

Order Salt Now

At present our stocks are unusually large, in anticipation of the heavy September demand. While our shipping facilities, distributed over several points, are equal to any emergency, we would remind customers that there is usually a difficulty in securing cars when harvest products begin to move. It is better to order ahead of immediate requirements and get salt shipped and stored all ready for fall business.

Keep Salt in a clean, dry place

Remember, that when we ship salt, it is neither wet nor dirty, but in every respect choice merchandise worth taking care of. The packages are always fresh and attractive, if kept clear of rain and dust.

Coleman's Dairy Salt

Dealers who have not tried to work up a trade in the higher grades of salt are recommended to begin with the 20-lb. sack of Coleman's Butter Salt. It is good value, retailing for a quarter dollar and paying the dealer almost as much profit as a barrel of common salt. Keep these well displayed, and, when a farmer asks for the customary "barrel of salt" for general purposes, sell him a sack in addition for dairy use. Next time he comes in with butter to sell, you will notice an improvement in the texture, color, flavor, and general appearance.

R. & J. RANSFORD, Clinton