SUCCESS WITH MEAT

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B. HELLER & COMPANY, MFG. CHEMISTS. CHICAGO, U. S. A.
HEADCHEESE
(Schwartenmagen)
(Pressylta)

The proper meat to use for making headcheese is that which has been cured by the Freeze-Em-Pickle process. Such headcheese will be much better and keep for a longer time.

Headcheese is made with such meats as pig heads, ox lips, tongue and neck trimmings, hog snouts, hog skins, plain tripe, pork or sheep hearts. Some headcheese is made of whole cured pig heads cooked; other is made of pig head meat removed from the heads in an uncooked condition, and afterwards cured.

Procure clean pig heads, with eyes and ear drums removed, ox lips and hog skins and keep them in brine until they are fully cured. This will take at least 10 days.

The proper proportions for making good headcheese are as follows, but the quantity of the different kinds of meat can be varied according to the stock on hand:

- 60 pounds pig head meat, Freeze-Em-Pickle cured,
- 15 pounds ox lips, Freeze-Em-Pickle cured,
- 15 pounds hog skins, Freeze-Em-Pickle cured,
- 10 pounds fresh plain tripe,
- 1 pound Zanzibar-Brand Headcheese Seasoning,
- ¼ to ½ pound “B” Condimentine,
- 8 ounces sugar,
- 2 pounds onions, chopped very fine,

Bull-Meat-Brand Flour, in the proportion allowed by your state food law.

First.—Cook the pig heads, ox lips and hog skins in a steam jacketed kettle, or in a kettle over a fire, at a temperature of 160 degrees F., in just enough water to cover them. Let the heads cook about 2½ hours so that the meat can be slipped off the bones; the hog skins, about 2½ to 3 hours till they are tender; the ox lips, 3 to 4 hours, till they are tender; hog snouts, 1 hour; pork cheek meat, ¾ hour; tripe, 15 to
20 minutes; hog and lamb tongues, \( \frac{1}{2} \) to 1 hour.

It is best, if one has the time, to cook all the meat in the same kettle and in the same water, using as little water as will cover the meat at all times. Use nets to separate the different meats so that each kind can be taken out of the water when cooked the right length of time. All of the meat used for headcheese contains large quantities of gelatin which will be drawn out of the meat into the water. Save that water as, when cold, it will be quite a heavy jelly. Skim off the grease and froth every half hour, while cooking, and strain the jelly water through two thicknesses of cheesecloth before adding it to the meats later.

Second.—Run the hog skins and tripe through the \( \frac{1}{6} \)-inch-hole plate of the meat grinder. Cut the pig head meat and the ox lips into 1-inch cubes or as near this size as possible.

Third.—Place all the above ingredients in a large mixing pan, a clean tub or a power mixer, and mix them thoroughly. While mixing, add enough of the jelly soup that the meats were cooked in to make the mixture like heavy stew.

The more of this water put into headcheese the better it will be; therefore add all of it that the meat will absorb. Bull-Meat-Brand Flour should always be used in addition to the jelly water to combine with the fats and juices, as it makes the headcheese firmer and tends to keep it from drying out and thereby losing its flavor. Bull-Meat-Brand Flour makes headcheese very different from that made with some other binders on the market. No binder that we have tested in our laboratory will prove as satisfactory as Bull-Meat-Brand Flour. If the butcher uses the most suitable ingredients and uses the proper methods, he is bound to make the best products; but the most careful sausage maker cannot make fine products unless he uses good materials.

Fourth.—Then stuff by hand into clean, salted hog stomachs, hog bladders, or beef bungs. If stomachs are used, tie the two small openings before stuffing. When stuffed insert a skewer at the opening, close up, and tie with a stout cord underneath the skewer, forming a loop by which to hang up the headcheese.

Fifth.—Cook them in hot water at 155 degrees, from 2 to 3 hours, according to size. When cooked, remove them from the cooking kettle or vat and chill them over night in cold brine, testing 40 degrees on the salometer, with one pound of Freeze-Em-Pickle added to each 25 gallons of brine. This will help to preserve the casing and prevent slime or mold. It also makes a much better keeping product than if simply chilled in cold water. When chilled through, drain the headcheeses and then place them on a clean table.
SUCCESS WITH MEAT

covered with parchment paper. Cover with another sheet of parchment paper, then place clean boards on top of the paper and headcheese, weighted and pressed down firmly but not too hard. The next day wipe them with a piece of clean cheesecloth and rinse in hot water; if they are to be smoked, hang them in a smokehouse and smoke them very mildly for about two hours to dry the surface.

Sixth.—Remove the headcheese from the smokehouse and place in a cooler for 24 hours at a temperature of about 40 degrees. When thoroughly cold it can be cut, sliced, or shipped whole.

Cooked pig or lamb tongues, cut into pieces three-fourths to one inch square, added to headcheese, greatly improve its quality but also increase its cost. Always remember that in cooking meat the lower the temperature in which the meat is cooked, the longer it takes to cook but the better the cooked meat is for headcheese.

How to Cure Meat for Headcheese
Before being used in headcheese, all the heads and meat for it should be cured 10 days or longer in a brine made as follows:

1 pound Freeze-Em-Pickle,
7 pounds salt,
5 gallons water.

Headcheese made of meat cured by this process will have a fine red color and will, under proper conditions, keep well in warm weather.

ROASTING MEAT
Using metal skewers in roasts reduces the time required for cooking from two to six minutes per pound. This means that the meat will be juicier and better flavored and that it will reduce the fuel bill.

FRIENDLY WILD BEARS

The bears of the protected regions in the Northwest have grown entirely fearless of man, as those who have visited Yellow Stone National Park can testify. Travelers and caretakers have stimulated this trust by feeding them tidbits until they actually seek out parked cars to “make a touch.”

The confidence and assurance of the ungainly, lumbering brutes is well illustrated in the above cut, reproduced from a photograph submitted by Arthur E. Johnson, manager of the meat department of the Hudson Bay Co., Victoria, B. C. This “panhandler” has even brought her cub to share in the contributions.

“The picture was taken way up in Canada on the Banff-Windermere highway,” writes Mr. Johnson, “motoring from Calgary to the coast.

“Although the bears are wild, they are quite friendly to strangers, provided they are treated in a friendly manner. It is understood in that part of the country, that it is best to leave the doors of parked cars open so that wild bears can go through the car without doing damage: if the doors are closed they will rip them open to find something edible.

“I know of a case where a lady lost her finger by offering food to a bear and then pulling it back.”

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

The intestine of the hog varies in length according to the age, size, and feeding habits of the animal. An approximate average total length is about 65 feet. This yields, in usable casings, an average of 4 ft. of bung, 8 feet of middle or “black gut,” 11 inches of cap or blind gut, and 45 feet of “hog casing.” The remainder, an average of 8 feet in packing-house practice, is sacrificed by hurried work in pulling and sliming, and goes into tankage.

After gutting the carcass, tie and cut the red gut about a foot from the stomach. This one-foot length is the duodenum, which is too thick for sausage casing. Remove the caul fat, which is over the stomach, and the milt or spleen, which is a dark purplish gland-like organ in the edge of the caul. Then clean the stomach and chill it. It should be salted down later for use as a container for headcheese. In packing-house practice the pepsin lining is removed and the stomach mostly consigned to tankage.

Pulling the Casings

The bung gut is the vent end of hog intestines. The vent itself with adhering skin is known as the crown of the bung. 20 inches from the crown, the width of the best bungs is about 1½ to 1¾ in. The demand exceeds the supply and they should be cleared with care, getting as nearly the entire bung as possible in one unbroken piece.

The bung gut is pulled first. Begin at the vent end and pull off the ruffle fat from both sides, alternately with either hand. Tie off with cord, as close to the “black gut” as possible, and tear off the bung gut.

“Hog casing” is the narrow “red gut” which was separated at the tie-off near the stomach. The average width is about 1½ to 1¾ in. Sizes

A Hog stomach
B Pepsin lining
C Pocket end
D Hog weasand (not used as casing)
E Intestine end
F Duodenum (about 1 ft.—too thick for casing)
G Narrow hog casing (55-60 ft.)
H Nipple
I Middle cap (10-12 in. long, 3-3½ in. wide)
J Hog middle (inflated, 3-4½ in. in diameter, minimum length of pieces, 11 in.)
JJ Chitterlings
K Hog bung
L Crown end of bung (Depression between K and L is rarely visible)
M Bladder
narrower than these are too weak for casings and are therefore tanked or made into inferior music strings.

Begin pulling the red gut at the stomach end. Take the ruffle fat in the left and pull the casing with the right until it separates from the "black" gut.

The middle gut is the tapering "black" or curly gut which connects the red gut with the bung gut. It averages 3 to 3½ in. wide at the point where the red gut unites with it and tapers down to the size of the bung gut at the other end. The large end extends some 10 to 12 in. beyond the red gut, where it ends in a closed pocket. This blind end is known as the cap end of the middle gut. It is usually cut from the middle gut just beyond the red gut. The rest of the middle gut may be used for sausage also; if it contains worm holes or is not required for sausages, use it for chitterlings in the manner described on page 24, July (1930) Success with Meat.

First pull apart the fat which holds the coils of the black gut together. Then begin at the large end, where the red gut was pulled off, and pull off the black-gut fat with both hands to the bung end.

Cleaning and Curing

Hog Bung.—Flush the bung. Provide a horizontal trimming board with a hook opposite the worker. Hook the crown of the bung over this. Start the fat near the crown with a knife and then strip it off with the hands. Then trim the crown fat and skin closely to the crown. All the fat is edible.

Blow the bung to discover holes. The butcher who is not equipped with compressed air for blowing can make this test with water. While the bung is inflated, grade it for size. There should be a board, conveniently fixed on edge, notched to suit the commercial sizes of the casing. It is the work of but a moment to find the notch which the inflated casing fits: that is what is known as the width of the bung or other casing.

Then reverse the bung—turn it inside-out—by sticking the thumbs into the crown end, under water, and turning the sides up through the crown with the fingers, then taking hold with one hand and pulling it through with the other. An experienced hand would turn four in the time it takes to describe it.

Then throw the bung into dairy salt to cover it well. In packing houses, the salted bungs are tied and twisted into compact bundles of ten, packed into barrels, and put into a cooler at the regular curing-room temperature of 38 to 40 degrees F.

WHILE HALF A DAY IS KILLED

Customer—"Say, how much longer am I going to have to wait for that half pig I ordered?"

Butcher—"Until somebody orders the other half. We can't go out and kill half a pig, you know."
Narrow Hog Casing.—Strip the refuse out of the narrow or red gut by taking an end in one hand and pulling it through the thumb and index finger of the other. In packing houses, this is done by machine, tying them in bundles of ten and running these between burlap-covered wooden rollers.

Without turning them, soak and ferment the narrow or red guts in water, 24 hours at a temperature of 75 degrees F. Then strip them into another barrel of clean water at 100 degrees F. After 3½ hours, strip them into a third clean water, at 100 degrees, and leave them in that 1½ hours. Then scrape them, preferably under a warm-water sprinkler, on a scraping board, using the edge of a flat hard-wood stick or the back of a straight knife for scraping. This operation is known as sliming. In packing houses, the third stripping, as well as the scraping, is done by machines under a spray of running warm water. The effective part of the scraping or sliming machine consists of a series of rigid brass blades on a cylinder.

