



## Paint That Preserves Farm Buildings

PURE PAINT is a sure preservative whether it covers buildings or vehicles or implements or anything else. If you use paint because it is cheap you will just as surely pay dear for it in the end as you would if you fed your stock with a mixture of corn and pumpkin seed.

Paint to preserve buildings must be made up of the right raw materials and mixed with the right skill and machinery to make it durable enough to withstand all severe weather conditions and variation of climate.

Any paint may look well but the only test is **time**. Yes, the old steady sun and the hammering storms will prove that common paint don't preserve.

Next time you're in town ask your dealer for

### Martin-Senour Paint

If he don't sell it drop us a postal and we will send you color cards and prices of one or more of the many good paint things we have ready for your use. Let us tell you all about them in our beautiful booklet "The Home Beautiful." Free upon request. Write to-day.

**MARTIN-SENOUR CO., Ltd.**  
MONTREAL.



## "She Is My Daisy" One of Lauder's Best

Then there is "The Wedding Of Lauchie McGraw" and "Mister John Mackay", which were seldom sung by Mr. Lauder during his recent Canadian tour. But these songs are simply immense—and, of course, sung as only Harry Lauder can sing them.

We have seven new Lauder Disc Records—each one a delight to all who enjoy this artist's inimitable style.

10 inch—75c. Each

- X 52310—The Safest Of The Family
- X 52311—Mister John Mackay
- X 52312—Wearing Kilts
- X 52313—She Is My Daisy
- X 52314—Rising Early In The Morning
- X 52315—A Trip To Inverary
- X 52316—Wedding Of Lauchie McGraw

Eight more of Lauder's songs to be had of any Victor Dealer. Write for latest catalogue of over 3,000 Records—sent free on request



**THE BERLINER GRAM-O-PHONE CO.**  
of Canada Limited, - - - - - Montreal.

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HAVE YOU EVER REALIZED THE RESULTS OF "ADVOCATE" ADS ?

### TRADE TOPIC.

#### A MODERN CANADIAN MANUFACTURING ESTABLISHMENT.

Of the large manufacturing plants established in Canada there has recently come to our notice one which is worthy of more than a passing comment, not only on account of the trade and capital which this plant brings to us, but on account of the value of the product which it will turn out, and the excellent reputation and standing of the manufacturers themselves.

We have reference to the large new factory opened a short time since at Sherbrooke, Que., by E. & T. Fairbanks & Co., who are undoubtedly the widest and most favorably known scale manufacturers in the world.

While the Fairbanks Scale was originally designed as a weighing machine, it is now also used to determine the number, volume, strength, quality and quantity of many articles of commerce. It computes percentage, determines values, and translates the standards of one country into those of another. One may weigh in pounds and read in bushels, a fact worth remembering, when it is considered that the great West of Canada produces immense quantities of wheat and grain. Coal may be kept in storage or on a scale which will weigh the amounts dumped in or drawn out, and at all times indicate the quantity remaining in the bin. Without scales, our mining industry would be seriously hampered. There is a constant increasing demand for modified forms of scales for new industries, and for special sizes, to fit difficult and restricted locations. Many of the processes in the industrial world depend upon the weighing machine to proportion ingredients, to facilitate the handling of materials, and to test the accuracy of products.

The demand for this labor-saving machinery is to-day greater than ever before, and we are particularly gratified that Canada is now placed in a position where it can be truthfully said that we are manufacturing here the highest-grade scales made in the world. There was a time when all weighing was done by means of beams, or steelyards, but this method was found to be too slow, and the inventive genius of Thaddeus Fairbanks brought out the Fairbanks Platform Scale in the year 1831. The resulting economy in time and labor has proved of increasing value in every industry. Hundreds of modifications from the original size and style have come into daily use, and there are few weighing requirements for which specially-adapted scales have not been designed. Fairbanks scales have been adopted by the Governments of the world as standards, and their accuracy is never questioned. They are also used almost exclusively by railroads, and wherever accuracy in weight and durability of service is essential. It may be said, therefore, that a large part of the world's traffic passes over Fairbanks scales, and they are accepted as a fair arbiter between buyer and seller.

