

Canning Food Products at a Profit

How the Farm Woman Can Make "More Money in 1922" by Preserving Food Products for Home Use and for Sale

I.—Serving Dinners Every Thursday

IN MIDDLE life the husband of a once prosperous woman died suddenly, leaving her with two daughters just entering high school, several small children and absolutely no means beyond a half-paid for farm of 40 acres about a mile or more from town. She saw the former owner and offered him a clean deed to 30 acres for the house and 10 acres. He accepted. Then she started in to make every bit of that 10 acres pay.

Let her tell her story herself. "People always had liked my chicken pies, chowders and baked beans at church suppers so I wrote to my friends and friend's friends and told them I was prepared to serve these three things on Thursday, their cook's day out. I told them that the first Thursday of the month I would serve chicken pie, the second fish chowder, the third fried chicken and the fourth baked beans. They were to tell me the day before if they intended to come.

"I never dreamed of such success as I had from the start. With the one dish of the day I served homemade pickles, bread, butter and a salad.

"It was my intention to increase my menu as soon as I got my little farm producing but though I began eleven years ago I have adhered to my original menu using everything I raise. What I do not use fresh on the table I can and use later. I give them really good home dinners and each eats all he wants of everything. I consider much of my success due to my canning.

"I said I never dreamed of such success but some people would not call it success. I do, because I have given my children a good education and have brought them up to be honest, industrious and affectionate."

II.—Planting Neighbors' Gardens

GREEN things growing has always been my hobby so when I married I sometimes postponed the dusting for the great outdoors. I have made my hobby profitable for I go up and down the country planting my neighbors gardens. They have the soil ready and I put in seeds and plants of my own raising. I feel that it has been worth while for four reasons: (1) I have been of needed financial aid in my own home, (2) I have made good gardens popular for miles around, (3) I have taught hundreds of people how to can vegetables and fruit when there was no home agent to do it, and (4) I have helped many people to exchange or to develop a market. It took me two years to get a fair business and four to become established but it has been worth it.

III.—The First Steps

"BEGIN many generations back" say our philosophers. So it is with the living at home problem. The first step to success is taken when the mother and father interest the boys in raising sheep, pigs and chickens, a garden full of wonderful juicy, succulent vegetables and berries, and an orchard with every fruit suitable to the climate. Not only should the father, mother and each child be interested in the garden, orchard, and animals, but they should feel that to eat everything from the earliest asparagus and strawberries on through the winter lettuce means added health and prosperity. Moreover the sense of responsibility in the boy as a provider should be just as active toward vegetables from the garden as from tins from a grocer's shelves.

IV.—The Woman's Part

THE second step to success is to seize opportunity. Perhaps a few new families have moved into the neighboring town and one of the type is willing to pay for early radishes, February headed lettuce, and other especially delicious variety of anything raised on the farm from rabbits to cheese, then

the thing to do is to supply the market and create more. Suppose you do have to buy a few hothouse frames or go to extra trouble.

The great thing in any circumstances, whether town or country, is to sum up accurately your circumstances and your talents and discover a new way in which they can be used. A way that nobody else in your neighborhood has thought of. If you have a talent, keep your eyes open for a possible place in which that talent can be used. If you have no special talent, consider your circumstances and see whether there is not some real need of the community that you can convert to a veritable advantage.

Here is the story of a woman who turned her handicap into opportunity. She saw her chance and, courage, persistence, and good work did the rest.

"My husband, five children and myself live on a farm many miles from a town or railroad and we have great difficulty in marketing anything we can make.

"Now my husband is a good man but he was a little spoilt in the raising. Moreover the young folks of the country round were rough and I began to worry about my children having to associate with them a few years hence.

"Very few young people are bad, they are just heedless and want something to do. So I opened up my house every Saturday at from 6 p. m. to 11 p. m., for the young folks or anyone else who wished to come. We had games, music and such and I sold homemade cakes, ice cream and candies, fruit, tea, lemonade and chocolate and sometimes such things as small individual chicken pies.

"We had to get our ice and fresh fruit from town a hundred miles away only once a week. I took in, the four Saturdays of the first month \$87 and cleared \$32. The best pay has been in seeing the young people lose their rowdy manners. Some of the roughest at first are the cleanest now.

"I attribute my success to the music, to making the food myself and seeing that it is well served always having a stock on hand on my big shelves of home-canned stuff, and in being reasonable in my charges."

V.—Keeping the Food

SALTED Snaps and other vegetables, cucumbers brined for pickling find a market.

Dried fruit, for sauces, dried carrots, okra, etc., for soups, are desired by restaurants.

Fruit juices are popular.

Jams, jellies are good or bad according to the maker's care and knowledge.

Marmalades and fruit butters are good if carefully and uniformly prepared.

Canned goods and preserves need be whole, clear and beautiful as must exhibition goods.

The local fair is an excellent means of advertising and of making a limited amount of money. It should not be neglected.

VI.—Other Kinds of Refreshments

SALLY SMITH lived on the edge of a college town but had to leave college and earn her own living when in her third year. She and her mother knew the love of the college girls for chafing dish suppers, so the mother grew most of the products and Sally converted them into patty shells, chicken ready for creaming and putting into them, tarts, cake, doughnuts, bread-rolls, meat loaf, and salads and all kinds of canned goods in half pint glass jars.

Dora Atkins had to leave college too but she lived several miles from a boys' college. Every day at 3:30 o'clock, she appeared there with hot beef sandwiches, cold ham ones, generous slices of cake, and on cold days, chocolate. She also got up lunches for picnics, most of the foods being canned ready to be opened, heated and eaten.

A dainty Miss Bonnie Fletcher was artistic and her mother was a good canner. Between them they worked a beautiful plan. The daughter kept flowers in the church for the privilege of keeping a supply for sale in the church pantry.