After sliming put these casings into ice water to chill one hour before testing and grading them. This is done in the manner described for hog bungs, except that they are expanded with water instead of inflating with air. Then bleach them 24 hours in clean water at 55 degrees F. or lower.

After bleaching, salt narrow hog casings well with dairy salt and let them drain on inclined tables or on racks till cured, about one week. It has recently been demonstrated that this curing time can be reduced to a few minutes, and the casing cured more uniformly if the salted casings are put into a centrifugal laundry wringer or expeller.

If the casings are not to be used immediately, resalt them with fine salt and pack in clean glucose tierces, in sugar barrels, or in boxes that have been either paraffined or lined with wax paper. Store at 40 to 45 degrees F. till needed.

Hog Middles.—The black or middle gut should first be flushed out. An efficient method is to slip it over a perforated, inclined, water pipe which extends upward toward the worker. The water for flushing should be cool in summer and about 75 degrees F. in winter. Then pick off the fat under a spray of the same water: cold water in winter would set the fat and make it impossible to pick off the fat.

After the middle is defatted, reverse it over an ordinary broomstick. In the packing house, a 1-inch rod is fastened horizontally on the bench in front of the worker, turned away from him. The first 6 in. of the rod is horizontal, and from there to the rounded end the remaining 12 or 14 in. turn upward at a slight angle.

Inflate the middle to discover worm holes and other leaks, cut off the cap end, including the red-gut nipple, and throw the middle into ice water for chilling, either to be used as casings or to be cut into chitterlings. For casings, salt and cure them like narrow hog casings.

Middle-gut cap ends.—Flush, clean, turn, and chill the middle caps in the same manner as the middles. Then salt and cure them like narrow hog casings. Neither the middles nor the middle caps are fermented or slimed.

All hog gut fat goes into edible tankage, including the ruffle fat.

USES OF HOG CASINGS

Hog casings can be used and are used to make practically every sausage: in fact, it sometimes adds the zest of novelty to use them for a sausage that is generally stuffed into beef casings or even sheep casings.

Nevertheless, custom has established
certain definite uses for each size casing, and it is well that the butcher be informed on the different uses he can make of his hog casings. The following is a list of the better known sausages the hog butcher can make without buying other casings.

**Hog Casings**  
(Sometimes Known as Hog Narrows)  
Frankfurts or wiener,  
Polish sausage,  
English salamis,  
Knackwurst,  
Knaepolese,  
Pork sausage,  
Farm pork sausage,  
Country pork sausage,  
Smoked pork sausage,  
Chile pork sausage,  
Bratwurst,  
Debrecziner,  
Italian pork sausage,  
Chorizos,  
Kielbassa,  
Rice pork sausage,  
Oatmeal sausage,  
Barley sausage,  
Tomato-pork sausage,  
Cabbage-pork sausage,  
Air-dried farm sausage,  
Hunters.

**Hog Middles**  
Swedish potato sausage,  
Sobrasada.

**Hog Bungs**  
Liver sausage,  
Summer sausage,  
Cervelat sausage,  
Genoa salame,  
Milan salame,  
D’Arles.

**Hog Stomachs**  
Headcheese.

**Hog Bladders**  
Headcheese,  
Tobacco pouches,  
Lard containers for Russian trade.

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**DRESSING TEST ON TURKEY**

To determine the consumer's cost of edible meat in turkey, we have recently had a test made on a four or five-year-old tom. Following are the results.

- Killed, bled, picked clean, but undrawn = 28 lbs.
- Drawn and dressed = 22½ lbs.
- Boiled = 17 lbs.
- White breast meat = 4 lbs.
- Dark meat = 4¾ lbs.
- Bones = 8¾ lbs.
- Cost of turkey, undrawn, @ 40 cents = $11.20
- $11.20 for 8½ lbs. edible meat is $1.35¾ per pound.

By way of comparison, it is interesting to note that smoked boneless loin roll (all edible meat) would retail, at this writing, for 50 to 60 cents per pound. And no finer eating meat exists than this loin roll, also known as “Canada bacon.”
POULTRY SINEW EXTRACTOR


The “drum stick” of poultry is much improved by removing the sinews. But pulling them by hand, from a hook, is such strenuous work that the busy butcher prefers to leave it undone and so save his arms and shoulder blades.

Mr. A. E. Johnson, Manager of the meat department of the Hudson Bay Company, who resides at 2460 Dalhousie St., Victoria, B. C., has invented a simple and efficient device for extracting those sinews with a single pressure of the hand. Any size bird, from a 3-pound Leghorn to a 40-pound turkey, can be disposed of in one minute.

The butcher breaks the shank bone, between the knuckle and the foot, with a club or mallet. He then puts the knuckle under a slot in the base plate and the foot over the claws of the lever. Taking the lever in his hand, he pulls the foot tight in the lever claw, presses the lever down and the sinews are drawn.

The inexpensive contrivance will soon pay for itself, especially during the coming holiday trade, in saved work and increased poultry sales. It is endorsed by the Chief Poultry Instructor of the Agricultural College at Victoria, and butchers and poultrymen now using it seem enthusiastic in its praise.

NOTHING LIKE SAVORY JELL

By Fred Winkels

(In “The Voice,” May, 1930.)

I have some tongues, that do not sell,
Tho’ I wore out my lungs, their merits to tell.
So I put them in pickle, and (what do you think?)
On every pound I lost a nickel, besides the shrink.
It makes me sad, such a story to tell;
But it will make me mad if the tongues go to H——.
And then, today, I got a little book.
It made me gay when at the ads I did look,
For there it did tell, at least so I read,
To use some Savory Jell—here’s just what it said:
“Cook some tongue, then add Savory Jell,
Then stuff in a bung, it will turn out swell;
Or put in a mold, either way
It will all be sold anyway.”
So if you have Savory Jell, send a five pound can,
And if it goes well, I will order some again.—

(Submitted by Lewis Casing Company, of Seattle, Wash.)

Moral

When all of your efforts bring nothing but grief,
Try jellied tongue loaf made of pork, lamb or beef:
With Savory Jell-Jell, it smooths the brow’s wrinkles
And piles up the gains as it did for Fred Winkels.

When boneless boiled ham falls apart in the slice,
A handful of Savory Jell-Jell is nice:
It flavors and binds it and stops all the kicks.
The product is listed on page thirty-six.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
GIFT BASKETS FOR THE HOLIDAYS

During the season when universal good will loosens the purse strings, it is often a problem to decide what is most acceptable within a reasonable limit of cost. In that doubting frame of mind, the objects which have the best chance of being selected are those which appeal to the greatest number of the five senses. The products of the sausage kitchen should appeal as nothing else can to bring good cheer into the family circle. When the nose detects the agreeable aroma of correct seasoning, the eye searches out the source and feasts on the tastefully displayed gift and the cravings of the appetite respond irresistibly; and so three of the senses plead for the butcher basket as a holiday gift.

Holiday baskets of meats and meat products have the strongest appeal to the head of the family who is conscious of his obligations as provider; they appeal the strongest to every mother who has a lot of hungry mouths to fill and delights in a well stocked larder or pantry to draw from in any contingency; they appeal to practical minds as gifts that are a necessity, a comfort, and a convenience, gifts that will not be passed along to others or taken to exchange counters.

What should be put into gift baskets depends on the community and the material means of the class which patronizes the market. On the whole, the spirit of the season demands a little better grade of goods than is ordinarily bought. To meet the requirements of large and small families, fat and lean purses, baskets of different sizes should be put up and each size may again be put up in different degrees of elaboration. They will contain something for immediate use and something for keeping. Only cured meats should be put into gift baskets and they should be embellished with fruits, nuts, vegetables, a few sprigs of holly, and a bow of green and red ribbon.

The larger baskets should contain a boneless boiled ham, better yet if baked, a side of sugar cured bacon, a piece of dried or spiced beef, a meat loaf and a selection of all the varieties of whole sausages, especially salami and summer sausages.

The smaller baskets may contain a boneless boiled picnic or calla ham, a piece of bacon, ring sausages and pieces of other products in lengths to suit the size of basket.

A charity basket is a different matter and may contain all the necessaries of one more or less elaborate meal. But even there, the best interests of the beneficiary would be much better served if only cured meats and meat products were included that the benefits of the gift might last, instead of providing a feast for a day and ignoring the famine that follows.

Prepare now that the goods may be cured, smoked or otherwise processed in ample time to make an attractive window display during the last two or three weeks of the holiday season. If
the market is cold enough, they will keep nicely in the show windows. If neither windows nor show cases are refrigerated, particularly in warm rooms, the sausages should be kept immersed in a solution of Cold Storine in the ice box at night, dried in the morning, and put on display during the day. If the baskets are made attractive enough, they have the advantage of a necessity over all other gifts exhibited in the show windows to tempt spare money from the shoppers.

Much money is spent at this season for more or less useless or needless objects and the butcher would serve the interests of his community as well as his own interests by seeing that the greater portion of that money is spent in his shop. Now is the time to prepare to feature those baskets in the show windows and show cases.

PREVENTING FROSTED WINDOWS

To prevent frost on show windows, in cold weather, the best method is to inclose the window space with a complete partition of glass, wood, or wall board, providing ventilation to the outside in the window frame at top and bottom. No warming is required and the result is complete if the partition is practically air tight. If there is much evaporation from meats exposed in the inclosed show window, there may still be some frosting. Mechanical refrigeration in such a show window would prevent that.

Where such a box window is not available, the best preventive is an oscillating electric fan, so placed that the stream of moving air strikes all parts of the window pane at some time in the cycle of its swing. It is completely effective without warming. Abnormally high windows are better covered by attaching the fan to the ceiling.

Warming the windows, either with gas flames or with electrical reflectors, is not to be recommended. The expansion of the spot in the pane where the heat is concentrated is apt to cause the window to crack because the remainder of the pane is colder and remains contracted.

Temporary results can be had from coating the inner surface of the window with a solution of 1 ounce glycerin in 7 1/2 gallons wood alcohol (methyl alcohol).

Another solution consists of

- 1 quart water,
- 5 1/2 pounds table salt,
- 1 quart wood alcohol.

To keep frost from the windows with either of these solutions, it is necessary to wipe the inner surface with it every two or three days.

Do you remember way back when all butchers gave every child coming into the shop a slice of bologna, and if the butcher forgot it, the child never hesitated to ask? M. A. V.

Enthusiasm is just business itch.—C. J. E.

A PEACE OFFERING

Bad Man: "That guy across the street charged me two dollars for a steak yesterday and I shot him. I sure hate to be overcharged, it makes me see red. Well, how much do I owe you?"

Butcher: "I-I-think a dime will be plenty!"
SUCKLING PIG, CURED AND SMOKED
A FINE WINDOW DECORATION

The suckling pig, suitably decorated for the occasion, is always an attractive window display. However, the tender, immature meat has but poor keeping quality and we therefore give here a practical method of curing and smoking it.

