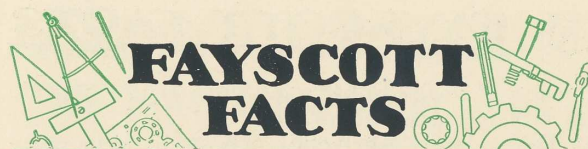
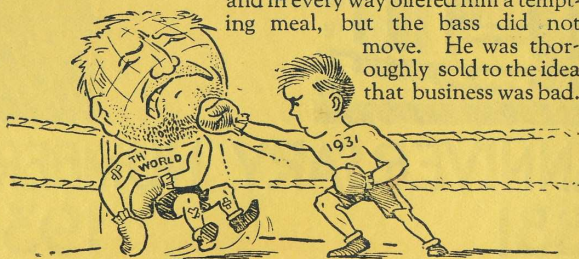


ANNIVERSARY NUMBER
1881 **1931**

1931--A Year of Great Recovery

THE YEAR 1929 was a year of excessive prosperity; 1930 a year of excessive depression. Indications already promise that 1931 will be a year of great recovery. Business depression is largely a matter of psychology. If you are determined business is going to be better and bend every effort toward that end, you'll have no occasion to worry much about the future. Business will get better.

A scientist placed a small-mouthed bass in a tank of water and fed him some ground liver until the bass had become accustomed to its habitat; then he placed a sheet of glass in the middle of the tank and dropped three or four live minnows into the water on the side opposite that which contained the bass. When the first minnow struck the water, the bass made a dive for it and brought up against the glass partition. As the rest of the minnows were dropped in and began swimming around, the bass made repeated lunges at them until his nose had become somewhat sore following the repeated bumps against the glass. Finally, the bass gave it up and retired to a corner on his side of the tank where he stayed complacently. The scientist then removed the sheet of glass, when the minnows started swimming all over the tank, directly in front of the bass, over him, under him, and in every way offered him a tempting meal, but the bass did not move. He was thoroughly sold to the idea that business was bad.



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ROY H. FLYNT · Editor WINTHROP L. FAY · Associate Editor

VOL. II. JANUARY-FEBRUARY 1931 No. 1

50 Years of Achievement

He who gives us better homes, better books, better tools — a fairer outlook and a wider hope — him will we crown with laurel.—Emerson

WHEN Norman H. Fay and Walter Scott formed a partnership in 1881 and leased a modest building on Main Street, Dexter, in the State of Maine, they little realized to what magnitude the business would grow.

A big ideal animated both minds — to manufacture the best machines that honest materials and expert workmanship could produce, backed by the honor and integrity of the makers. This policy of "satisfaction to those we serve," soon won widespread recognition in the trade.

Demands in the next three years for lathes, machine tools and special machinery made expansion necessary and the equipment was moved to a building located on the site of the present plant. The personnel in 1884 comprised eleven men including the partners. The average payroll was one hundred and fifty dollars a week.

Shop and Foundry extensions made during the next 30 years to meet business demands, increased the plant to 90,000 feet, more than two acres. The world war brought the payroll in 1916, to more than \$8,500.00 weekly. The

Nothing great was ever achieved without enthusiasm



FAYSCOTT FACTS

number of employees had grown from 11 in 1884 to 450 in 1916, mostly skilled mechanics.

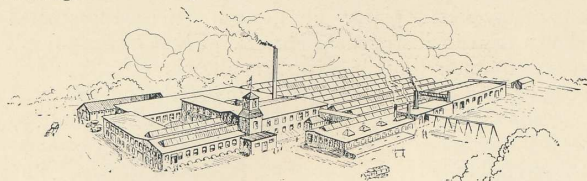
The machinery output of FAY & SCOTT shows an exceptionally high degree of perfection, the result of a definite policy of developing the human element through close supervision and personal contact.

Most of the foremen own their homes and FAY & SCOTT has built 35 modern houses which are rented to its employees at a nominal amount. FAY-SCOTT INN, a semi-hotel accommodating 50, is designed to make homelike living quarters for the single workmen.

A three year apprenticeship plan with progressive wages, guarantees trained workmen to augment the force and fill vacancies.

