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SUNDAES
ICES & CREAM SODAS
HOW TO MAKE THEM

WHAT THIS BOOK IS ABOUT

The popularity of Sundaes, Ices and Ice Cream Sodas is steadily increasing. The habit of serving ice cream at dinner, in place of sweets, and at various other times and occasions, is growing.

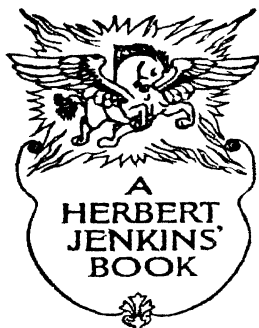
This little book is a complete guide to the making of these delights. It is full of excellent recipes for summer beverages, ice cream sodas, ices, sundaes, frappés, parfaits, etc. There is valuable advice, too, on how to run a soda fountain.

SUNDAES

ICES & CREAM SODAS
HOW TO MAKE THEM

BY
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PREFACE

THIS little volume is an attempt to give my readers the benefit of my twenty years' experience in the manufacture and sale of Ice Cream, twelve of which have been spent in England. If justification were needed for its publication, it will be found in the fact that few books have appeared in this country dealing with the possibilities of the Soda Fountain, and of these only a very small number have been written by men with practical experience on the commercial side. Persons of sterling worth are usually unassuming and retiring in character: so with Ice Cream. It is among the most valuable foods known to mankind, but, nevertheless, does not lend itself to display. Its place is in the cold-room or under the counter, rather than in the shop window. In my opinion, one of the most attractive means by which Ice Cream can be offered to the public is in the form of the Sundae. If variety is the spice of life, then the resources of the Soda Fountain to provide that variety are

endless. In most shops where Ice Cream is sold choice is limited—vanilla always, and sometimes strawberry. Variety of choice will provide a satisfied public and a prosperous industry. The query of the Ice Cream man to his customer should be: "What would you like?"—not "Vanilla and strawberry only." It is sometimes said that the public need only vanilla; frequently the reason is that it knows no better, or that nothing else can be obtained.

The object of this little book is to place the operator of the Soda Fountain in possession of a number of recipes bought at the price of several failures and endless experiments. If, as a result of these recipes, the customers or readers are more satisfied and he himself more prosperous, the labour in compiling them will not have been in vain.

June, 1927.

C. H. BOEGLIN.

SUNDAES
ICES & CREAM SODAS
HOW TO MAKE THEM

THE SUNDAE BOOK

ICE CREAM SODA.

AN Ice Cream Soda is made of Flavour, Ice Cream and Sparkling Soda. There are as many ways of mixing an Ice Cream Soda as there are varieties of flavours.

After trying various methods for a number of years the author recommends the following :

In a soda glass draw about $1\frac{1}{2}$ ozs. (1 tablespoonful equals 1 oz.) of the flavour called for, then add about a teaspoonful of Whipped Cream, then a disher of Ice Cream. A soda spoon should be placed in the glass with the bowl protecting the side of the Ice Cream. The concoction is now ready for the Soda Water. The Carbonated Soda Water should be charged under a pressure of about 125 lbs. of gas. This makes an ideal Soda Water, for the water and gas are thoroughly mixed.

In running the sparkling Soda Water

into the glass, first use the fine stream and manage to direct it into the glass where the spoon rests beside the Ice Cream. This thoroughly mixes the flavour and water, and gets the flavour over the Ice Cream as well as under it. When the glass is about two-thirds full it should be finished off with the coarse stream, and when the glass is full, just use the fine stream a second to raise the foam on the top of the Soda.

The Whipped Cream used in connection with the flavour gives a richness to the Soda, and keeps the "head" from getting flat. It also does away with the necessity of using Soda Foam.

Minnehaha.

Vanilla Syrup	-	-	1	tablespoonful
Ice Cream	-	-	1	disher
Cream	-	-	1	teaspoonful

Sparkling Soda Water.

Cho-Cho-San.

Orange Syrup	-	-	1	tablespoonful
Vanilla Ice Cream	-	-	1	disher
Cream	-	-	1	teaspoonful

Sparkling Soda Water.

Mignon.

Maple Syrup - - - 1 tablespoonful
Vanilla Ice Cream - - 1 disher
Cream - - - 1 teaspoonful
Sparkling Soda Water.

Romeo and Juliet.

Apricot Syrup - - - 1 tablespoonful
Vanilla Ice Cream - - 1 disher
Cream - - - 1 teaspoonful
Sparkling Soda Water.

La Princesse Maline.

Syrup - - - 1 tablespoonful
Chocolate Ice Cream - 1 disher
Cream - - - 1 teaspoonful
Sparkling Soda Water.

Rosalind.

Syrup - - - 1 tablespoonful
Strawberry Ice Cream - 1 disher
Cream - - - 1 teaspoonful
Sparkling Soda Water.

Ali Baba.

Coffee Syrup - - - 1 tablespoonful
Vanilla Ice Cream - - 1 disher
Cream - - - 1 teaspoonful
Sparkling Soda Water.

Thais.

Nectar Syrup - - - 1 tablespoonful
Vanilla Ice Cream - - 1 disher
Cream - - - 1 teaspoonful
Sparkling Soda Water.

Hiawatha.

Pineapple - - - 1 oz.
Vanilla Ice Cream - - 1 disher
Whipped Cream - - 1 teaspoonful
Sparkling Soda Water.

Mimi.

Cherries - - - 1 oz.
Vanilla Ice Cream - - 1 disher
Whipped Cream - - 1 teaspoonful
Sparkling Soda Water.

Peter Pan.

Peaches - - - 1 oz.
Vanilla Ice Cream - - 1 disher
Whipped Cream - - 1 teaspoonful
Sparkling Soda Water.

ICE CREAM SUNDAE.

AN Ice Cream Sundae consists of Ice Cream with a dressing of Fruit or Syrup poured over it.

This famous dish is said to have originated at a time when the State of Massachusetts passed and enforced stringent laws prohibiting the sale of soft drinks of all kinds on Sunday. An enterprising confectioner is said to have merely omitted the carbonated water from the ice cream soda, thus literally complying with the law. The name "Sundae" was applied to this product, and it having made a pleasing and palatable dish on weekdays as well as Sundays, it can be safely stated that in certain parts of America 50 per cent. of the service of the fountains is devoted to Sundaes.

Sundaes are served in various styles of dishes, china saucers, long, thin-stemmed glasses, goblets or silver bowls ; any dish is practicable provided it suits the purpose.

A dispenser with any degree of originality can invent Sundaes as fast as he can think ; make up any combination of

Ice Cream and Sherberts or Frozen Puddings, cover them with any desired fruit or dressing, top them off with Marshmallow, Whipped Cream, Nuts, Cherries or anything to make them look artistic, and name them.

SUNDAES AND FANCY DISHES.

Nancy Brown.

Over a serving of Vanilla Ice Cream pour 1 spoonful of Vanilla Nuts (nuts ground and soaked in Vanilla Syrup), and on top of this place 1 ladle of Whipped Cream.

Colonial.

On a serving of Vanilla Ice Cream sprinkle well some shredded Coco-nut. On top of this put 1 ladle of Whipped Cream, topped with 1 Red Cherry.

Swedish Bon Ton.

In a glass put 1 disher of Chocolate Ice Cream, then fill glass nearly full of crushed Ice. On top of this pour about 1 oz. of Pineapple Syrup, and over all pour 1 ladle of crushed Pineapple.

Chocolate Nut.

Grind some shelled Almonds very, very finely in a nut grinder (meat mincer will do), then pour over these some Chocolate Syrup until well moistened. Over 1 disher of Vanilla Cream pour several spoonfuls of these Nuts.

Maple Nut.

Grind some Walnuts, and pour over the top of these some Maple Syrup until well saturated. On top of either a disher of Vanilla or Chocolate Cream pour 1 ladle of these nuts.

Chocolate Almond Top.

On one disher of Strawberry Ice Cream pour a liberal quantity of Whipped Cream. On top of this drop about 4 Chocolate Almonds. This has been found very popular, especially with the ladies.

Maraschino.

Use a cone-shaped disher for the cream. Fill this with Vanilla Ice Cream, and after

placing same in the dish make a small hole in the top with a spoon, and in this hole pour several spoonfuls of Maraschino Cordial, which comes from the Cherries. On top of this place several Red Cherries.

Banana Special.

Slice a Banana in half lengthwise, then cut these sections in half crosswise. Stand these pieces upright, in a sherbert or stem ice cream glass, and drop a disher of Vanilla Ice Cream in the centre. On top of the Ice Cream put 1 ladle of ground Nuts which have had Chocolate or Maple Syrup poured over them.

Metropole.

Into a glass put 1 disher of Ice Cream, half Chocolate and half Vanilla, so that the colours will be about equally divided. Make a hole in top with the spoon, and in this hole pour about 2 spoonfuls of Cherry Syrup. Over all pour 1 ladle of crushed Pineapple.

Imperial.

In a glass put 1 disher of Ice Cream, half Strawberry and half Vanilla, so that the colours are equally divided. Over this pour a very small teaspoonful of Grape Juice, and on top a ladle of crushed Pineapple.

Jumbo.

In a 12-oz. soda glass put 1 disher of Vanilla Ice Cream, and then nearly fill the glass with cracked Ice. Over this pour about 1 oz. of Claret Syrup, and on top put 1 ladle of Cherries and 1 ladle of crushed Pineapple; or, if you have it, Pineapple Cubes, then finally top with 1 ladle of Whipped Cream.

Cherry Smash.

In a glass dish put 1 disher of Vanilla Ice Cream and pour over 1 oz. of Cherry Smash Syrup, and on top place several Red Cherries.

Marshmallow.

Into a glass ice cream dish put a disher of Vanilla Ice Cream, and over the top pour about an ounce of Chocolate Syrup. On the top place a Marshmallow, with 4 more round the side.

Crystal Creme.

Into a glass dish place a disher of Strawberry Ice Cream. Make a small hole in the top centre of this and fill with Pineapple Syrup. On top lay a slice of Crystallized Pineapple and around the sides drop a few Crystallized Cherries.

Neapolitan Special.

Into a glass turn a disher of Ice Cream, half Vanilla Cream and half Strawberry. Over the top of this put 1 ladle of Whipped Cream, and then place several Red Cherries on top.