White-skin pigs, 4 to 5 weeks old are best adapted to this use, for this roast pig is served whole. As soon as suckled, bled, scraped, and gutted, but not split, chill them through completely. Remove the eyes and the base of the ears.

Prepare a sweet-pickle brine to test about 50 degrees on the salometer, as follows. For each 100 pounds of pig, use

5 pounds salt,
1 pound Freeze-Em-Pickle,
1 to 2 pounds granulated sugar (depending on temperature of curing room),
6 gallons water.

If cured at 38 to 40 degrees F., 2 pounds of sugar may be used; if the temperature is apt to rise to 45 or more degrees, 1 pound is safer. If two or more pigs are cured in the same containers, overhaul every four days. They will be cured in about 14 days. Then soak in cold water, four minutes per day in cure, scrub the pigs, scraping the skin with a bell scraper. Smoke about four hours in cold smoke.

The simplest way is to use the pig or pigs in this condition as show pieces in the window and in the store, leaving the roasting to the purchasers. To give the skin an attractive lustre, wipe the entire outside of the pigs with a clear vegetable oil. Insert an almond or olive in each eye socket, cut the joints so that the feet may be doubled up under them, and place each pig on a platter, in a recumbent position on its belly, the head erect, or with the head resting on extended fore-feet. Garnish the platter with holly or plenty of green vegetables, tomatoes and half lemons. The jaws may be spread with an apple.

ROAST BEEF

A thin but complete outside fat covering over a roast reduces evaporation loss and reduces the time required for cooking. It improves the juiciness and flavor of the lean itself. Thick outside fat is wasteful and unnecessary for meat satisfaction.

If you have the right kind, don't neglect to point out these virtues to your customer.

WHO'S TO BLAME, BUTCHER OR COOK?

Many a market has shouldered the blame for tough, flavorless meats when, as a matter of fact, the juiciest No. 1 meat may have been ruined through ignorance of the proper cooking methods.

The progressive dealer will protect the good name of his market by posting up instructive material for the information of his customers. He should teach them that a quick, intense heat, at the beginning, is necessary to sear the surface of meat and keep in the juices. He should teach them that, thereafter, a slow cooking at 187 degrees F. (25 degrees below boiling point) makes the toughest meat more and more tender.

Do you remember way back, before German butchers taught us better, when we threw pig tails on the garbage heap in the alley and in the vacant lot? (Eighties).

J. L. G.
SAUSAGE IN THE MEAL

The directions given under this head in recent issues of *Success with Meat* are intended primarily to increase the use of sausage in the home. But all cooking is more or less troublesome in present-day cramped kitchenette apartments. When, in addition to that, the housewife herself works out to help fend off the wolf, she is in no mood or condition to spend much time cooking.

For such, the delicatessen store and can opener are a necessity. Nothing is gained by ranting against them. When coming generations awake to the necessity of a real home life, the saner family life will come into its own again. In the meantime, the far-seeing butcher will adapt himself to the conditions that exist and make such profit out of them as circumstances permit. He can put up these ready-to-eat dishes himself, for direct sale to the housewife, or for the delicatessen stores and lunch counters that are not equipped to put them up themselves. Such as should be served hot, can easily be heated: at least the time, trouble, and expense of cooking will be saved.

**OYSTER SAUSAGE BALLS**

*(Breakfast)*

To make four portions, use about 1 pound bulk pork sausage or strip the meat out of a pound of pork sausage links. Roll this out in round cakes about ¼ inch thick and 3 inches in diameter. If a 3-inch can top is available, roll the meat out in a ¼-inch sheet and cut out eight 3-inch cakes with the can top. Place a large oyster on each of four cakes, lay the other four over these and press down the edges. Do not attempt to make these with one cake by folding one half over the other: two separate cakes are needed and they should be firmly pressed together around the whole circle. Fry in a pan, like plain sausage cakes.

The butcher should use Zanzibar-Brand Pork-Sausage Seasoning, either Dixie Special or one of the other six varieties. If Bull-Meat-Brand Flour is used in the pork sausage, the liquor from the oysters can be used instead of plain water.

(J. C. Johnson.)

**BULL’S EYE SANDWICH**

*(Luncheon)*

Toast a slice of bread on one side, butter the toasted side, and place it on a warm plate, the toasted side up. In the center of the slice place a re-cooked frankfurter or a fried link of pork sausage. Put a spoonful of mashed potato at each side of the sausage and make a dent in the tops of the mashed potato. In each of the dents place a small creamed onion. Dust with salt and pepper and put into oven until slightly crisp.

If desired for the lunch box, place another slice of bread, toasted and buttered on one side, on the bulls-eye sandwich, with toasted side down.

**DRY-SAUSAGE TARTS**

*(Dinner)*

Make ordinary pie crust. A good, flaky crust may be made of the following:

- 1 cup cake flour,
- ¾ cup cold butter or lard or a mixture of the two,
- ¼ teaspoon salt,
- 1½ to 1¾ tablespoon ice cold milk or water or a mixture of the two.

Break the shortening with the fingers into small bits, spreading them on a pan. Spread the flour over these and
SUCCESS WITH MEAT

press them into thin flakes. Then add the salt and enough milk or water to make a fairly firm dough. After combining the ingredients, dust the rolling board with flour, place the dough on it, press it flat with the hands, fold in the sides pressing them slightly to make a square, and set in the ice box to rest and stiffen over night. The following morning, roll out the dough into a large square sheet not over \( \frac{1}{8} \) inch thick, and cut this into equal squares, 4 inches across.

Place on one corner of each square a tablespoonful of chopped dry sausage of any kind whatever, moistened with white sauce. It may be summer sausage, cervelat, mettwurst, salami, hunters, holsteiner, or other air-dried sausage. A little chopped carrot, onion, or other vegetable may be added. A half cup of the chopped sausage will not absorb over one quarter cup of thick white sauce. Moisten the edges of the squares with water and fold the opposite corner over the sausage, pressing the edges together, thus making triangular turnovers or sausage tarts.

A good thick white sauce may be made of the following:

2 tablespoons butter,
2 tablespoons flour,
1 cupful milk.

Melt the butter on a fire and stir in the flour. Meanwhile, heat the milk. When the flour is cooked, take it off the fire and stir in the heated milk. Do not cook the flour too much as it will lose binding property. Seasoning is not necessary if the sausage was made according to B. Heller & Co's formula.

Do you remember way back when workmen at the packing houses brought home daily enough ox tails, calf liver, calf brains, and beef tenderloin to keep the family in meat free of charge? And they did not steal them either, in the late seventies.

B. C. Nolan.

HOT STUFF!

In winter, we require greater quantities of food to generate the heat of the body and replace the increased body waste. In casting about for a way to stimulate the appetite and the functions of the digestive organs, we may well take a lesson from industrial workers and men who work in the southern fields and in the northern woods. They instinctively demand the rich, intense and very hot seasoning used in Southern-Style Momsies, Extra Hot.

Momsie-Mix is put up with nine different styles of seasoning, appealing to every variety of taste. The butcher who has not prepared bulk Momsies to suit the demands of the community, has no idea what chance for added profits he may be missing. They are all listed on page 33.

And remember that Momsies are not restricted in their ingredients as hamburger and pork sausage are restricted. You can protect them and save their fresh color if you mention on the label the name of the ingredient you add for that purpose.

Do you remember way back when every up-to-date shop had a long rack of dummy hams, advertising the different packers? (1900).

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
WEEK'S WORK IN COUNTRY SHOP

The small-town butcher's work is as varied as the activities of a large packing house. Unless his tasks are laid out in orderly fashion, there is sure to be confusion and wasted effort. Many a plant, large and small, is not yielding the profit it might yield if there were less lost motion, less crossing of purposes, and less duplication of effort. A correct division of the work saves labor, light, heat, power, and money. A little headwork may save much handwork and the appearance of the plant will be improved by it. Plan your work methodically so that there is a time for everything and nothing will be left undone. Only in that way will you be always master of the situation.

If you employ help, see that their routine is governed strictly by the definite plan your experience has established, and don't allow every know-it-all to suit himself and throw your work into disorder. When an employee suggests an improvement, give him an attentive hearing: it fosters an intelligent interest in the work and a liking for it. But insist that your established rules govern until you are satisfied that the change would be in the best interest of the business. When you do adopt a change, whether it is important or not, see that all other activities coördinate with it promptly at the same time.

The following weekly plan of work may not entirely fit your conditions and requirements. However, the outline illustrates the idea of equalizing the work over six days in order to operate efficiently and profitably. Make copies of it, altering any detail as may seem advisable, and post a copy in every department. Even if you employ no help, it will serve to keep you spurred up to the needs of your business and prove an important factor in promoting growth. Next to it, post a copy of instructions from Heller’s Secrets of Meat Curing and Sausage Making, to govern the method in the operations of the department.

Monday.—Prepare hamburger, pork sausage, Momsies, and retail cuts in transparent wrappers for the market; see that the cooler is ready for effective cooling; principal killing and dressing of all meat animals; bone, chop, and put down hot bull meat for sausage emulsion; treat the blood; salt down hides; put into cure Friday's kill; strip the fresh casings and put them in soak; in the evening, put into soak all the salted casings that will be needed...
through the week in addition to the fresh casings; clean up.

Tuesday.—Prepare Momsies, pork sausage, hamburger, and retail cuts in transparent wrappers for the market; prepare the casings put into soak Monday evening and make bologna, frankfurts, and all other smoked and cooked sausage; see that smokehouse is heated before sausage is put in; slime casings of Monday’s kill and put them down to bleach; in the evening, wash the cooled pluck from Monday’s kill and put it into clean water over night; clean up.

Wednesday.—Prepare pork sausage, Momsies, hamburger, and retail cuts in transparent wrappers for the market; while cooking pluck and edible offal for sausage, prepare the casings for the sausage; cut fat cubes and strain the blood for blood sausage; make liver sausage, blood sausage, and headcheese; clean up.

Thursday.—Prepare pork sausage, hamburger, Momsies, and retail cuts in transparent wrappers for the market; have cooler ready if there is to be a secondary killing; kill and dress if necessary; put hams, pork shoulders, pork butts, bacon, beef briskets, plates, neck meat, rump butts, and trimmings into cure, which have been in cooler since Monday and perhaps since Thursday; make boiled ham, meat loaf, cooked Momsies, cooked corned beef, and other material for cold cut platters and for delicatessen stores; prepare meat for air-dried sausage; clean up.

Friday.—Prepare hamburger, pork sausage, Momsies, and retail cuts in transparent wrappers for the market; make air-dried sausages; render lard and tallow; look over sausage dry room, washing slimy or moldy sausage; sharpen knives and cleavers; clean up.

Saturday.—Prepare Momsies, pork sausage, hamburger, and retail cuts in transparent wrappers for the market; pull fully cured meats; overhaul the other; put meats from Thursday’s killing into cure; clean curing cellar; lubricate and clean machinery; general thorough clean-up in yard and in plant; spread $1,000.00 Guaranteed Rat and Mouse Killer and such $1,000.00 Guaranteed insecticides as conditions call for.

The worker who does nothing in his employer’s absence that he would be either afraid or ashamed to do in his presence is a valuable man and his advancement is certain.—B. H.