This reputation has not been cheaply earned, but is due to a constant and unremitting effort to make good scales, utilizing the best products, sparing no money in the effort to maintain the highest standard of design, material and workmanship.

The Fairbanks scale of to-day embodies in its construction. First, the experience of more than three-fourths of a century of constant effort toward the improvement of scales. Second, the employment of the best skill, including engineers to design, and workmen to execute, together with the highest grade of material necessary to bring out a scale of quality. Third, the use of intricate and special machinery, which secures exact uniformity and unflinching accuracy.

The buildings making up the Fairbanks scale factory are situated in the center of the town of Sherbrooke, at a point where the plant is well served by both the Grand Trunk and Canadian Pacific Railways. They are of modern construction, and consist first of a large iron and brass foundry, with annex providing the storage house for metals and foundry accessories. The castings are of large capacity, and embody all the latest ideas in charging and pouring. The core room, adjoin- ing the foundry, is

equipped with Millett core-ovens for baking sand. The coke is elevated by means of a bucket-conveyor from alongside of the railroad track, where it is dumped from the cars, and this eliminates all unnecessary handling.

The sand required for moulding is carried up in the same elevator, and handled from the elevator by means of spouts. Travelling cranes and all modern machines and appliances are employed wherever required.

Adjoining the factory is a large machine shop, also cleaning-room for cleaning the castings. Next to the machine shop is a building known as the paint shop, where the finishing is done to all Fairbanks scales. Beside the paint shop is the sealing and packing department, a long building, about 40 feet in width, where the various parts of the scales are assembled, tested, sealed, and finally packed for shipment from the depot at the end of the packing-room. South of the assembling and sealing room is the wood-working department.

The buildings throughout are built with monolithic and reinforced concrete foundations, which are carried up to the first-floor level, where the walls are continued in red brick, set in lime-cement mortar. The floors are of 2 x 4 inch spruce, on edge, and 1-inch hardwood flooring on top, with heavy timber beams and columns, the construction being known as slow-burning, or mill construction. Each department is divided from the other by means of brick walls, with tinned standard automatic fire doors. The arrangement of the departments is such that the raw materials come in at one end, pass through the factory, and go out the other end finished, with all unnecessary lifting and handling eliminated.

The room of the shipping department is 30 feet wide by nearly 100 feet long, with a 10-foot platform, with canopy covering the same, running the full length of the building. Alongside this platform are located the tracks of the Canadian Pacific Railway, running over a 100-ton, latest pattern Fairbanks Track Scale, so that all raw materials entering the works, and finished material leaving the same, can be weighed in the cars before leaving the company's yard. The spur, or siding from the main line, enters the property on the south side of the buildings, which serves as a lumber yard. The latest weighing devices are also employed for weighing the charges for the foundry furnaces and for other purposes about the works.

The motive power for operating these works is electricity, which is supplied by the Sherbrooke Electric Power Co. Electric lights are also used from the same company.

Other departments, which it is unnecessary to describe in detail, are the excellent tool rooms contained in the galleries of the machine shop, the blacksmith and forge shops, and the drafting department.

The work of construction was started in April of last year, and completed in the fall.

The commerce of the world turns upon a pivot edge. In every country on the globe, in all branches of trade, in every line of business, Fairbanks scales are the recognized standard of weight.

"A Maine man, notorious for his 'nearness,'" says a New Englander, "one day went into a meat shop in Portland and inquired the price of a certain soup bone."

"The proprietor of the shop, himself a generous fellow, said, in answer to a question from the old man, 'Oh, I'll give you that.'"

"The old man, who is hard of hearing, put a hand to his ear, as though he had but faintly caught the butcher's reply. 'Can't you take something off that?' he asked, querulously.

"Yes," said he, "call it 10 cents."

"Whereupon the old man went away with the comfortable sense of having driven a good bargain."

At one time both Montague Matthews and Matthew Montague were members of the British House of Commons. Mr. Matthews was a big, powerful giant of a man. Mr. Montague was thin and emaciated. The Speaker frequently confused the two.

"I can't understand it," said Montague Matthews. "There's as much difference between us as there is between a horse chestnut and a chestnut horse."