The advantage of location in the geographic center of Maine, the abundance of cheap hydro-electric power, satisfied labor, and low cost of production effected through an employees' wage incentive plan, make for maximum economy in manufacture.

Winthrop L. Fay became president of FAY & SCOTT on the death of the founder, Norman H. Fay, in 1919. Mr. Fay has been affiliated with FAY & SCOTT since boyhood. Supplementing a sound apprenticeship with an engineering course at the Massachusetts Institute of Technology, Winthrop Fay has occupied in succession the positions of foreman, shop manager, superintendent, general manager and vice-president.

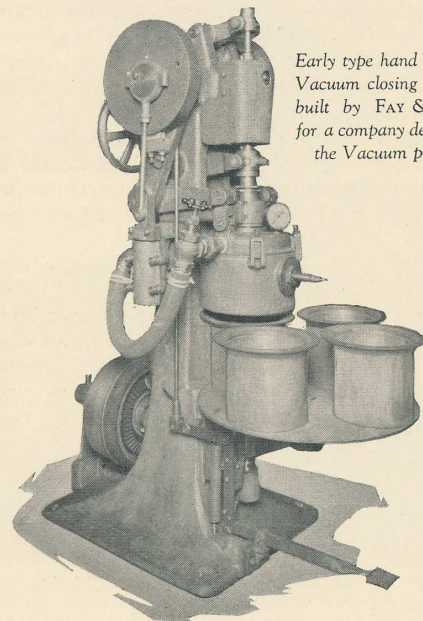


He that would have the fruit must first climb the tree

FAYSCOTT FACTS

Machines for Closing Cans in a Vacuum

HAVING handled efficiently and speedily large contracts for machines to be used for hermetically sealing cans without solder, the experience, equipment and organization of FAY & SCOTT were called upon to build and help perfect the first vacuum closing machines made in this country.



*Early type hand operated
Vacuum closing machine
built by FAY & SCOTT
for a company developing
the Vacuum process*

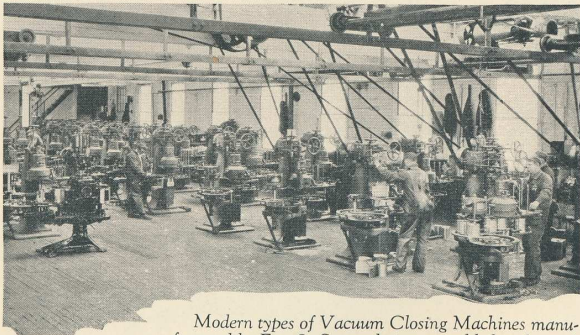
*Anybody can cut prices, but it takes brains
to make a better article*

FAYSCOTT FACTS

On the foregoing page is shown the early type of hand operated vacuum closing machine. This machine was successfully used by forward looking canners and was the forerunner of the present highly perfected, power driven machines, many of which have been built by Fay & Scott for the leading canning machinery companies in the United States.

The picture below shows a battery of Vacuum Closing Machines, manufactured by Fay & Scott, being set up and tested preparatory to shipment. These machines were made complete by the Foundry and Machine Departments, from the heavy castings to the intricate and carefully adjusted mechanism that guarantees perfect performance under exacting conditions.

The making of machines for special or unusual work calls for the best mechanical talent and skill. On special work on contract the same ideals of honest workmanship are maintained that characterize Fay & Scott products.

