

# THE JUGGLING OF FIGURES

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Exp Farm

and other desperate methods used by some of the "little pin-wheel gas pipe separator concerns" show almost human intelligence, but after both the machines and their projectors are turned into poor fertilizer, the "Alpha" will continue—as in the past—to demonstrate that it will save its cost each year over and above what is possible with any other separator or system.

The following letter gives some information which the off-shoots of Ananias are attempting to hide from public gaze:—

BUFFALO, N.Y., November 2, 1901.

THE DE LAVAL SEPARATOR CO.,  
74 Cortlandt St., New York, N.Y.

GENTLEMEN,—

As engineer in charge of the Model Dairy at the Pan American, Buffalo, N.Y., I was impressed with the following points of merit in the running of your Cream Separator. It did its work very smoothly and quietly, showing by its running its mechanical excellence. I could run it with a much smaller consumption of fuel and lower steam pressure. In fact, it took **but one-fourth as much steam to do our work with it as the "United States" Separator used to do the same work**, and at no time did I have to force my fire or boiler in order to keep up the supply of steam, as I did when the latter machine was in use.

We were sorry to see it leave on June 28th and glad to see it returned on August 9th, as it made less labor for all. Your representatives let the regular Dairy force handle it, **while your competitor, the "United States," had an expert to run their machine during the greater part of the time of their run**, and even then he could not make a record for close skimming except by running his machine at an excessive speed of 11,000 to 12,000 revolutions a minute, **cutting down the capacity and making a thin cream**. One morning in particular **the cream was so thin I had to run the churn two hours and twenty minutes before the churning was done**.

Yours very truly,

JAMES F. DOWNEY,

*Engineer Model Dairy.*

And further,

1st—The letter from the Model Dairy management and employees was written **October 21st**.

2nd—The official skimming record of the De Laval machine **during its allotted run is .0161**.

3rd—The official skimming record of the U. S. machine **during its allotted run is .0543**.

Vermont Farm Machine Co. or any one else to the contrary notwithstanding.

New York  
Chicago  
San Francisco

THE DE LAVAL SEPARATOR CO.

77 York Street, TORONTO

Montreal  
Winnipeg  
Philadelphia