The far-seeing packer interests himself in the success and prosperity of the dealers he supplies. It can be done without giving offense if a spirit of friendly camaraderie accompanies fair dealing.

Do you remember way back when goose weasands were used to make baby rattles (1875)? Dried peas were placed inside them: then the ends were brought together, one inserted in the other, and the whole so dried in ring form.

M. Volkstorf.

KEEPING IT GOING

There were few customers in the shop and it did not appear to be doing very well, so the caller engaged the proprietor in conversation. Finally he ventured the question: “How in the world do you make a go of it here?”

“Well,” replied the owner, “you see that man there” (indicating his meat cutter). “He works for me—I can’t pay him. In about a year he gets the shop. Then I’ll work for him until I get it back.”
SUCCESS WITH MEAT

AUTUMN

The effort put forth to save meats and meat products from the ruinous effects of summer heat, can now be devoted to the better dressing of displays in windows and show cases. The trade is back to the normal pursuits of business and good living, and it is the butcher's job to tempt the home circle into his shop with the excellence of his cures and the perfection of his varied line of sausages and meat loaves. The Freeze-Em-Pickle process and the formulas in Heller's "Secrets of Meat Curing and Sausage Making" can put any man who sticks to them at the head of his profession. They get their heaviest use now in preparing for the holidays.

The sausage season is no longer confined to the cold months. Bologna, frankfurts, and other smoked and cooked sausages are made the year round. Other items, such as liver sausage, blood sausage, head cheese, and spare ribs are largely produced during the main slaughtering season. Cold weather favors their manufacture and promotes a readier sale for them.

The holiday season is the time all lines of business put forth their best efforts to tempt the itching currency out of the public's pockets. The butcher who makes no special effort to tempt the trade then, need not be surprised to see money diverted from necessities and spent for luxuries. Make a variety of fancy sausages, dress them up in ribbons and holly, and display the home-made goods attractively in the windows and show cases, on the counters and on meat racks.

No competition can make any headway against intelligent push and enterprise. Stick strictly to B. Heller & Co. formulas so that you will have the best possible corned beef, smoked meats, and sausages. Keep every part of your establishment so clean and orderly that the public will be tempted to see how it is done. Explain the processes and the perfection of your goods. It can be done without bragging about what you know and without "knocking" others. A cheerful smile and politeness under all circumstances; brightly lighted and attractive surroundings—those are the things that attract trade regardless of little differences in prices: the lack of them sends trade where things are more agreeable.

HOG RAISING ON CHAIN STORE PLAN

A company has been organized at Newton (Kansas) to raise hogs on a large scale. The company is heavily capitalized and buildings covering more than four acres have been planned. It may work and it may not. It certainly has not the appeal of the large wheat farming corporation that improved machinery and large scale operation will materially lessen cost of production. The farm corporation, however, like the chain store, seems to be here to stay.

Westmoreland (Kans.) Recorder

A JOKE OF FEATHER-BOA DAYS

Wife: "You seem disappointed with your parcel."
Husband: "Yes, I answered an ad for a device to keep down butcher bills, and the firm sent me a paper weight."
S.P. CURING HAMS AND BACON

Stuffing vs. Pumping

Freezing Green Hams and Bacon
Advantages of the F.E.P. Box Cure

Question.—F. B. & Sons write: "We are using your Freeze-Em-Pickle for our S. P. hams and bacon, and are not getting satisfactory results. No doubt, we are not using the correct amount in our brine. We do not pump our hams, but insert salt and Freeze-Em-Pickle down the shank. We get perfect color, the only trouble being a harsh, burning, salty taste. We would thank you for the following information.

1. The proper amount of Freeze-Em-Pickle and salt to use for each 12-14-lb. ham, in stuffing as we do instead of pumping.
2. The proper ingredients of a pumping brine, and the amount of pumping brine for each 12-14-lb. ham.
3. The ingredients of a good curing brine for S. P. hams and bacon.
4. Correct curing time for hams and bacon.
5. The best method of holding hams and bacon for future use.
6. The curing of frozen hams and bellies.
7. Please let us know the price of Freeze-Em-Pickle in barrels.

"Thanking you for past favors, we hope to hear from you with your habitual promptness."

Answer.—You state that you use the obsolete method of stuffing ham shanks with Freeze-Em-Pickle and dry salt, instead of pumping them with brine.

The curing media so rammed into a pocket made with a knife blade along the shank, is not diffused through the ham like brine: they remain in the pocket to create the "harsh, burning, salty taste" you complain about. Furthermore, you cannot reach the stifle joint and aitch bone by inserting the knife blade from the shank end. You get good protection in the shank, but are still exposed to the danger of bone sour in the opposite end. The whole method is time robbing and inefficient.

The operation of pumping a 12—14-lb. ham takes only ten seconds, you reach every part of the ham that needs protection, and the pumping brine is so nicely distributed that the flavor is improved and uniform throughout.

1. Your first question is in regard to the proper quantity of Freeze-Em-Pickle and salt with your method of dry stuffing ham shanks. For each 12—14-pound ham, use—

1 ounce Freeze-Em-Pickle,
2 ounces dairy salt,
1 ounce granulated sugar.
The sugar may be omitted, if preferred. Make the pocket as deep as the knife blade permits, mix the ingredients thoroughly, and ram them in as far as possible with a suitable stick. If an insertion is made at both ends, divide the mixture and put a part of it into each pocket.

2. It seems, from your second question, that you are considering the modern method of pumping brine into the hams. Such a brine must be full strength (a saturated solution) and should be made in the following proportions.

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

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

The sugar may be omitted, if preferred. Pump a total of 12 to 14 ounces of the pumping brine into hams weighing 12 to 14 lbs., inserting the pumping needle in the shank, in the stifle, in the loin end, and at the aitch bone.

3. Your third question asks for the ingredients of a good curing brine for S.P. hams and bacon, for which we give the following formula.

**Freeze-Em-Pickle Fancy Curing Brine for S.P. Hams, Bacon, and Other S.P. Meats**

1 pound Freeze-Em-Pickle,
8 pounds common salt,
2 pounds granulated sugar,
6 gallons water.

This quantity is for 100 pounds of meat and, when completely dissolved, should test about 70 degrees on the salimeter. In your large operations, it may be more convenient to calculate on a basis of 100 gallons of water. The following, therefore, makes the same strength of pickle.

17 pounds Freeze-Em-Pickle,
133 pounds common salt,
33 pounds granulated sugar,
100 gallons water.

4. Your fourth question regards the correct curing time. For a full cure and smoking, overhaul S.P. hams on the fifth, tenth, and fifteenth days. They are then cured, according to size, in the following length of time.

**Cured Age, S.P. Hams for Smoking**

<table>
<thead>
<tr>
<th>Size of Hams</th>
<th>Cured Age (Days)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small hams, 7 to 13 lbs</td>
<td>26 to 34 days</td>
</tr>
<tr>
<td>Medium hams, 14 to 18 lbs</td>
<td>38 to 45 days</td>
</tr>
<tr>
<td>Large hams, 19 to 24 lbs</td>
<td>49 to 56 days</td>
</tr>
</tbody>
</table>

For cooking and immediate use, hams may be taken out of cure in less time, overhauling on the fourth, eighth, and twelfth days.

**Cured Age, S.P. Hams for Cooking**

<table>
<thead>
<tr>
<th>Size of Hams</th>
<th>Cured Age (Days)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small hams, 7 to 13 lbs</td>
<td>13 to 17 days</td>
</tr>
<tr>
<td>Medium hams, 14 to 18 lbs</td>
<td>18 to 23 days</td>
</tr>
<tr>
<td>Large hams, 19 to 24 lbs</td>
<td>25 to 28 days</td>
</tr>
</tbody>
</table>

5. In your fifth question you ask for the best method of holding hams and bacon for future use. The method in common use among the packers is to sharp freeze them at 5 degrees below zero F. or lower and, when frozen solid, to carry them in cold storage at between 12 and 15 degrees above zero. Wrap the bacon bellies, two or three in a bundle, in two sheets of parchment paper and tie with string or cord. This reduces shrinkage and

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keeps them in better condition. Hams also shrink in cold storage and become dry or woody on the surface when not wrapped in parchment paper. Nevertheless, hams are usually carried unwrapped. The meats are then thawed out and cured as needed.

If fancy bacon bellies are to be carried from one to six months, a better way is to cure them at once, as soon as chilled, by the Freeze-Em-Pickle dry cure in boxes. It makes a firmer, better looking bacon than the S.P. cure, saves the storage shrinkage, and saves refrigeration, as the boxes are held at the regular curing temperature of 38 to 40 degrees F. There is no overhauling and the bellies are held in cure until needed, when they are simply smoked out. Bacon so carried for a long time is little, if any, saltier than box cured bacon that is taken out as soon as cured.

6. Your sixth question pertains to the proper curing of frozen hams and bellies. Unwrap them in the curing cellar (38 to 40 degrees F.), thawing and separating them as rapidly as that temperature permits. As soon as thawed out, proceed immediately to cure them exactly the same as other hams and bacon. If they were sharp frozen and carried at the steady, low temperatures advised under number 5, the time for curing is not different; but if they were slowly frozen at a higher temperature, or carried at a fluctuating temperature, the cell structure of the meat is ruptured and the cure will be completed in about one-fifth less time. The keeping quality of such meat is not equal to that of meat that is properly sharp frozen.

7. We send herewith the current price list of Freeze-Em-Pickle. You will notice that the advantage of our contract terms offers a considerable inducement for buying in greater than single barrel lots. You are protected against market fluctuations for the duration of the contract, although the Freeze-Em-Pickle is shipped you only in the quantities needed from time to time.

WHY BOILED HAM IS PRESSED

Question.—J. P. & P. Co. write: “We press our boneless boiled ham in tubes with a hand press and have had some complaint that they break apart in slicing. Recently we have scattered a little of your Savory Jell-Jell in the cuts made by boning and the complaints have stopped. We were going to buy a hydraulic press to replace the hand press, but don’t think it necessary if the Jell-Jell turns the trick just as well. Please send us two 10-lb. cans with the next barrel of Freeze-Em-Pickle.”

Answer.—The object of pressing boneless boiled ham is threefold. First,
SUCCESS WITH MEAT

if properly done, it causes the ham to slice, in even, round slices, without falling apart. Second, it holds down the shrinkage to 8 to 12 per cent., depending on the age and finish of the hog, while a loosely pressed ham, even if cooked at the proper temperature of 160 degrees F., could easily shrink 20 per cent. or more in cooking. Third, it retains the juices and makes a better flavored product.

Insufficient cooling or taking the hams out of the tubes before cooling through, also causes the falling apart unless it is held together by the Savory Jell-Jell. But the use of the Jell-Jell is an excellent practice anyhow as it gives the ham a delightful flavor.

The hand press can compress the boneless hams tightly enough for perfect results; but it is hard work and the operator is apt to become indifferent after pressing a number of hams. For that reason, you may be warranted in spending the money for a hydraulic press. It depends on the number of hams you press and on whether you would use it the year round or only for a short winter season.

The Savory Jell-Jell will be duly sent as ordered.

