

# Fayscott Facts

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## July... 1914



## FAYSCOTT FACTS

Published at Intervals  
by Fay & Scott  
Dexter - - Maine

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**Reputation may be a bubble — but if so, it's mighty precious and one to be carefully guarded.**

**Our reputation was not made in a day and a night. It has been built up by conscientious endeavor, extending over a third of a century, and we rightfully regard it as the greatest asset we have in our business.**

**For this reason you can readily see that we can ill-afford to jeopardize it by allowing any machine or special work of any kind to leave our plant that will not fully sustain this carefully created reputation, which is our pride and your protection.**

## FAYSCOTT FACTS

A Periodical Published for the Information of  
Users of High Grade Tools and Machinery

VOL. I.

JULY, 1914

NO. 2.

### "Faith, Hope and Hard Work"

**I**N the making of Success of any kind are these three factors—but the greatest of these is Hard Work.

Faith may be dimmed by disappointment, and Hope, long deferred may sicken and die in the heart, but Hard Work, persistent and unrelenting, will restore Faith, resurrect Hope, and bring the worker to the long-sought goal.

Keeping everlasting at it is the secret of achievement according to the statement of a great man, who was qualified to speak. And this may be supplemented by the observation that success won by long fighting against great odds, is better and more lasting than that accomplished by sudden and happy circumstances.

All this might be regarded as empty vaunting were it not for the fact that we have gone through the experience, and know whereof we speak. A third of a century has elapsed since we first entered the manufacturing field with little else than a determination to succeed on our own merits alone, and by doing our best.

Results were slow at first, and at times the odds of big competition threatened to cut short the life of our struggling industry—but working on the basis that every machine sold made us a friend, we laid the foundations of our success on the solid rock of "satisfaction for those whom we served."

*It is better to be head-strong than weak-kneed.*

Gathering momentum with the years we at last arrived at the goal for which we had fixed our ideals in the beginning. Today, when the name "Fay & Scott" is synonymous with sterling integrity in machine construction, the user often fails to appreciate the long period of painstaking endeavor that achieved this reputation.

This conscientious care has become a fixed habit. It has been drilled into the workmen from the beginning of their apprenticeship—it has become an inseparable part of their attitude toward their work, and they have been made to share in the pride and satisfaction given by the products on which they labored.

The splendid Fay & Scott plant in Dexter, Maine, with its HUNDREDS of skilled workmen, is a monument to the triumph of our ideals. The days of uncertainty have long passed, and we only look forward to consistent and continued progress over the highway of well-earned success.

We place our own experience at the disposal of those who are fighting the battle of business as we fought it—who believe that persistent merit brings its ultimate reward. The use of Fay & Scott machines, of Fay & Scott products, makes possible the giving of the best by those who depend upon the honest every-day efficiency of machinery for industrial and financial success. The use of Fay & Scott machines is the sign by which you may know a good plant.



"Safety First" is as good an admonition for buying machinery as for personal conduct. That means Fay & Scott, of course.

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*Laughter is but the froth of tears.*

### Over the Mexican Mountains

IN one of the remote mining districts of Mexico, far from the beaten track of civilization, they recently had need of a good lathe, and consequently a Fay & Scott machine was ordered.

The rich ore beds, which the mine works, are far up in the mountains, many miles from any railroad, and the question of transportation of a 9000 pound machine was one that caused our Pacific Coast Representative several hours of earnest thought.

However, if a thing *must* be done, nothing is impossible and the eighteen foot bed of the big lathe was ordered made in nine two-foot sections. Then, after undergoing the rigid tests at our Dexter plant, the lathe was taken apart and boxed securely in cases, whose weight ranged from 150 to 500 pounds. Wherever possible the cases were kept within a limit of 350 pounds.

The last stage of the journey of the lathe was made on mule-back. A large train of these sturdy, sure-footed beasts, each carrying a section of the machine, threaded the precipitous passes, finally depositing their burdens at the mine, to the great satisfaction of all interested.

Here is an instance where modern mechanical science and an ancient and primitive method of transportation were combined to surmount difficulties which either could not have accomplished alone. It illustrates the versatility of the Fay & Scott plant to successfully undertake the unusual and to surmount almost any obstacle.

Fay & Scott lathes will be found doing service in practically every industrial center of the western hemisphere, as well as in many foreign countries. In the far removed

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*An umpire is an authority on diamonds.*



places Fay & Scott machines are especially desirable because of their sturdy dependability, for when anything goes wrong it may mean months of delay and consequent heavy monetary loss. It was for this reason the Mexican Mine owners ordered a Fay & Scott.



### Don't Take it too Hard

ONCE there was a man who committed suicide by the remarkable method of hanging himself by the heels. His fountain pen leaked and he was drowned. If he had not possessed a fountain pen he would probably have relied on his pencil to give him lead poisoning.

While this is probably a gross exaggeration, it reminds us of some people who do things the hardest way.

