



Things Worth Knowing

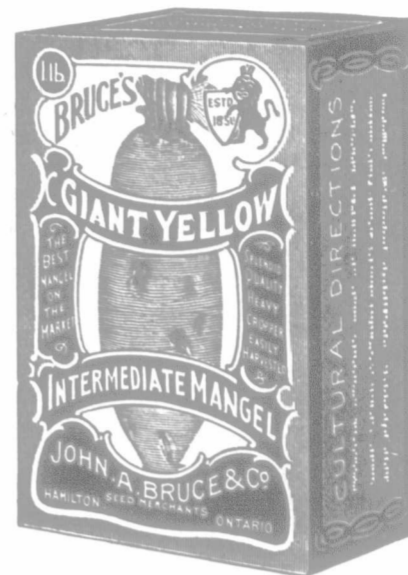
Anyone considering the purchase of a "mail order" separator, may with advantage consider the following facts before sending cash with order.

- (1) The "mail order" house does not sell separators cheap, but it does sell "cheap" separators.
- (2) It does not manufacture separators but buys "job lots" here and there, having in mind only the greatest margin of profit to be obtained upon money invested.
- (3) It does not employ separator experts nor repair machines, and even the name of the manufacturer is unknown to the user.
- (4) The small manufacturer from whom the "job lot" is purchased this year, may make another kind of separator next year, or, quite as likely, may have discontinued entirely the manufacture of separators and their repair parts.
- (5) No separator manufacturer who makes a sufficiently good machine to enable him to find a market for it through the dairy public at the price of the standard article, will sell his output or any part of it to a "mail order" house.
- (6) The man who feels he cannot afford to purchase a New Improved De Laval separator can secure from the Company a re-built De Laval infinitely superior to the best mail order machine and at a lower price, capacity and efficiency considered, than is asked for the latter.

Write For Catalog.

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