Princess Louise Cream.

Over 1 disher of Strawberry Ice Cream pour a spoonful of Nuts, which have been soaked in Maple Syrup, and on top of these Nuts pour 1 ladle of Whipped Cream. Decorate with a Red Cherry.

Fan Tan.

Fill a 5-oz. Sundae glass two-thirds full with Strawberry Ice Cream. Over it pour a good-sized ladle of chopped Figs, and on top of this put 1 large spoonful of Whipped Cream.

Creamallow.

Place in a saucer a disher of Chocolate Ice Cream. Around this place about 6 Marshmallows. Over all pour a liberal serving of Whipped Cream, and on top place about 6 Walnut halves.

Nabisco.

Around the sides of a Sundae glass place 4 pieces of Nabisco Wafers, and in the centre of these drop a measure of Vanilla Cream, over which pour a ladle of Maple Nuts.

Apollo.

Place a disher of Strawberry Ice Cream in a saucer, and around the sides place several thin slices of Banana. Over the top of this pour a good-size ladle of Chocolate Nuts.

Banana Royal.

Peel a Banana, then slice in two equal parts lengthwise into an oblong glass or silver dish, then place 2 dishers of Ice Cream, one flavour Vanilla and one Strawberry. Over the Ice Cream garnish pour a ladle of crushed Fruit, top with Whipped Cream, and sprinkle a few crushed Nuts over Whipped Cream, or Marshmallow if Whipped Cream is not used.

Cream Chateau.

In a glass put a disher of Strawberry Ice Cream. Over the top pour a ladle of Strawberries, Red Currants, chopped Peaches, Pears and Pineapple, soaked in Maraschino and mixed like a fruit salad. Top with a teaspoonful of Whipped Cream.

Cream of Violets.

In a glass put a disher of Vanilla Ice Cream, 1 oz. of Violet Syrup in centre with Crystallized Violets. Top with Whipped Cream.

Cream of Cherries.

In a glass put a disher of Vanilla Ice Cream, Cherries, with Melba Sauce in centre and bar of Rose Sugar or Crystallized Fruit on top.

Cream of Loganberries.

In a glass put a disher of Vanilla Ice Cream, a ladle of Loganberries. Top with Whipped Cream and Pistachio Nuts.

Cream of Strawberries.

In a glass put a disher of Strawberry Ice Cream, with Strawberries and Maraschino in centre, and Strawberry on top.

Cream of Raspberries.

In a glass put a disher of Vanilla Ice Cream, Raspberries in the centre with Whipped Cream. Spray Pistachio Nuts on top.

Rose Marie.

In a glass put a disher of Strawberry Ice Cream, and 1 oz. of Syrup or mixed Fruit. Top with Whipped Cream.

Columbine.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Coffee Syrup. Top with Whipped Cream.

Forget-Me-Not.

In a glass put a disher of Chocolate Ice Cream, and 1 oz. of Chocolate Syrup. Top with Whipped Cream and nibs of Chocolate.

Honeysuckle.

In a glass put a disher of Vanilla Ice Cream, and 1 ladle of sliced Peaches. Top with Whipped Cream.

Orange Blossoms.

In a glass put a disher of Vanilla Ice Cream and 1 oz. of Orange Syrup. Top with Whipped Cream.

Rosebud.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Orange Syrup. Top with Whipped Cream.

Clover Honey.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Apricot Syrup. Top with Whipped Cream.

New Mown Hay.

In a glass put a disher of Vanilla Ice Cream and 1 oz. of Maple Syrup. Top with Walnuts and Whipped Cream.

Lily of the Valley.

In a glass put a disher of Vanilla Ice Cream, and 1 ladle of Pineapple. Top with Whipped Cream.

Mint.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Creme de Menthe. Top with Whipped Cream.

Jasmine.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Pistachio Syrup. Top with Whipped Cream.

Lilac.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Lemon Syrup. Top with Whipped Cream.

Hyacinth.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Ginger Syrup. Top with Whipped Cream.

Heliotrope.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Nectar Syrup. Top with Whipped Cream.

Golden Age.

In a glass put a disher of Strawberry Ice Cream, $\frac{1}{4}$ oz. of each Peach, Pineapple and Raspberry Syrup. Top with Whipped Cream.

Silver Age.

In a glass put a disher of Vanilla Ice Cream, Butter Scotch, and 1 ladle of sliced Peaches. Top with Whipped Cream.

Pearl Maiden.

In a glass put a slice of Angel Cake, 1 disher of Strawberry Ice Cream. Top with Marshmallow, Pineapple and Whipped Cream.

Morning Glory.

In a glass put a disher of Vanilla Ice Cream, 1 oz. of Nectar Syrup, 1 ladle of sliced Peaches, and 1 teaspoonful of Pecan Halves. Top with Whipped Cream.

Snowdrop.

In a glass put a disher of Vanilla Ice Cream, 1 ladle of Marshmallow and sliced fresh Oranges. Top with Whipped Cream.

Foam Born Venus.

In a glass put a disher of Vanilla Ice Cream, 1 ladle Maraschino Cherries and Strawberries. Top with Whipped Cream.

Iris.

In a glass put 3 small portions of Strawberry, Vanilla and Chocolate Ice Creams, Raspberries, Strawberries and Cherries. Top with Whipped Cream

Arabia.

In a glass put a disher of Vanilla Ice Cream, and 1 oz. of Coffee Syrup. Garnish with Walnuts, sliced Peaches and Whipped Cream.

Euphrosyne.

In a glass put a small portion of each Lady Fingers, Strawberry, Vanilla and Chocolate Ice Creams, 1 oz. of Strawberry Syrup. Garnish with Nuts, sliced Peaches and Whipped Cream.

Hebe.

In a glass put a disher of Vanilla Ice Cream, 1 ladle of Caramel, Marshmallow and Ground Walnuts. Top with Whipped Cream.

Minerva.

In a glass put a disher of Vanilla Ice Cream, 1 oz. of Orange Syrup, sliced Oranges, and Cherries. Top with Whipped Cream.

Harmonia.

In a glass put a disher of Vanilla Ice Cream, 1 ladle Chocolate Fudge. Garnish with Whipped Cream and Chocolate Nibs.

Flora.

In a glass put a disher of Vanilla Ice Cream, 1 oz. of Grenadine Syrup, Red Cherries. Top with Whipped Cream.

Elysian Fields.

In a glass put a disher of Vanilla Ice Cream, Marshmallow, and 1 ladle sliced Pineapple.

Eros.

In a glass put a disher of Strawberry Ice Cream, 1 ladle Pineapple and Cherries. Top with Whipped Cream and Walnuts.

Psyche.

In a glass put a disher of Vanilla Ice Cream, 1 oz. of Maple Syrup. Top with Whipped Cream and Walnuts.

Halcyone.

In a glass put a disher of Vanilla Ice Cream, 1 oz. of Chocolate Syrup. Top with Whipped Cream and Chopped Walnuts.

FRUIT TOPPINGS AND DRESSINGS FOR SUNDAES.

Strawberry.

Place in a kettle 1 lb. of Strawberries and add to it 8 ozs. of Granulated Sugar. Also add red colour and place on the fire. Bring to the boil and then place in stone crock, which should be set in a cool place. When wanted for the Fountain dilute with equal parts simple syrup.

Pineapple.

Prepare in just the same manner as strawberry, omitting colour.

Raspberry.

Cook Loganberries and Raspberries in the same manner as the Strawberries, and colour a deep red.

Cherry.

For the Cherry Dressing, I would advise cooking the red pitted Cherries in the same manner as the Strawberries, and colour a deep red.

Peach.

Either use the fresh Peaches or the Lemon Cling Peaches in cans, and slice them into simple Syrup.

Orange.

Cut ripe, seedless Oranges into small pieces and place in bowl. Pour over them a sufficient quantity to cover of Orange Syrup.

Fig.

Cut pressed Figs in small pieces, place in pan and cover with simple Syrup. Heat until the Figs are soft and tender

Mixed Fruit.

Place in a bowl a quart of simple Syrup and colour it red. Cut into it Peaches and Bananas, and also add a few Strawberries, Cherries, Orange pieces, etc. Stir well.

Chop Suey.

Cut stuffed Dates into about 5 parts and place in a bowl. Pour over the Dates a mixture of two-thirds Chocolate Syrup and one-third Cherry Syrup. Stir well.

Glenroy.

Place in a pan 1 lb. of Raisins, $\frac{1}{2}$ lb. of Currants, 1 cupful of crushed Pine-apple, 1 cupful of broken Walnut Meats. Add enough simple Syrup to cover, and then add $\frac{1}{2}$ teaspoonful of Lemon Extract and a pinch of Nutmeg. Heat this, stir well, and place in a bowl when cold.

Arabian Dressing.

Run through a mincer 1 lb. of pitted Dates and $\frac{1}{2}$ lb. of Levant Kernels. Mix gently, and add $\frac{1}{2}$ pint of Grape Juice and 1 pint of simple Syrup.

Marsh Mallow Dressing.

Sugar	-	-	-	-	-	6 lbs.
Corn Syrup	-	-	-	-	-	6 lbs.
Water	-	-	-	-	-	1 qt.

Cook to 240 degrees, then set off fire and allow to stand about half an hour, then pour in 1 pint of Egg White. Whip briskly and beat until quite stiff, then add 2 ozs. of Vanilla Extract.

An ice cream freezer produces better results, but you must not use ice and salt.

THE PARFAIT.

THE Parfait is a very popular dish, and if care is used in mixing and serving, it is a work of art as well as a delicious confection.

Formula for Parfait.

In a Shaker place a disher of desired Ice Cream and then add an equal quantity of Whipped Cream. Stir together with a stout spoon until the Ice Cream and Whipped Cream are thoroughly mixed.

Now transfer it into the Parfait Glass, and top with Whipped Cream, Cherries, Walnuts, or any topping desired which will appeal to the palate.

Fancy Parfaits can be made by adding various fruits, nuts and flavours, which will improve appearance of the Parfait as well as increase its palatability.

Chopped Cherries may be used in a Vanilla Parfait.

Broken Nuts, of all kinds, may be used in a Maple Parfait with good results.

