SUCCESS WITH MEAT

October 1931
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BAKED HAMS

NOTHING finer can be displayed to tempt the eye and palate of the holiday shopper than a nicely browned skinned ham, the cubes of fat glistening with a thin crust of burnt sugar, the platter garnished with candied sweet potato and sprigs of parsley.

American Style

First.—Select hams of medium weight, fully cured by the Freeze-Em-Pickle process, because they have a finer flavor and an even cherry-red color throughout. The best hams are usually cooked without boning them, but can be boned, if so desired, just as for regular boneless boiled ham. Sort the cured hams, not into averages but into lots divided to the pound.

Second.—Cook them at 160 degrees F., 30 minutes for each pound of weight in a ham.

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

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

Fifth.—Cool at ordinary room temperature, basting the hams, from time to time till cooled, with the melted fat and sirup in the bottom of the baking tins. While this adds to the cost of the boiled hams, the increased salability and higher selling price make them worth the extra effort.
SUCCESS WITH MEAT

Canadian Style

Select as for American-style baked ham, direct from the curing brine. Soak the hams as for smoking. Do not skin or defat them, but score the outer side through the skin and half way through the fat, in squares or diamond shapes. Then bake the hams, at a temperature of 325 degrees F., about 30 minutes per pound of weight in the ham.

If the hams are boned, stuff them with a dressing made, in any desired quantity, in the following proportions.

Ham Stuffing
1 lb. dry wheat bread (without crusts) made into fine crumbs,
1 oz. Royal-Zest Prepared Poultry Seasoning,
2 oz. butter,
4 oz. chopped celery,
1 oz. chopped onions,
1 oz. chopped parsley.

Melt the butter in a skillet, add the celery, onion, and parsley, and sauté for a few minutes. Then add the bread crumbs and Royal-Zest Poultry Seasoning, stirring until well mixed and hot.

Virginia Style

Select long-cut hams of medium weight, fully cured by the Freeze-Em-Pickle dry-salt cure. Soak them as for smoking and then hang them in a dry room, preferably between 48 and 56 degrees F., until bone dry or for a period of two or three months. Then sew in bags. The housewife soaks them in lukewarm water over night, parboils them, and then bakes them.

Another style of Virginia baked hams should be made with long-cut hams, sweet-pickle cured by the Freeze-Em-Pickle process. Cook and skin them like American-style baked hams. Then make a very thin paste of flour and water, and mix in sirup, about half and half, adding a little Zanzibar Brand No. 1 blend, extra fine ground cinnamon. Apply this paste over all of the ham, decorate with whole cloves, and bake until brown, about 1 1/4 hours.

Grease that is left in ham baking pans can be sold readily to bakers and housewives as "baked-ham grease," usually at a cent less, per pound, than lard.

RHEUMATISM AND GOUT

The fiction which associates meat eating with rheumatism and gout, dates back to the times when barbers and wig makers diagnosed our ills, assigned their causes and "cured" with bleeding. Present-day science and medical practice does not consider such ailments to have any connection with the diet at all. They are now held to be the result of infections from diseased tonsils, bad teeth, or social disease.

CHEATING THE S. P. DOCTOR

The pig who had heard that prevention was better than a cure.
TOMATO LIVER SAUSAGE

This is a novelty best adapted to the season when tomatoes are ripe and plentiful. But a very fine tomato puree can be made also of canned tomatoes at any season or a ready-made, canned tomato puree can be used. The sausage is excellent in slices on the cold-cut platter or spread on sandwiches for the lunch box.

First.—Slice the livers into strips an inch wide, soak them 15 minutes in running cold water, while stirring, to extract the blood and so give the liver a light color when cooked. Then take them out, pour boiling hot water over them in a clean tub or barrel, stirring them up to get the boiling water around each strip, and leave them in that condition five to ten minutes until they are scalded through to the center. Then drain off the hot water and replace it with cold water until cooled through to the center.

Second.—Cut the leaf fat into pieces of the average size of the jowl pork or fat pork trimmings and scald all the fat through, perhaps ten to fifteen minutes. Then put the fat into ice water, leaving it until cooled through to the center of the largest pieces.

Third.—Cook the lean meat at 180 to 185 degrees F. until fairly tender and then drain it.

Fourth.—Fry the onions in sufficient fat to yellow them.

Fifth.—Add a handful of the salt to the chilled strips of liver and run these twice through the 5/64-inch plate of the meat grinder. If you have a silent cutter, put the salted and ground liver into it and let it make a few turns until air bubbles appear and the liver binds properly. If you have no silent cutter, work the salted liver by hand in a tub or on a table.

Sixth.—Run the lean meat, together with the fried onions, twice through the 5/64-inch plate of the meat grinder. Then run all the fat separately once through the same plate. Do not grind the fat and meat together.

Seventh.—Now bring the ground liver, the ground lean meat and onions, and the ground fat together, mix the tomato puree, the remainder of the salt, the seasoning, the “A” Condimentine, and the Bull-Meat-Brand Flour with it and let the whole mass make four or five turns on the silent cutter. If you have no silent cutter, merely mix more thoroughly, either by hand or in the power mixer. If more moisture is required, use the water or broth in which the lean meat was cooked.

Eighth.—Stuff firmly into hog bungs or beef middles and tie off securely so that the contents will not be forced out in cooking.

Ninth.—Cook at 160 degrees F., 1/2 to 1 1/4 hours, according to diameter of the sausage.
Tenth.—When cooked, place the sausage in iced water, turning them continuously to prevent congealing of the fat in one side of the sausage.

Eleventh.—When they are cooled through to the center and firm enough to handle, remove the sausages to a dry room and take them out, as needed, for a cold, light smoke.

OPERATION AND CARE OF THE MEAT GRINDER

In making bologna and frankfurts and particularly in making pork sausage and hamburger, the manner and extent of the chopping are of decided importance. Mangling or mashing the meat, instead of cutting it cleanly and sharply, destroys the cell structure, forces the meat juices out of the meat cells, and affects the color, flavor, keeping quality, and binding property of the meat.

The grinder, more properly called a chopper, is subjected to tremendous pressure in forcing comparatively large pieces of meat through the small holes of the plate and, at the same time, chopping off the streams of meat at short intervals.

Under such pressure, the wear on the feed screw and on the rifling of the cylinder, as well as on the edges of the plate holes and knife blades, is greater than is generally realized. The knives become dull or repeated grinding may have made the blades too thin to cut rigidly. The edges of the holes in the plate break off, making it impossible for the blades to cut cleanly and dulling the blades if they are sharp. When this occurs, the plate and knife should be removed, tied together securely and sent to the manufacturer of the meat grinder or to a specialist for sharpening. Do not attempt to sharpen them yourself as it requires special machinery, and do not send either the knife or the plate alone for sharpening as they will not fit together if you do. Under severe conditions, sharpening may be necessary every two weeks. The service usually costs from $1.50 to $2.00.

The stud in the cutting end of the feed screw, as well as the shaft and bearings of the pulley or driving end, in both the hand machine and the power machine, wear down until the operation of the chopper is accompanied with a noisy rattling and clatter. Proper functioning of the chopper is then impossible because the feed screw does not send the meat forward and because the knives cannot run smoothly over the plate. If the feed screw is loose and shaky in its bearings so that it no longer grips the meat to send it through in a steady stream, it is time to replace it with a
new feed screw; but if the rifling of
the cylinder is so worn that even a
new feed screw leaves too much space,
then it is better to replace the entire
machine. Any replacement of the
socket shaft will require the bearing to
be rebabbitted to the new shaft. This
is a simple operation which any me-
chanic can safely undertake.

Check up the setting of the power-
driven machine occasionally. See that
it is exactly in line with the driving
pulley. Be sure that the engine or
motor is of sufficient power and the
pulley of the proper diameter to give
the speed at which the chopper works
best, according to the directions of
the maker. Be sure the belting is in
line with the pulleys. See that it is
flexible and grips the pulleys: a dress-
ing of Malaboza Gum, listed on page
38, will keep the belt pliable and pre-
vent slipping. See that the journals
are thoroughly oiled with lard oil
before starting and keep them oiled.

Be sure you have the plate with the
size holes recommended in the for-
mula and the knife that is paired with
that individual plate. When you re-
move a plate from the chopper, remove
the knife with it, clean them both in
hot water, wipe them dry, tie the plate
and knife together, and keep them dry.
Be sure the cutting edges of the knife
are turned outward toward the plate
before adding the plate; then put the
ring in place and tighten it only mod-
ERATELY. Once the feed screw, knife and
plate are in place, do not run the
machine unless there is meat in it: it
may break the knife. Keep a steady,
uninterrupted flow of meat going in,
slowly adding, for the fine plates,
enough cold water or cracked ice to
prevent heating the meat and, if your
state laws permit it, enough Bull-
Meat-Brand Flour to absorb the water
and soft fats.

A machine that is properly cared for
does better work and lasts longer.

INSTRUCTIONS IN MAKING
CUTS FROM THE HIND
QUARTER OF BEEF

Continuation of Article on Modern
Beef Cutting, Begun in Issue
of July, 1931

After making the flank-steak fillets
and disposing of the trimmings in the
manner described in the July issue,
proceed to make cuts from the Round.

First.—Remove the market-cut
round from the hind quarter.

This new method of utilizing the
round of beef distinguishes definitely
between the tender and less tender
portions of this cut. The round is
separated into four distinct parts, each
of which varies in size and in tender-
ness. These divisions follow the nat-
ural seams which separate the four
muscles in the round. By this means,
it is possible to produce a greater
variety of steaks of convenient size.
Steaks from each cut are uniform in
size and tenderness.

Face of round, showing the four
parts into which it is divided: 1, sir-
loin tip; 2, eye of round; 3, top round; 4, bottom round. Numbers 1 and 4 are the most tender; numbers 2 and 3, less tender. These cuts are numbered in the order of their removal from the round.

**Making Sirloin Tip Steak**

The advantage of cutting the sirloin tip steak in this manner is that the steak is cut across the grain of the meat, just as the flank steak was cut across the grain by making fillets of it.

**Second.**—Unjoint at the knuckle.

**Third.**—Separate the sirloin tip (1) from the bottom round (4), beginning at the outside surface of the round and following the seam down to the round bone.

**Fourth.**—Separate the sirloin tip (1) from the top round (3) at the seam between these two muscles.

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Lost your first object be to please your customers and the trade, and profits will take care of themselves.
Fifth.—Pull the sirloin tip (1) from the round bone.

Sixth.—Cut the sirloin tip steaks from the face of the sirloin tip. They are juicy and tender and each constitutes a good meat portion entirely without waste.