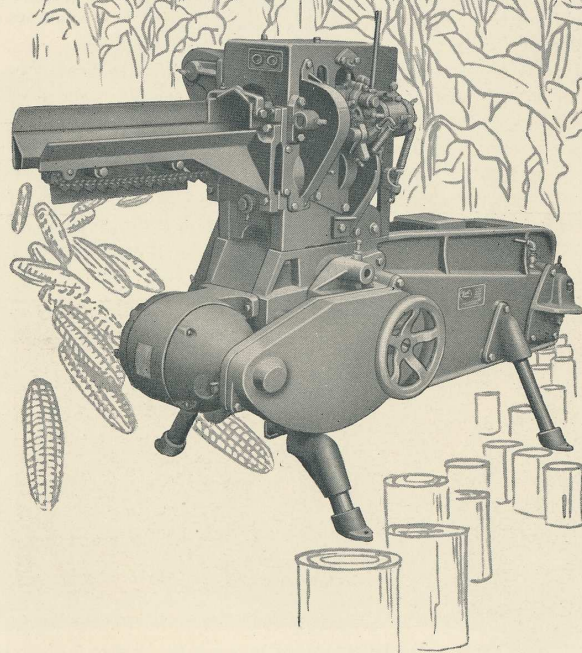


Modern types of Vacuum Closing Machines manufactured by Fay & Scott being assembled and tested

*Wise men ne'er sit and wail their loss but cheerily
seek how to redress their harms*

FAYSCOTT FACTS

Tuc **HUSKER**



*Getting hot under the collar doesn't help you
in business. Get up steam. Live and let cool.*



FAYSCOTT FACTS

Tuc HUSKER

BUILT, SERVICED AND GUARANTEED BY
FAY & SCOTT
DEXTER, MAINE

Manufacturing Cooperation

FAY & SCOTT's extensive manufacturing facilities, combined with the skill of its master mechanics, have produced for The United Company, the *Tuc HUSKER*. With its manufacturing problem solved, The United Company is able to focus its entire energies upon research, development and sales.



WINTHROP L. FAY, PRESIDENT
FAY & SCOTT

Tuc HUSKERS, tested and ready for shipment, in the assembly room of FAY & SCOTT, Dexter, Maine

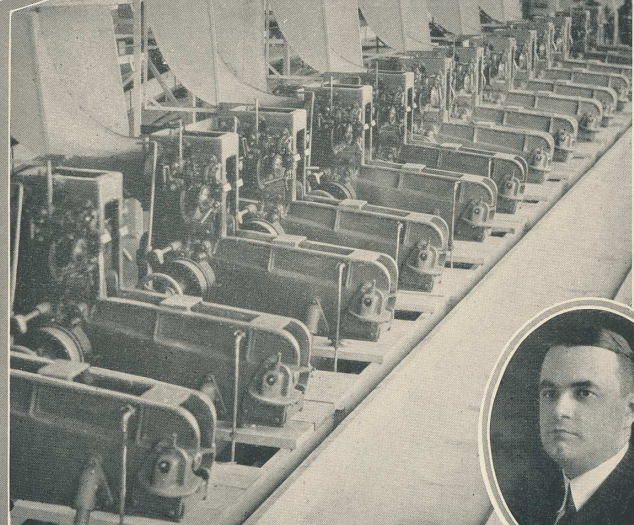
Hate of one will affect our attitude toward all

FAYSCOTT FACTS



Tuc HUSKER

OWNED AND SOLD BY
The **UNITED COMPANY**
BALTIMORE, MD.



RALPH COVER, PRESIDENT
THE UNITED COMPANY

Typical installation of Tuc HUSKERS at the plant of the Lakeside Packing Company, Plainview, Minnesota

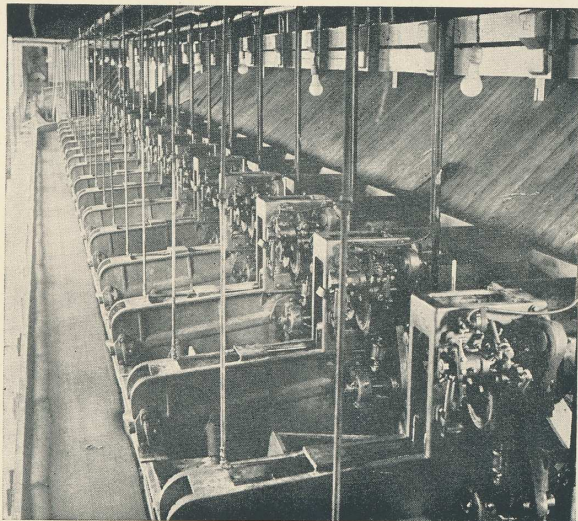
Receipt for having friends: Be one



FAYSCOTT FACTS

17,500,000 Ears


of three varieties of corn were handled by the 18 motor driven *Tuc* HUSKERS shown below with electric counters during the past average-length, upper Iowa, Minnesota season by the plant of Irving A. Nelson at Lake Mills, Iowa. The installation saved enough room to allow the bringing of the washers and cutters into the husking room and enabled provision of an ideal operating system, with plenty of space left over. The electric counters were placed in the cost accountant's office.



