

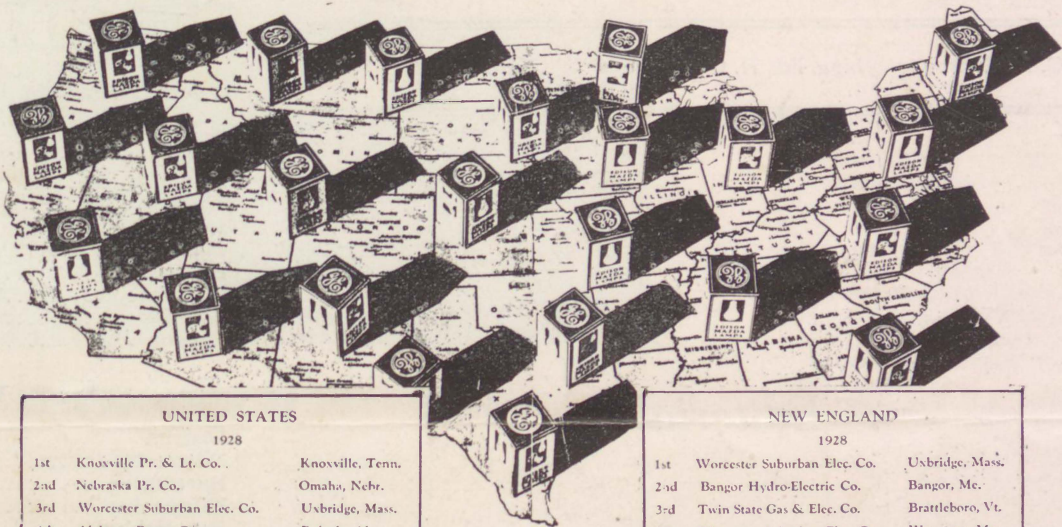
THE BANGOR HYDRO - NEWS - ELECTRIC

Vol. 2 No. 10

September, 1929

Bangor, Maine

A GOLDEN OPPORTUNITY



UNITED STATES

1928

1st	Knoxville Pr. & Lt. Co.	Knoxville, Tenn.
2nd	Nebraska Pr. Co.	Omaha, Nebr.
3rd	Worcester Suburban Elec. Co.	Uxbridge, Mass.
4th	Alabama Power Co.	Eufaula, Ala.
5th	Birmingham, Elec. Co.	Birmingham, Ala.
6th	Niagara, Lockport & Ont. Pr.	Olean, N. Y.
7th	Southwestern Lt. & Pr. Co.	Okla. City, Okla.
8th	Bangor Hydro Elec. Co.	Bangor, Me.
9th	Kansas Gas & Elec. Co.	Wichita, Kans.
10th	Miss. Valley Pr. Co.	Fort Smith, Ark.

NEW ENGLAND

1928

1st	Worcester Suburban Elec. Co.	Uxbridge, Mass.
2nd	Bangor Hydro-Electric Co.	Bangor, Me.
3rd	Twin State Gas & Elec. Co.	Brattleboro, Vt.
4th	Worcester Suburban Elec. Co.	Worcester, Mass.
5th	Attleboro Steam and Elec. Co.	Attleboro, Mass.
6th	Cumberland County Pr. & Lt. Co.	Portland, Me.
7th	Central Maine Power Co.	Waterville, Me.

To Every Employee:

In 1928 your efforts in the Empty Socket Lamp Campaign placed your Company in High Standing!

We are going to better this in 1929!

It's an Employees Campaign for Employees only, and you can earn a little extra money. Participate in the celebration of Lights Golden Jubilee -- The 50th Anniversary of Edison's Incandescent Lamp -- and help to place your company ahead of its 1928 position.



Read the details inside.



BANGOR HYDRO-ELECTRIC NEWS

PUBLISHED EVERY MONTH
FOR AND BY EMPLOYEES OF

THE BANGOR HYDRO-ELECTRIC COMPANY

Vol. 2

Bangor, Maine, September 1929

No. 10

Chief Ed., G. M. Stetson

Mng. Ed., H. C. Dearborn

News Ed., P. A. Mann

❖ Editorial ❖

Last Year's Empty Socket Campaign met with such success as to place us in second place in New England and in eighth place in the United States.