MOST PROFITABLE HOG

The hog which cuts up most economically is one of about 225 pounds, with wide sides and back, in proportion to the length of the body, with straight, even lines, and with well filled hams and shoulders. The Berkshire (a black hog with upturned snout) has pretty consistently won the highest honors for carcasses in recent tests. When properly fed, it produces large loins and a high quality of bacon (according to American ideals), with streaks of lean and fat alternating. The value of an arched back is purely imaginary.

REINDEER OR VENISON SAUSAGE

33 pounds reindeer meat or venison,
33 pounds hot bull meat or lean beef trimmings, Freeze-Em-Pickle cured,
33 pounds firm pork back fat,
1 pound, 5 ounces salt,
12 ounces Freeze-Em-Pickle,
½ pound Zanzibar-Brand Frankfurter Sausage Seasoning,
¼ to ½ pound “B” Condimentine,
Sufficient ice water or cracked ice to cool the meat and to give it the right consistency, provided adding water to sausage is allowed by your state food law.

First.—Remove the bones and sinews from the reindeer meat or venison, mix it well with the salt and Freeze-Em-Pickle, and put it through the 1/2-inch plate of the meat grinder.

Second.—Pack the reindeer meat or venison, 6 to 8 inches deep, on boards or shallow pans, cover with parchment paper, and place on shelves in a cooler or on ice over night. Cut the back fat into strips an inch square, slice the strips into slices ⅛ inch thick, and spread them to cool and harden over night.

Third.—Weigh out the required portion of Freeze-Em-Pickle cured hot bull meat and work it until it becomes soft without adding more water. If Freeze-Em-Pickle cured lean beef trim-
mings are used, run them through the finest hole plate of the meat grinder with enough cracked ice to keep them cool. If you have a silent cutter, put the beef into it, adding the seasoning and reindeer meat or venison at the same time. Let the cutter run only long enough to mix the materials well. Then take out half the chopped meat and substitute for it half the sliced pork back fat. Let the machine run again until the fat is cut into small cubes. Take the remainder of the chopped meat and the remaining 15 pounds of back fat and treat in the same manner.

Fourth.—Stuff into beef round casings of the weight desired; make a twist at the middle, making two links, and then tie the two ends together, leaving a loop for the sausage stick.

Fifth.—Smoke in a medium hot hardwood smoke so held down with sawdust as not to cook the sausage but rather to smoke it to a nice red brown.

Sixth.—Cook 30 minutes, or until done, in water held at 160 degrees F. A little Zanzibar-Carbon-Brand Casing Brown Mixture in the cooking water will make the smoke color permanent and reduce the time for smoking so as to avoid excessive shrinkage.

Seventh.—Rinse first in boiling water and then in cold water. Hang up the sausage to air till dry at room temperature.

Eighth.—When dry and cooled through, return the sausage to the smokehouse and keep it over night in a cold smoke made with dry sawdust. Reindeer or venison sausage so made will keep for months and improve with age.

Hungarian cooking is as distinctive as French cooking and Chinese cooking. The inhabitants of central Europe and their descendants in America understand the lure of Hungarian seasoning and often place it at the head of culinary excellence.

Butchers in metropolitan and industrial centers, particularly those who cater to Hungarian, Austrian and German communities, can capitalize this preference by preparing Hungarian Momsies. It will be readily bought by housewives, restaurants and lunch counters to make Hungarian meat balls, Hungarian Momsie loaves and Hungarian Momsie sandwiches, if their attention is called to it.

Momsie Mix contains all the ingredients necessary for making bulk Momsies. The butcher merely adds finely ground beef trimmings, onions and water, selling the mixture either in bulk or in fancy cartons. Formulas on the Momsie Mix package give detailed instructions for the consumer in making Daralt Hus, Toltot Kaposztà and other Hungarian dishes. They are easily made and aptly known as "the one-minute meal".

The far-seeing butcher builds up confidence in his advertising by avoiding exaggeration as well as misrepresentation.
SUCCESS WITH MEAT

There are eight other varieties of Momsie Mix listed on page 33, a suitable one for every community and all one price. They are a profitable item and butchers from coast to coast are making friends through them. Why not you?

POWER-BELT SLIP

Belt slip wastes fuel and power besides cracking, abrading and burning the belting. It prevents machinery from running at its properly rated speed and makes it impossible to turn out dependable work or maintain scheduled production.

Whether the slip is due to the condition of the belt or to the size of the pulleys, the fact remains that better traction would stop the slip. That improved traction can be produced, without tightening up the old belting and without buying new belting or new pulleys, by simply spending a few cents periodically on an application of Malaboza Gum, a belt dressing which enables the belt to grip the pulley and increase the traction.

Malaboza Gum makes it possible to use loose and sagging belts successfully even in the damp, steamy rooms of sausage plants and packing houses. It is not an oil or grease and is unlike any belt dressing on the market. It renews the life and flexibility of old belts and works equally well on leather, cotton and canvas belting. It is listed on page 30.

A NEW SMOKEHOUSE FUEL

The factory trimmings of dried hardwood lumber are now ground, charred and compressed into bricks of uniform size, known as charcoal briquets. As they burn longer and more uniformly than ordinary lump charcoal, large wood-using industries are offering this by-product of their factories to butchers and packers as an economical and efficient smokehouse fuel.

Charcoal briquets, it is found, are easily ignited, quick heating, easily controlled, and convey no foreign flavor or odor to the meats and sausages smoked. They burn more evenly than cordwood, and the shrinkage of smoked goods can therefore be held to a definite standard. With gas at 50 cents per 1000 feet, the tests submitted seem to show that charcoal briquets are 26 per cent cheaper. Gas, cordwood, briquets and ordinary charcoal are, of course, for heat only and require sawdust sprinkled over them to make the smoke.

AGAINST “SNIFFLES” AND Colds

Colds are readily prevented and even stopped by the use of the common tincture of iodine, which is (or should be) always available in first-aid kits.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
With the first symptoms, such as sneezing or a tickling in the nostrils, dilute a drop of iodine in a glass of water and slowly drink it all. This will usually stop further developments and cause the disappearance of the symptoms. If not, repeating two or three times daily, one diluted drop in each dose, will prove beneficial. It is entirely harmless.

In the case of advanced colds, drop sufficient Heller’s Deodorine into a glass of water to color it a purplish pink. Gargle the throat with this and swab out the nose with absorbent cotton dipped into it. Oft-times this will break up the most stubborn colds if repeated several times in a day.

FRUIT WITH MEATS

Fruit in some form has been served with meat for ages, a natural combination. The apple sauce with roast pork, or duck, currant jelly with mutton, pickled peaches or pears with goose and turkey, prunes in dressing, and so on, have proved appetizing because they are a healthful combination and valuable in aiding digestion.—Fruits and Gardens.

RULES OF LIFE

Never put off till tomorrow what you can do today.
Never trouble others for what you can do yourself.
Never spend your money before you have it.
Never buy what you do not want because it is cheap.

Pride costs more than hunger, thirst, and cold.
We seldom repent of having eaten too little.
Nothing is troublesome that we do willingly.
How much pains those evils have cost us which never happened!
Take things always by their smooth handle.

The far-seeing Butcher has learned that it pays to buy from B. Heller & Company.

The far-seeing Butcher is not sparing with his electric light, for he knows that a clean, well-lighted shop attracts trade and holds it.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
AUTUMN'S WORK

The greater activities of autumn and winter demand more careful planning of work. This is a good time to read again the article, "Week's Work in Country Shop," in Success with Meat for October, 1930. We have a few of that issue left for those who wish to complete their files. They will be sent, free of charge, as long as they last, to those who write first. The city shop and the small packing plant too should improve their efficiency along such lines and not work aimlessly without plan and system.

Examine all machinery now to see if it is in ship-shape for winter activities.

Go over to the smokehouse now to see that walls are tight and dampers function properly. See that there is sufficient draft to prevent dripping from the ceiling onto the meats and sausages. If the construction of the house is faulty, so that smoke does not reach all meats alike on the same level, now is the time to correct that. If the walls are coated with dripping soot, one old method of removing it is, to coat them with \( \frac{1}{2} \) inch of clay. This will fall off as it dries, carrying the soot with it. If necessary, help it along with a trowel. Scrub ham trees, sausage cages and smokehouse sticks now, at least, if it is not done at regular intervals or after each smoking. Heller’s Ozo Washing Powder or the sudless True-White Washing Powder makes easy work of it. Provide the winter’s fuel and smokehouse sawdust now; but be sure it is stored in a dry place as damp sawdust gives smoked goods a carbolic acid taste.

The lighting system should be gone over to see that it is adequate for the longer evenings. Neither the show windows nor the show cases can return the limit of profit, from now till spring, unless they are brilliantly

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
lighted. A dingy, insufficiently lighted shop repels trade.

**Heavier hogs** can now be bought and utilized to better advantage than in spring and summer. Lard rendering and sausage will take all the excess fat. Exhaustion of pastures sends meat animals to market. Grain-finished stock is worth a reasonable premium to butchers, lard renderers and sausage makers. Quieting down excited animals and fasting and resting them at least over night before slaughtering, remains advisable even in the cold months. A feverish or excited animal does not bleed properly and its meat has a gluey consistency, discolors readily in sausage and on the block, and lacks keeping quality.

Begin now with the main pickling of ham, shoulders and corned beef, and with the salting down of sausage meat and box-cured bacon bellies. Even those who cure the year round have their heaviest season from now till spring.

The sausage maker's best season is now opening. Cooler weather enables him to offer hamburger and pork sausage, either bulk or in casings, and the public responds eagerly after a season of sandwiches and cold lunches. Meat animals are more mature at this season and sausage made of them therefore holds its color better, both in bulk and in casings, than the moisture laden carcasses of the immature animals that come to market in summer. Casings become more plentiful now and the use of the wide sizes for air-dried sausage reduces shrinkage.

Now is the time to increase your line of sausages and meat loaves and to improve the line of staples in order to increase the turnover. An increase in sales without increase in rent and other overhead is equivalent to a reduction of rent and other overhead, and consequently increases the profit. Beside the staples of bologna, frankfurts, pork sausage and liver sausage, there is an abundance now of material for blood sausage, headcheese, souse, meat loaves of all kinds, and particularly for winter-made summer or cervelat sausage, mettwurst and the salami. Trimmings and other ingredients were never more favorably priced, and the increased holiday trade insures a market. Those who work without refrigeration should avail themselves of the cooler weather. Air dried sausage is easy to make and hold now, even without a special drying room. Heller's Secrets of Meat Curing and Sausage Making gives detailed formulas and directions for each of them, as well as for any specialty which may be in local demand. If any desired formula is missing, write Success with Meat and the specific
formula and directions will be supplied. Your file of past issues of the magazine contains a rare collection of formulas for unusual products.