DULL GRINDER SPOILS SAUSAGE

Reusing Sour Product

Question.—M. C. writes: "I tried out your Mettwurst formula lately and the sample I am sending you speaks for itself. Tell me, where is my mistake? Can I work up this bad tasting sausage in other mettwurst or must I lose it entirely?"

Answer.—The sausage submitted was slightly sour, enough so to spoil your trade if sold in that condition. The meat was not cut clean, but only mashed into shreds. Either your grinder knives are dull or they do not fit the plate. If you are using a silent cutter, the knives are dull or they do not strike the bowl evenly for their full length. The meat is then merely mashed and becomes warm, developing the taste you mention.

Both the knives and the plates of the meat grinder should be sent to the maker or to a specialist, from time to time, for sharpening. Tie the plate to the knife to which it belongs, so that they may be ground to fit smoothly. Silent cutter knives should be sharpened and adjusted so that every blade meets the bowl evenly, from one end of the blade to the other.

There was no perceptible putrefaction or decay in the sample submitted and the sausage may safely be worked into other sausage meat intended for early use. If it does not exceed 5 pounds in the 100, the objectionable taste will not be noticeable.

HOW TO SMOKE BOLOGNA AND FRANKFURTS

Question.—F. J. H. & Bro. write: "We are sending you to-day samples of our bologna and frankfurts. Please note the unsatisfactory smoke color and tell us how to improve it."

Answer.—Your sausage has a dull, gray-brown outer appearance which is due to starting the smoke too soon.

A WELCOME STRANGER

Landlady (as fork accidentally falls on floor): "Ah, that means there's a stranger coming!"

Boarder (who is tired of continual fish): "Perhaps it's a butcher."

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smoking too long at low temperature, and failure to rinse the cooked product first with boiling water and then with cold water. Besides, they have faded from holding at too low a temperature.

After hanging the sausage in the smokehouse, at 110 to 115 degrees F. with open drafts and no smoke until dry on the surface, partly close the dampers, start the smoke, and raise the temperature to 120 or 125. Just before the desired color is attained, close the dampers some more, continue the smoke while watching closely, and raise the temperature to 130 or 135. High flames cause bursting at the lower ends: too low temperature causes long smoking and tough, inedible casings.

Use a little Zanzibar-Carbon-Brand Casing Brown Mixture in your cooking water, or dip your sausage in it momentarily after cooking. Either method will give them a brighter permanent color. In the momentary dipping method, the rinsing (first in boiling water and then in cold water) takes place immediately after the dipping.

Let the sausages dry and cool at room temperature before putting them into the cooler. Do not hold them at a temperature below 40 to 45 degrees F. 45 or even 50 is better.

If you will observe all these points you should turn out an unfading bright mahogany colored sausage.

BLACK SPOTS IN LIVER SAUSAGE

The Letter With Samples

Question.—E. S. writes: "To-morrow I'll send you a piece of liver sausage and I am writing this now so that you will know in time what I am sending it for.

Occasionally I get black spots like the one found at the cut end of the piece I am sending. I am careful to trim out blood clots and use only clean neck meat, trimmings and jowl fat. Is it the seasoning, or what is it?"

Answer.—Your writing first is certainly better than sending a sample first and following up, a day or two later (if at all), with a letter. But the best way is to inclose your letter in a stamped, addressed envelope and paste it securely on the outside of the parcel it pertains to. The letter must then bear first-class postage while the parcel bears parcel postage separately. Each should bear the address with its own postage stamp over it. In that way they must arrive together and there can be no mistake about the source it comes from or the reason for sending it.

We examined the black spot under a microscope and find it is a piece of lymphatic gland. Each jowl has a reddish gray gland which should be trimmed out as it shows darker after the sausage is cooked. It does no harm but looks peculiar and creates doubt in the consumer's mind.

Aside from this your sausage is excellent. It has the right proportion of Bull-Meat-Brand Flour and the delightful flavor of Zanzibar-Brand Braun-Schweiger Liver Sausage Seasoning is unmistakable in it.

RENDERING GOOSE FAT

Question.—B. V. G. writes: "We always dress a lot of geese for the holiday trade and also cure and smoke goose breasts and shanks. We accumulate a lot of goose fat in this way which we render. Some of it we use in goose-liver sausage and we have tried to create a market for the rest. It moves slowly because it is not clear and white and turns rancid too quick. Can you advise us how to render this so as to make it more attractive? We have been giving the cracklings to poultry. Can they be used in sausage?"

Answer.—To produce a clear, white goose fat, with excellent keeping quality, proceed as follows.

The goose fat and fat trimmings should be kept in the cooler and rendered as soon as the quantity permits. Do not allow them to remain lying
around in a warm place. Weigh the fat used and do not fill the pot or kettle more than half full.

Use an enameled stew pot of a size to suit your needs. Barely cover the bottom with water to prevent scorching. Cut the leaf lard and gut fat to the size of peas or run it through the ¼-inch-hole plate of a meat grinder, and add it to the water in the pot. Put the pot on a low flame and bring up the heat very gradually while stirring continuously with a wooden spoon or ladle. When this fat is melted, add the skin fat or outer fat which is cut in larger pieces. Increase the heat somewhat and continue rendering until most of the fat is out of the cracklings and the cracklings float on top, stiff and curled. Then skim off the cracklings, first letting the fat drip off them a little, and save them, in the cooler, in a clean stew pan or dipper. Do not press them.

Do not let the temperature of the fat reach 200 degrees F. Use a thermometer and, while it is yet below 200, dissolve, for each pound of fat, ¼ teaspoonful B. Heller & Co’s Lard and Tallow Purifier in a very small quantity of water, and add the solution to the fat. Stir thoroughly to mix the Purifier through the fat. Then turn on more heat to raise the temperature to 212 degrees F. or whatever your local boiling point may be. Do not leave it for a moment at this time for, as soon as it reaches the boiling temperature, the fat will begin to foam. The heat should then be carefully controlled to prevent the fat from boiling over.

When the fat stops foaming, remove it from the fire or shut off the heat. Skim off the impurities and let the fat settle about two hours or until it is nearly cool but not congealed. If the kettle has a faucet at the bottom, draw off the water and impurities collected there. If it has no faucet, dip off the clear fat and strain it through cheesecloth into the jars or other containers in which it is to be sold or stored. Close them air-tight, put them into the cooler immediately and keep them there till wanted. Impure fat remaining with the water in the bottom of the pot or kettle should be allowed to harden and can then be lifted off the water and saved for the next rendering and purifying.

Goose fat so handled will be white and attractive. It will keep well and not become rancid if light and air are kept from it.

Cracklings are excellent as poultry feed to increase egg laying. However, they may be ground through a ½-inch-hole plate and used in bologna, frankfurts, cereal sausages, meat loaves, scrapple, and anything which contains quantities of Bull-Meat-Brand Flour. Use them at the rate to 2½ to 5 pounds in the hundred pounds of meat products.

APPLES AND SPICES IN LARD

Question.—W. N. D. writes: "How can I flavor my kettle rendered pure leaf lard and still get it perfectly white? I have tried powdered marjoram, but found it made a gray, crumbly, hard product."

Answer.—To flavor lard with spices, use whole spices, but do not add them until shortly before the end of the boiling; otherwise more or less coloring matter is cooked out of them, making the lard gray. Often apples are used for flavoring. They should be ripe, without decayed spots, sliced, and added shortly before the end of the boiling period. All the foreign matter should then be strained out.

HOW TO CLEAN A BURNT LARD KETTLE

Question.—F. G. writes: "I have a rendering kettle that has been burnt and I cannot render white lard. Do you know of anything I can do to remedy that?"

Answer.—You do not state if your kettle is iron, copper, or aluminum, but
we take it for granted that you have the usual black iron kettle. To remove all scorching from that, simply boil a strong solution of caustic soda in it. A copper or aluminum kettle would need different treatment.

COLD-CUT PLATTER

The Butcher’s Wife

Question.—Mrs. F. A. N. writes: “I help my husband in the meat market during rush hours and when he is busy making sausage. He makes all the staple varieties, such as pork sausage, bologna, frankfurts, minced ham, liver sausage, blood sausage, summer sausage, Lachs Schinken, and headcheese; also veal loaf, Momsies, and scrapple.

Several times in the 28 years of our experience here, outsiders have tried to get a foothold, but they have never lasted long. We handle good meats, cure with Freeze-Em-Pickle, use your prepared sausage seasonings, and in other ways aim always to give our trade the very best. We are not rich, but we were able to start each of our sons in a nice business when he married, and we have enough left to keep the wolf from the door if we wanted to retire.

TRIALS OF BOXCAR TOURISTS

Allagazan: “Whar ye bin since I saw yer last, anyway?”

Weary: “Such luck! de night you seed me I'd just hoofed it in from Kalamazoo, dead tired, so I gets into an empty freight car on some hay and fell asleep, woke up next morning, looked out de door, an’ blessed if I wasn’t back in Kalamazoo.”

“A couple of years ago, you had an article on Cold-Cut Platters in your magazine, which gave me an idea. Nothing shows up the beauty of my husband’s work like those slices, carefully arranged and garnished on a spotless paper doily, displayed on clean porcelain. The creamy gray of one slice, the salmon pink of another, the vivid cherry red meat contrasting with snowy white cubes of fat in a third, a quartered slice of delicious baked ham, a little of this and a little of that, garnished with parsley and thick slices of radishes, and all casings carefully peeled off, makes a dainty dish that needs little or no salesmanship to keep it moving. They tell me it is artistic in its harmonious blending of appetizing colors and the finest possible advertisement for the whole sausages and loaves. If only the plagued doilies did not have a fashion of slipping off the platter, with all the Cold-Cut slices, just when you are trying hardest to impress somebody! Maybe you can give me some new ideas about garnishing my platters: that is my job.

“Better send a barrel of Freeze-Em-Pickle and a 10-pound can each of Corned Beef Seasoning and Summer Sausage Seasoning. We are running pretty low.”

Answer.—Your interesting letter is an object lesson of success and contentment where a capable woman takes an active hand in the selling end of her husband’s butcher business.

You can prevent the slipping of the doilies with a dab or two of lard on the platter. Lay the doily on these and it will cling.

In garnishing your platters, use an extra sharp knife for slicing in order to get smooth, very thin slices. Lay the large slices on the bottom, after peeling off the casings and quartering (but rejoining) the slices, overlapping to the middle of the entire slice. If the platters are large enough, lay the slices to the edge, forming a long, narrow oval. Lay the smaller slices, such as liver sausage, cervelat or summer sausage, long or round bologna, in a straight line over the middle, always alternating the contrasting colors. If the platters are large enough, lay the small slices also in a long
narrow oval toward the middle: that is, without covering more than the inner half of the larger slices below. Put a twig of narsley between all the bottom slices at the outer edge. Cut away the greens from the radishes, leaving a flat bottom to stand on; cut off the root or tip and notch that end in crown form; place from one to three of these on the top of the slices, depending on the size platter. Use a few ready-cooked small Momsie balls and small slices of pickled red beets, or quartered large slices at intervals between or around the radishes. Use a cookie cutter to stamp out the slices of beets in fancy forms. Blanched nut meats and capers are useful additions. To add a few small gherkins is optional.