An old lady subscriber lived on a farm where currants and gooseberries thrive. She is now 83 but when 75 she began making currant jelly and har-le-duc. As you know, the latter is made of gooseberries and honey. The first year she bought the honey, the next years she raised it herself.

VII.—A Terrible Secret

AN ARTICLE which Prof. Branson labels "Foodless, Foolish Farmers" tells us the following almost unbelievable facts, that about a third of all our farms have no cows, about a sixth of them have no hogs, two-thirds of them grow no wheat, half have no forage crops, half no sweet potatoes, three-quarters no Irish ones, and that one-sixth of our farms have no gardens. Whisper it to yourself alone. It is too astonishing to believe yet they are facts. Remedy it. No people can thrive if those of the land do not even feed themselves. The idea of a Southern woman cooking corn raised in Michigan, peas raised in Maine and potted beef raised in Iowa is preposterous when we have land and opportunity to raise our own and grow prosperous by selling the surplus.

VIII.—The Best Method of Canning

GENERALLY speaking the best method of canning or preserving is that of putting the raw or blanched food in the jar and doing the cooking therein. The exceptions to this that occur to me at the moment are: meat that requires cooking to separate it from the bone, figs that are slightly acid if not parboiled, and strawberries that are tougher if left in sugar several hours and the resulting syrup boiled first.

If ordinary cooking vessels are used, those foods which contain little protein like tomatoes and fruits are cooked once, if much protein as in beans and meat, three times, because sturdy old germs thrive on them and require strenuous treatment. Anyone who

thinks one long treatment as good as three shorter ones does not understand that the first cooking kills the active germs but not the spores or seeds. The second cooking kills the developed spores and the third kills any spores late in developing. Moreover the one long cooking kills vitamins.

To can so that not one jar will be lost, it is necessary to learn just one thing and that is that no food can spoil if government directions are followed absolutely.

On page 4 of the Woman's Reference Special, March 11, are directions for canning in tin and glass. They give the method and time required for killing the germs in the various foods.

IX.—A Warning to Cannors

IF YOU want a grayish complexion, pale eyes, strange and obscure spells of stomach or kidney troubles, just use canning powders. They are an invention of the devil himself. How some people seemingly intelligent, can fail to understand that anything strong enough to kill germs in food is powerful enough to destroy the delicate membranes of the intestines. Why embalm food when it is so easy to can and preserve it and by so doing preserve health, avoid pellagra, keep the children strong and sturdy and fill the pocketbook with extra cash?

X.—The Home Demonstration Agent

THE home demonstration agent is your best friend. Cherish her. If you have none look in the Woman's Reference Special for the name of your state agent and ask her help in getting one. You may not like the hat she wears but why criticize her when the brains under it are used for you. You may not like her voice, but its accents should flow to you as joyful sound for they contain knowledge that you can turn into health and money. You may think she should not smile upon the farm agent. She is human, dear, and if she were not she could not understand your very human problems. Yes, cherish her and heed her and she will make home happier and life richer for you and yours.

A Thrift Sermon

MR. H. A. BELL, of Pilot Point, Texas, Rt. 1, is setting a live-at-home example that may well be followed by many of our farmers who are growing too much cotton and living by the grace of the credit store. Mr. Bell has about 100 acres of sandy land, with 70 acres in cultivation. This year his crop will consist of 16 acres of corn, 10 acres in oats, 10 acres in peanuts, 10 acres to cotton, three acres to sweet potatoes, two acres to Peterita, and a small acreage in peas and cane. He has about seven acres in fruit and berries, and the same acreage in garden and truck crops. The garden will grow Irish potatoes, onions, cabbage, beans, peas, lettuce, cucumbers, radishes, etc.

Mr. Bell's motto is to live at home. He grows all the vegetables he can use during the summer, and a surplus which is put up for the winter by means of the steam pressure canner.

During the past four years he has kept track of the produce sold from the place and what it cost him to grow it. The figures are as follows:

1917—Sold from the farm.....	\$2,781.60
Cost of growing it.....	441.25
Profit	\$2,340.35
1918—Sold from the farm.....	\$1,963.75
Cost of growing crops.....	378.50
Profit	\$1,585.25
1919—Sold from the farm.....	\$1,919.50
Cost of growing.....	362.30
Profit	\$1,557.20
1920—Sold from the farm.....	\$1,766.35
Cost of growing.....	352.00
Profit	\$1,414.35

The above does not represent all that was grown on the Bell farm, but merely the produce sold for cash. Grocery bills were often paid in farm produce. In 1918, only \$36.50 was paid the grocery store in cash. Mr. Bell says his aim is to make all he can to sell, plus a living at home, and buy as little as possible. It would seem that he has succeeded pretty well in doing this, and yet he has lived pretty well.

THE BUSINESS FARMER'S CALENDAR: THINGS TO DO THIS WEEK AND NEXT

PLANT cotton, corn, velvet beans, and Sudan grass as fast as the land can be made ready.

2. The sheep shearing season is on. Remove burs before shearing; keep out straw and trash; don't shear when wet, and remove fleece in one piece.

3. Are you going to raise millions of flies this spring? If not, clean out the stables and every other place where filth has collected. Do this now.

4. Find time now to plant a good patch of watermelons and cantaloupes for home use. Every farmer can provide these.

5. The peg-tooth section or smoothing harrow run over bedded land puts it in fine shape for planting. In case of a packing rain after planting the harrow used again will help bring the cotton up.

6. Plant a patch of Sudan grass or sorghum close to the barn where it can be cut and fed green. Amber and Orange are good early varieties. Japanese or Texas Seeded are good late varieties. The latter makes more forage.