**Sausage plants** might well have sausage bands made, in red, green, and gold, giving the name of the plant and the season's greetings. We append specimens of such bands which our artist has prepared for you. They are not copyrighted and you are free to copy them. Such bands can be fastened around sausage of any size, just like cigar bands. If they are made large enough, they may be used also around meat loaves, hams and fancy bacon. If such bands would be too expensive, a ribbon or fluffy tulle may be tied around the goods in a bow knot to give them that feminine touch that people are always glad to pay for. For Christmas they should be green, with just a touch of red.

**Every market** finds sale for poultry; but the problem is how much turkey, goose, duck and chicken to stock for peak events, such as Thanksgiving or Christmas trade. Both shortage and excess mean a loss of money. Most of this, if not all, can be prevented by placing a neatly written show card conspicuously in the window. For Christmas it may be decorated with small twigs of spruce or holly and worded somewhat like the following:

**We’ll Take Your Order Now for**

**YOUR CHRISTMAS FOWL**

<table>
<thead>
<tr>
<th>Turkey</th>
<th>Goose</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duck</td>
<td>Chicken</td>
</tr>
</tbody>
</table>

And you will not have to take the leavings at the last moment.

The words “Thanksgiving day” substituted for “Christmas” and a few autumn leaves for decoration, will make a similar sign appropriate during the two weeks preceding Thanksgiving.

**Prepare windows and entrance** for appropriate display for a week preceding every general holiday and at least two weeks preceding Christmas. The following holidays fall within the season before our next issue.

- October 12, Columbus day,
- November 11, Armistice day,
- November 26, Thanksgiving day,
- December 25, Christmas day.

There is something in the festive...
spirit of the time that attracts people to spend their money where and when they see tasteful, seasonable decoration. This is especially true of Christmas.

Secure now your supply of fancy gift baskets. Later on, you must content yourself with the leavings if, indeed, they will then be available at all. Feature these in show windows and on counters, in various sizes and degrees of elaboration, from $1 to perhaps $5 or $10. No matter what the sales price is, the basket should be of such size that it can be filled heaping full for the price charged, and that price should, of course, include the cost of the basket itself and the ribbon and other decorations used on it.

Every housewife likes to have a well stocked pantry for luncheons and unexpected entertainment. If fancy baskets, in seasonable decorations, are used, the demand for them as Christmas gifts has always been greater than the butcher can supply. In view of the late depression (which has not yet disappeared entirely) such sensible gifts of hams, bacon, sausages, poultry and canned goods will have a special appeal this year. There should be money this year in Christmas gift baskets.

The logical window decoration is the Christmas tree, large or small, but filling not more than one-third to one-half the space so that suitable items of the stock may be arranged on either side. It should be set in water so that the needles will remain green and not shed for two or three weeks. It should be placed high enough to admit of displaying a wide variety of goods under the branches.

Decorate the tree with an occasional glass ball and the usual colored lights. Instead of all other ornaments, the butcher may use fancy canned goods, smoked goose shanks and goose breasts, landjaeger ('hunters') sausage, Polish sausage, and any other of the lighter smoked and cooked sausages. Instead of chains of popcorn and glass, use short-linked frankfurts or wiener and, for color contrast, lard or tallow chains in sheep or narrow hog casings.

These lard or tallow chains should be made warm so that links may be tied off, at short intervals, with tinsel cord or with shiny baby ribbon. If they are too cold for nice linking, warm them in a pan of lukewarm water. All these goods in casings can be given a lustrous surface by wiping them with salad oil.

Imitation apples can be made with the regular liver cheese stuffed into small, well softened sheep bladders or sheep bung cap ends and handled like regular or fancy liver sausage. They will have a yellow color on which red cheeks can be brushed with B. Heller & Co's Malaboba Strawberry-Red, a certified pure-food color. A holly leaf can be fastened to the stem end and a clove inserted on the opposite side for the blossom end.

Hang heavy items near the stem of the tree and lighter items farther out. If a branch will not otherwise support its load, a tinsel cord or ribbon, tied with one end to the branch and the other...

The greatest sermon ever preached, the greatest philosophy, was reduced to four words: Behave, and work hard.

BRAINTFOOD

Mrs. Putter.—My boy at college has been eating liver sausage all winter for his blood and now he flunked anyhow. I don't know what to do for him.

Butcher Niblick.—Send him a headcheese, 25 cents a pound.
other to the stem at a higher point, will hold the branch level without detriment to the effect.

Another seasonable window display is a figure of Santa Claus drawing a sleigh piled high with meat products over the glistening snow. Cotton batting, strewn with “Snow”, simulates the snow effect perfectly. This “Snow” may be bought in stores which sell trimmings for Christmas trees.

Flies and rats should be attended to now. The arrival of cold weather makes the flies cluster around entrances, awaiting a chance to slip into the house. Those which make their way in can carry over to renew the pest in spring. Their larvae or maggots can survive even out-doors, in manure piles and protected garbage cans. It is important to kill those in the house now with $1000.00 Guaranteed Fly Killer and to spray the fly screens with it so that there will be none to slip in when doors or windows are opened. The maggots in garbage cans and manure can be killed with a spray of Heller’s Sanitary Fluid.

Rats migrate, at this time, from the grain supply of the country to the meat supply of the village and city. There will be nests of them under every house and barn and each of the rodents will be ready to eat or destroy its dollar’s worth of your meats and other property. It is cheaper to get after them with $1000.00 Guaranteed Rat and Mouse Killer.

Cockroaches, ants, fleas and bedbugs are never out of season. The $1000.00 Guaranteed line of insecticides is sure death to them. The $1000.00 Guaranteed Roach Killer, in particular, has probably killed more cockroaches in the world than all other mediums combined. No matter if there are a few or millions in a building, $1000.00 Guaranteed Roach Killer wipes them out completely in a week or two.

WOMEN IN THE MEAT MARKET

In supplies for the kitchen, women prefer to buy from women. There is the unconscious feeling that they understand a woman’s problems better and would cater to them with more consideration.

This is particularly true in the market, provided the saleswoman knows meats and meat products, or seems to know them, and can talk instructively of their preparation and use. The letter in last October’s issue of Success with Meat, from Mrs. F. A. N., a butcher’s wife, indicates that such a woman can be the very spirit of the business. Without doing the heavier and manufacturing part of the work, there is plenty of work to keep her busy, work that is congenial and particularly adapted to the nicer tastes and feelings of her sex.

As Apprentices

In Germany, girls are actually bound by indentures or legal agreements to serve apprenticeships in butcher shops and meat markets and submit to the regular trade tests. Some graduate on an equal footing with men, but many fail for the reason that the aesthetic sense has prevented their taking the full training that a boy takes to more readily.

This being the case, the thought suggests itself that girls, even in our country, could appropriately serve an apprenticeship in that part of the butcher business for which they are naturally constituted: namely, as butchers’ saleswomen or market women. With no more education than most of them now acquire to enter stenographers’ schools, they could enter the service of a capable butcher and learn something that would by no means be wasted if they decided to devote themselves entirely to their
SUCCESS WITH MEAT


Even a man with such training would be a valuable asset wherever he subsequently found employment. But such a woman would be irresistible. The master whose son married such an apprentice would be fortunate indeed.

Perhaps the butcher is unable or not inclined to instruct in all these subjects. The training might still be valuable, but it could be made much more so if either his Association or a local high school did its share in evening classes. A course in retail merchandising would be useful even though it covered all classes of stores. The practical experience in the meat market would supplement and complete it.

NEVER THOUGHT OF THAT

She: "And before I married you, you told me I would never have to put my hands in cold water."
He: "Well, you can warm it first."

WE GIVE UP

Mr. Blank
c/o B. Heller & Co.

Dear Sir:

I think you people should be more careful with your darned advice to your customers. You told me I could increase my business by using your products, but what you did not tell me was that I would get people lined up in front of my counter until I had to enlarge my shop, buy more machinery, put on another truck, and increase my payroll.

You must think a man has nothing to do but keep on enlarging his business. You must have known too that I would need a bigger stock. Then why didn't you tell me those things? Do you think that's doing right by your customers? If you do, I'm going to quit using your goods and go back where I was before when I did all the work myself. I made a living then and could sit and smoke my pipe most of the day even if I didn't make any money. My wife was satisfied to do the scrubbing and had no high falutin' ideas about servants and bozar or whatever you call it. A bath in the wash tub and Epstein's Dime Museum for sight seeing were good enough for her then. Now she wants me to gad around the Rivvy Airy (or some such river) and study the canvases on the walls of Mike Angelo's museum, when I use only animal casings on my sausage and don't handle canvas covered hams nohow.

Your darned supplies are at the bottom of all this. Now what I want to know is, what are you going to do about it? I am willing to keep on using your goods because my place looks better and my meats taste better, but I don't want my floors worn out by a lot of strangers that never bought here before. I'm sore and this thing had better stop.

Yours truly,
P. R. C.
HOW TO TREAT NEW VATS AND TIERCES

Question.—E. K. writes, "I am told that new vats and tierces should not be used for curing meats. Can you tell me why and how they should be treated?"

Answer.—The tannin in the wood causes a blue discoloration of the meat. It is necessary, therefore, to soak out the tannin by filling the new vats and tierces with boiling hot water, letting it stand until it cools below the simmering point. Then pour it out and refill with boiling hot water. Repeat several times.

With used tierces and vats, it is enough, ordinarily, to scrub them with a good washing powder such as our Ozo Washing Powder or our sudless True-White Washing Powder and then rinsing with boiling water. Where possible, they should then be exposed to sunlight a day or so, in the open, before again packing meat into them for cooking.

FREEZE-EM-PICKLE WITHOUT ICE OR REFRIGERATION

Question.—S. W. P. & Co., write, "We are using Freeze-Em-Pickle in preparing our pumping brine. As we have no ice or refrigeration, we cannot cure beef at the temperature your printed directions call for. We have therefore omitted Freeze-Em-Pickle in the curing brine, curing with salt only. This destroys color and flavor and we are, therefore, about to use your Freeze-Em-Pickle formula, increasing the proportion of salt and leaving out the sugar. Curing at ordinary temperature, what will be the result of this? What method do you advise where refrigeration is lacking?"