Every platter, large or small, should include some slices of Freeze-Em-Pickle cured tongue. You mention no beef: that too must be included. It may be slices of any style of cooked corned beef, perfectly cured through to the center: a good style is the rolled spiced beef described in April (1930) issue of Success With Meat. Or it may be Mannheim roast, smoked beef, or whatever ready-to-eat beef you may have. No doubt you are including quartered slices of the Lachs Schinken you make. Have the greatest possible variety and alternate so as not to have similar slices adjoining.

According to the size of the platter, arrange exactly 1, 2, 3, 4, or 5 pounds of slices on each. Know the exact weight of each platter so that you may weigh it as is, before the customer, without disturbing anything. Charge 75 cents per pound (or whatever your price may be) for the cold-cut, adding the cost of the platter and telling the customer that the amount will be refunded when the platter is returned intact. Most of them will like that better than spoiling the beautiful effect by dumping the meat onto wrapping paper.

The desired 500-pound barrel of Freeze-Em-Pickle and two 10-pound cans of Zanzibar-Brand Prepared Sausage Seasonings are going forward by fast freight today. Your statement is inclosed herewith. As we stand the freight on orders weighing over 100 pounds and on orders which amount to $30.00 or more, it will be satisfactory for you to deduct the freight on this shipment when you send us your remittance, inclosing the paid freight bill at that time.

**MUTTON GIGOT**

*Question:*—F. & Z. write: “We are in a community that is largely Canadian and English and have had several inquiries for ‘gigot.’ Just what is gigot and how is it prepared? The demand here is for lamb and when we get a ewe or ram we find it hard to move. Perhaps this gigot would furnish an outlet for it.”

*Answer:*—Gigot is corned leg of mutton, boned, filled, and roasted. It is an excellent outlet for surplus mutton and for unsalable parts of the lamb carcass. Properly treated, the strong flavor of mature mutton, even of rams, disappears almost completely.

Cut the legs, nicely rounded, out of mature carcasses that are not too fat. In cold weather, hang them in the open air over night. Then hang them in the cooler until they are chilled through to the bone. If you are equipped for pumping, it is well to pump the legs as you would pump a ham, using 1 ounce pumping pickle to the pound of leg in the piece. However, they can be successfully cured without pumping if your curing room temperature is held at 38 to 40 degrees F.

**Pumping Pickle Formula**

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

Then put them into a mild pickle,
testing about 50 degrees on the salometer. This can be made of used ham pickle after first boiling and filtering it and then restoring the partly lost ingredients by adding enough Freeze-Em-Pickle, salt and sugar to bring it up to 50 degrees. These should be mixed in the same proportions as the formula for new pickle without the water. If you prefer to make a new curing pickle, make it in any desired quantity in the following proportions.

**Corned Mutton Curing Pickle**
(Mild Cure for Local Use)

- 1 pound Freeze-Em-Pickle,
- 5 pounds salt,
- 2 pounds best granulated sugar,
- 6 gallons cold water.

Pack the legs and any other mutton you want to cure in this brine. Overhaul on the fifth, tenth, and fifteenth days. They will be fully cured in about 20 days.

When cured, bone out the legs and all other pieces cured with bone in, but be very careful not to mutilate the leg, especially in loosening the bones at the joint. Now cut off the inner side of the leg so as to leave a shell of meat one inch thick. Sew this together with strong linen or hemp twine, beginning at the small end, leaving the butt end open for filling.

Take the meat that was cut out of the leg, also the neck meat and any other Freeze-Em-Pickle cured mutton on hand, and run it through the smallest-hole plate of the meat grinder. Then mix any desired quantity of the ground meat in the following proportion.

**Gigot Filling**

- 5 pounds Freeze-Em-Pickle cured mutton, leg trimmings and neck meat, ground fine,
- ¾ ounce Zanzibar-Brand German Pork Sausage Seasoning,
- 5 raw eggs (optional),
- ½ teaspoonful Zanzibar-Brand Garlic Compound (optional),

A few sprigs of parsley, chopped fine.

You can omit the eggs and Garlic Compounds if you see fit.

Mix all ingredients thoroughly, fill the dough into the partly sewed legs, and sew the butt end.

Cook at 170 degrees F., 30 minutes per pound of meat in the gigot. Then brown in a medium oven, basting with sugar and water, or the browning can be left to the customer. Gigot is usually served with mint sauce.

**SMOKE FROM OUTSIDE FIREPLACE NOT PRACTICAL**

**Area of Smokehouse**

**Question.**—F. M. writes: "I am about to build an out-door smokehouse, leading the smoke in through a pipe from an outside fireplace so as to have a cold smoke. How high should I have it? How much floor space should I allow? I'll probably smoke about 300 pounds of smoked meats and sausages per day."

**GOOD AS NEW: NOT BOILED FIRST**

B. Heller & Company, Mfg. Chemists, Chicago, U. S. A.
Answer.—We advise against the use of an outside fireplace. The even distribution of smoke is very difficult with it, and the effective elements of the smoke are largely lost by being deposited in the pipe or on the walls of the smoke conduit before the smoke enters the smoke house. For a cold smoke, it is better to rely on hardwood sawdust trampled out in a thin layer on the floor or on a plate over a gas burner in the smokehouse.

As you probably do not use cages on over-head rails, the most convenient one-story house is 8½ to 10 feet high, inside, to the eaves. Goods hanging above arm's reach can be hung and removed with the aid of a forked pole. It can be made to hang single items by the string over S hooks, or to lift entire smokesticks in place with their loads. There should be at least 5 feet clearance between the fire and the lower end of the meat and sausage.

The floor space you need depends on the class of meat and sausage you smoke. For a mixed lot, usually about 10 square feet to the 100 pounds of smoked goods is provided. On that basis, your 300 pounds would require 30 square feet of floor space, measuring (for example) 5½ x 5½ feet or 4½ x 6½. However, if you have an exceptional proportion of goods which need more than 24 hours’ smoke, your space may be too cramped. Similarly, if you have an unusual proportion of goods which need very little smoke, 30 square feet may be wastefully large.

On the whole, it may be advisable to build your smokehouse 6 x 6 feet, inside measurement. This would give you 360 square feet and would allow 20 per cent. for emergencies and increase of business.

HOME-MADE SOFT SOAP

Question.—H. E. writes: “In an old number of your magazine, Success with Meat, I find a formula for making soft soap with white potash. But I cannot use white potash as the duty in my country makes it cost $2.00 per pound, a prohibitive price. I can get plenty of commercial caustic soda and want to know if I can obtain a good soft soap by using caustic soda instead of white potash.”

Answer.—Potash is the only thing which will make soft soap. Since the price of that is prohibitive in your country makes it cost $2.00 per pound, a prohibitive price. I can get plenty of commercial caustic soda and want to know if I can obtain a good soft soap by using caustic soda instead of white potash.”

Answer.—Potash is the only thing which will make soft soap. Since the price of that is prohibitive in your country, why not utilize your plentiful supply of wood ashes and leach your own? We append a method of doing so.

We presume you want the soft soap merely for your own cleaning purposes. If that is the case, we suggest that you can also proceed as if making hard soap with caustic soda, but keep it liquid by using an excess of water in the making. You will have to use a little more of this liquid than you would need of regular soft soap, but its cleaning property would be the same. If that will not do, then make regular soft soap with your own leachings of wood ashes. Potash is nothing else.
Proceed as follows. Set a barrel or other container high enough to allow of some vessel being placed to catch the lye. Line the higher container with straw. Pack that with well mixed, fresh, dry hardwood ashes and slaked lime, in the proportion of 1 pound lime to each 20 pounds ashes. The packing should be rather harder toward the outside than at the center; but pack all quite firmly, so that the water used will not pass too quickly through the leach.

When the container is packed, pour water onto it with a dipper or turn a hose on it. If the leach is properly set up, the first lye coming through is very strong. If a potato will float on it, the lye is good. If the last run of the leach is too weak to float a potato, boil it down until it will float one when the lye is cooled. This lye, containing chiefly potassium carbonate, makes the soap when combined with fat.

Fill a kettle two-thirds full of the lye and add melted fat to it, a ladleful at a time, stirring continually until a perfect ring can be made with the stirring stick. Then let the fire go out and let the soap cool. Any lye that separates in cooling can be poured off by tilting the kettle.

Keep your hardwood ashes stored away from damp air and from rain. Use the newest-made ashes available and your first-run lye may be strong enough to offset the weakness of the later run.

**SALVAGING SPOILED SAUERKRAUT**

**Paraffin as a Protector**

**Question.**—E. J. S. writes: "I put up about 40 barrels of early cabbage in summer and now find that the kraut in the top of each barrel is slimy, while the bottom is fine. What is the cause of this? Can anything be done to check this spoiling so that I can still use the rest? I would be very thankful if you could give me any advice."

**Answer.**—In reply to your inquiry regarding spoiled Sauerkraut, we wish to explain that practically all spoiling of Sauerkraut is due to imperfect protection of the liquid which covers the Kraut. It is difficult to take proper care of it when the fermenting is undertaken in warm weather, because the action is then very rapid. For that reason, early cabbage is seldom used, and we advise that, in the future, you put up only late cabbage. It will then be easier to get the best temperature for correct fermentation: namely, between 59 and 64 degrees F. Of course, you can ferment anywhere from 50 (or even lower) to about 72. The higher the temperature, the faster the fermentation, and the more difficult to control.

The scum that gathers on the surface must be kept skimmed off, for that is the mold or fungus which destroys the lactic acid. When the lactic acid is destroyed, there is nothing to preserve the Kraut, and it becomes soft and spoils. The slime on the Kraut is the mold working downward. The top may be so far gone that it is useless; but if any acidity remains in the bottom, the Kraut there will still be good and wholesome.

We suggest, therefore, that you remove the top, as far down as the Kraut does not seem right and take the liquid with it until you get to the sound, unspoiled Kraut. If only a little needs to be taken from the top, then it is all right to leave the good part in the barrels, wash the Kraut which is immediately beneath the part removed, and resalt it, adding lactic acid as much as it will stand by taste, scald the board and the weight, and paraffin the surface. If more than half has to be thrown out, then it will probably be better to repack the remaining good Kraut in freshly scalded, clean barrels, and rebrine it with a brine of the strength of 1/4 pound salt to the gallon of water, adding lactic acid: then weight down the covering board and stone or other weight, and paraffin...
SUCCESS WITH MEAT

the surface, after scalding and scrubbing.

The paraffin or Parawax should be poured on the liquid so hot that it makes the water boil. In that way it will spread evenly over the entire surface. It should be $\frac{1}{4}$ to $\frac{1}{2}$ inch thick. The paraffin can, of course, be used over and over, boiling and straining after each use. Do not paraffin before the Kraut is through fermenting. This may be determined by tapping the barrel staves at the top: if that causes no bubbles to rise, then the fermentation is over and the surface should immediately be paraffined. If there is any fermentation after paraffining, or if the barrels are moved after paraffining, it breaks the crust and molds get in to spoil the Sauerkraut.

