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## Let Your People Decide

Serve one dish of home-baked beans and one dish of Van Camp's. Then let your follics decide which kind they'll have next. And be glad of their choice. For you don't want to bother with home cooking-do you?-if your people like our methods best.

Hers is an ideal kiechen, fitted with every facility. In charge of
At stake on that dish is our reputetion, establiebed for 47 years. And a sale of te
May we not elaim, without offense, that we can prepare that one
dish better than you?
One reason is that we bake in live steam.
So we don't crisp part of the bearss, as you do. We don't burst the skins. Ours are all baked alike-baked until they are mealy.
Yet they are matty because they are whole.
That is the first point your people will notice. They will never beans have when they're whole.

## Van(amp's = <br> PORK~NDEANS

You will never be satisfied with other brands after you know Van Camp's. That nutty flavor, that perfect blend, that tang and that zest would be missed. Once learn how good beans can be, and you will be one of the millions who insist onVanCamp's.

| But the difference in beans isn't all in the cooking. There is als wide choice in materials. <br> The beans, for instance, are sold as low as 30 cents per bushel Yet we pay $\$ 2.10$ for oars. <br> The reason is that we bay only the choicest Michigan bean Ours are picked out by hand to give us only the whitest, the plumpest, the very cream of the crop. <br> We could buy tomato juice for 75 conts per barrel. Yet we pay $\$ 3.45$ for just the tomatoes used in a barrel of ours, <br> The difference is this: Cheap sance is made from tomato picked green, and ripened in shipment. Or of scraps from a ca niag factory. It lacks flavor and richness and sest. <br> Ours is made oaly from whole tomatoes, ripened on the vine They are picked when the juice fairly sparkles. Our sauce has savor which Nature alone can give. |
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It pays to get the best in beans, for the best are cheap enoughi,
Suppose rou can save a trife per con, because the mekerer has
used a cheap class of materials. You will not find them appetiving. You'll not serve them often.
How mach better it is to serve beans that your people whe. ${ }^{4}$ Then let them largely take the place of meat.
For beans and meat have about the sam
Fasily takes the place of the other
And think of the trouble saved. Van Camp's are always ready. want them hot, put the sealed can in hot water. When you are tired, here's a meal without labor. When you are
hurried, here's a meal without waiting. And a meal that all people like. Consider what you will save in time, money and trouble, when your people learn about Van Camp's.

Van Camp Packing Company, ${ }^{\text {Enblkbed }}$ ib61 Indianapolis, Indiana.

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