With this record established we must at least equal our 1928 effort, but it is our belief that with the additional campaign experience our organization has had in the past twelve months we are in a fine position to better this mark and place us even higher in New England and in the country.

It is the writer's belief that the actual results of the campaign last year would have placed us even higher in the New England and National standings, but that the elaborately prepared Reports of some of the other companies were sufficient to off-set the results we obtained down here, and if our organization will secure those same fine results this year we promise we will do everything possible to prepare a Report which will justify those fine efforts and place us higher than we were last year.

Ellsworth Takes The Lead Again

Ellsworth takes the lead again in both Commercial Sales and in New Business for the month of August and for the year as well. Machias, after climbing up to second place in Commercial Sales during the month of July, drops back to near the bottom this month, but is holding second place in the New Business listing for the month. Lincoln took four steps upward this month in Commercial Sales and is now well established in third place.

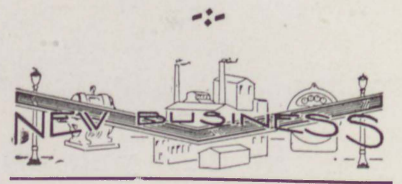


Month of August

District	Sales per Res. Meter
Ellsworth	\$1.91
Eastport	1.68
Lincoln	1.64
Millinocket	1.57
Old Town	1.37
Harrington	.91
Bar Harbor	.74
Machias	.70
Bangor	.64

For the Year

District	Sales per Res. Meter
Ellsworth	\$17.70
Harrington	16.14
Millinocket	14.53
Bar Harbor	14.18
Eastport	12.47
Machias	9.64
Old Town	9.19
Lincoln	7.90
Bangor	7.76



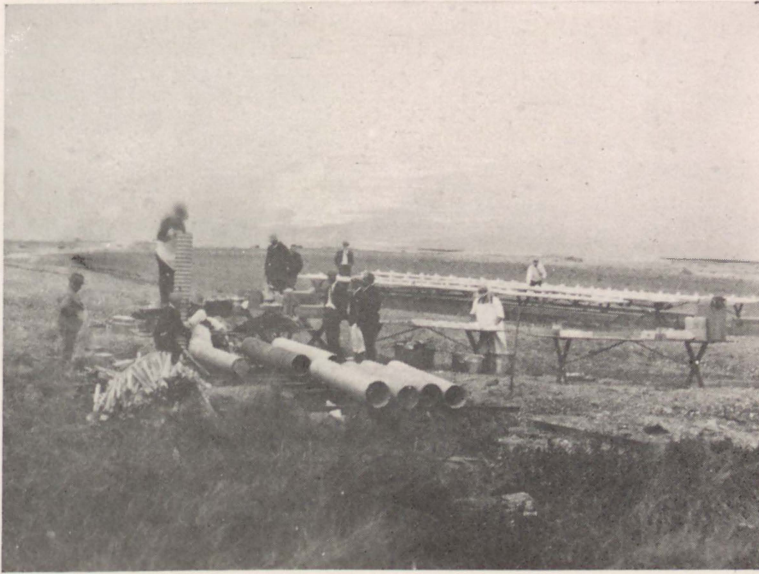
Month of August

District	Sales per Res. Meter
Ellsworth	\$1.11
Machias	1.08
Lincoln	.99
Bar Harbor	.84
Millinocket	.81
Old Town	.45
Bangor	.38

For the Year

District	Sales per Res. Meter
Ellsworth	\$5.49
Bar Harbor	5.02
Millinocket	4.96
Machias	4.50
Lincoln	3.28
Bangor	3.11
Old Town	2.74

VIEWS FROM OUR COMPANY OUTING



PREPARATION OF THE DINNER

Ellsworth Division Picnic

On Saturday, September 14th the employees of the Ellsworth Division held their annual outing at Sunset Park, Green Lake. Those who attended had a thoroughly enjoyable afternoon and evening even though the rain continued throughout.

Mrs. Royal delighted many of the guests with her ability to "read" their rosy future. We will say she is the last word as an entertainer. We look forward to meeting her in the near future.