They bluster into the office in the morning and spoil a lot of perfectly good tempers; they antagonize some people who later would be of use to them; they have indigestion at lunch; and they spend a red hot afternoon trying to make up for lost time.

Friction, excitement, flurry, bluster—all these are signs of lost motion, of work being done wrong, and in the hardest way.

The skilled engineer would be quick to detect any parts that were making trouble in his engine. Why stand for hot boxes in your business, no matter who is responsible? The easiest way is often the best, and success is not necessarily dependent upon hardships and torture!

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*Forgiveness is an unstealable gem.*

## Musings of a Master Machinist



SHORT NOTES OF THE MACHINERY TRADE AND  
LITTLE OBSERVATIONS OF GENERAL INTEREST

According to the law of gravitation, what goes up must come down—but the high cost of living seems to be immune.



Fair treatment solves the industrial problem at the Fay & Scott plant.



Men who merely work for money earn little for their employer.



A perfect plan is worth little without conscientious workmanship. At the Fay & Scott plant we insist on both.



Experience is a mighty dear teacher, but she's generally worth the price you pay.



We treat every job at our plant as if our entire future rested upon it—which explains our continued success.

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*As soon as you feel too old to do a thing, DO IT.*

## Talking Points vs Working Qualities

WITH all due respect to the salesman and the writer of advertisements, beautiful word pictures do not always faithfully represent the objects they describe.

Yes, we regret the fact just as much as you—because if they did this world would be a glorious place in which to live, move and have our being. But alas! Imagination is still more wonderful than fact, and caution and circumspection must be regarded among the cardinal virtues. The skillful salesman causes the buyer to picture in his own mind all the attributes he most desires and then attach them to the machine or appliance he may be selling. But unfortunately the qualities existing in the buyer's brain do not always materialize in the machine itself and disappointment is the result.

Experience teaches the buyer to be cautious and conservative. It's well enough to glibly describe "wonderful new methods of workmanship and design" or "time and labor saving attachments" or "special features found on no other machine" but when the machine in question is set up in the shop and is put through the daily grind, then words are absolutely valueless, and only actual performance counts.

By this latter feature alone, we ask judgment on Fay & Scott lathes.

From your standpoint what we have done in the past is of more importance than what we promise to do in the future. Past record is a pretty safe guide for future performances and all we ask of prospective buyers of lathes is to investigate what we are now doing. If you do that it will not be necessary for us to indulge in any glittering promises.

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*The Wishing Gate leads to No-where.*

## Lives Sold for Money

WITHIN the last year a score of men worth millions have died before they reached 50. The most recent instance is that of a Chicago man who left \$30,000,000 at the age of 47.

It is not always safe to trust reports, but in this case they seem to agree that the strain of overwork broke him down. He inherited a large business and he felt obliged to carry its burdens.

In modern business there is one great fact which men are slowly finding out.

No man can do it all.

By proper system and organization he can multiply himself many times and still save himself. No matter how big a man may be, he is a failure if he thinks he must be always on hand to run his shop. The test of efficiency is the running of the machine while the boss is out playing golf or courting the fresh air for his health and for a workingman's appetite.

Grinding one's life out before 50 for dollars is a tragedy. Even though the profits be measured in millions it is not worth it.

✱

When you employ a man you ask, "What have you done?" not "What do you think you can do." The same attitude should apply when you are considering a purchase of machinery.

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When you think of "lathe" remember Fay & Scott. That's the sure way to avoid regrets.

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*Life is the mill in which men are made.*



### How About Your Special Work

**W**HILE we specialize in high grade lathes that does not represent the sum total of our activities by any means.

Years ago, in response to the demands of manufacturers and mechanics in Maine and the other New England states, we installed a department for repair and specification work. This phase of our business has grown steadily with increasing facilities, until today we are able to successfully undertake any order that may be given.

And no matter how small or simple a job may be, or how large or complex, it receives the same skilled and conscientious workmanship and the highest grade of material without exception.

Promptness is one of the cardinal virtues with us, and every order receives immediate attention. Our own business makes us appreciate the value of early delivery.

Our working force consists of intelligent and trained men, who come to us as apprentices, and who early in their careers are made to partake of the ideals that permeate the entire organization. The arrangement and equipment of our various departments is characterized by the highest efficiency throughout, and a rigid system of inspection prevents anything from leaving our plant which does not measure up to our standard of perfection.

Whatever you may give us in the way of designing, special machines or parts, or repair work, will be given the consideration that comes from the knowledge that our success is dependent upon your satisfaction.

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*Time is the greatest remedy for anger.*

### A Man's a Man for a' That

**O**LD man Johnson had queer ideas, and his friends shook their heads in despair when he employed Jimmie Blake. For Jimmie was so fresh out of prison that his hair hadn't grown yet, but Johnson put him in as bookkeeper, and let his friends talk.

Then, one night Johnson remembered something he had left in the office, and let himself in with his private key. As he entered he heard the safe door shut in the next room, and the next minute Jimmie Blake was standing in the doorway looking steadily at him.

