

# Look Behind the Peddler

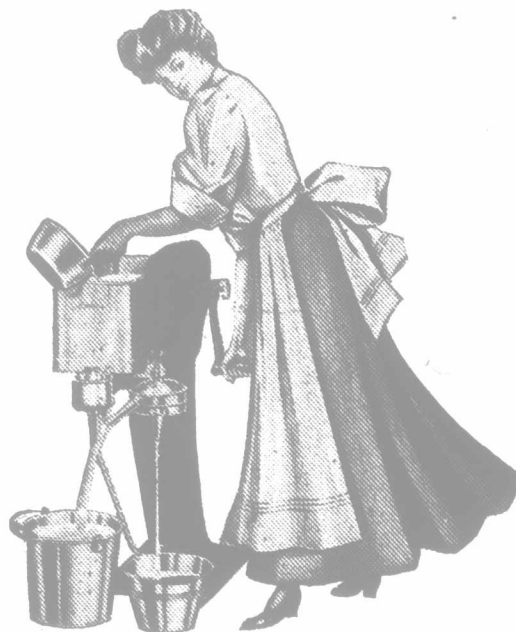
SOME CREAM SEPARATORS are so unsatisfactory that responsible dealers will not handle them. The manufacturers of such machines must sell them through peddlers or go out of business. If a peddler offers you a cream separator, look behind his smooth talk—think of the things he prefers not to talk about.

**What ails his separator?** Why don't responsible dealers handle it? Would you buy a machine that **wide awake dealers** refuse to touch? What hold has **you** on a peddler? What **good** is his guarantee? He takes your money—leaves his machine—and **you never see him again.**

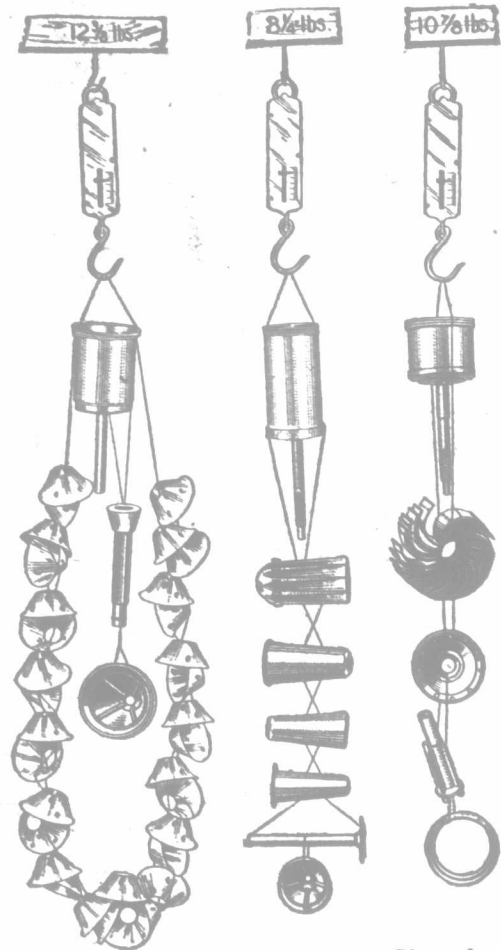
Perhaps the peddler says the maker guarantees the machine. What is such a manufacturer's guarantee worth? No more than his machine, which responsible dealers refuse to handle—no more than his business, which is simply peddlers' pickings. When such manufacturers go to smash, as they often do, where will you get repairs for the cheap machine the peddler offers? Don't say you won't need them—a **cheap separator is always** needing them. Worse still, a cheap separator will lose more than its cost, every year, through poor skimming.

**Any machine that has to be peddled had better be let alone.**

Sharples Tubular Cream Separators are sold everywhere and **only** by responsible dealers. Every dealer stands back of every Tubular he sells. We stand back of every Tubular we make—and the manufacture of Tubulars is one of Canada's leading industries. More Tubulars are sold than the three leading "bucket bowl" separators combined. Sales for 1908 way ahead of 1907. Fine Tubular features are making 1909 still better. Write for catalog No. 193



These illustrations are from actual photographs. They show the easy running Sharples Dairy Tubular Cream Separator and the simple, light, durable, sanitary, easy to wash Dairy Tubular bowl used in it. The Dairy Tubular bowl develops twice as much skimming force as common "bucket bowls," skims two to five times as clean, can be washed in one-tenth the time and wears a life time.



These illustrations are from actual photographs of three complicated, common "bucket bowls" used in ordinary separators. Notice their weight. Count their pieces. Imagine the wear and trouble of washing. Peddlers' separators all have common "bucket bowls" as bad or worse than these.



**The Sharples Separator Co.**  
Toronto, Ont. . . . . Winnipeg, Man.



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"The Tie That Binds"  
He knows that the lock on

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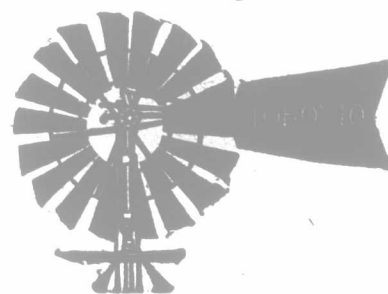
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