand Hobart meat grinder, alternating circuit. Prefers one that is arranged for other attachments such as bone grinder or knife grinder. M. L. S., c/o B. Heller & Co., Chicago, Ill.


Wisc. man is looking for a grinder, upright stuffer, and silent cutter. Give age, running condition, and lowest cash price. F. S., c/o B. Heller & Co., Chicago, Ill.


POSITIONS OPEN

Opening for a good sausage maker in Pa. and in Ill. State age, salary expected, and give reference. L. R. S., c/o B. Heller & Co., Chicago, Ill.


Position open in Wisconsin for experienced man. Give age, nationality, experience, married or single, and tell where you learned the trade. Also salary desired. K. G., c/o B. Heller & Co., Chicago, Ill.

Market manager in Illinois wanted, well trained on meat pricing and retailing. Give references, age, salary, and record of past work. H. B., c/o B. Heller & Co., Chicago, Ill.

Manager packing plant and market wanted in Ill., with executive ability to take charge of all departments in a small slaughter house with wholesale and retail outlet. Write (confidentially, if preferred) giving full details of past experience, age, references, salary, etc. B. & D., c/o B. Heller & Co., Chicago, Ill.

Position open in Vt. for middle aged man who can run a truck and do some slaughtering. L. L. S., c/o B. Heller & Co., Chicago, Ill.

POSITIONS WANTED

Middle aged married man would like position in casing and offal department of packing plant. First class all around beef, hog and sheep casing man. Best of references furnished. C. M., c/o B. Heller & Co., Chicago, Ill.

All around butcher with over fifteen years experience would like position. Willing to go anywhere. References furnished. A. R., c/o B. Heller & Co., Chicago, Ill.

Man with over 20 years experience would like position as foreman of plant. Can furnish best of references. J. D., c/o B. Heller & Co., Chicago, Ill.


Practical meat man, 50 yrs. old, specialized in sausage for several years. Managed packing house in New Mexico for 10 years. Prefers position in the West. H. M., c/o B. Heller & Co., Chicago, Ill.


SUCCESS WITH MEAT

Wholesale Net Price List
MAY 1929

"HELLER PAYS THE FREIGHT"

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

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

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

ALL ORDERS are entered at the market price when received.

MOMSIE MIX
Reg. U. S. Pat. Off. Reg. in Canada
Momsie-Mix, one of our newest products, will enable you to offer to your customers something new; something that is entirely different from the old styles of sausage and ground meat.

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

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

MOMSIES—The One Minute Meal

We furnish price-signs free with each order, these signs to be used in displaying the Momsies. Momsie-Mix is put up for making a number of different kinds of Momsies. A complete list is shown below. Be sure to specify the kinds you want when ordering.

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

PRICES Per Pound

<table>
<thead>
<tr>
<th></th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trial case, 15 one-lb. packages</td>
<td>$0.23</td>
</tr>
<tr>
<td>¼ case, 25 one-lb. packages</td>
<td>.22</td>
</tr>
<tr>
<td>½ case, 50 one-lb. packages</td>
<td>.21</td>
</tr>
<tr>
<td>1 case, 100 one-lb. packages</td>
<td>.20</td>
</tr>
<tr>
<td>2 to 5 case shipments, 10 one-lb. packages Each</td>
<td>.19</td>
</tr>
<tr>
<td>½ barrel, 200 lbs.</td>
<td>.18</td>
</tr>
<tr>
<td>1 barrel, 400 lbs.</td>
<td>.17½</td>
</tr>
</tbody>
</table>