Answer.—It does not matter, in case of necessity, at what temperature (above 36 degrees F.) the Freeze-Em-Pickle process of curing is used, provided the meat is in the proper condition to be cured at that temperature. Wherever salt only can be used for curing, the Freeze-Em-Pickle process can be used just as safely. Therefore, it is not necessary to destroy the flavor and color of the meat by omitting the Freeze-Em-Pickle. Simply time the curing period according to the average temperature during that period and use the formulas and directions supplied you. The higher the temperature, the...
SUCCESS WITH MEAT

quicker the cure: and the quicker the cure, the poorer the keeping quality.

In curing without ice or refrigeration in a warm climate, it is important that the meat be pumped and go into cure as soon after the carcass is dressed and cut as circumstances permit. At body heat, and in fact at any temperature between 46 and 120, the germs of decay enter the meat and increase rapidly. If the meat cannot be pumped and put into cure immediately, it then becomes necessary to chill the carcass or the cuts to about 40 or lower to retard the work and growth of the germs.

If this is not done, the curer will be at a disadvantage in having to do with meat that is already infected and he will be very apt to have occasional tainted meats. His protection is not in omitting any part of our formulas, but in pumping and putting the meats into cure as quickly as he can get his hands on them. It is not necessary to omit even the sugar entirely: that can be reduced to half in warm weather. A sugar cured meat tastes better and sells better.

The formulas on pages 7 and 8 of the Freeze-Em-Pickle circular produce a brine testing 70 degrees on the salometer. That is strong enough for safety under your trying circumstances, provided the meat is in good condition even at the bone and in the center of the thickest part when pumped and put into cure. If there is any taint there, then the strength of brine will hardly save it. Never omit the Freeze-Em-Pickle under any conditions or circumstances, because Freeze-Em-Pickle holds the juices and flavor which salt tends to leach out: it preserves the natural red color which salt tends to bleach out.

For corned beef, it would be well, in the absence of proper refrigeration, to use the same formulas given for hams and bacon, on pages 7 and 8 of the circular, which tests 100 degrees for the pumping brine and 70 degrees for the curing brine. Cut the sugar down to 1 pound for the 100 pounds of meat.

The curing time, being governed by the temperature, can be as quick as you want it. Only remember that the best keeping quality is obtained by a slow cure at 38 to 40 degrees F.

HOW BRINE WEEKENS IN CURE

Question.—P. C. N. writes: "I am writing to you for some information pertaining to curing hams with the Freeze-Em-Pickle process. I am using your book as a guide. What I wish to know is:

"After the hams are in brine 6 days, I notice that the brine only tests about 65 on the salometer. How long will this brine keep weakening like this? I have previously strengthened other brines by using 100-degree salt brine. Is this the proper way to do this? What is the lowest on the salometer that a man can let his brine stay at?

"Thanking you very much for this information and will also state that my father, in Illinois, has always used your merchandise and methods and has always found them the best."

Answer.—You state that your brine,
after six days, shows a salometer reading of only 65 degrees. Assuming that the salometer reading was 70 degrees at the start of the cure, the decline is a natural one and necessary for a successful cure, as the difference or missing 5 degrees has been absorbed by the hams. If that were not the case, your hams would not cure. Therefore, it is to be expected that a salometer reading, after five or six days, would show a decline in the strength of the brine. Only about 63% of the original salt, about 64% of the original Freeze-Em-Pickle and about 71% of the original sugar will remain in the brine after the meat is fully cured. After a proper start, with the salometer reading 70 degrees, the brine should not be strengthened in any way as the addition of more salt and Freeze-Em-Pickle would make the meat too salty. Simply forget that you have a brine tester and watch the time in cure.

If curing in barrels put down 185 lbs. of meat (green weight) and 285 lbs. in a tierce, and add just enough brine to cover the meat and no more.

WATER IN SAUSAGE

Holding Sausage After Stuffing and Before Selling

Question.—N. L. S. Co. writes: "How much water can I use with Bull-Meat-Brand Flour?"

"Kindly tell me just what to do with sausage after casing them. I sell them to the stores, but they don't stand up. How long should sausage be hung before selling?"

Answer.—The proportion of water to be used depends on the kind of sausage, the kind and condition of the meat used in it, and the requirements of your state laws and regulations.

Summer sausage and other air-dried sausage, and blood sausage, are usually made without water. Bologna, frankfurts, minced ham and other smoked and cooked sausages sometimes take as much as one-third added water. The meat of mature meat animals takes more than that of young animals. Bull meat, properly handled, will absorb as much as half its weight in water.

When Bull-Meat-Brand Flour is used, very little of the added water is lost in shrinkage.

After stuffing, the treatment differs for the different kinds of sausage. If fully cured sausage meat is used, sausages can be put into a warm smokehouse direct from the stuffing table, provided the actual smoke is not started before they are dry on the surface. Sausages using meats not fully cured, as when meats are cured in trays a day or two, must be held in the cooler long enough after stuffing to allow a full cure. Sausages in bags and all sausages which are cooked and not smoked, should go direct from the stuffing bench to the kettle. It is advisable, when time permits, to hold all small bologna, frankfurts, and wieners two hours, and large bologna, minced ham, and similar large sausages twelve hours (or overnight) in the cooler before smoking.

After cooking, smoked and cooked sausages should immediately be rinsed three seconds with boiling water and then three minutes with cold water. Then let them hang at workroom temperature until dry on the surface before putting them into the smoked goods cooler. It is better to have a separate room for this with a temperature of 45 to 50 or even 55 degrees F. as chilling injures the smoke color. If Zanzibar-Carbon-Brand Casing Color has been used to fortify the smoke color, the holding temperature (above 40) is of minor importance.

The sausage is ready for sale to dealers as soon as it is cooled through to the center and the sooner it is sold after that, the better for you and for the dealer. The rate of manufacture should be so regulated that none will be held long enough to deteriorate.
Sausage coming out of a cooler will sweat at ordinary temperature until it adjusts itself to the new surroundings. If it is delivered in that wet state, it will become slimy in the dealer's ice box and spoil much sooner. Therefore, hang the sausages in a draft on bringing them from a cold room to the shipping room, or turn a rotary fan on them to dry them before packing or delivering them. Do not lay sausages in piles or hang them in bunches in the ice boxes, but hang them so that the air can circulate around each individual sausage or link. An ice box which has no air circulation is faulty.

If you will observe these points you will find that goods properly made of Freeze-Em-Pickle cured meats will "stand up" nicely in the dealer's ice box.

**SMOKED PORK SAUSAGE**

**Losing Smoke Color**

**Question.**—R. C. B. writes, "We are having difficulty with our smoked country-style sausage. We make this article of all pork, stuff in a hog casing and allow to cure for two days in the casing, and then give a cold smoke. The trouble we find is retaining that rich smoke color for more than one day after smoking. Could you recommend anything in the way of a cure that would help retain the color longer than one day?"

**Answer.**—When the meat is cut as coarsely as is customary for country-style sausage, two days’ curing time is not enough to produce a lasting color, even with Freeze-Em-Pickle. Fully twice as long should be allowed. But the better method is to cure the trimmings or other meat by the Freeze-Em-Pickle dry curing process described and illustrated on page 4, *Success with Meat* of July, 1931. We are sending you a copy herewith as you were not on the mailing list for it at that time. You will find all the other Freeze-Em-Pickle cures briefly described in the issue of January, 1930, which we are also sending. Meat properly cured by such methods holds its beautiful red color in the sausage until consumed.

After smoking, hold this sausage at room temperature until cooled through and then hang it in a cooler at 45 to 50 degrees F., if your equipment permits, until sold or shipped. Many makers of pure pork sausage are also using our Zanzibar-Carbon-Brand Casing Brown Mixture, momentarily dipping the sausage in a solution of it either before or after smoking. This reduces the smoke house shrinkage to the minimum.

**BOLOGNA IN SHEEP BUNG CAPS DRY AND "SHORT"**

**Question.**—R. R. P. writes: "I have been having trouble in making Bologna. It is too dry.

"The meat I have used at different times has been cured anywhere from seven days to three months. I have always ground ice with the meat. The meat was cured at a temperature from 38 to 40 degrees F.

"When I take the meat out of cure, it sure looks good. I aim to follow the cooking and smoking rules, but where I have punctured holes to let out the air it seems to take up water in these holes when I am cooking it. Then when I shrink the casing and first rinse in hot water and then hang it up to cool, all of this water that it has"
taken in while cooking runs out the punctured holes.

"I am hoping that with this letter and the sample I am sending you that you can help us."

**Answer.**—For one thing, are you sure you are using the genuine Freeze-Em-Pickle in curing your sausage? Our packages are imitated in name and reading matter to make the substitutes look like our goods. Please see that the exact words, "Freeze-Em-Pickle" and the firm name of B. Heller & Co. are conspicuously printed on the package and that the package has not been opened. If you are not using the genuine Freeze-Em-Pickle, the result speaks for itself in your bologna.

Another thing.—You are cooking your sausage at too high a temperature. 160 degrees F. should be the limit. When you cook sausage at a higher temperature, especially when the temperature fluctuates, you rupture the meat cells and destroy the life of the meat so that it cannot hold water, making it dry and "short."

The condition of the sausage casing is further proof that you are cooking at too high a temperature. Sheep bung caps are quite tender and when cooked too high, they become weaker and easily injured. The specimen submitted could be rubbed into pieces, like damp cardboard.

You are using a good quality of meat which, if properly cured and properly cooked, could use even more ice or ice water than you are now using.

**BLACK PEPPER IN FRANKFURTS**

**Question.**—C. A. J. writes: "I have sent you a sample of three wieners in which I use your Zanzibar-Brand Frankfurt Sausage Seasoning. You will note the black specks which show through the casing. I don't like that. The flavor of your seasoning is better than any I have had, but I have been using white pepper and I wonder if you could supply it that way."

**Answer.**—We received the specimens of your excellent frankfurts or Vienna sausage, also your explanation that you dislike the use of black pepper in frankfurter seasoning on account of its showing through sheep casings. But that showing is merely an added virtue of your superior goods.

The formula of our frankfurter seasoning is the exact master formula which repeatedly won, for the Heller family, the highest honors wherever comparisons were made. That it includes black pepper goes without saying, for the best frankfurts the world over can only have the right flavor when made with black pepper. It is as important to them as the right quality of meat. It has its part in establishing the proper flavor as well as the appearance. Without it, the excellent quality of the meat you use, the perfect cure, the dainty, appetizing ap-

The butcher was scolding his assistant for carelessness, and the inefficient young man began to find fault with the way the shop was run. The butcher turned angrily to him:

"Are you the owner of this shop?" he demanded.

"No, sir," began the assistant.

"Well, then," thundered the butcher, "don't talk like a fool."
pearance of your finished product—all would be wasted because these identifying signs of black pepper would be missing. Even the flavor would be altered by any other pepper used instead.

