

# TECHNICAL PRODUCTS SERVICE

## MAKES or SAVES

*This Company  
Wished to  
SELL*

*This Company  
Wished to  
BUY*

**Money For  
Manufacturers**

who wish to

## SELL or BUY

**Unused Manufacturing Buildings  
Factory Sites  
Machinery or Equipment**

CINCINNATI, February 1928, 1930.

The Technical Products Co., Inc.,  
501 Fifth Ave.,  
New York City, N. Y.

Attention of Mr. R. D. Keene, Pres.

Gentlemen:

Answering your letter of the 16th inst. wish to say that I am very well pleased with the manner in which your company has handled the sale of the distilling plant formerly owned by The Clifton Springs Distilling Co., to the General Food Products Company of New York.

I am sure the sale would not have been consummated to them without the technical advice your experts were able to give. The service given by your legal advisers and the painstaking work on the part of your executives also contributed in a very helpful manner to the success of the deal.

Very truly yours,

*H. P. Cellarius*

H.P.C.AE

THE letter on the left is from a company which had a distillery to sell. The letter on the right is from the company which bought it.

Both letters were solicited. We asked both purchaser and seller what they thought of TECHNICAL PRODUCTS SERVICE through which the sale was consummated.

In their own words, each com-

pany is well satisfied. The sellers disposed of their discontinued plant as a unit and realized a better price than they had hoped for.

The buyers secured just what they wanted at one-half the cost of a new plant. And with a few minor changes they will be able to operate in sixty days. A new plant could not have been placed in operation in less than a year.

**Technical Products Service  
Brings Buyer and Seller Together**

GENERAL FOOD PRODUCTS CO.

501 FIFTH AVENUE  
NEW YORK

February 24, 1928.

Technical Products Company, Inc.,  
501 Fifth Avenue,  
New York, New York.

Gentlemen:

Attention Mr. A. E. Galvo, Vice-President

When you first mentioned to us the possibility of our using the Clifton Springs Distillery for one of our Central States plants, we were confident from our previous knowledge of your work, that your reports would be presented to us in a way to permit a prompt and well-founded decision.

The technical reports made by your Consulting Engineer, Mr. Otto Hamius, and the combined effort of your entire organization including your legal advisers, surpassed these expectations.

We are very glad that we came to you to help us find an available plant for our purposes.

Yours very truly,

GENERAL FOOD PRODUCTS COMPANY,

*A. E. Galvo*  
President

To Owners

### Technical Products Service

—makes money for manufacturers with a plant or equipment to SELL.

Under ordinary wasteful methods the owner of an inoperative plant sacrifices good machinery to a junk dealer at low prices.

Plant and site are turned over to a real estate agent, likewise to be sacrificed.

But with TECHNICAL PRODUCTS SERVICE our expert engineers and chemists work out an adaptation of the plant to new uses and our sales organization then brings this possible adaptation to the attention of the industries most interested.

The owner realizes on his site, his buildings his machinery and apparatus as a unit and at the highest obtainable prices.

This result could only be obtained by the help of our technical experts—some of them the most highly paid in their professions.

*Employ Technical Products Service and realize the highest possible value from inoperative plants.*

To Purchasers

### Technical Products Service

—saves money for manufacturers who wish to BUY factory buildings or equipment.

Ordinarily the purchaser would lose both time and money while searching for a plant which seemed adaptable to his needs. Or he would decide to build a new plant under excessive cost conditions.

He can avoid all this by turning to the TECHNICAL PRODUCTS engineers, legal advisers, and real estate experts, who have studied available plants and equipment throughout the country and who can at once point out to him the plant or machinery which may be most quickly adapted to his needs.

And at the lowest obtainable prices.

Similar service is rendered by no other existing organization. TECHNICAL PRODUCTS COMPANY is the pioneer in this field of specialized technical salesmanship.

*Employ Technical Products Service and benefit through the advice of our experts in making your purchase.*



### "The Economist"

—is an up-to-date list of good usable equipment, issued as frequently as a sufficient number of new items are placed upon the market.

It lists, illustrates and describes all kinds of available power, industrial and process machinery, giving

detailed specifications and complete information in just the way you want it.

Purchasing agents should receive this publication regularly. At your request we will place your name on our mailing list without obligation.

## TECHNICAL PRODUCTS COMPANY, INC.

501 Fifth Avenue New York

Branches: Chicago St. Louis Akron Toronto