"Well, Jimmie," said Johnson, pleasantly, "What are you doing here?"

"Working on the books," said Jimmie sullenly, edging toward the doorway.

"Sit down, Jimmie," said his employer quietly, pointing to a chair, "and listen. I know all about your past, son, and I know that you think I am suspecting you now. I want you to realize that I'm not. I believe what you say. I trust you absolutely. And until you prove I'm wrong, that goes."

And then all of a sudden Jimmie Blake buried his face in his hands and cried like a baby. It was over in a minute, and then he stood erect, his face pale.

"Nobody ever trusted me before, Mr. Johnson," he said. "And I'm not agoin' to fool the only man as ever used me right. You can trust me to the limit."

"Good," said Old Man Johnson. "Don't work too late, Jimmie!" And he was gone.

And the next morning Johnson noted with his queer smile that although the lock on the safe's cash drawer needed mending, the thousand odd dollars it contained were all in place.

"That," he said to himself, "was a good night's work."

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*Morals have nothing to do with integrity.*

### Automobile Fibre Gears—A Fay & Scott Achievement

EVERY institution, every shop and every man glories in the doing of big things. But after all, life is mostly made up of little things, and to do these well is a fundamental factor of the greatest importance.

Nothing gives us more satisfaction than the filling of orders for our large size lathes, but proportionately we give just as much time and just as much attention to the small orders where only a few cents are involved.

For instance: we make small fibre pinions for driving speedometers on automobiles, selling them for ten cents each. This will give an idea of the range of the activities of the Fay & Scott plant, and prove that we are properly appreciative of the might of little things.

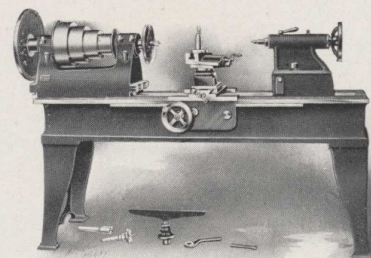
These small fibre pinions possess the merit of running noiselessly when meshing with the steel gear which drives them and they are wonderfully durable and lasting.

Automobile supply houses are showing their appreciation of the excellent qualities of these pinions and we make them in lots of many hundred. They are produced from blanks, punched out of sheet fibre, and the teeth are cut in gangs of eight or ten blanks on one of our gear cutting machines. This process reduces the cost of manufacture and makes possible the low price we quote.

These fibre pinions can be made in any size to fit any make of speedometer. Automobile jobbers will find it to their interest to investigate the gears. Once they use them, like others who have done so, they will be permanent customers.

*To err is human, to forgive—diplomatic.*

### Pattern Makers Lathes



*We are the pioneer builders of Pattern Makers Lathes with iron beds—and our policy of continuous development and improvement has made the Fay-Scott line the standard of comparison by which all other makes are judged.*

*Our line is made in eight sizes—10, 16, 18, 20, 24, 30, 36 and 42 inches, respectively. Power may be taken from line shafting or we can furnish motor driving equipment as preferred.*

*Space here prevents any attempt at detailed description or even a list of the accessories furnished with each lathe, but to all interested we will send our catalog, which will give all the desired information.*

*And if you are interested in Engine Lathes or Extension Gap Lathes, we will be pleased to send descriptive catalogs of these lines.*

**FAY & SCOTT**  
**Dexter, Maine**

*Brains are cheap—but many men are broke.*



## Loosened Nuts



### A CLEAN-UP

He—If I call pa “pop” why can’t I call ma “mop?”  
 She—If you do, she’ll wipe the floor with you.



### A SIGN

“I don’t believe he’s a self-made man.”  
 “Why?”  
 “He always speaks well of his parents.”



### SURELY

“How did you catch that cold?”  
 “Well, I went fishing and I had to bring back something.”

Snapp—Well, all the fools are not dead yet.  
 Mrs. Snapp—I’m glad of it, I never did look well in black.



### FATAL

“Hear about the new poison?”  
 “Shoot.”  
 “Aeroplane poison.”  
 “What the dickens is that?”  
 “One drop and you’re dead.”

*It is easier to tell fortunes than to make them.*

## DEPENDABILITY

Head and shoulders above every other quality and desire in a machine is that of dependability.

Any machine may work smoothly and rapidly for a time—but, if it “lays down” at a moment when you need it most—if it breaks or clogs, or fails in any important particular, then all the other qualities stand for naught. A machine that fails in any important crisis is worse than no machine at all.

For this reason it is poor economy to allow the difference a few dollars to stand in the way if lower price is offered as an inducement—or to take something new and untried on promises alone. Fay-Scott machines have met the test of service for over thirty years. The name guarantees you satisfaction.

FAY & SCOTT - - DEXTER, ME.



If a Man is Made  
of the Right Stuff  
the Harder the  
Blows of Fate  
the Better they  
Temper His  
Character



Fay & Scott  
DEXTER, MAINE