

Salt that Pays

Some dealers say there is no money in handling salt. Our best customers tell a different story. Almost everything depends on the way it is handled.

How do they manage it?

First of all they buy it right—they send us their orders knowing that we carry large stocks of first-class salt, and that we ship promptly by any line of rail or by water. On arrival it is stored in a clean, dry place, and treated with the care that all good merchandise deserves. It is bought right—stored right—and as a result—sold right.

Coleman's Table and Dairy Salt

This pays the dealer a much better profit than common barrel salt, and by keeping it to the front, sales may be largely increased. Many farmers are using the cheapest salt they can buy for butter, simply because the grocer has never urged them to use anything better.

No time like the present

"June butter" is supposed to be the best of the year. It is for dealers to see that their customers use the best salt. Get a stock of fifty and twenty pound sacks of **Coleman's Butter Salt**, display it nicely, and it will be found a quick and profitable seller. We send attractive advertising matter in each car.

To complete the carload

We can supply fine or coarse salt in barrels, bags, or bulk—any assortment you may require.

R. & J. RANSFORD, Clinton.