It is often the last key in the bunch that opens the lock



World's First Automatic Gun



WHEN Sir Hiram Maxim, inventor of the world's first automatic gun, visited Dexter in 1891, a demonstration was planned for the afternoon on Abbott Hill, overlooking Lake Waussokeag. It was a big day for Dexter to have so celebrated a personage as a guest and a half holiday had been declared. It was a red letter day for Daniel Flynt to whom Hiram Maxim had been "bound out" at the age of fourteen as apprentice in the former's carriage manufactory in Abbott Village. Born of poor parents in the town of Sangerville, Hiram Maxim had won international fame through his inventions. He was finally knighted by the King of England following his invention of the Maxim automatic gun.

In the morning at an informal try out, the mechanism jammed due to a defective part. To the chagrin of the Inventor it looked as if the exhibition were off.

In sheer desperation the Inventor appealed to FAY & SCOTT. Norman L. Fay, the principal owner and general manager, inspected the gun and considered it could be corrected. When Sir Hiram called for the gun at the appointed time he observed with amazement that a complete new part had been made and adjusted to its position with an accuracy that approached perfection.

"Mr. Fay," he said, "I didn't suppose there was a machinist east of Connecticut that could turn out a finished piece of work like that."

"Sir Hiram," Mr. Fay replied, "we have a *dozen* men in this shop who could have done the work equally well."

Character is molded in the crucible of adversity

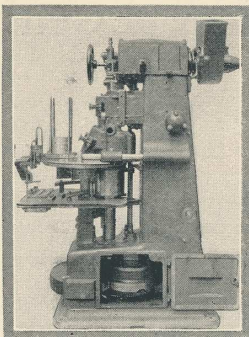


FAYSCOTT FACTS

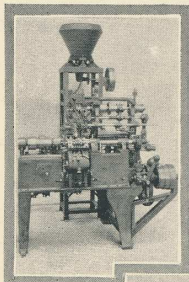
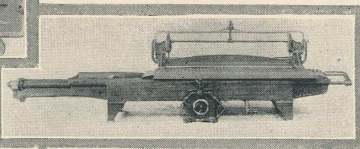
Special Machinery

Manufactured by
FAY & SCOTT

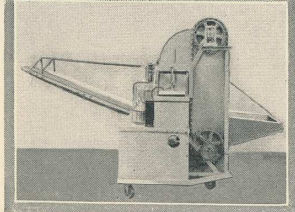
FIFTY YEARS successful experience in the building of machinery for special and unusual purposes has won for this Institution a world wide reputation.



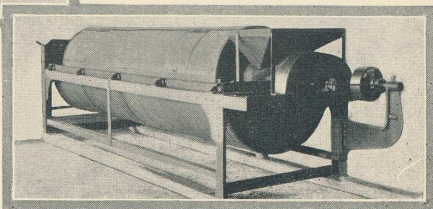
Above: Vacuum Closing Machine
Right: Slate Beveler



Right:
Blueberry Washer



Above: Potato Bagging Machine
Left: Spool Finisher

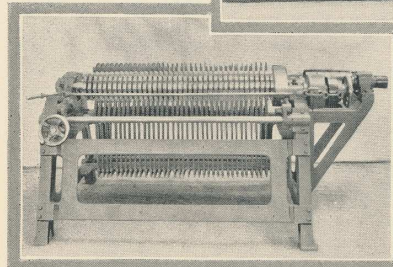
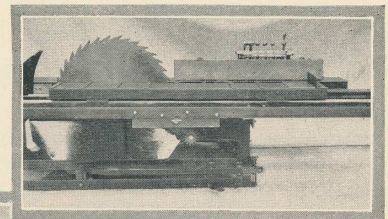