Our house takes particular pride in the quality of our various sausage seasonings. Several high grade sausage makers were employed to test out the various formulas submitted for comparison. That is the way each of our seasonings was painstakingly developed and, whether it is our frankfurth, bologna, liver sausage, pork sausage, minced ham, summer sausage, salami, or what not, you can safely stake your reputation on any or all of them as being the best that can be made.

**BLOOD SAUSAGE TURNS SOFT**

**Question.**—E. D. writes: "Since using pig skins in our blood sausage, it does not remain firm but turns soft before we can sell it. What is the reason? I find your Secrets of Meat Curing and Sausage Making recommends the use of pig skins. Do they need any special treatment?"

**Answer.**—If your blood sausage is firm when first made and then turns soft, you are using uncured hog skins or you are cooking them at too high a temperature. Uncured rinds are particularly bad for blood sausage. Cooking them too hot and too long destroys their jelling property. Cook them at 160 to 170 degrees F. for about one hour. The skins of young animals require less time to cook tender than those of sows, stags and boars.

The better way is to follow our formula and directions in every detail and so avoid all troubles. Cure your hog skins by the Freeze-Em-Pickle dry-salt cure described on page 152, Heller’s Secrets of Meat Curing and Sausage Making. That will make the fat firm and give the sausage better keeping quality.

**MINCED HAM SEASONING**

**Question.**—A. J. M. writes, "I am sending you two pieces of minced ham, my own and that of a packer. While mine seems alright, I can't get the flavor as I like it. What seasoning is in the packer's piece? I have built up a very good and successful business using your seasonings for bologna, wieners and pressed ham. Business is fine, but I would be better pleased to get the minced-ham flavor like that of the packer's sample. Inclosed, find my order for different articles."

**Answer.**—Both samples of minced ham submitted should rank as of good quality, judged on appearance.

The packer sample lacks flavor except that it tastes of an excess of flour and it is too salty for the average taste. Few people would like it.

Your own sample has excellent flavor, the correct minced ham flavor. Some communities, however, are better suited by using only 12 ounces Zanzibar-Brand Minced Ham Seasoning to the 100 pounds of sausage, instead of 16 ounces. You might try out a batch that way. Occasionally, a sausage maker uses Zanzibar-Brand Frankfurt or Wiener Sausage Seasoning, for minced ham. It is a mild and a very high-grade seasoning and, though it does not produce the characteristic minced ham flavor, it meets requirements in those cases. If the reduced proportion of Minced Ham Seasoning still fails to suit your taste, you might try out the Frankfurt or Wiener Seasoning, using the customary pound in a hundred.

We assume that you want us to report critically on your sample for the general improvement of an already nice product. Your minced ham could be juicier and could stand both more water (or ice) and more Bull-Meat-Brand Flour. In minced ham, the fat is cut as fine as the meat and no pieces of fat should be visible. Run it through with the pork. We judge from the sausage submitted that you are
using a meat grinder. The meat is ragged and torn and the knives and plate used are probably dull and worn. Don't try to sharpen them yourself, but tie the knives to the disk they belong to and send them to the maker for sharpening or renewal. In case you are using a silent cutter, then the machine is run too slowly or the knives are not sharp or the knives do not fit perfectly the contour of the chopping bowl.

The packer sample was cooked at too high a temperature. Your own was cooked a little too high. 155 degrees F. is best for minced ham, and bungs of the size you use should stay in the water at that temperature perhaps 1¼ to 2 hours. Try them out by bouncing them on the table while cooking. If they rebound, like the inflated tube of an automobile tire, they are done. To cook them longer than that or at a higher temperature causes unnecessary shrinkage and loss.

We are pleased to know that you are getting along so nicely with your other sausages and that your visit to Chicago was evidently profitable as well as pleasant. Write us at any time. We are always glad to hear from you.

Your goods are going forward by fast freight today. As we allow freight charges on 100 pounds or more and on amounts of $30 or more, please deduct those charges from the amount of your bill, provided it is paid within 30 days, and send in the freight bill as a voucher with your remittance.

MAKING MILAN SALAME WHITE

Question.—F. W. writes: "My Italian trade finds fault with the fact that my salame is not white on the casing. I use the formula in Secrets of Meat Curing and Sausage Making, but cannot get it white without increasing the proportion of fat unreasonably. Will you please tell me if anything can be done to satisfy my trade?"

Answer.—The white coating of Milan salame was originally white mold. But as mold softens a casing and hastens spoiling, the practice of coating it artificially was adopted. The method is as follows.

Boil clean water and let it cool to about 160 degrees F. Then dissolve in it enough Zanzibar-Brand Savory Jell-Jell to stiffen when cold. You can test out a portion on a saucer as it will cool quickly there. Then stir in enough Bull-Meat-Brand Flour and a little salt to make a smooth, thin-flowing paste.

This is applied to the sausage after cording or wrapping, when fully dried. Scrub off possible mold and soiling and dry the casing. Then, while the Jell-Jell paste is still warm and thin, dip the salame into it momentarily and hang it up to drip and dry. After the dip is congealed on the sausage it may be necessary to repeat the dip in order to obtain a uniform coating.

If you have no Zanzibar-Brand Savory Jell-Jell on hand, it will pay to buy some as it is useful in many ways in binding and glazing meats.

The sweetness of low price is soon forgotten in bitterness of poor quality.

"Joe surprised me by telling me we were going to have our honeymoon in France."
"Isn't that lovely!"
"Yes, he said as soon as we were married he would show me where he was wounded in the war."

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
MOLD UNDER PARAFFINED CLOTH-BAG CASINGS

Question.—J. E. B. writes: "I am mailing you a package of minced ham which has green mold under the cloth-bag casing. Please let me know what causes this trouble. The meat was carried 25 days with Freeze-Em-Pickle."

Answer.—The sausage submitted is not generally known as minced ham, but as New England prepared luncheon in canvas bags. In minced ham, the meats are usually ground or chopped fine. The cure is perfect and the sausage holds color, in the slice, perfectly even after over-night exposure.

The mold under the coated bag is due to an infection during the drying period between cooking and coating. This was then intensified by using ordinary paraffin as coating, which has the fault that it cracks and permits further infection in the cracks and at bare spots where the paraffin has peeled off.

Mold is a troublesome thing once it is established. It spreads easily by spores (eggs) in the damp surroundings of the sausage kitchen and the cooler. To eliminate it, scrub everything in the room and cooler, inside and outside, as well as the floors, walls and ceilings, with scalding hot water and a good cleanser, such as our Ozo Washing Powder or our sudless True-White Washing Powder. Then rinse with a solution of our Freeze-Em—not Freeze-Em-Pickle, the curing agent, but Freeze-Em, which is a purifying agent. If possible, air both rooms after that until dry. To prevent a return of the mold, rinse weekly with Freeze-Em and provide good ventilation.

We recommend the use of our Flexine as a coating for this sausage. The correct method is described on pages 155-156 of our "Secrets of Meat Curing and Sausage Making." It does not crack or peel off in handling when cold and yields to finger pressure like animal casings.

It appears from the sausage submitted that the New England prepared luncheon is laid flat after dripping. While that practice would do less harm if Flexine were used, it causes bare spots when using paraffin. The better method is to hang the sausage on sausage sticks, using a loop at the filling and tying end. It is important too to let the sausage hang until dry—fully seven hours for so large a sausage—before applying the coating. It then takes the coating better and the sausage will not sour as readily.

STAGGY FLAVOR AND ODOR

Question.—P. M. V. writes: "We recently bought a "staggy" hog from a person to whom there is no recourse. "We would appreciate it if you would advise if there is any way of treating, preparing or handling the meat so as to eliminate the staggy flavor and odor."

Answer.—Nothing can be done after slaughter to eliminate the characteristic flavor and odor of a "staggy"

FRUGAL SANDY

A driven golf ball landed in the open mouth of a man who was crossing the links of St. Andrews Golf Club, in Scotland. In his excitement he swallowed it and was taken to the hospital for an operation. When he came to, he noticed a man pacing up and down in the corridor outside. The patient asked who it was and was informed that it was the player whose ball he had swallowed and that he was waiting for it to finish his game.—J. V. McN.

GIVE IT UP!

"Say, Hank, what's the difference between a good, stiff drink of whiskey an' a dose of epsom salts?"

"I dunno, Bill: what's the difference?"

"Well, Hank, one's a talkie an' the other's a movie."

—J. C. W.
hod when cooked. If the stag had been fed for a period of at least six months after castration, the meat would have righted itself.

There is nothing injurious to health or the digestive organs in such meat and a market can readily be found for it in the surrounding lumber camps. For that matter, many frugal housewives in town will be glad to take advantage of a little price reduction to move it quickly.

You can work up the meat in sausage and meat loaves, substituting it for one-fourth to one-half the meat in the formula, depending on the degree of "stagginess."

HOW TO TREAT NEW LARD KETTLE

Question.—L. O. writes: "I have installed a tinned new lard kettle and my first batch of lard turned out brown, like the sample I am sending you. I had washed out the kettle before putting anything into it and used your Lard and Tallow Purifier just as I had used it in the old kettle. My lard always came out nice and white in the old kettle, but it was too small and, besides, I sold it when the new one got here; so I can't change back. Is there nothing to be done? Do I have to get a different kettle? Is the brown lard safe to use?"

Answer.—The sample of your brown lard was duly received. We assume that your tinning is a good, workman-like job and that no base metal is exposed through the tincoating of your new kettle. All new tinning is coated with a film of tin oxide, which should be removed before the kettle or other container is used for cooking anything that would show discoloration. A mere washing will not remove the film: it takes muriatic acid to do that and then the muriatic acid must itself be removed. You should still do that before you use your new kettle again.

Prepare a 6 per cent. solution of muriatic acid or let your druggist prepare it. Pour the solution over a cloth and thoroughly wash the entire inner surface of the kettle with it, rubbing well. Be sure to get into all corners. Let it stand a few hours and then rinse thoroughly with hot soap suds. Then remove the soap with at least two rinsings of boiling, clean water. Before using the kettle for lard rendering, boil some fresh potato peelings in it. If they show any tendency to darken, wash out the kettle again with hot soap suds followed by two rinsings of boiling, clean water. Repeat this washing and rinsing until the potato peelings remain white after boiling.

Neither muriatic acid nor the solution should be handled by a person who has a wound or abrasion of skin on the hands.

The brown lard is perfectly safe to use and could possibly be sold to restaurants and bakers at a reduced price.