FROZEN-EM
Reg. U. S. Pat. Off. Reg. in Canada
A PURIFYING AGENT

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

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

PRICES

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1-lb. bottle</td>
<td>$1.00</td>
</tr>
<tr>
<td>Single 5-lb. bottles, per lb.</td>
<td>.85</td>
</tr>
<tr>
<td>½ dozen 5-lb. bottles, per lb.</td>
<td>.75</td>
</tr>
<tr>
<td>1 dozen 5-lb. bottles, per lb.</td>
<td>.73</td>
</tr>
<tr>
<td>Single 1-lb. can, per pound</td>
<td>1.00</td>
</tr>
<tr>
<td>½ dozen 1-lb. cans, per pound</td>
<td>.85</td>
</tr>
<tr>
<td>1 dozen 1-lb. cans, per pound</td>
<td>.80</td>
</tr>
<tr>
<td>2 dozen 1-lb. cans, per pound</td>
<td>.75</td>
</tr>
<tr>
<td>Single 5-lb. can, per lb.</td>
<td>.75</td>
</tr>
<tr>
<td>½ dozen 5-lb. cans, per lb.</td>
<td>.65</td>
</tr>
<tr>
<td>1 dozen 5-lb. cans, per lb.</td>
<td>.63</td>
</tr>
<tr>
<td>25-lb. pails, per lb.</td>
<td>.57</td>
</tr>
<tr>
<td>50-lb. pails, per lb.</td>
<td>.55</td>
</tr>
<tr>
<td>100-lb. kegs, per lb.</td>
<td>.53</td>
</tr>
<tr>
<td>300-lb. half-barrels, per lb.</td>
<td>.52</td>
</tr>
<tr>
<td>600-lb. barrels, per lb.</td>
<td>.50</td>
</tr>
</tbody>
</table>

MALABOZA GUM
A BELT DRESSING

It protects belts from moisture, heat and dry rot and prevents them from cracking and slipping.

PRICES

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1 dozen 1 quart cans, per dozen</td>
<td>$15.00</td>
</tr>
<tr>
<td>½-dozen quart cans</td>
<td>8.10</td>
</tr>
<tr>
<td>1 quart can</td>
<td>1.50</td>
</tr>
</tbody>
</table>

"HELLER PAYS THE FREIGHT"
SUCCESS WITH MEAT

ZANZIBAR-BRAND

Prepared Sausage Seasonings

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

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

Dixie Special Pork Sausage
English Breakfast Pork Sausage
German (no sage) Pork Sausage
Hungarian Pork Sausage
Old-Style Southern Farm Sausage
Old-Style Southern Farm Sausage, Extra Hot
Yankee-Style (with sage) Pork Sausage
Blood Sausage
Bologna
Braunschweiger Liver
Corned Beef
Frankfurter or Wiener Sausage
German Mettwurst (without whole spice)
Hamburger
Head Cheese and Souse
Minced Ham
Pickled Tongue and Pig Feet
Polish Sausage
Poultry Seasoning
Salami Sausage (contains whole pepper and whole mustard seeds)
Scrapple
Spanish Sausage Seasoning
Summer or Cervelat Sausage (contains whole pepper and whole mustard seeds)
Swedish Mettwurst
Swedish Potato Sausage

PRICES PER POUND

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.55</td>
<td>$0.53</td>
<td>$0.52</td>
<td>$0.51</td>
<td>$0.49</td>
<td>$0.47</td>
</tr>
</tbody>
</table>

"HELLER PAYS THE FREIGHT"
### SUCCESS WITH MEAT

**Zanzibar-Carbon Brand**

**CASING BROWN MIXTURE**

A Color for Smoked Sausage Casings

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

**PRICES**

<table>
<thead>
<tr>
<th>Size</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-pound cans</td>
<td>$3.50</td>
</tr>
<tr>
<td>5-pound cans</td>
<td>3.45</td>
</tr>
<tr>
<td>10-pound cans</td>
<td>3.40</td>
</tr>
<tr>
<td>25-pound cans</td>
<td>3.35</td>
</tr>
<tr>
<td>50-pound cans</td>
<td>3.30</td>
</tr>
<tr>
<td>100-pound cans</td>
<td>3.25</td>
</tr>
</tbody>
</table>

**Zanzibar-Carbon Brand**

**CASING YELLOW MIXTURE**

A Color for Liver-Sausage Casings

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

**PRICES**

<table>
<thead>
<tr>
<th>Size</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-pound cans</td>
<td>$4.00</td>
</tr>
<tr>
<td>5-pound cans</td>
<td>3.95</td>
</tr>
<tr>
<td>10-pound cans</td>
<td>3.90</td>
</tr>
<tr>
<td>25-pound cans</td>
<td>3.85</td>
</tr>
<tr>
<td>50-pound cans</td>
<td>3.80</td>
</tr>
<tr>
<td>100-pound cans</td>
<td>3.75</td>
</tr>
</tbody>
</table>