The best fire does not flare up the soonest

FAYSCOTT FACTS

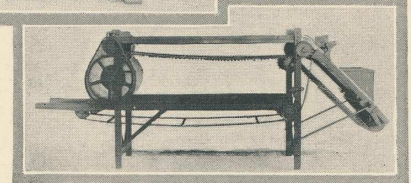


Right:
Bolting Machine for stripping lumber into spool bars and stock for novelties and toys

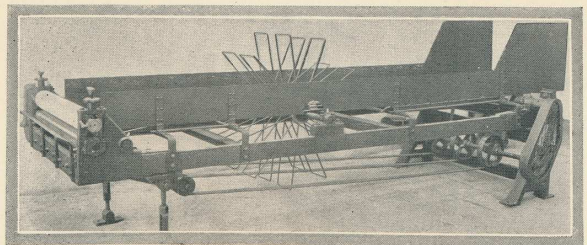


Left: Spool Bar Gang Saw

Right:
Sardine Flaker



Below: Tin Plate Stacker



It is of little use to hammer cold iron



FAYSCOTT FACTS

Let's Talk About Special Machinery

WHILE we specialize in high grade lathes and machine tools, a large share of our business is contract work, building special machinery of any nature for concerns having no manufacturing facilities of their own.

Some examples of machines of diversified nature manufactured by us are:

Canning Machinery
Corn Husking and Cutting Machinery
Sardine Packing Machinery
Blueberry Packing Machinery
Potato Harvesting Machinery
Slate Quarry Machinery
Wood Turning Machinery
Pulp Manufacturing Machinery
Metal Turning Machinery
Paper Making Machinery

What Are Your Requirements?

Our Machine Division and Foundry Units have ample facilities to handle your problem efficiently. Our working force of experienced engineers and trained mechanics, imbued with the Plant Ideals of perfect workmanship and backed by the honor and integrity of this Institution, is your guarantee of Satisfaction and Service.

Make Our Shop Your Own

Your inquiries will have intelligent consideration and prompt replies.

FAY & SCOTT
Builders of Special Machinery
DEXTER, MAINE

Our Latch String Is Out

IBN HANKAL, the Arabian geographer, describes a heroic extreme in the hospitality of Sogd, in Bukharia:

When I was in Sogd I saw the great building, like a palace, the gates of which were open and fixed back to the wall with large nails. I asked the reason, and was told that the house had not been shut, night or day, for a hundred years. Strangers may present themselves at any hour and in whatever number; the master has amply provided for the reception of the men and their animals and is never happier than when they tarry for some time. Nothing of the kind have I seen in any other country.

FAY & SCOTT through its president, Winthrop L. Fay, extends the hand of hospitality to all pilgrims to Maine. Our doors are open wide. We want you to come to Dexter — to see a happy, contented people in a friendly town nestling among sunny hills beside a lake of sapphire blue. Here you can spend healthful, happy days amid a congenial and rejuvenating atmosphere—fish or loaf or dream away carefree golden hours. Our numberless lakes and streams beckon the angler. Our woods and mountain trails intrigue the Nature lover. Our fine motor roads wind through fertile valleys where meandering streams reflect the glory of the sky. Come in the Spring, in the Summer, in the Fall, or Winter — each season has its own peculiar charms — but come to Maine and sample our old-fashioned Down East hospitality.

The Priceless Ingredient

IN THE city of Bagdad lived Hakeem, the wise man. Many people went to him for counsel, which he gave freely to all, asking nothing in return. There came to him a young man who had spent much and gotten little, and said: "Tell me, Wise One, what shall I do to receive the most for that which I spend."

Hakeem answered, "A thing that is bought or sold has no value, unless it contains that which cannot be bought or sold. Go look for the priceless ingredient."

"But what is this priceless ingredient?" asked the young man. Spoke then the wise one, "My son, the priceless ingredient of every product in the market place is the honor and integrity of him who makes it; consider his name before you buy."



Here's Your
FAYSCOTT FACTS

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DEXTER---MAINE

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Miss Abbie Hamilton,

Dexter, Me.