EDIBLE-TALLOW IMPROVEMENT

Question.—A. P. writes, "I am sending by parcel post two samples of edible tallow. Jar No. 1 contains that of an outside packing house; No. 2 is made locally. Please give me the necessary information for making a product similar to that in No. 1. You will see that No. 2 has a grainy appearance and rather hard consistency. I will appreciate very much your instructions for making No. 2 equal to No. 1.

"Kindly let me know if you make a preparation for correcting these defects."

Answer.—We suspect that your labels were interchanged. No. 1 is soft, grainy, and uneven in color, being partly white and partly yellowish. It is apparent that it was dug out of a container cold. Either this tallow was cooled too slowly and without agitation, permitting the oleo oil and oleo stearine to separate, or it stood in a warm place, where it melted, and so caused the separation.

No. 2 was drawn into the jar in fluid state. It does not appear grainy and there has been no separation of
the oleo oil and stearine. If it is too hard, that can be remedied either by using less hard fats or by letting the tallow cool slowly, without stirring, so as to let the oil separate from the stearine, and then removing enough stearine to give the tallow the desired consistency. Then reheat the tallow, run the agitator or stir well, and then cool rapidly and keep it stored cool.

The only thing we make for the renderer is our Lard and Tallow Purifier. Used according to our simple directions, it neutralizes the free, fatty acids in lard and tallow, making them resist rancidity and giving them greater keeping quality in any weather and in any climate.

HOW TO BUILD A MARKET COOLER

Question.—W. R. writes: “We received a copy of “Success with Meat” which you kindly sent us. It is certainly a wonderful book, we have gathered quite a lot of useful information from it, and we appreciate your kindness in sending it to us.”

“I am opening a meat market of my own shortly and can get no refrigerator here at a reasonable price, except by having it built by a carpenter. As he is inexperienced in this line, we would appreciate an idea of yours as to how to build it. We need it 8 ft. x 10 ft., and ice cooled. If you could favor us, we would be very grateful.”

Answer.—In building an ice box or cooler for your market, the main things to bear in mind are—insulation, air circulation, and drainage. To apply those correctly requires scientific knowledge of the principles involved, as well the ability of a skilled carpenter. We do best the work we are accustomed to. The regular builders of refrigerators or coolers do nothing else, and their name plate on the finished product is a guaranty of scientific planning and good workmanship, well worth the higher cost. The ice and perishables wasted or spoiled in a faulty cooler may soon cost you more than the difference in first cost. Neither you nor your carpenter has any experience in cooler construction and would have to study the theory of applied refrigeration—more than we could explain in a letter—before you could hope to equal the ready-made coolers offered you by specialists.

In view of the greater advantages of mechanical refrigeration in cooling show cases and show windows, are you determined to have an ice box?

If, after reading this, you still persist in wanting to build your own, please let us know and we shall promptly send you directions for doing so.

ONE ON THE FARMER AND ON THE BULL

A cream separator salesman called on a poor Minnesota farmer who had only one cow and a bull. The farmer had no money, but the salesman talked him into buying the separator anyhow and took the cow in payment, arguing that the bull could be used to work on a treadmill to run the separator.—O. J. J.

OVER-HEAD ICE-BOX BUNKER SPACE

Question.—J. C. & Co. write: “You have always been very good about advising us in a pinch and we wonder if we may take up your time with a question of ice box construction. We have a box 8x10 feet inside, 7 feet high. Part of this, on the side, is taken up by an ice bunker which takes 2½ tons of ice per week during the summer season. Now we want to build an overhead bunker above the box to hold the entire season’s supply, tearing out the present side bunker to get more cooler space. We figure that 18 tons will do. How high must we build the bunker
above the present box to hold that much?"

Answer.—Let us assure you first that we look on it as a privilege to consider your problems with you. We always have time to answer questions relating to the meat industry.

You will have a space 8x10 feet or 80 square feet. 6 inches off one end for the rising warm air, 6 inches off the other for falling cold air, and a total of 2 inches for the two baffles, leaves an area of 8x8 ft. 10 in. or 69.42 square feet available for ice. It is probably safe to figure loosely stacked ice at $52\frac{1}{2}$ pounds to the cubic foot. Each foot of height in this bunker would, therefore, contain 3,644.39 pounds of ice. Dividing that into 18 tons (36,000 pounds) shows that you will have to allow 9 ft. 11 in. in height for the ice itself. Add to that 1 foot for the pan, joists and floor, and at least 2 feet for overhead clearance above the ice when the bunker is full, and you will have 12 feet 11 in. (inside measurement) required for the height of the ice bunker. This, you will understand, is above the 7 feet allowed for the height of the cooling space. The complete inside height, from the floor of the cooler, will be 19 ft. 11 in.

But you allow for only 18 tons of ice. Don't overlook the fact that the space to be cooled will be larger after tearing out the present side bunker and that more goods will be put in for cooling. Assuming that you have to provide for only three summer months, this allows an average of only 2800 pounds a week for meltage, without considering the meltage during the storage period from winter until summer. This should be considered in case your bunker is filled in winter. Also the space above the ice must be considered, as the ice lowers when melting. Your allowance may be enough, but you will have to have good insulation in walls and window, and a tight-fitting door.

We do not consider this way of building an ice box practical. It is much better to store the ice, covered with sawdust, in an ordinary ice house, and fill the ice box in your market as often as necessary.

**OAK AND ALDER FOR SMOKING**

Question.—M. V. writes: "I am about to build a smokehouse, but am worried about fuel. Hickory is out of the question. I would have to ship it in from great distances and that would run up the cost too much. There is a lot of oak in this vicinity; would that be satisfactory for ham, bacon and sausage? Is alder fit to use?"

Answer. — Thoroughly seasoned or dried, oak is among the best of smokehouse fuels. It burns slowly and produces a normal smoke flavor. But green or damp oak, chips or sawdust, causes a flavor resembling carbolic acid. If you use it, do not dampen the wood or sawdust to make it burn more slowly; that result is best effected in sawdust by trampling it out in a thin layer on the smokehouse floor.

Alder, particularly the usual brush form, can hardly be classed as smokehouse fuel. In hardness, it can be compared with peach-orchard prunings, in B. Heller & Co's table of smokehouse fuels. When dry, it would be difficult to prevent its flaring up, and moist or green wood is never to be recommended.

**PERILS OF THE APPLE WORM**

"Bobby, when you are eating those apples, watch out for the worms."

"When I am eating apples the worms have got to watch out for themselves."

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B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
WANTED AND FOR SALE

FREE ADVERTISING:—We place this space at the disposal of our customers and other friends absolutely free of all cost. If you desire an employe to fill any position, or if you are an employe and want to change your employment, you are invited to state your wants in these columns free of charge. If you wish to buy, sell or trade a business, a plant of machinery, or any part of your plant—advertise it in this space without cost to you. Let us help find the right employe, or aid in getting a better position for the worker. Any reputable advertisement inserted free of charge. Consider that this space belongs to you, and use it freely. It can help you. Forms close 45 days before date of issue.

Address all communications to B. Heller & Co., Chicago, U. S. A.

MARKETS FOR SALE

Ill.—Grocery & Mkt. for sale in city of 15,000. Est. 25 yrs. Will sell or lease building to suit purchaser. Brick bldg. 60 x 30. 10-rm. flat above. Large room in rear for storage and garage. Store is fully equipped and in good shape throughout. B. Heller & Co., Attn. of W. H. P.

Ind.—Mkt. for sale in medium-sized town. Best location. Doing about $1,200 week, not at cut prices. Rent only $75.00 per Mo. Stock & fixtures will invoice about $5,000. Store is thoroughly equipped. Poor health is only reason for selling. B. Heller & Co., Attn. of G. H. X.

Iowa.—Mkt. in town of 1200 pop., in farming & stock district. Only 2 other stores in town sell meat. Does over $1,000 week. Wants $1,500 down and $1,000 in reasonable terms. Equipment: 8 x 8 cooler, ice machine, 8-ft. cooler case. Elec. slicer, grinder, & cash register. Also steel safe, desk and all necessary tools. Owner wishes to retire. B. Heller & Co., Attn. of J. B. K.

Iowa.—A-1 modern meat market, beside Mississippi River, in town of 30,000. Good location in residence district. Equipment includes: 2-ton elec. ice machine, ice box—10 x 14, solid oak and tile front. Hobart-Freeman Freeser Counter, automatic elec. engine control; elec. slicer, grinder, cash register, scales, blocks, and all necessary equipment for first-class market. Good brick bldg. Rent $55. per mo. B. Heller & Co., Attn. of A. D. G.

Mich.—Mkt. for sale in summer resort town, engaged chiefly in farming and dairying. Cash business. Very little competition. Does $500 week. Rent $20.00 per mo. for shop 20 x 50 ft. Wants to sell for cash. Equipment includes: ice box, counters, meat slicer, grinder, scales, show cases, meat racks, meat blocks, register, etc. Owner is 40 yrs. old and is sickly. B. Heller & Co., Attn. of D. R.

Minn.—Mkt. for sale in town of 326 pop. in southern part of state—farming district. Thoroughly equipped incl. Brunswick ice machine, 10-ft. display case, 12 ft. Hussman counter, computing scale, slicing machine, stuffer, Hobart elec. grinder, shelving, racks, and all necessary tools. Mkt. is doing around $18,000 yr. No competition to speak of. Rent $30 mo. Will sell for $2,800 without invoice. B. Heller & Co., Attn. of F. D.


Ohio.—Mkt. for sale in small town near canning factory. Good farm community. Building and equipment go for cash—cheap. Owner wants to go on farm. B. Heller & Co., Attn. of L. C. P.

Okla.—A-1 meat mkt. for sale in small town. Equipped with everything necessary to run good mkt. Electric refrigeration in all cases and cooler. Will take a good car in trade and cash or easy payments to balance. B. Heller & Co., Attn. of Z. L. P.

Wis.—First-class up-to-date meat mkt. for sale in town of 10,000 pop. Fully equipped. Reason for selling—owner wishes to retire. B. Heller & Co., Attn. of F. A. G.

Wis.—Meat Market for sale very cheap in town of 3,000 pop. Good business; rent very cheap. All necessary

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
back room and front room fixtures. Have been in business 20 yrs. and wish to retire. Good chance for 2 ambitious young men. B. Heller & Co., Attn. of C. A. D.

SAUSAGE FACTORY FOR SALE

Sausage factory in town of 35,000 population. Patronized by butchers and sausage makers in vicinity. Does from $300 to $500 per week. Owns building. Wants $2,800 cash and mortgage to balance; poor health only reason for selling. B. Heller & Co., Attn. of C. A. D.

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Sausage factory in town of 35,000 population. Patronized by butchers and sausage makers in vicinity. Does from $300 to $500 per week. Owns building. Wants $2,800 cash and mortgage to balance; poor health only reason for selling. B. Heller & Co., Attn. of C. A. D.