Chopped Dates may be used in a Chocolate Parfait.

Fresh Strawberries, and other berries, may be added to a Vanilla Parfait, as it is being transferred into a serving glass, with good results.

THE FRAPPE.

THE Frappe is a thick creamy drink. There are two ways of making the Frappe, and both produce a delicious beverage. One is made with Carbonated Water, and the other with Milk.

Frappe with Carbonated Water.

Place in your Mixer (Shaker) $1\frac{1}{2}$ ozs. of the desired Flavour. Add 1 small disher of Ice Cream. Mix until Ice Cream is dissolved, and then fill Shaker with Carbonated Water. Pour Mixture in serving glass and allow to set for a minute. Then pour balance of Frappe in glass and the foam, or head, of the Frappe will come up over the edge of the glass. Place a small spoonful of Whipped Cream on top and serve.

Frappe with Milk.

Place in your Mixer (Shaker) $1\frac{1}{2}$ ozs. of the desired flavour. Add 1 small

disher of Ice Cream. Fill Shaker with Sweet Milk, and either shake or place in an electric mixer. When thoroughly mixed, pour in serving glass and top off with Whipped Cream.

DECORATING FANCY DRINKS.

THE appearance of a drink has a great deal to do with its success. A drink may have quality of material, good flavour and be well named; but if it does not make a good appearance it will not be very popular.

Always try to make a drink look tempting, so that whoever sees it will have a desire to try that particular drink.

Drinks made of fruit flavours always taste better if a small portion of the same fruit is added. The taste is governed largely by what the eye sees; therefore if you please the eye you appeal to the palate. It is a good idea to always keep fresh fruit cut ready to decorate the drinks.

In all of the Mint-flavoured drinks, it is advisable to have a small piece of fresh mint ready to drop in each of them, for it greatly improves the taste. In most of the fruit drinks, with the exception of Egg drinks and Cream drinks, use thin slices of Lemon and Orange for decorative purposes, also good Maraschino Cherries.

FANCY DRINKS.

Fancy Lemonade.

Draw $1\frac{1}{2}$ ozs. of simple Syrup into a 12-oz. soda glass. Squeeze in juice of 1 Lemon. After adding plenty of cracked Ice, fill with Carbonated Water. Stir well, and decorate with thin slices of Lemon and Orange, and on top put 3 Red Cherries, and a small ladle of crushed Pineapple.

Fresh Fruit Orangeade.

Few people realise that "Orangeade" made from fresh fruit is as easy to make as Lemonade, and not many have ever tried it. Orangeade made from the fruit is just as easy to make as Lemonade, is always a big seller, and shows an excellent profit. Serve in a 12-oz. glass.

Simple Syrup	-	-	$1\frac{1}{2}$ ozs.
Juice of	-	-	1 Orange.
Cracked Ice	-	-	$\frac{1}{2}$ glass.
Carbonated Water	-	-	to fill.

Decorate with slices of Orange, and on the slices put 3 Red Cherries, and some crushed Pineapple.

Clarket Rickey.

Into a 12-oz. glass draw :—

Claret Syrup	-	-	2 ozs.
Angostura Bitters	-	-	3 drops.
Lime Juice	-	-	10 drops.
Cracked Ice	-	-	$\frac{1}{2}$ glass.
Carbonated Water	-	-	to fill.

Stir well. Decorate with slices of Lemon, on top of which put Red Cherries.

Cherry Cocktail.

Into a 12-oz. glass draw :—

Cherry Syrup	-	-	1 oz.
Ginger Syrup	-	-	1 oz.
Lime Juice	-	-	10 drops.
Angostura Bitters	-	-	5 drops.
Cracked Ice	-	-	$\frac{1}{2}$ glass.

Fill with Carbonated Water, stir, and decorate with Orange slices and Cherries

Cream Float.

Into an 8-oz. glass draw :—

1 oz. of Chocolate, then add some cracked Ice as though you were going to make a chocolate milk. Pour the glass nearly full of Milk, leaving room for a very small ladle of Vanilla Ice Cream, which will float on top.

Angostura Fizz.

Into an 8-oz. glass draw :—

1 oz. of Orange Syrup. To this add about 3 drops of Angostura Bitters. Then squeeze in juice of half a Lime, and add plenty of cracked Ice. Fill glass three-parts full with Carbonated Water, and after stirring well decorate as other fancy drinks with fruit.

Cherry Smash Rickey.

Into a 12-oz. glass draw :—

2 ozs. of Cherry Smash Syrup. Add juice of half a Lime, and plenty of cracked Ice. Fill glass three-parts full with Carbonated Water. Stir well and decorate with fruit, as all fancy drinks.

Mint Cocktail.

Into an 8-oz. glass draw :—

Creme de Menthe Syrup	1 oz.
Angostura Bitters	- 3 drops.
Juice of	- - - $\frac{1}{2}$ Lime.
Cracked Ice	- - - $\frac{1}{4}$ glass.
Carbonated Water	- to fill.

Stir well, decorate with fruit, and serve

Cherry Smash Cocktail.

Make in a large glass :—

Cherry Smash Syrup	- 1 oz.
Angostura Bitters	- 3 drops.
Juice of	- - - $\frac{1}{2}$ Lemon.
Cracked Ice	- - - $\frac{1}{2}$ glass.
Carbonated Water	- to fill.

Stir well and decorate with fruit,

Grape Cocktail.

Into a 12-oz. glass draw :—

Simple Syrup	- - 2 ozs.
Angostura Bitters	- 3 drops.
Grape Juice	- - 1 oz.
Cracked Ice	- - - $\frac{1}{2}$ glass.
Carbonated Water	- to fill.

Stir well, then decorate with Orange slices and Cherries.

Ginger Hi-ball.

Into an 8-oz. glass draw :—

Cherry Syrup	-	-	1 oz.
Lemon Juice	-	-	10 drops.
Cracked Ice	-	-	$\frac{1}{4}$ glass.
Ginger Ale	-	-	to fill.

Stir well and serve.

Cherry Smash.

Make as you would an Angostura Fizz,
in an 8-oz. glass :—

Cherry Smash Syrup	-	1 oz.
Cracked Ice, if wanted		
Carbonated Water	-	to fill.

This is a good drink all the year round.

Chocolate Cream Puffs.

Into a 12-oz. glass draw :—

Chocolate Syrup	-	-	1 $\frac{1}{2}$ ozs.
Whipped Cream	-	-	1 ladle.
Cracked Ice	-	-	small quantity.

Fill glass with Carbonated Water from fine stream. Make it as foamy as possible.

Mint Chocolate.

Into a 12-oz. glass draw :—

Chocolate Syrup	-	-	1 oz.
Mint Syrup	-	-	$\frac{1}{2}$ oz.
Cream	-	-	1 oz.
Cracked Ice	-	-	small quantity.

Add Carbonated Water.

Creme de Menthe Frappe.

Into a 12-oz. glass draw :—

Creme de Menthe Syrup	1 oz.
Lemon Juice	- - $\frac{1}{2}$ Lemon.

Add plenty of cracked Ice, and then stick straw and spoon ready to serve. Now fill the glass with Grape Juice, and do not stir at all, leaving the two colours of green and red.

Spanish Cocktail.

Into an 8-oz. glass draw :—

Ginger Syrup	-	-	1 oz.
Rum	-	-	10 drops.
Tincture of Capsicum	-	-	2 drops.
Acid Phosphate	-	-	5 drops.

Add plenty of cracked Ice, and fill

with plain Soda Water. Stir well, lay a slice of Orange on top, and two Creme de Menthe Cherries.

Ginger Rickey.

Into a 12-oz. glass draw :—

Cherry Syrup	-	-	1 oz.
Ginger Syrup	-	-	1 oz.
Lime Juice	-	-	10 drops.
Cracked Ice	-	-	$\frac{1}{4}$ glass.
Carbonated Water	-	-	to fill.

Stir well, and decorate with Lemon slices and Cherries.

Heather Cocktail.

Into an 8-oz. glass draw :—

Simple Syrup	-	-	1 oz.
Juice of	-	-	$\frac{1}{2}$ Orange
Cracked Ice	-	-	$\frac{1}{2}$ glass.
Carbonated Water within one inch of top.			

Stir well, then pour, gently over the top, about an ounce of Grape Juice, and do not stir, so that the drink will be two colours, purple and white (heather colours).

Grape Rickey.

Take 10-oz. glass :—

Add Crushed Ice.

Juice of - - - 1 Lime.

Grape Juice - - - 1 oz.

Orange Syrup - - 1 oz.

Fill with Soda Water.

Stir well. Garnish with slice of Lemon and slice of Orange. If you cannot obtain fresh Limes, use 1 oz. of Lime Juice.

Hot Chocolate (No. 1).

For 2 gallons of Milk :—

Place in kettle 8 ozs. of good Cocoa, 1 lb. of Sugar and 1 qt. of Water. Set on fire and bring to a boil. Add 2 gallons of Milk, stir continually and bring to a boil. Flavour with Vanilla. Place in chocolate urn.

Hot Chocolate (No. 2).

Place in a kettle 2 gallons of Milk and 1 lb. of Sugar. Place in a stewpan 2 Eggs, 8 ozs. of Cocoa, and enough Milk to make a thin paste. Set milk on fire, stir, and when it boils add the paste and boil again. Flavour Vanilla and place in urn.

PHOSPHATES OR THIRST QUENCHERS.

PHOSPHATES are popular beverages among those who prefer a drink without the addition of ice cream.

Many flavours are adaptable for making Phosphate drinks, but the favourites include the more acid variety, such as—

Orange	Lime	Lemon
Cherry	Kola	Grape

To make a Phosphate drink place in a 10-oz. glass :—

Syrup, desired Flavour -	1½ ozs.
Acid Phosphate -	2 dashes.
Carbonated Water -	to fill glass.

Stir well and serve with straws.

(The Acid Phosphate has the effect of modifying the sweetness of the drink.)

Egg Phosphates are welcome, refreshing beverages for those who like egg drinks but prefer them of lighter consistency than the usual egg and milk variety.

To make an Egg Phosphate drink place in a shaker :—

Egg - - - -	1
Syrup, desired flavour -	1½ ozs.
Acid Phosphate - -	2 dashes.

