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## FOR PURCHASING DEPARTMENTS

### SNOWFLAKE COOKING OIL A SUCCESS.

About a year ago the Kentucky Refining Company, Louisville, Ky., began a carefully planned and systematic campaign of education, by mail and through its representatives, among the cooking and baking fraternity of the United States. Its purpose was to introduce to the trade the company's Snowflake White Cooking Oil. Thousands of dollars were spent on sample gallons of Snowflake oil alone. These sample cans have been distributed to hotels, restaurants and bakeries in many cities, entirely free of cost to the users. The Kentucky Refining Company evidently felt so confident of the high quality of its product that it was willing to gamble to a very large extent on the results.

And the results seem to prove that the company was perfectly justified in taking the risk. With few exceptions, all the thousands of people who received a free sample of Snowflake oil came right back with an order for more, and practically all of them are now regular and enthusiastic users of Snowflake. In several of the large cities there were not more than one or two exceptions to the rule. When you stop and think about it, this is a pretty large and important fact, without any "ifs" and "buts" about it. Here is an immense army of cooks and bakers all over the country converted to the use of Snowflake oil simply by a trial. It looks as though there is no room left for any doubt about the positive merits of Snowflake cooking oil.

The unqualified success and popularity achieved by this one product of the Kentucky Refining Company would seem to argue similar excellence in the entire list of its products, which include the following: "Snowflake," a choice summer white oil; "Eclipse," a choice butter oil; "Standard," an extra butter oil; "Delmonico," a choice summer yellow oil; "Apex," a prime summer white oil; "Hulme," a choice winter white oil; "Nonpareil," a choice summer white oil; "White Daisy," a prime summer white oil, and "Excelsior," a summer white soap oil. The Kentucky Refining Company began the manufacture of cottonseed oil over twenty-five years ago. To-day the concern is one of the largest and most important factors in this business in the world.

### MEAT MEN'S MODERN METHODS.

The Heller Chemical Company, of Chicago and New York has issued the second edition of its booklet entitled "Meat Men's Modern Methods," which contains descriptive matter concerning the long list of packers' and sausagemakers' chemicals and other preparations used in the trade. The booklet has been revised and brought up to date and contains a lot of valuable information in a nutshell for the packer, the meat curer, sausagemaker, etc. Among the preparations illustrated and described are Iceine; Hamburger lard bleacher; Ceylon cola smoke color; carnaline, red and white Hamburger konservirungs salz; scaldine, bull beef binder, minced garlic, rindo, and a long line of preservatives, disinfectants and makers' materials. Accompanying these descriptions are testimonials from customers who have

given them practical tests and long usage. The booklet may be had upon application to the Heller Chemical Company at either the Chicago or New York offices.

### SMOKEHOUSE EQUIPMENT CONTRACTS.

Gehret Brothers, the big wire and iron work manufacturers of Bridgeport, Montgomery county, Pa., have lately taken several very extensive contracts for packinghouse equipment. They have been making a specialty of the manufacture of packinghouse appliances and equipment and their work has stood the test so well that the calls on them have been very heavy. Gehret's smokehouse doors have been especially well liked, as have their ham carriages and other provision house equipment.

This firm has taken the contract to equip the new \$25,000 plant of the Arbogast & Bastian Packing Company, Allentown, Pa.,



CHARLES A. GEHRET.

with complete smokehouse equipment, including 39 of the patent Gehret doors, the floors for the smokehouses, ham carriages and half smoke racks. These doors, carriages, etc., were recently illustrated and described in The National Provisioner. Gehret Brothers also have the contract for equipping the new \$40,000 plant of Charles B. Medford at Philadelphia, which will be one of the most complete of its kind in the East.

Charles A. Gehret, the head of the concern, is a pioneer in the designing and manufac-

ture of iron and wire work, and has made a name for himself in a long line of structural and builders' iron work designing, as well as in wire work. His experience runs back for two decades, and one of the elements of his success has been his willingness always to put his experience at the disposal of his customers in the designing and making of special equipment for special needs.

### STURTEVANT GAS "BOOSTERS."

The B. F. Sturtevant Company, Boston, Mass., has for some years been installing gas exhausters of a special type designed to serve as "boosters" for locally increasing the pressure of gas to meet specific requirements. This simple and absolutely reliable device may be readily introduced wherever needed, and at an expense which is but a mere fraction of that necessary to secure increased pressure by any other means. The light obtained with any style of burner is perfectly steady, even if connected close to the outlet of the exhauster. In fact, it is impossible to distinguish any difference between a light so connected and one fed from the pipes at regular holder pressure. By means of the booster it is moreover a simple matter to instantly change the pressure through a wide range to meet any possible conditions.

Manifestly, this method of pressure boosting is almost invaluable in localities where low lying districts fail to get sufficient pressure. It will readily overcome the resistance imposed by frost in the pipes. In large buildings or manufacturing plants the pressure may be increased to overcome the effect of small pipes or to supply gas furnaces, brazing tools, laundry mangles and the like. In the laboratory as well as in the shop it simplifies the problem of employing gas as fuel, which is ever widening its field of usefulness.

For permanent work the exhauster may be driven by a belt from a motor or line shaft, but when the pressures required are not too high, direct-connected electric motors may be used to advantage. Further details are given in bulletin No. 126, recently published by the above named company.

### INSULATING REFRIGERATOR CARS.

The National Car Lines are building one hundred new refrigerator cars at their own shops. Neponset Insulating Paper and Paroid Sill Covers, made by F. W. Bird & Son, East Walpole, Mass., and Chicago, are being used.

## DIXON'S PIPE-JOINT COMPOUND

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