

State if the ground is level or sloping, giving the inclination in the latter case; great advantage may be derived from a sloping ground.

Make a sketch of the site of the factory, showing the roads.

State if the factory will be run by steam or water-power; the latter is much preferable to steam on account of its regularity.

State if you wish to have only what plant is strictly necessary, or if you wish to get an extra plant as regard completeness, with due regard to economy.

### Notice.

We are in a position to quote special prices for several articles of the best manufacturers of dairy goods **either for cheese or butter factories** and respectfully solicit the favor of your correspondence.

It will cost you nothing to tell us what you want to purchase, and doing this may save you hundreds of dollars.

Write to

**JOHN S. PEARCE & Co.,**  
**LONDON, ONT.**



### GUARANTEE

Every separator will be sold by us, whether expressly mentioned or not, under the following special and definite guarantee:

#### We guarantee:

1<sup>o</sup> That the capacity of our separators as given is their actual working capacity. The capacity is 20 to 30 per cent greater on milk fresh from the cow and not transported than on factory milk; note this in comparing capacities and prices.

2<sup>o</sup> That for every dollar of the combined purchase price and cost of setting, our separators will, per hour, skim at the least 30 per cent more than any other machine, with a considerably lesser consumption of power.

3<sup>o</sup> That our separators will prove, in use, more economical than any other machine, as regards fuel, oil and attendance.

4<sup>o</sup> That the milk, skimmed at the perhour rate given above, will yield more butter than could be obtained by other machines, at the rate given as the capacity of the latter by their agents.