Shake well and then strain into a 10-oz. glass, and fill glass with Soda Water. Top with a pinch of Cinnamon or Nutmeg.

Various combinations of flavours can be used successfully, but the dispenser is advised to use those that are "sharp" to the taste, otherwise the finished drink may prove insipid.

The three most popular flavours are—

Lemon Orange Pineapple.

PHOSPHATES.

Lime Freeze.

Orange Syrup	-	-	$\frac{1}{4}$ oz.
Lemon Syrup	-	-	$\frac{1}{4}$ oz.
Pineapple Syrup	-	-	$\frac{1}{4}$ oz.
Lime Juice	-	-	1 dash.
Crushed Ice	and	Sparkling Soda	
Water.			

Mint Freeze.

Orange Syrup	-	-	$\frac{1}{4}$ oz.
Lemon Syrup	-	-	$\frac{1}{4}$ oz.
Pineapple Syrup	-	-	$\frac{1}{4}$ oz.
Crushed Mint Leaves		Small portion.	
Sparkling Soda Water.			

Claret Lemonade.

Claret Syrup - - 2 ozs.
Juice of 1 Lemon.
Maraschino Cherries.
Sparkling Soda Water.

Lemonade.

Lemon Syrup - - 2 ozs.
Juice of 1 Lemon.
Plain Soda Water.

Grape Juice, Ginger Ale.

Made with crushed Ice.

Ginger Ale Cobbler.

Fresh Lemon Juice, Ginger Ale and
crushed Ice.

Egg Lemonade.

Lemon Syrup - - 1 oz.
Juice of 1 Lemon.
1 Egg.

Shake well, strain and add sparkling
Soda Water.

Grenadine Lemonade.

Grenadine Syrup - - 1 oz.

Juice of 1 Lemon.

Sparkling Soda Water.

Egg Nogg.

Pure Fruit Flavours or

Plain Syrups - - 1 oz.

Fresh Milk.

1 Egg.

Shake well and top with Nutmeg.

How to Make a Lemonade.

Squeeze the juice of 1 Lemon into a 10-oz. time glass, add crushed Ice and 1 oz. of Lemon Syrup. Then fill with Water, stir well and garnish with slice of Lemon and Orange.

THE IMPORTANCE OF SYRUPS.

ONE of the most used ingredients in Soda Fountain drinks is plain Sugar Syrup or simple Syrup. If you buy ready-made simple syrup, be sure to get a good quality, because you certainly cannot get good drinks out of poor syrup. Syrup can be made in several ways, but the most satisfactory results are usually obtained from the percolator system. The syrup made this way will stand longer without fermentation than any other, and is nearly always uniform in thickness or weight.

In making up the flavoured syrups always use the best quality of concentrated syrups or fruit juices. The best goods are always the cheapest.

SYRUP FORMULAS.

Plain Syrup—Cold Process.

Granulated Sugar	-	10 lbs.
Water	- - -	- 1 gal.

The above quantity will produce nearly 2 gals. of plain Syrup. Put the sugar in a stone crock, pour on the water, and agitate with spoon or paddle until the sugar is entirely dissolved.

Plain Syrup by Percolation—Cold Water.

Use a percolator of any good make, and after carefully cleaning and arranging the cloths in the bottom, fill about half-full of good grade Granulated Sugar. On top of this sugar, pour clear water until the water line is about 12 inches above the level of the sugar, after it has gradually soaked the sugar thoroughly. When all the water has run through the percolator, you will have a good heavy syrup ready for use.

Syrup—Hot Process.

Sugar	-	-	-	10 lbs.
Water	-	-	-	1 gal.

Put water and sugar in a pan, stir constantly as it warms. Take off the fire as soon as it begins to boil, and strain while hot.

Citric Acid Solution.

Citric Acid Crystals	-	1 lb.
Distilled Water	-	1 qt.

Phosphate for Fountain Drinks.**Phosphoric Acid Syrup**

(Standard)	-	$\frac{1}{2}$ oz.
Distilled Water	-	8 ozs.

Red Fruit Colour.

Carminc No. 40	-	2 drams.
Aqua Ammonia	-	4 drams.
Distilled Water, suffi-		
cient to make	-	1 pint.

Rub the Carmine up well in a mortar, and add the Ammonia gradually, and

after the Carmine is thoroughly dissolved add the water.

Dry Colours.

These can be bought from several reliable Houses and are superior to any in Syrup making, and are perfectly harmless By adding a little hot water to these they are ready for use.

Colours for Ice Cream.

The most satisfactory colours for Ice Cream work are Paste Colours, which can be bought from various Houses, or from almost any wholesale Chemist.

Vanilla Syrup.

Ext. Vanilla	-	-	1 oz.
Plain Syrup	-	-	3½ qts.
Caramel Colouring	-	-	5 drops.

Lemon Syrup (No. 1).

Concentrated	Lemon		
Syrup	-	-	1 qt.
Plain Syrup	-	-	3 qts.
Lemon Colouring	-	-	1 dram
Citric Acid Solution	-	-	1 oz

Orange Syrup (No. 2).

Concentrated Orange or

Orangeade Syrup	-	1 qt.
Plain Syrup -	-	3 qts.
Orange Colouring	-	1 dram.
Citric Acid Solution	-	1 oz.

Strawberry Syrup.

Concentrated Strawberry

Syrup	-	-	1 qt.
Plain Syrup -	-	-	3 qts.
Red Colouring	-	-	1 drm.
Citric Acid Solution	-	-	1 oz.

Pineapple Syrup.

Concentrated Pineapple

Syrup	-	-	1 qt.
Plain Syrup -	-	-	3 qts.
Citric Acid Solution	-	-	1 oz.
Burnt Sugar	-	-	5 drops.

Mix thoroughly.

Cherry Syrup. (Special.)

Ext. Wild Cherry	-	2 ozs.
Plain Syrup -	-	1 gal.
Red Colour -	-	2 drms.
Citric Acid Solution	-	1 oz.

Cherry Syrup. (Plain.)

Concentrated	Syrup	
(Cherry) -	-	1 qt.
Plain Syrup -	-	3 qts.
Citric Acid Solution	-	$\frac{1}{2}$ oz.
Red Colour -	-	1 drm.

Violet Syrup.

Ext. Violet -	-	1 oz.
Violet Colouring -	-	1 drm.
Plain Syrup	Enough to make	1 gal.

Ambrosia Syrup.

Raspberry Syrup -	-	1 pt.
Vanilla Syrup -	-	4 pts.

Fill balance of gallon with simple syrup.

Apricot Syrup (No. 1).

Simple Syrup -	-	1 gal.
Apricot Extract -	-	2 ozs.
Citric Acid -	-	$\frac{1}{2}$ oz.
Colour Orange.		

Apricot Syrup (No. 2).

Concentrated	Apricot		
Syrup	-	-	1 qt.
Citric Acid	-	-	$\frac{1}{2}$ oz.
Simple Syrup	-	-	3 qts.

Caramel Syrup.

Maple Sugar	-	-	2 $\frac{1}{2}$ lbs.
Granulated Sugar	-	-	2 $\frac{1}{2}$ lbs.
Corn Syrup	-	-	1 lb.
Cream	-	-	$\frac{1}{2}$ gal.

Cook batch until it gets quite thick, then add another $\frac{1}{2}$ gal. of Cream, and cook to 226 degrees. Set off of fire and add 1 oz. of Vanilla Extract and colour to suit with Burnt Sugar or Caramel colour. This makes an excellent dressing for Sundaes.

Chocolate Syrup.

There are few Fountains that have better Chocolate Syrup than any other Syrup. Chocolate is very hard for the average man to make, and should be very carefully handled.

The Dispenser who can make his own

Chocolate gets a much better trade on Chocolate than the one who buys concentrated Chocolate Syrup. For making with Powdered Chocolate use :—

Powdered Chocolate - 1 lb.

Sugar - - - - 10 lbs.

Mix first your Chocolate with about a pound of the Sugar by rubbing together, then add this to the balance of the Sugar and mix thoroughly. Heat 1 gallon of Water just to the boiling point, and after removing from the fire stir in gradually the Chocolate and Sugar. This should be well stirred, until all the Sugar and Chocolate have dissolved. Add 1 oz. of good Vanilla, and it is ready for use. The darkest Chocolate you can obtain is the one which will please your customer best as a rule.

Chocolate Syrup (No. 1).

Boil 1 qt. of simple syrup and when this first comes to a boil add 8 ozs. of Powdered Cocoa. Keep stirring for ten minutes over a slow fire, then remove from fire and add 3 qts. of simple syrup and $\frac{1}{2}$ oz. of Vanilla Extract. In making

Chocolate Syrup be careful to use a good Cocoa. It may cost a little more, but it gives you much better results.

Chocolate Syrup (No. 2).

In a kettle, pour 3 qts. of water and to it add $\frac{3}{4}$ lb. of some good grade Cocoa. Let this come to a boil, then add 8 lbs. of Sugar and boil this until Sugar is thoroughly dissolved, then add 1 oz. of Vanilla Extract. Remove from fire, strain, then let cool. This makes one of the finest Chocolate Syrups used at any fountain.

Coffee Syrup (No. 1).

Simple Syrup - - 1 gal.

Coffee Extract - - 6 ozs.

Colour with Burnt Sugar and mix.

Coffee Syrup (No. 2).

Simple Syrup - - 1 gal.

Bring to a boil, then add $\frac{1}{2}$ lb. of any good grade of fine ground Coffee, and boil the above for about five minutes,

then add a pinch of Table Salt, 1 oz. of Vanilla Extract.

Allow this to cool, and you will have a very high grade Coffee Syrup.

Lemon Syrup.

Simple Syrup	-	-	1 gal.
Lemon Extract	-	-	2 ozs.
Citric Acid Solution	-	-	2 ozs.

Colour with yellow colour and mix.

Mint Syrup (No. 1).

Essence of Peppermint	-	-	$\frac{1}{2}$ oz.
Simple Syrup	-	-	1 gal.
Green Colour	-	-	A few drops

Mix well.

Maple Syrup.

Maple Sugar	-	-	4 lbs.
Granulated Sugar	-	-	3 lbs.

Bring to boil, then add 2 ozs. of Coffee Extract and pinch of Salt. Take off fire and let cool.

