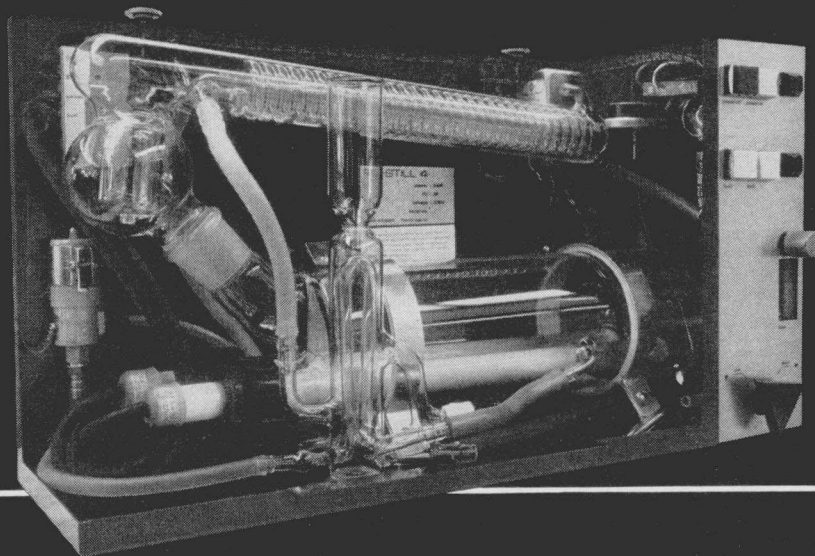


They laughed when I set it on the lab bench.



The Other Glass Still had just produced a respectable distillate. There were appreciative murmurs throughout the lab.

Sensing a chance to prove my mettle in a dramatic way, I confidently strode forward with the Barnstead FI-STILL 4.™ "Too small," some said. Others remarked, "Too handsome – can't be right for a lab."

I cleared a small spot on the lab bench (just 20" x 11⁵/₈" x 8") for my discovery. A silence fell as FI-STILL 4 produced a full 4 liters of pyrogen-free distillate within the

hour. I pointed out that the other glass still costs 1½ times as much per liter per hour of capacity.

"Amazing."

"How does it work?" they asked.

"Automatically," I modestly replied. I pointed out the remarkable constant level syphon. The built-in flow meter and automatic start/stop features. I showed them the push button controls for all operations.

Next, I displayed the matching storage tank with a 15-liter capacity. They had guessed by now that it automatically called for water after

2.5 liters had been drawn off.

Then, I took the wraps off The FI-STILL 4. There was a hush as the complete glass design was revealed.

My associates were chastened. They quietly left to learn more about FI-STILL 4. From their local Barnstead dealer or Barnstead Company, 225 Rivermoor Street, Boston, Massachusetts 02132. Telephone (617) 327-1600.