**COLD STORINE**

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

**PRICES**

<table>
<thead>
<tr>
<th>Size</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-lb. Special Trial case</td>
<td>$0.38</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>.37</td>
</tr>
<tr>
<td>¼-case, 50 1-lb. cartons</td>
<td>.36</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>.35</td>
</tr>
<tr>
<td>¼-barrel, 250 pounds</td>
<td>.28</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>.26</td>
</tr>
<tr>
<td>6-barrel contracts (2 bbls. delivered at one time)</td>
<td>.25</td>
</tr>
</tbody>
</table>

### WHITE KONSERVIRUNGS SALT

Trade Mark Registered

For Keeping Fresh Meats and Sausages

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

**PRICES**

<table>
<thead>
<tr>
<th>Size</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 1-pound cartons, in case</td>
<td>$0.38</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>.36</td>
</tr>
<tr>
<td>¼-case, 50 1-lb. cartons</td>
<td>.35</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>.34</td>
</tr>
<tr>
<td>¼-barrel, 250 pounds</td>
<td>.30</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>.28</td>
</tr>
</tbody>
</table>

### RED KONSERVIRUNGS SALT

Trade Mark Registered

For Curing Meats and Trimmings

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

**PRICES**

<table>
<thead>
<tr>
<th>Size</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 1-pound cartons, in case</td>
<td>$0.38</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>.36</td>
</tr>
<tr>
<td>¼-case, 50 1-lb. cartons</td>
<td>.35</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>.34</td>
</tr>
<tr>
<td>¼-barrel, 250 pounds</td>
<td>.30</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>.28</td>
</tr>
</tbody>
</table>

### "A" CONDIMIENTINE


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

**PRICES**

<table>
<thead>
<tr>
<th>Size</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-lb. Special Trial case</td>
<td>$0.30</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>.29</td>
</tr>
<tr>
<td>¼-case, 50 1-lb. cartons</td>
<td>.28</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>.27</td>
</tr>
<tr>
<td>¼-barrel, 200 pounds</td>
<td>.24</td>
</tr>
<tr>
<td>1 barrel, 400 pounds</td>
<td>.23</td>
</tr>
</tbody>
</table>

### "B" CONDIMIENTINE


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

**PRICES**

<table>
<thead>
<tr>
<th>Size</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-pound Special Trial cases</td>
<td>$0.30</td>
</tr>
<tr>
<td>¼-case (25-pound cartons)</td>
<td>.29</td>
</tr>
<tr>
<td>¼-case (50-pound cartons)</td>
<td>.28</td>
</tr>
<tr>
<td>1 case (100-pound cartons)</td>
<td>.27</td>
</tr>
<tr>
<td>¼-barrel, 200 pounds</td>
<td>.24</td>
</tr>
<tr>
<td>1 barrel, 400 pounds</td>
<td>.23</td>
</tr>
</tbody>
</table>

### "HELLER PAYS THE FREIGHT"
SUCCESS WITH MEAT

**ASEPTIFUME**
Aseptifume is used for purifying the air and destroying obnoxious odors in hide rooms, rendering rooms, slaughter houses, and other places. Using Aseptifume will put food-storage places in a better and more wholesome condition.

**PRICES**

- 5-pound cans: $0.85
- 6 5-pound cans: $0.83
- 12 5-pound cans: $0.81
- 24 5-pound cans: $0.79

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

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

**PRICES**

- 1 10-pound can: $0.28
- 1/2 case (1/2 doz. 10-lb. cans): $0.26
- 1 case (1 doz. 10-lb. cans): $0.23
- 2 cases (1 doz. 10-lb. cans): $0.22
- 3 cases (1 doz. 10-lb. cans): $0.23

**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 a nice jellied appearance is desired.

**PRICES**

- 5-pound cans: $1.50
- 10-pound cans: $1.48
- 25-pound cans: $1.47
- 50-pound cans: $1.46
- 100-pound cans: $1.45

**HOG-SCALD**
To Cure Meat for Ham Rolls
Used in curing Ham Trimnings for Ham Rolls and Sausage Rolls. It produces a mild, delicious cure and aids the meat to retain the natural color and a fresh, appetizing appearance. The meat cured with this preparation has the delicious flavor which has made Ham Rolls so popular. It is legal to use under the United States Pure Food Laws.