Nectar Syrup.

Strawberry Syrup	-	1 qt.
Vanilla Syrup	-	1 qt.
Port Wine	-	2 ozs.
Simple Syrup	-	2 qts.

Mix well.

Orange Syrup.

Simple Syrup	-	1 gal.
Citric Acid Solution	-	1 oz.
Orange Extract	-	2 ozs
Orange Colour	sufficient to bring desired colour.	

Orgeat Syrup.

Simple Syrup	-	1 gal.
Essence of Almond	-	1 oz.

Colour light red and mix.

Raspberry Syrup.

Concentrated Syrup	-	1 qt.
Citric Solution	-	1 oz.
Simple Syrup	-	3 qts.

Mix well.

Root Beer Syrup.

Concentrated Syrup	-	1 qt.
Simple Syrup	-	3 qts.

Mix well.

Sarsaparilla Syrup.

Simple Syrup	-	1 gal.
Sarsaparilla Extract	-	2 ozs.
Citric Acid Solution	-	$\frac{1}{4}$ oz.

Burnt Sugar, sufficient to give desired colour.

Sherbet Syrup.

Raspberry Syrup	-	1 qt.
Pineapple Syrup	-	1 qt.
Orange Extract	-	1 oz.
Citric Acid Solution	-	1 oz.
Simple Syrup	-	2 qts.

Colour with Burnt Sugar a very light brown, and mix well.

Chocolate Fudge.

Sugar	-	-	-	7 lbs.
Cocoa	-	-	-	2 lbs.
Butter	-	-	-	1 lb.
Vanilla Extract	-	-	-	1 oz.
Table Salt	-	-	-	$\frac{1}{2}$ oz.
Corn Starch	-	-	-	2 table- spoonfuls.
Water	-	-	-	1 gal.

Mix the Sugar, Cocoa and Corn Starch together, and then stir into the gallon of boiling water. Stir constantly over the fire for five minutes, then remove and add the Salt, Butter and Vanilla Extract.

Orangeade Syrup.

Concentrated Syrup				
(Orange)	-	-	-	1 qt.
Concentrated Pineapple Syrup	-	-	-	1 pt.
Pistachio Extract	-	-	-	5 drops.
Plain Syrup, enough to make	-	-	-	1 gal.
Orange Colouring	-	-	-	10 drops.

Peach Syrup.

Concentrated	Peach		
Syrup	-	-	1 qt.
Citric Acid Solution	-	-	1 oz.
Burnt Sugar	-	-	5 drops.
Orange Colouring (very little)	-	-	5 drops.
Plain Syrup, to make	-	-	1 gal.

Mint Syrup.

Concentrated Creme de Menthe Syrup	-	-	1 qt.
Green Colouring (paste colour is best to make very dark)	-	-	$\frac{1}{2}$ oz. liquid.
Plain Syrup	-	-	3 qts.

EGG DRINKS.

Into a 12-oz. glass place :—

Claret Syrup	-	-	2 ozs.
Juice of	-	-	$\frac{1}{2}$ Lime.
Egg	-	-	1
Cracked Ice	-	-	$\frac{1}{2}$ glass.

Shake well until the Egg is well beaten, then turn on the fine stream of Soda sufficient to fill the glass. Toss this gently without spilling, and top with Nutmeg.

Egg Punch.

Into a 12-oz. glass place :—

Vanilla Syrup	-	-	2 ozs.
Cracked Ice	-	-	1 table- spoonful.
Egg	-	-	1

Shake well to break up the egg, add ice, and then enough Milk to fill the glass, and shake it again. Top with Nutmeg, and fill with Soda.

Egg Lemonade.

Into a 12-oz. glass place :—

Simple Syrup	-	-	2 ozs.
Juice of	-	-	$\frac{1}{2}$ Lemon.
Egg	-	-	1
Cracked Ice	-	-	$\frac{1}{4}$ glass.

Shake well, then fill glass with Carbonated Water from fine stream. Top with Nutmeg.

Chocolate Egg Malted Milk.

Into a 12-oz. glass place :—

Chocolate Syrup	-	-	1 $\frac{1}{2}$ ozs.
Malted Milk (Horlick's)			2 teaspoon-
			fuls.
Egg	-	-	1
Cracked Ice	-	-	$\frac{1}{4}$ glass.

Shake well, then add enough Milk to fill the glass, and shake again. Top with Nutmeg. Some may like this better with Ice Cream instead of Milk ; if so, make it with a small ladle of Ice Cream and shake it up well with the Egg and Malted Milk, and then add fine stream of Carbonated Water to fill the glass. This gives a delicious foamy drink.

Egg Milk Shake.

Into a 12-oz. glass place :—

Vanilla Syrup	-	-	1½ ozs.
Egg	-	-	1
Malted Milk (Horlick's)			2 teaspoon- fuls.
Cracked Ice	-	-	¼ glass.

Shake well, add Milk sufficient to fill the glass, and shake again, then serve.

Cherry Egg Phosphate.

Into a 12-oz. glass place :—

Cherry Syrup	-	-	2 ozs.
Egg	-	-	1
Phosphate	-	-	Dash.

After shaking add fine stream, then serve.

Lime Flip.

Into a 12-oz. glass place :—

Simple Syrup	-	-	2 ozs.
Juice of	-	-	½ Lime.
Egg	-	-	1
Cracked Ice	-	-	½ glass.

Shake well until the Egg is well beaten,

then turn on the fine stream of Soda until there is sufficient in the Shaker to fill the glass. Toss this gently without spilling, and serve with Nutmeg.

Egg Phosphate.

Into a 12-oz. glass place :

Lemon	(or	Orange)	
Syrup	-	-	2 ozs.
Acid Phosphate	-	-	5 drops.
Egg	-	-	1
Cracked Ice	-	-	$\frac{1}{2}$ glass.

Shake well and add fine stream of Soda until there is enough to fill the glass. Toss this well and serve with Nutmeg.

Egg Chocolate.

Into a 12-ounce glass place :

Chocolate Syrup	-	-	2 ozs.
Cracked Ice	-	-	$\frac{1}{2}$ glass.
Egg	-	-	1

Shake well to break up Egg, then add enough Milk to fill glass, and shake again. Top with Nutmeg.

Egg Flip.

In a 12-oz. glass place :

Jamaica Rum Syrup - 2 ozs.

Egg - - - - 1

Cracked Ice - - - $\frac{1}{4}$ glass.

Ice Cream - - - Small ladle.

Shake well to thin out the Cream, and break up the Egg. Then add fine stream of Soda to fill glass, and toss well.

MARRONS.

THE Marron is a large species of Chestnut extensively cultivated in Italy and France. Preserved in Vanilla Syrup they are considered a table delicacy here as in other countries. Marrons are rapidly becoming very popular with Bakers, Confectioners, and Ice Cream Makers. Many tasty desserts are served with Marrons as the base.

Nesselrode Pudding.

Line the inside of a smooth jelly mould with Vanilla Ice Cream which has been coloured a delicate green. Fill in the mould with Vanilla Ice Cream, in which has been mixed a generous proportion of Marrons and Crystallized Fruits. Place cover on the mould and bury it in heavily salted ice for a few hours. Serve with custard sauce, flavoured.

Marron Ice Cream.

Break a quantity of Marrons and add to Vanilla Ice Cream

Marron Whip.

Rub through a sieve 1 pint of Marrons, then add $1\frac{1}{2}$ pints Milk and $\frac{1}{2}$ pint of Vanilla Syrup. Mix well together and freeze.

Marron Sundae.

Make a Sundae with Vanilla Ice Cream, over which pour a ladle of Marron Syrup, and then sprinkle over top a quantity of powdered Macaroons.

Dry Marron Sundae.

Place in a Sundae glass a disher of Vanilla Ice Cream, over which pour a ladle of Marron Syrup. On this place a spoonful of Whipped Cream and sprinkle with a spoonful of dry Malted Milk.

Marron Cream Sundae.

Add to Whipped Cream a few drops of yellow colouring and a spoonful of Marron Syrup. Stir well together and place over Ice Cream.

ICE-CREAM.

PROPERLY made of pure, wholesome ingredients, amid sanitary surroundings, Ice Cream is a healthy, appetizing food that can be eaten without compunction during all seasons of the year. Quite naturally the greatest consumption is during the warm days of summer, but the habit of serving ice cream at dinner, in place of sweets, and at various other times and occasions, is steadily growing.

Ice Cream is best described as a frozen product consisting of a flavoured, sugar-sweetened mixture of cream or cream and milk, or the sweet pure products of cream and milk, with or without the addition of gelatine, vegetable gums, or other wholesome stabilizers, to which mixture may be added fresh eggs, fruit or fruit juice, cocoa, chocolate, or nuts.

The proof that Ice Cream is a healthy food lies in the fact that both milk and cream contain those valuable vitamins so necessary to perfect health, therefore the percentage of butter fat content is

an indication of the food value in the Ice Cream.

Ice Cream made from pure milk and cream is always superior in flavour and body to Ice Cream made entirely from such reconstituted products as fresh butter, and milk powder, or condensed milk, but while milk and cream are rich in butter fat it is often found advantageous to incorporate into the mixture a small percentage of milk powder, or condensed milk, in order to increase the percentage of solids—not fat—necessary for Ice Cream of smooth, even texture.

Freezing Ice Cream.

It is not necessary to crush the ice for freezing until the mixture is ready.

Be sure that you are supplied with crystal ice (opaque, or cat ice, dissolves too rapidly). Then, if you do not possess a pick or ice crusher, place it in a jute bag and break it up into pieces about the size of a walnut. Do not pulverize it. The ice should then be well mixed with coarse freezing salt in the proportion of three parts ice to one part salt.

When you are ready to freeze, place the can containing the mixture in the tub, and clamp the gear-head into position. Pack the ice and salt around the can, pressing it down as firmly as possible, and commence freezing. Turn steadily at a speed of about 100 revolutions per minute for about 15 minutes, when the Cream will be well frozen and increased in bulk from 50 per cent. to 100 per cent. Remove the gear-head and withdraw the dasher, scraping the Ice Cream from it as it leaves the can. Press down the Ice Cream in the can to fill the cavity left by the dasher, place a piece of parchment paper over it, and replace the can cover, putting a clean cork in the spindle hole to prevent the salt and ice getting in. Drain off the surplus water in the tub through the bung-hole and re-pack with salt and ice.