One thing more—give your house, cellar, shed, or whatever place you use for Sauerkraut, a thorough cleaning, from time to time, with a good washing powder, such as our Ozo Washing Powder, and scrub all barrels with that powder and boiling hot water before using them. Do not throw skimmings and spoiled Kraut on the floor. Put them into a tight container until they can be hauled out to the dump, or destroyed by heat or by a good disinfectant such as our Sanitary Fluid. It is sprayed on with a garden sprayer.

We sincerely hope this may help you save a part of your Kraut. At least, it will help you avoid similar trouble in future. We hope you will keep us advised how you make out with this lot.

“APPOINTMENT REGISTER”

A Canadian druggist ties customers to his store by making it a social center and meeting place for shoppers. An “appointment register,” with sharpened pencil attached, is hung inside the main entrance. In this the customers can write when they left or where and when they will meet their friends. Any other messages can be left in the register for people known to call there. The proprietor starts a new page every morning by writing the day and date at the top.

The idea may be worth a trial by butchers who would like to make their market a social center. Many who would not be attracted in any other way might come into the shop to meet an appointment, to see if there is anything for them or their acquaintances, or to find out what others are doing, and incidentally see the display of meats, sausages and meat loaves.

A MERE TRIFLE

Butcher, to assistant who had dropped the cleaver on his toe: “Dropt it on your foot! That’s nothing. I saw a man get killed stone dead by lightning and he never made the fuss you’re making.”
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 employee to fill any position, or if you are an employee and want to change your employment, you are invited to state your wants in these columns free of charge. If you wish to buy, sell or trade a business, a plant of machinery, or any part of your plant—advertise it in this space without cost to you. Let us help find the right employee, or aid in getting a better position for the worker. Any reputable advertisement inserted free of charge. Consider that this space belongs to you, and use it freely. It can help you.

Address all communications to B. Heller & Co., Chicago, U. S. A. Forms close 45 days before date of issue.

MARKETS FOR SALE


Ill.—Gro. & Mkt. in Chain O' Lakes region of Ill. Last word in equipment. Doing $55,000 to $60,000 yearly. Best location in town and doing largest business in meats. B. Heller & Co., Attn. of H. O. M.

Ind.—Meat Market in town of 20,000. All modern conveniences, as churches, schools, etc. Mkt. contains 18-ft. display counter, Frigidaire, electr. cash register, electr. food chopper, electr. Toledo scale, small safe, Enterprise slicer, 2 round blocks and desk. B. Heller & Co., Attn. of C. H.

Iowa.—Fully equipped mkt. Frigidaire, and other electr. equip. All cash business—$18,000 yearly. No competition. Terms to suit buyer. Rent on bldg. $20.00 mo. or will sell bldg. Population, 600. Owner is going on a farm. B. Heller & Co., Attn. of E. L. C.

N. Y.—Meat Market contains: large dry cooler, 3½ ton cap., 14 ft. show case, bologna and frankfurter equipment, smokehouse, stuffer, tanks for boiling. Large storage space on 2nd floor. Rent $75 mo. for large store. Ideal spot for German or Italian butcher. Has done as high as $700 cash business in cold weather. Owing to lack of exp. will sell at reasonable price. B. Heller & Co., Attn. J. P.

N. D.—Bargain. Market is in good running order, with all modern equipment and appliances for first-class market. Little competition. Good reason for selling. B. Heller & Co., Attn. H. G. S.

Oklahoma.—Grocery and mt. mkt., good business—average $85.00 per day. All electrically equipped. Good brick bldg. A-No.-1 location for Bohemian butcher. Will take $3,500, about $2,000 cash required. B. Heller & Co., C. A. W.


Wis.—Gro. & mkt. in small town. Equipment practically new, 12x8 box, 1—12 ft. Brecht refrigerator, display case, Kelvinator unit ice machine, scales, meat chopper, coffee mill, show cases, complete sausage equipment, lard kettle, cooler, and stuffer. Equipment cost $5,000 when new, but will sell for $1,800. Largely farm trade. B. Heller & Co., Attn. of D. E. M.
MARKETS WANTED

Minn.—Butcher shop wanted in small town of not less than 700. Must do good business. Give full particulars. B. Heller & Co., Attn. of H. U.


POSITIONS WANTED

All-around butcher and sausage maker wants position in or near Wisconsin. Has had several years' experience. Can also slaughter, cut meat, and tend shop. B. Heller & Co., Attn. of H. A. S.

Meat cutter (first class), would like position in or near Alabama. Has good habits, and is steady worker. Can give good reference. B. Heller & Co., Attn. of J. O'D.

Counter man and meat cutter: (Exp.) young man, single, prefers Ore., Wash., or Cal. All necessary exp. behind block and slaughtering. Will work for living wage, with or without board. B. Heller & Co., Attn. of L. E. D.

Meat cutter and market manager: (A-1) prefers central or western Nebraska. Married. Steady worker. Pay according to work done. B. Heller & Co., Attn. of W. E. S.


Meat cutter and buyer: In retail business for past 20 years. 18 years exp. managing private owned and chain markets. Exp. in buying and selling. Can furnish best of references. B. Heller & Co., Attn. of A. E. G.

Sausage maker: (First class) can also make plant. All necessary exp. in all lines of meat trade. Will go anywhere. B. Heller & Co., Attn. of F. T.

Sausage maker: (Exp.) Has had 20 yrs. exp. with all kinds of sausage. Last 8 yrs., with large packing plant in Ohio. Would expect about $35 to $40 wk. B. Heller & Co., Attn. of F. R. C.

PARTNERS WANTED

Half interest for sale in going business. Fully equipped market, with sausage kitchen, etc. Plenty of open territory. Good demand for home-made hams and bacon. B. Heller & Co., Attn. of P. T. P.

EQUIPMENT FOR SALE

1 fifty-gallon welded, steam jacketed, steam kettle; 1½ in. pipe and spigot for tapping purposes. No rivets, neatly made, good condition. Outside: 37½ in., inside 30 in., depth, 22 in. List price, $300, but will sell for $100. B. Heller & Co., Attn. of S. K.

Bargain!
Slightly used Boss grate hog de-hairer,
Drop bottom tank,
Enterprise chopper,
Boss meat mixer,
Hydraulic lard press,
Lard coolers with agitators,
Hydraulic sausage stuffer, and other packing house machinery. B. Heller & Co., Attn. of T. V.

The following for sale in N. Y.:
2 10 ft. glass "Gloekler" refrigerator cases with trays and racks,
1 "Royal" meat slicer, latest style, electr.,
1 "Royal" meat grinder, latest style, electr.,
2 "Dayton" computing scales, and 1 beam scale, and 1 platform scale,
1 meat track on trolleys,
1 cooler, 8x10 ft.,
1 Federal cash register,
2 meat blocks, full line of cleavers, knives, etc.,
1 window display sign, electric,
1 Buffalo silent cutter,
1 Cleveland Grinder, motor driven,
1 3 h.p. motor,
1 45-gal. Caldron furnace,
1 stuffer with set of horns.
B. Heller & Co., Attn. of J. H.

EQUIPMENT WANTED

Good second hand Buffalo cutter for sausage making wanted. Machine about 100 lb. capacity and equipped with AC motor of 110 volts, 60 cycles, or 220 v. Also second hand electric slicer. B. Heller & Co., Attn. of O. F. Z.
SUCCESS WITH MEAT

Wholesale Net Price List

OCTOBER 1930

“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.

B. Heller & Company's

Freeze-Em-Pickle

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

FOR CURING HAMS, SHOULders, BACON, CORNED BEEF, PICKLED PORK, AND FOR CURING ALL KINDS OF SAUSAGE MEAT

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

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

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

Package Prices Per Lb.

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<td>100-pound cases</td>
<td>.24 1/2</td>
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Write for Prices on Larger Quantities in Bulk

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

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<td>2 to 5 case shipment, 100 one-lb. packages in each</td>
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<td>1 barrel, 400 lbs.</td>
<td>.17 1/2</td>
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</table>

“HELLER PAYS THE FREIGHT”
ZANZIBAR-BRAND

Prepared Sausage Seasonings

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

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

Dixie Special Pork Sausage
English Breakfast Pork Sausage
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
Frankfurt or Wiener Sausage
German Mettwurst (without whole spice)
Hamburger
Head Cheese and Souse
Minced Ham
Pickled Tongue and Pig Feet
Polish Sausage
Salami Sausage (contains whole pepper and whole mustard seeds.)
Scrapple
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>
<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>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Zanzibar-Brand

PURE GARLIC POWDER

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

1-pound cans, per lb. $1.05
5-pound cans, per lb. 1.00
10-pound cans, per lb. .99
25-pound cans, per lb. .98
50-pound cans, per lb. .97
100-pound cans, per lb. .96
Barrels, 250 pounds, per lb. .95

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

A PURIFYING AGENT

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

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

1-lb. bottle $1.00

Single 5-lb. bottles, per lb. $.85
1½ dozen 5-lb. bottles, per lb. $.75
1 dozen 5-lb. bottles, per lb. $.73
2 dozen 5-lb. bottles, per lb. $.70

Single 1-lb. can, per pound 1.00
1½ dozen 1-lb. cans, per pound $.85
1 dozen 1-lb. cans, per pound $.80
2 dozen 1-lb. cans, per pound $.75

Single 5-lb. can, per lb. $.75
1½ dozen 5-lb. cans, per lb. $.65
1 dozen 5-lb. cans, per lb. $.63
25-lb. pails, per lb. $.57
50-lb. pails, per lb. $.55
100-lb. kegs, per lb. $.53
300-lb. half-barrels, per lb. $.52
600-lb. barrels, per lb. $.50

ROYAL-ZEST

Prepared Poultry Seasoning

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

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

PRICES

12 1½-oz. cans, (15¢ sellers) per dozen $1.20
1½-lb. cans, each $1.00
1½-doz. 1½-lb. cans 5.50
1 doz. 1½-lb. cans 10.00

ZANZIBAR-BRAND

Garlic Powder Compound

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

PRICES Per lb.

1-lb. cans .60
25-lb. cans .63
5-lb. cans .65
50-lb. cans .62
10-lb. cans .64
100-lb. cans .61
Barrels, 250 pounds .60

“HELLER PAYS THE FREIGHT”
**SUCCESS WITH MEAT**

### White

**Konservurungs 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.

<table>
<thead>
<tr>
<th>PRICES</th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 1-pound cartons, in case.</td>
<td>$0.38</td>
</tr>
<tr>
<td>1/4-case, 25 1-lb. cartons</td>
<td>.36</td>
</tr>
<tr>
<td>1/2-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>1/2-barrel, 250 pounds</td>
<td>.30</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>.28</td>
</tr>
</tbody>
</table>

### Red

**Konservurungs Salt**

Trade Mark Registered

For Curing Meats and Trimings

For curing Hams, Bacon, Tongues, Head Cheese, etc., and for salting Bologna and Frankfurt Sausage Meat

<table>
<thead>
<tr>
<th>PRICES</th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 1-pound cartons, in case.</td>
<td>$0.38</td>
</tr>
<tr>
<td>1/4-case, 25 1-lb. cartons</td>
<td>.36</td>
</tr>
<tr>
<td>1/2-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>1/2-barrel, 250 pounds</td>
<td>.30</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>.28</td>
</tr>
</tbody>
</table>

### A” Condimentine


A condimental preservative for Pork Sausage, Liver Sausage, Head Cheese, Sausage Meats, etc. It does not alter the natural color of the meat.