**PRICES**

- 1/4-case, 25 1-lb. cartons: $0.37
- 1/2-case, 50 1-lb. cartons: $0.36
- 1 case, 100 1-lb. cartons: $0.35
- 1 1/2-barrel, 250 pounds: $0.29
- 1 barrel 500 pounds: $0.29

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

**PRICES**

- 1-pound cans: $1.95
- 5-pound cans: $1.90
- 10-pound cans: $1.85
- 25-pound cans: $1.80
- 50-pound cans: $1.75
- 100-pound cans: $1.70

"HELLER PAYS THE FREIGHT"
ZANZIBAR-BRAND


CELER Y-ZEST
(NOT SALTY)

Gives a delicious Celery Flavor to sausage and meat loaves, and adds a delightful Celery Flavor to any food products in which it is used.

PRICES

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

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

PRICES

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

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

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

PRICES

1/4 dozen 1 pound cans $3.75
1/2 dozen 1 pound cans $6.50
1 dozen 1 pound cans $10.00

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

PRICES

1/4 dozen 1 pound cans $3.75
1/2 dozen 1 pound cans $6.50
1 dozen 1 pound cans $10.00

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

PRICES

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

"HELLER PAYS THE FREIGHT"
SUCCESS WITH MEAT

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

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

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

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

PRICES
Each $0.75
Per dozen 5.00

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

It is easy to apply. A hand sprayer which makes a fine mist should be used.

Every butcher knows his customers appreciate a market free from buzzing, filthy flies, hovering over the meats, and spreading disease.

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

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

PRICES
Per Lb.
1/2 case, (1 1/4 doz. 2 1/2-lb. packages) $0.11 1/2
1 case, (3 doz. 2 1/2-lb. packages) .10 1/4
1 barrel (300 lb.) .08 1/2

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

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

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

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

THE MOST COMPLETE HANDBOOK and GUIDE
Ever Written for Those Engaged in the Meat Industry
It presents the newest thought and practice as developed by generations of distinguished specialists.

It is the reference work of the craft and of the manufacturer, the foundation upon which many excellent reputations are built.

WILL BE SENT FREE
When Requested on Your Letterhead
B. HELLER & COMPANY
Manufacturing Chemists CHICAGO, U. S. A.

“HELLER PAYS THE FREIGHT”

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

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

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

Bull-Meat-Brand Flour, being purely a Cereal Product, meets the requirements of the Pure Food Laws.

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

PRICES PER POUND

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than 10 pkgs, in 5-lb. cartons</td>
<td>$0.10</td>
</tr>
<tr>
<td>1 case (10 5-lb. cartons)</td>
<td>.09 3/4</td>
</tr>
<tr>
<td>1 case (20 5-lb. cartons)</td>
<td>.09 1/4</td>
</tr>
<tr>
<td>1 drum (125 lbs.)</td>
<td>.08</td>
</tr>
<tr>
<td>1 barrel (300 lbs.)</td>
<td>.07</td>
</tr>
<tr>
<td>5-bbl. lots, delivered 1 bbl. at a time</td>
<td>$0.06 3/4</td>
</tr>
<tr>
<td>10-bbl. lots, delivered 2 bbls. at a time</td>
<td>.06 1/2</td>
</tr>
<tr>
<td>24-bbl. lots, delivered 3 bbls. at a time</td>
<td>.06 1/4</td>
</tr>
<tr>
<td>48-bbl. lots, delivered 4 bbls. at a time</td>
<td>.06</td>
</tr>
</tbody>
</table>

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

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

COMPLIES WITH THE U. S. PURE FOOD LAWS.