If the Ice Cream is not needed at once, cover the can entirely and place a sack containing Ice and Salt on top. The Ice Cream will keep in perfect condition for several hours. If the tub has no outlet for the brine water it is advisable to drill a hole in the tub about 4 inches above the bottom of the tub, so that the liquid from

the melting Ice will drain. This will prevent the liquid from getting into the can when iced up over night or if Ice Cream is despatched any distance or handled carelessly. When shipping, tack an old piece of bagging over canvas over the top.

Many people think that Ice Cream, made with about two-thirds Milk and the balance Cream, is the cheapest, but that is a mistaken idea. Ice Cream made from the Milk does not increase in bulk when freezing, and you have very little more when frozen than when you started, but the Cream made from mostly pure Cream will generally double itself in the freeze. It will yield a rich Ice Cream that will please the most fastidious taste. Try it once for yourself and be convinced.

A great deal depends on the serving of your Ice Cream, and great care should be taken in this respect. Good Ice Cream will not taste quite as good in a heavy, ugly dish as it will in one thin and attractive. The best results are obtained by serving in attractive glass and silverware.

Brick Ice.

In making Brick Ice Cream do not try to make it out of Milk Cream, for it will never give entire satisfaction and will not increase your business. Unless Brick Cream is rich and smooth, it will always become very icy and "mealy." The richer and smoother the Ice Cream, the easier it will slice.

A good Ice Cream should contain 10 per cent. Butter-fat and 35 per cent. total-solids-not-fat. These percentages result in the finished product being easily assimilated by the digestive organs, and provide that "more-ish" taste.

Kinds of Freezers.

There are numerous types of Ice Cream Freezers on the market ranging from those operated by hand to the large brine, or direct expansion, type used in the larger manufactories.

The kind and size you use depends entirely on your output.

The tub freezer with the triple motion action is the most popular kind. Such are fitted with centre dashers. The freezer can revolve to the right, the scrapers to the

left and the centre dasher follows in the direction of the can. By this process the Ice Cream mixture is churned and beaten as it freezes, develops an increased quantity, from 50 per cent. to 100 per cent., which is known as "swell" or "overrun," caused by the retention of the air in the mixture, and provides a finished article of smooth texture.

Tub freezers, from one to sixteen quarts, are easily operated by hand; beyond that it is advisable to use power, either belt or positive drive.

Preparing the Mixture.

Have all the utensils spotlessly clean. An Enamelled Pan for mixing, a Wooden Spoon for stirring, and a Measuring Glass should suffice.

Ice Cream Mixture may be prepared hot or cold, but the former is best, as by heating the milk you destroy any bacteria which may be present, and permit the other ingredients to blend more thoroughly.

Cream.—Pure Cream contains about 50 per cent. Butter-fat, though this percentage may vary according to districts.

One gallon of 50 per cent. Cream weighs 9·75 lbs.

Milk.—Milk averages about 3·5 per cent. Butter-fat and weighs 10·25 lbs. per gallon.

Vanilla Cream (No. 1).

This will make from 4 to 5 gallons of Ice Cream according to the swell you get.

To make 5 gallons use :—

Sugar (Granulated)	-	4 lbs.
Cream (50 per cent.)	-	1 gal.
Milk - - - -	-	1½ gals.
Ext. Vanilla	-	2 ozs.

Put sugar in a large pan, then add the Milk, Cream and Vanilla flavour, stirring well until thoroughly mixed. After straining through muslin or a fine meshed strainer it is ready for the freezer.

Vanilla Cream (No. 2).

To those who require a cheaper Ice Cream the following recipe is recommended :—

Sugar - - - -	-	4 lbs.
Cream - - - -	-	½ gal.
Milk - - - -	-	2 gals.
Ext. Vanilla	-	1 oz.

Mix and strain the same as No. 1.

Chocolate Cream.

To make 5 gallons use :—

Sugar (Granulated)	-	4 lbs.
Cream (50 per cent.)	-	1 gal.
Milk - - - -	-	1½ gal.
Powdered Chocolate	-	½ lb.
Ext. Vanilla	- -	1 oz.

Put 3 lbs. of Sugar in a large pan, then add the Milk, Cream and Vanilla flavour, stirring well until thoroughly mixed. Mix the ½ lb. of Chocolate with the remaining 1 lb. of Sugar, rubbing it well together, then gradually stir into a quart of boiling water. After it is dissolved pour it into the Milk and Sugar mixture, then strain through muslin or a fine sieve and freeze. This is the most difficult variety of Ice Cream to make successfully.

Strawberry Cream.

To make 5 gallons use :—

Sugar - - - -	-	4 lbs.
Cream (50 per cent.)	-	1 gal.
Milk - - - -	-	1½ gal.
Red Fruit Colouring	-	2 drams.
Fresh Strawberries	-	2 quarts.
1 Tin (2 lbs.) Strawberry Puree - - - -	-	

Mix in a large pan the Sugar, Milk and the Cream. Now colour this a good rich strawberry tint, then strain and put it on to freeze. After hulling and rinsing the berries, mash them well with a masher. When the Cream begins to harden a little after 10 minutes' freezing put in the berries and continue to freeze until hard.

Peach Ice Cream.

To make 5 gallons use :—

Sugar	-	-	-	-	4 lbs.
Cream	-	-	-	-	1 gal.
Milk	-	-	-	-	1½ gals.
Orange Colouring				-	1 drm.
Peaches, enough, when peeled, to make				-	2 quarts.

Mix the Sugar, Milk and Cream, and colour slightly, with Orange Colouring, in order to make it have a "peachy" appearance; then strain and start to freeze. After 10 minutes' freezing add the Peaches and freeze until very hard.

Pineapple Ice Cream.

To make 5 gallons use :—

Sugar	-	-	-	4 lbs.
Cream	-	-	-	1 gal.
Milk	-	-	-	1½ gals.
Crushed Pineapple	-	-	-	1½ quarts
Or 1 tin of Grated Pineapple				

Mix the Sugar, Milk and Cream thoroughly and after straining freeze for 10 minutes, and then add the Pineapple and freeze until hard.

Walnut Bisque Ice Cream.

To make 5 gallons use :—

Sugar	-	-	-	4 lbs.
Cream (50 per cent.)	-	-	-	1 gal.
Milk	-	-	-	1½ gals.
Sherry Wine	-	-	-	1 quart.
Caramel Colouring	-	-	-	3 drms.
Walnuts	-	-	-	1 lb.
Macaroons	-	-	-	1 lb.
Lady Fingers (Casino				
Biscuits)	-	-	-	½ lb.

Mix the Sugar, Milk and Cream. Colour this a light brown with Caramel Colouring, and put on to freeze. Grind

the Walnuts fine and crumble the Macaroons and Lady Fingers very fine, and mix all together. When the Cream is nearly frozen add same, and run until it is very hard. This is very popular everywhere it is tried.

Maraschino Ice Cream.

To make 5 gallons use :—

Sugar	-	-	-	-	3 lbs.
Cream (50 per cent.)	-	-	-	-	1 gal.
Milk	-	-	-	-	1½ gals.
Extract of Wild Cherry	-	-	-	-	2 ozs.
Red Fruit Colour	-	-	-	-	2 drms.
Maraschino Cherries	-	-	-	-	1 quart.

Mix the Sugar, Milk, Cream and Red Colouring thoroughly. Strain and put on to freeze. After 10 minutes' freezing add the Cherries (which should be chopped up into small pieces) and then freeze until very hard.

Coffatola Ice Cream.

To make 5 gallons use :—

Sugar	-	-	-	-	4 lbs.
Cream (50 per cent.)	-	-	-	-	1 gal.
Milk	-	-	-	-	1½ gals.
Coffee Extract	-	-	-	-	8 ozs.
Crushed Cherries	-	-	-	-	1 quart.

Mix the Sugar, Milk and Cream thoroughly. Add the Coffee Extract and put on to freeze. When frozen enough to be hard add the Maraschino Cherries (which have been chopped fine), then freeze very hard.

Pistachio Cream.

To make 5 gallons use :—

Sugar	-	-	-	-	4 lbs.
Cream (50 per cent.)	-	-	-	-	1 gal.
Milk	-	-	-	-	1½ gal.
Ext. of Pistachio (de-					
pends on taste usually)					1 oz.
Green Colouring	-	-	-	-	2 drms.
Pistachio Nuts	-	-	-	-	1 lb.

Grind the Nuts fine. Mix the Sugar, Milk and Cream into a large pan, and colour same to light green. Add the Pistachio Extract, strain and freeze for 10 minutes, then add the Nuts and run until very hard.

Ice or Frozen Pudding.

To make 5 gallons use :

Sugar	-	-	-	-	4 lbs.
Cream (50 per cent.)	-	-	-	-	1 gal.

Milk	-	-	-	1½ gals.
Sherry Wine	-	-	-	1 qt.
Caramel Colouring	-	-	-	3 drms.
Lady Fingers	-	-	-	2 lbs.
Crushed Cherries	-	-	-	1 qt.
Cube Pineapple	-	-	-	1 pt.

Mix the Sugar, Milk, Cream and Sherry Wine in a large pan and stir well, then colour light brown with the Caramel Colouring. Strain and freeze for 10 minutes. Crumble the Lady Fingers and mix them well with the Cherries and Pineapple. Add all this to the freeze and run a few minutes longer.

Roman Cream.

To make 5 gallons use :

Juice of	-	-	-	1 lemon.
Sugar	-	-	-	4 lbs.
Cream	-	-	-	1 gal.
Milk	-	-	-	1½ gals.
Rum	-	-	-	1 pt.
Yellow Colouring	-	-	-	3 drms.

Add the juice of 1 Lemon to ½ pint of Rum. Pound the lemon rind in a mortar to extract the oil, gradually adding

the remaining $\frac{1}{2}$ pint of Rum. Then strain and add together. Mix the Sugar, Yellow Colouring, Milk, and Cream in a large pan, add the Rum mixture and freeze quickly.

SHERBETS.

SHERBETS are similar to a Water Ice but with the addition of Egg White or Cream. In the recipes given Cream is given, as a better result is obtained.

Lemon Sherbet.