EQUIPMENT FOR SALE

Butcher in Illinois has following equipment for sale:

1—power ice chipper,
1—No. 5 Boss silent cutter (knives were ground only once),
1—250-lb. mixer,
1—power grinder—No. 51,
2—60-gal. Fire kettles,
1—100-gal. lard press,
1—tile oven, 4 x 5 x 5 1/2 high,
1—56-lb. hand stuffer,
1—Cutting bench,
And all the belts and shaftings to make up an up-to-date sausage factory. B. Heller & Co., Attn. of F. B. W.

1—Mckaskey Credit Register in fire-proof cabinet—120 accounts but more can be added. As good as new. Will sell for $75.00.

Cashier's office, 5 ft. front, 7 ft. high, 4 ft. wide, oak, opalite tile trim, with revolving high desk chair of oak; all good as new; Illinois. B. Heller & Co., Attn. of H. A.

Complete sausage mfg. equipment for small sausage factory, or large butcher shop. Will sell all or part.
1—No. 51 Enterprise Grinder with 7 new knives and plates,
1—27" Boss silent cutter,
1—150-lb. Day mixer (Dump),
1—small boiler,
1—75 steam jacket kettle,
1—hydraulic lard press,
1—35-lb. horizontal stuffer,
Belting, shaft, hangers, and pulleys to fit all above machines, and a 6-lb. pulley on 1800 R.P.M. motor.

2—sausage benches,
1—80-gal. lard agitator,
2—sheet-iron doors, and a few minced ham forms.
B. Heller & Co., Attn. of H. M.

Packing Co. in Alabama has a small Buffalo Silent cutter for sale. Belt driven, and has only been used a few times. Will take $100 for it. B. Heller & Co., Attn. of A. P. C.

Machinery for sale. Cooler, fifteen feet wide, eighteen feet long, eleven feet high with coils, complete set. Coils about two years old. Cooler nine years old. In good condition. Four service windows, two entrance doors. Reasonably priced. Also two refrigerator counters with coils, one eight foot, one ten foot. At a bargain. Located in Wisconsin. B. Heller & Co., Attn. K. G.

PARTNER WANTED

Half-interest for sale in going business. Fully-equipped market, with sausage kitchen, etc. Good demand for home-made hams and bacon. Very little competition. B. Heller & Co., Attn. of R. A.

MARKETS WANTED

Wants to buy or rent market in town in Illinois or further south. Give full details, including price, terms, population, sales, reason for selling or renting, etc. B. Heller & Co., Attn. of C. M.

Wants to rent market—building and fixtures. Give full details, including location, equipment, terms, etc. B. Heller & Co., Attn. of H. E. H.

Market wanted by experienced butcher who is now in the west. Please give full details in first letter, including best terms, reason for selling, sales, equipment, and general description. B. Heller & Co., Attn. of J. S.

EQUIPMENT WANTED

Man in Iowa wants a good second-hand mixer; 100 lb. capacity. Give description and terms in first letter. B. Heller & Co., Attn. of P. E.

Wanted: A good second-hand silent cutter, about 50-lb. capacity. Must be in good working order. Please give full details in first letter. B. Heller & Co., Attn. of H. & H.

Company in Montana wants a Steam Jacketed rendering kettle, about 100 lb. capacity. Would prefer Murry make. B. Heller & Co., Attn. of W. F. J.

Wanted: A good, used Peerless Meat & bone cutter; electric saw, without motor. B. Heller & Co., Attn. of G. J. L.

Wanted: A good second-hand Sauer Kraut cutter that will cut from 200 to 400 heads an hour. Please give complete description, and best terms in first letter. B. Heller & Co., Attn. of D. I. X.
POSITIONS WANTED

All around butcher who is capable of doing all kinds of meat work would like position as manager or meat cutter in small town. Young married man, with good habits. Reference furnished. B. Heller & Co., Attn. of J. Z. W.

All-around cutter and counter man: has had several years' experience with reliable concerns; and can furnish best of references. Wants work in the west or southwest. B. Heller & Co., Attn. of C. R. G.

Butcher and all-around workman: (A-1) Has had several years' practical experience, and can handle any class of work. Good manners and habits. B. Heller & Co., Attn. of C. C. C.

Grocery clerk and meat cutter: Six years' experience; can furnish best of references. 41 years old, married, and good worker. Operated grocery and market of his own for over 6 years. B. Heller & Co., Attn. of R. X. R.

Meat cutter and grocer man: (A-1) has had several years' experience. Good at making sausage and poultry dressing. Married man of very good habits and can give very good references. Prefer small town in New York State. B. Heller & Co., Attn. of X. Y. Z.

Packing house operations expert and efficiency man: has spent many years with such well-known firms as Morris & Armour. Has worked as superintendent in small plants. Is also familiar with packing-house mechanics. Has no immediate prospects in mind. B. Heller & Co., Attn. of J. J. M.

Sausage maker: has had 16 years' experience. Can handle any sized plant. 32 years old, unmarried and expects $65.00 per week to start. B. Heller & Co., Attn. of M. R. Z.


Sausage Maker: (Expert) Young man, 31 years old can handle any job in meat line. Was raised in meat busi-
ness. 16 years' experience as all-around sausage maker. Has held position number of years every place he worked. Can manufacture from 22 to 26,000 lbs. of sausage daily. Will go anywhere. Best of references. B. Heller & Co., Attn. of A. H. R.

Sausage maker: Expert on chopper, and grinder. 17 years' experience—13 years in Germany as a sausage maker, and the last 4 years, in this country. All-around man. Married, and can furnish good references. Learned sausage trade right in Germany. B. Heller & Co., Attn. of Z. K.

Sausage maker or assistant: Thirteen years' experience in modern plants and packing houses. Will take any job in meat line. Was laid off only because of general depression. Good worker. B. Heller & Co., Attn. of E. K. M.

Sausage maker and stuffer: (Expert) Has worked steady for well-known Indiana packing plants, and was let go only because of poor business. Is steady worker and will go anywhere, but must find work. Can furnish A-I references. B. Heller & Co., Attn. of H. H.

Sausage maker or working foreman in sausage kitchen of small plant. 42 years old, married, steady, reliable, good worker, is an expert on first-class sausage, but experienced in all kinds; references: will go anywhere. B. Heller & Co., Attn. of G. F. B.


HELP WANTED

Wanted: 2 experienced men for smoking sausage of all kinds, also boning and stuffing. State salary. B. Heller & Co., Attn. of G. P. E.

Wanted: A thoroughly experienced and reliable meat cutter capable of taking complete charge of one man shop. We want a man able to cut a profit out of meat without slipping it over on the customer. Located in New Mexico. Give full particulars in first letter. B. Heller & Co., Attn. of T. G. S.

B. HELLER & COMPANY, MFG. CHEMISTS, CHICAGO, U. S. A.
WHOLESALE NET PRICE LIST
OCTOBER 1931

“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

PRICES NOT FOR WASH., ORE., CAL., OR IDAHO

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.

| 15-pound Trial Cases | $0.28 |
| 25-pound cases       | .26   |
| 50-pound cases       | .25   |
| 100-pound cases      | .24 ½ |

Write for Prices on Larger Quantities in Bulk

MOMSIE-MIX
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 Lb.

| Trial case, 15 one-lb. packages | $0.23 |
| ½ case, 25 one-lb. packages     | .22  |
| ¼ case, 50 one-lb. packages     | .21  |
| 1 case, 100 one-lb. packages    | .20  |
| 2 to 5 case shipment, 100 one-lb. packages in each | .19 |
| ½ barrel, 200 lbs.              | .18  |
| 1 barrel, 400 lbs.              | .17 ½ |
SUCCESS WITH MEAT

ZANZIBAR-BRAND

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

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

Dixie Special Pork Sausage
English Breakfast Pork Sausage
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

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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
1/2-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. cans, per lb..................... 1.00
1/2-dozen 1-lb. cans, per lb.................. .85
1-dozen 1-lb. cans, per lb.................... .80
2-dozen 1-lb. cans, per lb.................... .75
Single 5-lb. cans, per lb..................... .75
1/2-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 it is impossible to obtain by any other means. We guarantee this seasoning to give satisfaction.

PRICES

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<th>Quantity</th>
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<tr>
<td>1 1/2-oz. cans (15c sellers) per dozen</td>
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<tr>
<td>1 1/2-lb. cans, each</td>
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<td>1/2-dozen 1 1/2-lb. cans</td>
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</tr>
<tr>
<td>1 doz. 1 1/2-lb. cans</td>
<td>$10.00</td>
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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

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-lb. cans</td>
<td>$0.70</td>
</tr>
<tr>
<td>25-lb. cans</td>
<td>$0.63</td>
</tr>
<tr>
<td>5-lb. cans</td>
<td>.65</td>
</tr>
<tr>
<td>50-lb. cans</td>
<td>.62</td>
</tr>
<tr>
<td>10-lb. cans</td>
<td>.64</td>
</tr>
<tr>
<td>100-lb. cans</td>
<td>.61</td>
</tr>
<tr>
<td>Barrels, 250 pounds</td>
<td>.60</td>
</tr>
</tbody>
</table>

“HELLER PAYS THE FREIGHT”
### Zanzibar Carbon Brand
**Reg. U. S. Pat. Off.**

**CASING BROWN MIXTURE**

A Color for Smoked Sausage Casings

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

**PRICES** Per Lb.

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

### Zanzibar Carbon Brand
**Reg. U. S. Pat. Off.**

**CASING YELLOW MIXTURE**

A Color for Liver Sausage Casings

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

**PRICES** Per Lb.

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

### COLD STORINE

**Reg. U. S. Pat. Off.**

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

**PRICES** Per Lb.

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-lb. Special Trial case</td>
<td>$0.38</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>0.37</td>
</tr>
<tr>
<td>½-case, 50 1-lb. cartons</td>
<td>0.36</td>
</tr>
<tr>
<td>1 case, 100-lb. cartons</td>
<td>0.35</td>
</tr>
<tr>
<td>½-barrel, 250 pounds</td>
<td>0.28</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>0.26</td>
</tr>
<tr>
<td>6-barrel contracts (2 bbls. delivered at one time)</td>
<td>0.25</td>
</tr>
</tbody>
</table>

---

### KONSERVIRUNG SALT (White)

**Trade Mark Registered**

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

**PRICES** Per Lb.

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 1-pound cartons, in case</td>
<td>$0.38</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>0.36</td>
</tr>
<tr>
<td>½-case, 50 1-lb. cartons</td>
<td>0.35</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>0.34</td>
</tr>
<tr>
<td>½-barrel, 250 pounds</td>
<td>0.30</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>0.28</td>
</tr>
</tbody>
</table>

