

creamery cold, and sometimes tainted and sour; and furthermore, he did not run the danger of getting milk from other herds which might carry tuberculosis germs or other infection.

Then instead of having a big load of milk to haul to the creamery and back again every day, he had only a can or two of cream to carry to the creamery or station two or three times a week, and this saving of time and labor, especially in the spring and summer when his farm work was heaviest and his milk supply was greatest, meant much to the farmer.

The farm separator also made possible the great centralized butter plants with their larger facilities for marketing and distributing, and buying cream within a radius of several hundred miles, ensuring a steady and profitable market for cream, even to the farmer in the scattered and remote community with an insufficient cow population to support a local and conveniently situated creamery.

In the dairy industry as in every other, the problem of securing a ready market is a most vital one, but nowadays, except in some few sections of the Southern states and a few isolated localities in the mountainous sections of the West, thanks to the cream separator, the farmer can always find a ready market for his separator cream, and on every farm where two, three or more cows are kept, a good cream separator is not only an economical purchase but is well-nigh indispensable.

As to the part that the De Laval organization has played in the upbuilding of the dairy industry, aside from the development and perfection of the original centrifugal cream separating machine, we have said little, because it is well known to dairy authorities everywhere and to those connected with the industry in a large way, that the De Laval organization has, since the very beginning, always been the leader, not only in improving and perfecting the art and science of centrifugal cream separation, but as well in every movement that has been for the benefit and advantage of dairying in all its various phases.



MODERN DE LAVAL SEPARATOR.
NEARLY 2,000,000 IN DAILY
USE

Due to this broad-minded and constructive policy, De Laval Cream Separators stand today first in the esteem of dairy farmers everywhere, and the annual sale of De Laval Separators exceeds that of all other makes combined.