Sugar	-	-	-	-	3 lbs.
Ice Cream Powder (good grade)	-	-	-	-	3 ozs.
Lemons, Juice of	-	-	-	-	24.
Water	-	-	-	-	3 gals.
Lemon Colouring	-	-	-	-	2 drms.
Cream, pure	-	-	-	-	1 qt.

Mix the Sugar and Ice Cream Powder well, and add the juice of the Lemons. Add the Water and stir well, then colour to a lemon colour. Strain this and let it freeze almost hard, then add 1 quart of good Cream, which must be well whipped. After adding the Cream freeze again until very hard. The Cream makes the Sherbet richer and lighter. Some prefer using the Whites of Eggs (8 ozs.) well beaten, which is very good, but I have found that Cream gives better results. This will make about 4 gallons.

Pineapple Sherbet.

Sugar	-	-	-	-	3 lbs.
Ice Cream Powder (good					
grade)	-	-	-	-	3 ozs.
Lemons, Juice of	-	-	-	-	6.
Pineapple (Concentrated)					
Syrup	-	-	-	-	1 qt.
Water	-	-	-	-	3 gals.
Crushed Pineapple				-	1 qt.
Cream, pure			-	-	1 qt.

Mix the Sugar and Ice Cream Powder, then add the Lemon Juice and the Water and Pineapple Juice. Strain this and start freezing. After this has frozen a little, add the crushed Pineapple and 1 quart of Cream which has been well whipped. Let this freeze until very hard. This will make about 4 gallons.

Orange Sherbet.

Sugar	-	-	-	-	3 lbs.
Ice Cream Powder (good					
grade)	-	-	-	-	3 ozs.
Oranges, Juice of (large					
juicy ones)	-	-	-	-	1 doz.
Concentrated Orange					
Syrup	-	-	-	-	1 qt.

Orange Colouring -	-	2 drms.
Water -	-	3 gals.
Cream, pure	-	1 qt.

Mix the Sugar and Ice Cream Powder well together and then add the Orange Juice. Add the Orange Syrup, Orange Colouring and Water and, after straining, begin to freeze. When partly hard add the Whipped Cream (about a quart) and also the pulp of the Oranges which have been squeezed, mixing in with the pulp a liberal quantity of fresh slices, if desired.

Grape Sherbet.

Sugar -	-	3½ lbs.
Ice Cream Powder (good grade) -	-	3 ozs.
Grape Juice (Welch's) -	-	1 qt.
Red Colouring -	-	2 drms.
Limes, Juice of -	-	3 large.
Water -	-	3 gals.
Cream, pure	-	1 qt.

Mix well the Sugar and Ice Cream Powder, then add the Grape Juice, Water and Colouring. Stir well, and start to freeze. When partly hard add 1 quart of Cream which has been well whipped, and then finish freezing. This will make about 4 gallons.

Roman Punch Sherbet.

Sugar	-	-	-	3 lbs.
Foamaline Powder	-	-	-	2 ozs.
New England Rum	-	-	-	1 qt.
Lemon Colouring	-	-	-	$\frac{1}{2}$ oz.
Lemons, Juice of	-	-	-	2.
Water	-	-	-	3 gals.
Cream, pure	-	-	-	2 qts.

First squeeze the Lemons in a mortar, and after cutting up the peels, drop them in the mortar. Now pound the peels well to get the oil from them, and then pour over these the Rum, and let stand a few minutes. Mix the Sugar and Foamaline well, and then add the Water and Colouring. Now strain the Rum and Lemon Juice into the Water and freeze. After it starts to freeze add 2 quarts of good Cream and let it finish freezing. This makes a delicious frozen Punch, and is very popular for serving at card parties. Will make about 5 gallons.

Sherry Sherbet.

Sugar	-	-	-	2 $\frac{1}{2}$ lbs.
Foamaline	-	-	-	2 ozs.
Sherry Wine	-	-	-	3 pts.

Caramel Colouring	-	$\frac{1}{2}$ oz.
Cream - - -	-	2 qts.
Water - - -	-	$2\frac{1}{2}$ gals.

Stir the Sugar and Foamaline well together, and then add the Water and Sherry Wine. Colour this a light brown colour with the Caramel. Start to freeze, and when partly frozen add the Cream without whipping. To make this extra good, add 1 quart of cut Maraschino Cherries, just before it has finished freezing. Will make about 4 gallons.

Frozen Grape Ambrosia.

Sugar - - -	-	3 lbs.
Ice Cream Powder (good grade) - - -	-	2 ozs.
Grape Juice (Welch's) -	-	2 qts.
Red Fruit Colouring	-	$\frac{1}{2}$ oz.
Shredded Coco-nut	-	$\frac{1}{2}$ lb.
Sliced Oranges and Juice	-	1 doz.
Water - - -	-	$2\frac{1}{2}$ gals.

Stir the Sugar and Ice Cream Powder thoroughly together, and then add the Grape Juice and Water. Colour this a deep red with the Red Fruit Colouring, and then after adding the Juice from the Oranges, start to freeze. When partly

frozen add the pieces of Oranges and the Shredded Coco-nut and let freeze until very hard. This will be a popular seller, but costs a little more than most of the Sherbets. Will make about $3\frac{1}{2}$ gallons.

Fruit Punch (not frozen).

Very often the dispenser is called upon to make a liquid punch for a party or banquet, and it is well to always be prepared to serve it. It will always fetch a good price, and it is easy to make. If you advertise that you make a good punch, you will have a good trade on it from the fact that so few people know anything about making it. There are many card parties that will be only too glad to have punch served with their many other refreshments if the ladies find that you can make a good article, for, as a rule, a little to drink is always pleasing at the card table. Never make a Punch which is strong enough to intoxicate, even if the party orders one to be strong, because if any accident should happen it will very soon become known that it was you who made the Punch, and your reputation is hurt.

Always tell them that you will do your best, and rather than make it strong, do not accept the order at all, and you can always make it taste strong without having enough spirits in it to affect anyone by using the proper material.

This is a good Punch which tastes as though it had an abundance of "Spirits" in it, when in reality it has not sufficient to harm anyone.

Sugar	-	-	-	4 lbs.
Sherry Wine	-	-	-	1 qt.
Angostura Bitters	-	-	-	$\frac{1}{2}$ oz.
Grape Juice	-	-	-	$\frac{1}{2}$ gal.
Red Colouring (if wanted				
red)	-	-	-	1 oz.
Water	-	-	-	3 gals.

After stirring well, and if sweet enough, cut up the following fruits into nice thin slices and drop in the mixture :

Oranges	-	-	-	6
Lemons	-	-	-	3
Bananas	-	-	-	6
Maraschino Cherries	-	-	-	1 pt.
(slice in half).				

The fruit, or most of it, will float, and in serving, instruct whoever does it to always see that a few pieces of the fruit are placed

in each glass. This should be a very deep red colour.

There are many other kinds of Punches to be made, but most of the "soft" ones are made like this, only change the flavouring as wanted. Some may prefer the Punches made with carbonated water ; if so, the water will have to be mixed just as you wish to use it, or the gas will leave the water. In a case of this kind, mix everything and have it ready to add the water immediately the Punch is required

CHARLOTTE RUSSE OR CREAM PUFFS.

IN the autumn there is nothing that is more popular than Charlotte Russe. When made in fancy colours and designs nothing attracts so much attention or brings so many compliments as this delicious dish.

The utensils necessary for preparing Charlotte Russe include either a Cream-Whipping Machine or an Egg Beater and a Forcing Tube with a variety of detachable rose pipes of various shapes (same as used for decorating cakes).

Cardboard cups, for containing the Charlotte Russe, will be required and possibly a supply of cardboard cartons for delivery purposes. These can be obtained from any cardboard box manufacturer.

Making Charlotte Russe.

Pour 1 quart of good rich Cream (at least of 35 per cent. quality), which has been on ice for several hours, into the whipping machine or a bowl and beat it steadily until it stiffens.

Whip 1 oz. of Egg Whites steadily and gradually add $\frac{1}{4}$ lb. of Castor Sugar.

When stiff incorporate the Egg Whites and Sugar in the beaten Cream, mixing gently, then add $\frac{1}{2}$ oz. best Vanilla Flavouring.

The mixture is now ready to place in the cups. Place 1 doz. cups in a row and stand up in each one four pieces of Lady Fingers, which have been divided, so that they resemble four corner posts, and drop a section in the centre. Fill the forcing tube with the Cream and fill cup, allowing the Cream to pyramid as high as possible. Decorating with rose pipe is left to yourself. On top of the Cream place a Red Cherry, and the dish is ready to serve. These can be made in all colours and flavours.

Jello Russe.

Dissolve a package of jello, any flavour, in water according to directions, and after it gets hard, squeeze from the Charlotte Russe tube some Whipped Cream over the top.

By making nice designs with the Cream this will make a very pretty dish as well as one that is delicious in flavour.

BRICK ICE CREAM WORK.

VERY few people thoroughly understand the art of manufacturing Brick Ice Cream, and few turn out Brick work which is pleasing to the fastidious customer. The most necessary point in this work is the proper kind of machinery to use, and then the knowledge of using it.

To do nice Brick work you should have Brick Moulds with double lids, or removable tops and bottoms, and you should have several of each size. Brick moulds are made from one quarter of a pint to the gallon size, the most popular sizes being the pint, quart, and half gallon. These moulds can be made by tinsmiths or obtained from Ice Cream accessory suppliers.

The next important piece of equipment for this work is the Hardening and Storage Cabinet, which should be made of the best material and well insulated, otherwise the Bricks will not hold up properly after they have been made without the requirement of an exceptionally large supply of ice and salt.

There is no economy in buying inferior grades of Ice Cream Tools, for they will cost you more in the end, and when you get good material they last much longer without any repairs. You should have several brick ladles for working the cream smooth in the Brick, and several long-bladed slicing knives unless you have a trade large enough to justify the purchase of a Slicing Machine and Brick Table.

You should stock a good supply of Parchment paper for wrapping the Bricks, and also to put between the lids when making the Bricks. This paper can be bought in large rolls or ready cut in all sizes. Most progressive manufacturers use paste-board boxes to pack the Bricks in when hard. These are stored in the Cabinet until delivery is necessary.