### KONSERVIRUNG SALT (Red)

**Trade Mark Registered**

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

**PRICES** Per Lb.

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 1-pound cartons, in case</td>
<td>$0.38</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>0.36</td>
</tr>
<tr>
<td>½-case, 50 1-lb. cartons</td>
<td>0.35</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>0.34</td>
</tr>
<tr>
<td>½-barrel, 250 pounds</td>
<td>0.30</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>0.28</td>
</tr>
</tbody>
</table>

### "A" CONDIMENTINE

**Reg. U. S. Pat. Off.**

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

**PRICES** Per Lb.

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-lb. Special trial case</td>
<td>$0.30</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>0.29</td>
</tr>
<tr>
<td>½-case, 50 1-lb. cartons</td>
<td>0.28</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>0.27</td>
</tr>
<tr>
<td>½-barrel, 200 pounds</td>
<td>0.24</td>
</tr>
<tr>
<td>1 barrel, 400 pounds</td>
<td>0.23</td>
</tr>
<tr>
<td>5-barrel contracts (1 bbl. delivered at one time)</td>
<td>0.22</td>
</tr>
</tbody>
</table>

### "B" CONDIMENTINE

**Reg. U. S. Pat. Off.**

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

**PRICES** Per Lb.

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-pound Special Trial cases</td>
<td>$0.30</td>
</tr>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>0.29</td>
</tr>
<tr>
<td>½-case, 50 1-lb. cartons</td>
<td>0.28</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>0.27</td>
</tr>
<tr>
<td>½-barrel, 200 pounds</td>
<td>0.24</td>
</tr>
<tr>
<td>1 barrel, 400 pounds</td>
<td>0.23</td>
</tr>
<tr>
<td>5-barrel contracts (1 bbl. delivered at one time)</td>
<td>0.22</td>
</tr>
</tbody>
</table>

---

**"HELLER PAYS THE FREIGHT"**
### ASEPTIFUME

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

**PRICES**

<table>
<thead>
<tr>
<th>Quantities</th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>5-pound cans</td>
<td>$0.85</td>
</tr>
<tr>
<td>6 5-pound cans</td>
<td>.83</td>
</tr>
<tr>
<td>12 5-pound cans</td>
<td>.81</td>
</tr>
<tr>
<td>24 5-pound cans</td>
<td>.79</td>
</tr>
</tbody>
</table>

**BULK**

<table>
<thead>
<tr>
<th>Quantities</th>
<th>Per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td>25-pound pails</td>
<td>$0.71</td>
</tr>
<tr>
<td>50-pound pails</td>
<td>.70</td>
</tr>
<tr>
<td>100-pound kegs</td>
<td>.69</td>
</tr>
<tr>
<td>200-pound half-barrels</td>
<td>.68</td>
</tr>
<tr>
<td>500-pound barrels</td>
<td>.67</td>
</tr>
</tbody>
</table>

### CURRY POWDER

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

**PRICES**

<table>
<thead>
<tr>
<th>Quantities</th>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>6-lb. cans</td>
<td>$0.70</td>
</tr>
<tr>
<td>10-lb. cans</td>
<td>.67</td>
</tr>
<tr>
<td>25-lb. cans</td>
<td>.64</td>
</tr>
<tr>
<td>50-lb. cans</td>
<td>.62</td>
</tr>
<tr>
<td>100-lb. cans</td>
<td>.60</td>
</tr>
<tr>
<td>250-lb. barrels</td>
<td>.58</td>
</tr>
</tbody>
</table>

### CHILE POWDER

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

**PRICES**

<table>
<thead>
<tr>
<th>Quantities</th>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>6-lb. cans</td>
<td>$0.73</td>
</tr>
<tr>
<td>10-lb. cans</td>
<td>.71</td>
</tr>
<tr>
<td>25-lb. cans</td>
<td>.69</td>
</tr>
<tr>
<td>50-lb. cans</td>
<td>.67</td>
</tr>
<tr>
<td>100-lb. cans</td>
<td>.65</td>
</tr>
<tr>
<td>225-lb. drums</td>
<td>.63</td>
</tr>
</tbody>
</table>

### HOG-SCALD

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

**PRICES**

<table>
<thead>
<tr>
<th>Quantities</th>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 10-pound can</td>
<td>$0.28</td>
</tr>
<tr>
<td>½ case (½ doz. 10-lb. cans)</td>
<td>.26</td>
</tr>
<tr>
<td>1 case (1 doz. 10-lb. cans)</td>
<td>.25</td>
</tr>
<tr>
<td>2 cases (1 doz. 10-lb. cans)</td>
<td>.24</td>
</tr>
<tr>
<td>3 cases (1 doz. 10-lb. cans)</td>
<td>.23</td>
</tr>
</tbody>
</table>

### SAVORY JELL-JELL

Produces a Delicious Jell for Filling in Meat Preparations

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

**PRICES**

<table>
<thead>
<tr>
<th>Quantities</th>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>5-pound cans</td>
<td>$1.50</td>
</tr>
<tr>
<td>10-pound cans</td>
<td>1.48</td>
</tr>
<tr>
<td>25-pound cans</td>
<td>1.47</td>
</tr>
<tr>
<td>50-pound cans</td>
<td>1.46</td>
</tr>
<tr>
<td>100-pound cans</td>
<td>1.45</td>
</tr>
</tbody>
</table>

### 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**

<table>
<thead>
<tr>
<th>Quantities</th>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-pound Special Trial cases</td>
<td>$0.38</td>
</tr>
<tr>
<td>¼ case (25 1-lb. cartons in case)</td>
<td>.36</td>
</tr>
<tr>
<td>¼ case (50 1-lb. cartons in case)</td>
<td>.35</td>
</tr>
<tr>
<td>1 case (100 1-lb. cartons in case)</td>
<td>.34</td>
</tr>
<tr>
<td>3 cases (50 1-lb. cartons in case)</td>
<td>.33</td>
</tr>
<tr>
<td>½ barrels (275 lbs.)</td>
<td>.31</td>
</tr>
</tbody>
</table>

### HAM-ROLL-INE

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**

<table>
<thead>
<tr>
<th>Quantities</th>
<th>Per Lb.</th>
</tr>
</thead>
<tbody>
<tr>
<td>¼-case, 25 1-lb. cartons</td>
<td>$0.37</td>
</tr>
<tr>
<td>½-case, 50 1-lb. cartons</td>
<td>.36</td>
</tr>
<tr>
<td>1 case, 100 1-lb. cartons</td>
<td>.35</td>
</tr>
<tr>
<td>¼-barrel, 250 pounds</td>
<td>.30</td>
</tr>
<tr>
<td>1 barrel, 500 pounds</td>
<td>.29</td>
</tr>
<tr>
<td>5-barrel contracts (1 bbl. delivered at a time)</td>
<td>.28</td>
</tr>
</tbody>
</table>

“HELLER PAYS THE FREIGHT”
SUCCESS WITH MEAT

Zanzibar-Brand

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

HYDROMETERS
SALOMETERS
For Testing The Strength of Brine

The accurate way to determine the strength of brine is by the use of a reliable Hydrometer. This Hydrometer is extremely convenient, as it contains a special 100 degree scale. These Hydrometers are carefully tested in our Laboratories before being shipped and our certificate of correctness is affixed to each instrument. It is as important to know that the Hydrometer is correct as it is to have one at all.

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

ELIMINATE ALL GUESS WORK
BY USING OUR

COOKING THERMOMETERS

For Packers, Sausage Makers and Butchers

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

Another feature is the special scale printed right alongside degree scale, which shows the proper temperature for cooking Bologna, Hams, Frankfurts, 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
  - 1/4 dozen to box: $8.00
  - 1/2 dozen to box: $15.50
  - 1 dozen to box: $30.00

TANALINE
For Tanning Skins into Furs

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

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

RAT & 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
- Per Doz.
  - 1/4 dozen 1-pound cans: $3.75
  - 1/2 dozen 1-pound cans: $6.50
  - 1 dozen 1-pound cans: $10.00

“HELLER PAYS THE FREIGHT”
SUCCESS WITH MEAT

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

PRICES Per Gal.
1 gallon can ................................ $ 2.50
1/2 dozen 1-gallon cans .................. 10.00
1 dozen 1-gallon cans ................. 20.00

COMPRESSED AIR SPRAYER
Especially designed for applying Sanitary Fluid, Fly Killer, Bug Killer, and other liquid disinfectants, germicides, deodorants, and insecticides. It is well constructed and durable. It throws a forceful uniform, fog-like mist which penetrates into corners, cracks, and crevices. It is simple to operate and works thoroughly and with little effort. Only a few minutes is required to spray a room thoroughly if this atomizer is used.

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

$1000.00 GUARANTEED FLY KILLER
$1000.00 Guaranteed Fly Killer destroys flies, gnats and mosquitoes. It is easy to apply. A hand sprayer which makes a fine mist should be used. Every butcher knows his customers appreciate a market free from buzzing, filthy flies, hovering over the meats, and spreading disease.

PRICES
1 gallon can ........................................... $ 3.00
1/2 dozen gallon cans ...................... 12.00
1 dozen gallon cans ..................... 24.00

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

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

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

PRICES Per Lb.
1/4 case (1 1/2 doz. 2 1/2-lb. packages)..... $0.11 1/2
1 case (3 doz. 2 1/2-lb. packages) .......... .10 1/2
1 drum (320 lb.) ................................ .08 1/2

$1000.00 GUARANTEED Ozo Waste Pipe Opener
It dissolves scum and grease in stopped-up sinks, ice box drain pipes, sewers and water closets, opens them in a few minutes, and ends the trouble. Keep it at hand to use when necessary.

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

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

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

MALABOZA 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
1 quart can ............................................. $ 1.50
1/2 dozen quart cans ...................... 8.10
1 dozen 1 quart cans, per dozen ...... 15.00

"HELLER PAYS THE FREIGHT"
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**

- Less than 10 pkgs. in 5-lb. cartons... $0.08 3/4
- 1 case (10 5-lb. cartons).............. .08 1/2
- 1 case (20 5-lb. cartons)............ .08
- 1 drum (125 lbs.).................... .06 3/4
- 1 barrel (300 lbs.)................... .06

- 5-bbl. lots, delivered 1 bbl. at a time $0.05 3/4
- 10-bbl. lots, delivered 2 bbls. at a time .05 1/4
- 24-bbl. lots, delivered 3 bbls. at a time .05 1/4
- 48-bbl. lots, delivered 4 bbls. at a time .05
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.