<table>
<thead>
<tr>
<th>PRICES</th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-lb. Special Trial case.</td>
<td>$0.30</td>
</tr>
<tr>
<td>1/4-case, 25 1-lb. cartons</td>
<td>.29</td>
</tr>
<tr>
<td>1/2-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>1/2-barrel, 200 pounds</td>
<td>.24</td>
</tr>
<tr>
<td>1 barrel, 400 pounds</td>
<td>.23</td>
</tr>
</tbody>
</table>

### B” Condimentine


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.

<table>
<thead>
<tr>
<th>PRICES</th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-pound Special Trial cases.</td>
<td>$0.30</td>
</tr>
<tr>
<td>1/4-case (25-pound cartons)</td>
<td>.29</td>
</tr>
<tr>
<td>1/2-case (50-lb. cartons)</td>
<td>.28</td>
</tr>
<tr>
<td>1 case (100-lb. cartons)</td>
<td>.27</td>
</tr>
<tr>
<td>1/2-barrel, 200 pounds</td>
<td>.24</td>
</tr>
<tr>
<td>1 barrel, 400 pounds</td>
<td>.23</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.

<table>
<thead>
<tr>
<th>PRICES</th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-lb. Special Trial case.</td>
<td>$0.38</td>
</tr>
<tr>
<td>1/4-case, 25 1-lb. cartons</td>
<td>.37</td>
</tr>
<tr>
<td>1/2-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>1/2-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>

---

“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 Per Pound
5-pound cans $0.85
6 5-pound cans $4.50
12 5-pound cans $8.10
24 5-pound cans $13.92

BULK
25-pound pails $0.71
50-pound pails $0.67
100-pound kegs $0.62
200-pound half-barrels $0.60
500-pound barrels $0.57

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

PRICES Per Lb.
6-lb. Cans $0.70
10-lb. Cans $0.67
25-lb. Cans $0.64
50-lb. Cans $0.62
100-lb. Cans $0.60
250-lb. Barrels $0.58

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

PRICES Per Lb.
6-lb. Cans $0.73
10-lb. Cans $0.71
25-lb. Cans $0.69
50-lb. Cans $0.67
100-lb. Cans $0.65
225-lb. Drums $0.63

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 Per Lb.
1 10-pound can $0.28
1/2 case (12 oz. 10-lb. cans) $0.26
1 case (1 doz. 10-lb. cans) $0.25
2 cases (1 doz. 10-lb. cans) $0.24
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 Pig's Feet, Head Cheese, Souse, or any Meat Food Products where a nice jellied appearance is desired.

PRICES Per Lb.
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

HELLER'S
Lard & Tallow Purifier
This Lard and Tallow Purifier is excellent for purifying and improving Lard and Tallow. Its use is permitted in Government Inspected Packing Houses. It is guaranteed to comply with Pure Food Laws.

PRICES

15-pound Special Trial cases $0.38
1/2 case (25 1-lb. cartons in case) $0.36
1/2 case (50 1-lb. cartons in case) $0.35
1 case (100 1-lb. cartons in case) $0.35
3 cases (50 1-lb. cartons in case) $0.34
1/2 barrel (275 lbs.) $0.33
Barrels (500 lbs.) $0.31

HAM-ROLL-INE
To Cure Meat for Ham Rolls
Used in curing Ham Trimmings 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 Per Lb.
1/2 case, 25 1-lb. cartons $0.37
1/2 case, 50 1-lb. cartons $0.36
1 case, 100 1-lb. cartons $0.35
1/2-barrel, 250 pounds $0.30
1 barrel 500 pounds $0.29
5-barrel contracts (1 bbl. delivered at a time) $0.28

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

CELERY-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**

<table>
<thead>
<tr>
<th>Per Lb.</th>
<th>6 pound cans</th>
<th>$0.60</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10 pound cans</td>
<td>.57</td>
</tr>
<tr>
<td></td>
<td>25 pound cans</td>
<td>.54</td>
</tr>
<tr>
<td></td>
<td>50 pound cans</td>
<td>.52</td>
</tr>
<tr>
<td></td>
<td>100 pound cans</td>
<td>.50</td>
</tr>
<tr>
<td></td>
<td>250 pound barrels</td>
<td>.48</td>
</tr>
</tbody>
</table>

HYDROMETERS
SALOMETERS
For Testing the Strength of Brine

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

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

**PRICES**

| 1 only, in box | $1.25 |
| 1/2 dozen to box | 3.50 |
| 1 dozen to box | 6.75 |
| 1 dozen 1-lb. cans | 13.00 |

ELIMINATE ALL GUESS WORK
BY USING OUR
COOKING THERMOMETERS
For Packers, Sausage Makers and Butchers

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

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

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

**PRICES**

| Per Box | 1 only, in box | $2.75 |
|         | 1/2 dozen to box | 8.00 |
|         | 1/2 dozen to box | 15.50 |
|         | 1 dozen to box | 30.00 |

TANALINE
For Tanning Skins into Furs

Tanalone is easy to use. Anyone can make soft, pliable furs and rugs from skins of all kinds with little work.

**PRICES**

| Per Doz. | 1 dozen 1-lb. cartons, in case | $12.00 |
|         | 1/4 dozen 1-lb. cartons, in case | 11.75 |
|         | 1/2 dozen 1-lb. cartons, 6 doz. cartons in case | 11.50 |
|         | 1 gross 1-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 insure their eating it. It is absolutely sure to kill the Roaches that eat it; yet it acts so slowly that the poisoned Roaches linger on for several days before dying, during which time they carry to their nests and to their young such powder as may adhere to their bodies. This preparation is made of odorless materials.

**PRICES**

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

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

**PRICES**

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

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

**PRICES**

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

“HELLER PAYS THE FREIGHT”
### 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**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 gallon can</td>
<td>$2.50</td>
</tr>
<tr>
<td>1/2-dozen 1-gallon cans</td>
<td>$10.00</td>
</tr>
<tr>
<td>1 dozen 1-gallon cans</td>
<td>$20.00</td>
</tr>
</tbody>
</table>

#### 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**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Each</td>
<td>$0.75</td>
</tr>
<tr>
<td>Per dozen</td>
<td>$5.00</td>
</tr>
</tbody>
</table>

#### $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**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 gallon can</td>
<td>$3.00</td>
</tr>
<tr>
<td>1/2-dozen gallon cans</td>
<td>$12.00</td>
</tr>
<tr>
<td>1 dozen gallon cans</td>
<td>$24.00</td>
</tr>
</tbody>
</table>

#### Tru-White Washing Powder
Tru-White keeps floors, counters, shelves, grinders, utensils, hooks, kettles, etc., in a clean, wholesome condition.

**Prices**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>50-pound drums</td>
<td>$0.06</td>
</tr>
<tr>
<td>100-pound drums</td>
<td>$0.06</td>
</tr>
<tr>
<td>280-pound barrels</td>
<td>$0.06</td>
</tr>
</tbody>
</table>

#### 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**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/2 case, (1 1/2 doz, 2 1/2-lb. packages)</td>
<td>$0.11</td>
</tr>
<tr>
<td>1 case, (3 doz, 2 1/2-lb. packages)</td>
<td>$0.12</td>
</tr>
<tr>
<td>1 barrel (300 lb.)</td>
<td>$0.08</td>
</tr>
</tbody>
</table>

#### 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**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cases of 1 doz. 20-oz. cans, per case</td>
<td>$4.00</td>
</tr>
<tr>
<td>1 10-lb. can</td>
<td>$2.50</td>
</tr>
<tr>
<td>1/2-case, 6 10-lb. cans, per case</td>
<td>$2.45</td>
</tr>
<tr>
<td>1 case, 12 10-lb. cans, per case</td>
<td>$2.40</td>
</tr>
<tr>
<td>3 cases, 12 10-lb. cans, per case</td>
<td>$2.35</td>
</tr>
<tr>
<td>5 cases, 12 10-lb. cans, per case</td>
<td>$2.30</td>
</tr>
</tbody>
</table>

#### 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**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/4 dozen 1-pound cans</td>
<td>$3.75</td>
</tr>
<tr>
<td>1/2 dozen 1-pound cans</td>
<td>$6.50</td>
</tr>
<tr>
<td>1 dozen 1-pound cans</td>
<td>$10.00</td>
</tr>
</tbody>
</table>

#### Malabozia Gum
Reg. U.S. Pat. Off. Reg. in Canada
A Belt Dressing
It protects belts from moisture, heat and dry rot and prevents them from cracking and slipping.

**Prices**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 quart can</td>
<td>$1.50</td>
</tr>
<tr>
<td>1/2-dozen quart cans</td>
<td>$8.10</td>
</tr>
<tr>
<td>1 dozen 1 quart cans, per dozen</td>
<td>$15.00</td>
</tr>
</tbody>
</table>

"HELLER PAYS THE FREIGHT"
BULL-MEAT-BRAND FLOUR

Bull-Meat-Brand Flour is the most satisfactory blender, binder and absorbent for all smoked or cooked sausages, for pork sausage and for meat loaves. It has the reputation of being the best binder on the market.

Bull-Meat-Brand Flour is used to prevent the shrinkage of sausage and meat loaves by absorbing the meat juices, fats, and added moisture which would otherwise be extracted in smoking and cooking. Shriveling is entirely eliminated where sausage containing Bull-Meat-Brand Flour is handled according to our directions. Sausage makers who know this product safeguard their reputation by insisting on Bull-Meat-Brand Flour.

Bull-Meat-Brand Flour does not dry out nor become lumpy in sausage or meat loaves, but blends perfectly with the meat and fat, as if a part of them, when used according to our directions. It is wholesome, improves flavor, and adds to the food value of the product.

Bull-Meat-Brand Flour is a pure cereal product, made of selected grain, especially processed for efficient use in sausage and meat loaves. Fermentation and souring caused by ordinary flours are avoided with Bull-Meat-Brand Flour.

PRICES PER POUND

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than 10 pkgs, in 5-lb. cartons</td>
<td>$0.10</td>
</tr>
<tr>
<td>1 case (10 5-lb. cartons)</td>
<td>$0.093</td>
</tr>
<tr>
<td>1 case (20 5-lb. cartons)</td>
<td>$0.0934</td>
</tr>
<tr>
<td>1 drum (125 lbs.)</td>
<td>$0.08</td>
</tr>
<tr>
<td>1 barrel (300 lbs.)</td>
<td>$0.07</td>
</tr>
<tr>
<td>5-bbl. lots, delivered 1 bbl. at a time</td>
<td>$0.063</td>
</tr>
<tr>
<td>10-bbl. lots, delivered 2 bbls. at a time</td>
<td>$0.063</td>
</tr>
<tr>
<td>24-bbl. lots, delivered 3 bbls. at a time</td>
<td>$0.063</td>
</tr>
<tr>
<td>48-bbl. lots, delivered 4 bbls. at a time</td>
<td>$0.06</td>
</tr>
</tbody>
</table>

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

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

COMPLIES WITH THE U. S. PURE FOOD LAWS.