# Shoes. At Cost, Pues 5\% 

## The Regal Shoe Co. Announces a New Policy That Will Shake Up the Stoe Trade <br> Regal Prices Are Now $\$ 335$ to $\$ 585$

Here is a letter from the Regal Shoe Company that will begin a new era in the shoe business. It will be an earthquake for the shoe trade, but, like other Regal innovations, a benefit to the public, in which purchasers of Regal Shoes will first share. No concern having a plant and organization less powerful than the Regal Company's could dare to so defy trade custom. But-

## It Means Greater Variety and Greater Value in Regal Shoes Than Ever.

To Regal Agents and Regal Customers Everywherses

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\text { Boston, February } 1_{\mathrm{st}}, 1911 \text {. }
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The retail price of every shoe hereatier produced in our factories will be the manufucturing coet of that shoe, plus five per cent. commiusion and the cont of seliling
Except that we shall not "split" nickels, every price will be fixed exactly as it thus figures, reperellesa
of whether it comes out in odd or even money. Thus, if the cost of any model, plue $5 \%$, 53.85 , of whether it comes out in odd or even money. Thus, if the cost of any model, plue $5 \%$, in $\$ 3.85$,
the price of that model will be $\$ 3.85-$ not $\$ 4.00$, or any other figure. And this pricu $i l l$ the price of that model will be $\$ 3.85-$ not $\$ 4.00$, or any other figure. And this priac
and certified by chartered pubtic accountants and stamped on the shoe at the factory.

This smashes the immemorial shoe-trade policy of building all high, -rade shoes to fit certain arbitrnry prices. The trade will, undoubredly, rise in protest against our action, and call us "price-cutters."
But like Regal innovations in the paat, it will benefit Regal cuatomess. In face of that fact we can disrigard this protest as we have others.

This is NOT a price cut, although the result will be to give Regal Shoe buyern better value for
ce than ever before. Regal Shoes have almays been priced at $5 \%$ above cost of manuiacture price than ever before. Regal Shoes have always been priced at $5 \%$ above cost of manuiacture
and selling. But, according to universal custom, the prices were fixed BEFOREHAND at $\$ \$ .50$, and selling. But, according to universal custom, the prices were fixed BEFOR
$\$ 4.00, \$ 4.50$, etc.-and the shoes were built AFTERWARD to fit those prices.

Hereafter we shall regard the shoe as FIRST in importance and let the price fall where it will.
年 Regal customers will cherefore profit by numberiess mamil savings represea id on che pew ane plan. And in desigaing Regarice oes we shail no longer be obliged to keep one eye on tho thoe and the other
on a fixed, arbitrary price at whith it mes beld. We shall now keep both eyes ON THE SHOE, to the improvement both of style and of value.

Cery truly yours,
preier

## Do You Realize What This Bombshell Letter Means?

This means an end of the arbitrary prices on shoes.
These arbitrary prices have for years been fixed on good shoes immovably at $\$ 3.50, \$ 4.00, \$ 4.50$ $\$ 5.00$, $\$ 5.50$, and so on; each price always a hall dollar jump away from the next.
If a designer produced a new shoe which could properly be sold at, ayy, $\$ 4.30$, the manufacturer had either to take someihning out of it to bring the price to $\$ 4.00$ or to add extra and unneccese
expense merely to thove the price up to $\$ 1.50$.
Thus you can sceethat wow the and pay for more he customer wiften had wotually necemary. True, the difference was seldom large-20 to 30 cenata at most-and true, too, that in Regal Shoes the full money's worth was always given. But, what the customer wanted Was TO GET A SATISFACTORY SHOE-not
to pay a certain prica. Why should he be forced to pay in hall-dolars if satisfaction could be given to pay in hali-dolarn if satisfaction could be given
in dimes? Why mut he pay $\$ 5.00$ if all that he in dimes?
wanted could be had at $\$ 4.85$ ?
Hereatter, as Mr. Blive letter itaten, every Regal price will be made to fit the shoe, not the shoe to fil the price. If the Regal Shoe-builderoproduce:astyle that can be sold for 3185 , then $\$ 3.85$ will be the price. Nothing will be added merely to bring its price to $\$ 4.00$, nor will anyyhing be taken out to make its price $\$ 3.50$. The customer gaina bothywayamad the Regat style-m
by tradition.
With this new freedom, and with the whole atention of the Regal organization fixed on standards of quality, regardless of the ups and downs of the leather market, Regal Shoes will more than ever be the best that money can buy.

## Everything

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Concord Motor Cerr Shop, joE. Corbla St. L. E. Booker.

## In Regal Shoes You Get What You Want and Pay Only for What You Get CANNON \& FETZER COMPANY

Exclusive Distributors of