Delivery tubs should always be well packed with ice and salt to keep the Ice Cream sufficiently hard for several hours, as a customer may not desire to serve it as soon as it is delivered.

Making the Bricks.

When making quart Bricks, cut the parchment paper a little larger than the

lid of the mould, then put this paper between the lid and the centre of the mould, so that it will be absolutely water tight. Now if the Brick is to be one colour, fill the mould with the cream desired and, after packing it down as hard as possible, smooth off the top with your paddle, and put another piece of paper on top of the cream, and then fit the lid on perfectly tight. You should have a large tub ready with the bottom well covered with ice and salt. As soon as you have finished the Brick put it down on this ice, and cover same with more ice and salt, and so on until you have made as many Bricks as needed, then cover them all well with ice and salt, and let stand at least three to four hours. They then will be ready to take out.

Before taking out the Bricks have your cabinet well packed so that you may put them in as you take them out of the moulds. On removing the mould from the ice, dip it in warm water and then, after wiping mould with a dry towel, take off lids very carefully and by holding firmly by the sides you can press out the Brick with the Brick Presser, which is made for this purpose. The

Brick should then be placed in a paste-board box, and put into the cabinet.

The two-colour Bricks are made in the same manner except that care has to be taken in the filling so as to avoid mixing the colours. Put in the first colour and then smooth this well down, then the next colour, then smooth it, and so on, being careful to leave the same amount of space for each colour.

In sliced Neapolitan Bricks wrap each slice separately. This is usually sliced from 6 to 7 to the pint

FLOWER DESIGNS AND FANCY MOULDS.

VERY few manufacturers make fancy Moulds because they say they are too much trouble and too hard to handle. This is not the case when one understands thoroughly the art of making the designs, and there is no branch of the work which pays so good a profit as this. What do you care for a little work when the large profit comes? and why need you let someone else get this business when you can easily handle it with a little study? Well-made designs often bring two or three shillings more per quart for your ice cream because the fancy designs are usually small and are used for teas or dinner parties, where expense is not considered.

The moulds can be bought in numerous designs, and all are made on practically the same principle. First take a tub or container large enough to hold a liberal supply of ice, and cover the bottom with thoroughly mixed salt and ice (meaning at least two parts freezing salt to one

part cracked ice), then have a large vessel of warm water close at hand. Wash all the moulds in this and take each one out of this warm water as required.

After colouring the ice cream to the desired tints fill the moulds as rapidly as possible and lay them in the ice and cover well with more salt and ice. Cut pieces of parchment paper the size to hold the design. After moulds have been in the ice thirty minutes take out one at a time. Dip each mould in warm water quickly and then the design will drop out on the paper and can be wrapped up quickly and carefully, and put in a container, which has been packed already for them to go out.

Do not allow the mould **TO MORE THAN TOUCH** the warm water, otherwise it will melt the design. No time can be wasted after starting this work and the faster you can do it the better the results. You will soon grasp the idea by continued practice, and it will then be an easy undertaking.

THE SODA FOUNTAIN.

THE first Soda Fountain was installed in Great Britain about seventeen years ago. During the past five years the general public has shown its appreciation of the many delicious beverages and fancy ice cream dishes that are served at Soda Fountains.

This is conclusive proof that ice cream and soda fountain confections are becoming more and more popular, and yet it can be honestly stated that the Ice Cream and Soda Fountain trade in this country is still in its infancy.

Naturally every Soda Fountain proprietor is interested to learn how he can develop his trade and get the maximum profit from his investment. Under the following headings will be found advice and suggestions which should prove helpful.

Placing the Fountain.

The location of the fountain plays a most important part in its eventual success, and it should be placed where it will command the greatest attention of

your patrons. Give it prominence—the modern fountain is a handsome as well as useful piece of store equipment. Table accommodation should be arranged in as close proximity to the fountain as is convenient without crowding. Choose furniture of a neat, solid design. The tables should have glass or vitrolite tops, that can be wiped clean in an instant. Chairs should not take up too much floor space, and should be the style that fit close together under the table when not in use, thus permitting free passage between the tables. It is always advisable to establish the fountain as a separate department, so that you can keep accurate check on expenses and receipts and thus know definitely what progress is being made.

Publicity.

Soda Fountain trade does not come uninvited. No matter how appetizing your preparations are, how good the service, how reasonable the prices, how pleasant the surroundings—you cannot hope to build up a steady, satisfactory trade unless you give all these features

the necessary publicity. Fountain publicity takes many forms. The visible effect such as showcards, window strips, and other media which are often supplied by makers of fruits and syrups; hand-written signs bearing the names and prices of your most popular dishes; window displays of dummy drinks and sundaes, etc. The invisible form embodies the satisfaction of those who patronize your fountain. Quality, service, price—all influence your trade. A satisfied customer will come back, and in many instances bring others. When you get the public telling one another nice things about your store then you are on the straight road to success. As often as is desirable new specialties should be introduced. Nothing gets so monotonous as the stereotype menu. The public likes a change. Give it to them. Every dispenser should learn sign-writing so that he can make attractive signs on cards, mirrors and windows to help the sale of his specialties.

Introduce special sales.

Use coupon books. Each book composed of six or twelve perforated sheets, each section of which is valued at one

penny. This enables customers to tear out the required number of sections to the value of the purchase. Value this coupon book at 6s. Sell it for 5s. or 5s. 6d. Issue neat, attractive menus containing an evenly balanced list of drinks and dishes that you feel will appeal. When you introduce a new speciality feature it on the menu and do not hesitate to describe how it is made. Descriptions mean more than names and go a long way towards popularizing specialities. Number each item on the menu and encourage ordering by numbers. Waitresses and dispensers will remember numbers with greater accuracy than names.

Many other ideas will occur to you. Utilize them. Do not wait for business to come to you, but go after it with good, sound methods and the results will put pounds in the cash drawer.

Care of the Fountain.

Given proper attention, the life of the modern soda fountain should be at least ten years, probably longer. It should always be kept in a state of immaculate cleanliness and should be

examined daily to see if all working parts are in proper condition. Take care how you pack the ice cream compartments with ice and salt. Do not heave it in and pound it down with a rammer. You may dent or, worse, perforate the sheet-metal lining, thus causing leakage, and undoubtedly damage the insulation. See that all bolts are tight. Examine water connections for leaks. See that the carbonator is functioning properly. Consult the gauge on the gas cylinder daily to ascertain if you are getting the correct pressure. Clean out the ice and salt packing at least once a week and wash the compartments with hot water. The refuse from melting ice may block the drain.

Sanitation.

Cleanliness in and about the fountain is of utmost importance. Filth breeds germs, therefore in the interests of general health keep everything spotlessly clean. The fountain should never be allowed to remain in an unclean condition overnight. At the close of a day's business glasses, dishes, servers, spoons, work board, sink, disher vat, counter and tables should be

washed clean. The refuse bin should be emptied. Wash the floor behind the work board. The following morning devote sufficient time to getting everything ready for the day's work. Polish the glass and silver ware. Do not breathe on glasses but use a proper cloth. Wipe dry and polish all metal parts of the fountain until they shine. See that the ice cream compartments are well packed with ice and salt; that the ice cream is in good condition. Replenish all fruit and syrup containers, but, remember this, do not add a fresh supply of fruit or syrup to that already in the containers. Pour the old stock out and use it up first. Before filling containers with fresh stocks, clean them thoroughly with boiling water and dry them well. These containers should be washed out thoroughly at least twice a week. During a busy spell there is sure to be a certain amount of sloppiness. It cannot be helped. Always keep a clean wet cloth handy to mop up the drips from the ice cream server, or the fruit and syrup containers. Wipe clean the under part of the ice cream lids, the pump nozzles, the rims of the fruit jars, the waste chute. Change the water in the

wash-up sink and the disher vat. Do it often. Wash clean all glasses, dishes, and spoons as soon as they are returned from service. No dispenser can be too particular in these respects.

Dispensing.

Any individual, with a reasonable amount of common sense and initiative can, provided an interest is shown in the work, very quickly qualify as an expert dispenser. One must be prepared to devote time to study and experiments.

Every care should be taken to see that each batch of fruits or syrups prepared is uniform in flavour and density.

Never serve a tepid drink, nor ice cream which is soft and mushy.

Take pains in preparing each order.

Be quick—and accurate.

Always look busy no matter how quiet trade may be. A prospective customer may mistake your idleness for a sign that the fountain is not open for business.

Take a pride in your personal appearance. Be neat. Be clean. Develop a happy nature and a pleasant smile.

Give careful service and attention to all alike.

Be fully alive to your responsibilities.

Never appear behind the fountain unless dressed in a clean, white coat and cap, several sets of which should always be kept on hand.

Service.

Quick, efficient service is necessary at all times not only on the part of the dispenser but also your waitresses, who should be carefully chosen. The ideal waitress possesses personality and tact, is well-mannered, of quiet voice and a neat, well-groomed appearance, and always shows that she is anxious to please. Waitresses should be dressed uniformly. They should be familiar with every item on the menu and able to offer suggestions that will prove helpful in deciding a customer's choice.

Competent assistants will better your business, while those who are careless and indifferent will tend to ruin it.

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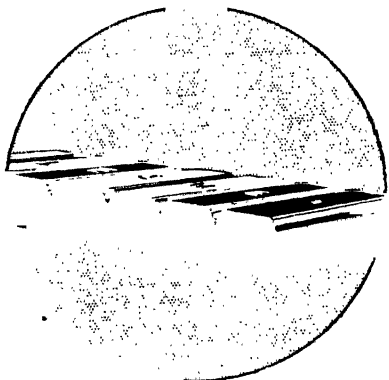
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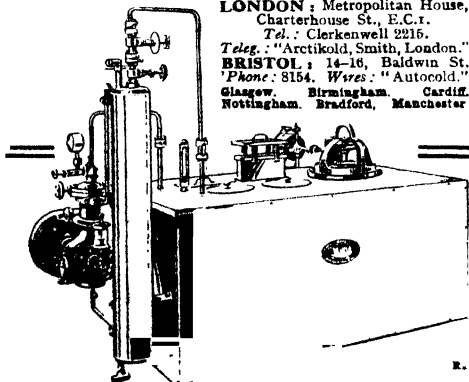
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