At 6:30 a shore dinner was served under the direction of Charles Cates, Russell Young, Walter Cushman and K. Cooseboom. During the evening games were played and dancing was enjoyed with music by the Dearborn Orchestra.

Following is the committee on arrangements and the winners of the various games:

Sports	Winners
Number Dance	Mrs. J. A. Smith
	Malcolm Davis
Spot Light Dance	Charles Cates
	Miss Moon
Shoe Game, Men	Mr. Woodman
Shoe Game, Ladies	May Lovell
Prize Waltz	Miss Stetson
	Mr. Haskell

Those who were invited from the Bangor office were:

Mr. and Mrs. Edward M. Graham
Mr. and Mrs. Hall C. Dearborn
Mr. and Mrs. Kenneth Cosseboom
Mr. and Mrs. Donald W. Woodman
Miss Stetson
Mr. Haskell

Bangor Behind in Washer Campaign With Portland

At the time your Bangor Hydro-Electric News goes to press, we are trailing Portland for the lead in the Washer contest between the two companies during the month of September.

Millinocket has a big lead among the store group, having gone twice over its quota. Mr. Bean also has a big lead in the salesmen's contest.

A Notice

All employees are hereby advised that the Merchandise Department of the Bangor Hydro-Electric Company is stocking their Bangor store with a most complete line of the Radiola line of radios. All employees considering the purchase of a radio this fall may make inquiry of Mr. Wray or any of the Division Managers in the outside territory.

The usual Company's employee's discount will apply to all radio sales, and with this discount and the new low prices, every employee may easily be the owner of a fine new radio.



WOMEN'S SPORTS
THE NAIL DRIVING CONTEST

Old Town Division

On Tuesday evening, September 17th, about twenty of the employees of the Old Town District, enjoyed a dinner prepared and served by Miss Grace Hollowell, assisted by Mr. Haine, both of the Westinghouse Company. After the dinner, Mr. Haskell, Vice President, spoke to the employees concerning the growth of the Company, especially the increase in the merchandise volume. He spoke particularly of the growth in the Old Town District. Following Mr. Haskell's remarks, Miss Hollowell gave a very interesting talk on the Westinghouse range. A rising vote of thanks was extended to Miss Hollowell for the excellent dinner, which consisted of broiled steak, mashed potato, baked tomatoes, rolls, pudding and coffee.

The three day Cooking School, which is being held in City Hall by Miss Grace Hollowell of the Westinghouse Company, under the auspices of the Eastern Star, Pythian Sisters and the American Legion Auxiliary, is being met with much enthusiasm. The Westinghouse full automatic range which is being given by the Company to the lodge receiving the largest number of votes during the school, is on display in the office window. Results of the contest are listed in the window each day, and at present the Legion Auxiliary leads by 90 votes.

Mrs. Thomas O'Connor is enjoying her annual vacation and with her husband is on a motor trip to Hartford, Conn., and Gorham, N. H. This completes the round of vacations in the Old Town office for this year.

Mrs. Percy L. Capen is assisting in the Old Town office for a short time.

We have recently added a much needed and greatly appreciated Ford truck to our Commercial Service Department.

Bar Harbor News Items

Mr. Edward M. Graham, President, was a recent caller at the Bar Harbor office.

Mr. Kenneth Cosseboom, Field Engineer, was in Bar Harbor recently inspecting and changing lines.

Mr. Austin, Manager, was in Bangor last week on business and to attend the Red Cross meeting at the Penobscot Valley Country Club.

Congratulations are extended to Mr. and Mrs. Lester O. Colson, who were married in Hampden, September 7th. Mrs. Colson was Miss Avis M. Thayer of Hampden Highlands.

Mr. Curtis is making sales with the Easy Washer and Bar Harbor should at least get its quota.

Mr. Austin, Manager, had the pleasure of taking a trip through Washington County and the Northern properties recently with Mr. Haskell, Vice President and Mr. Abbott of Boston. He reported a very pleasant trip, this being his first visit in this territory.

Veazie Station News

Friends of Mr. and Mrs. Harold Wentworth are congratulating them on the birth of a son, James Mortimer, born July 22.

Supt. Perkins left Sept. 18, for a vacation trip through Canada to Quebec and St. Anne.

System Operator Harold Adams has recently returned from his vacation having enjoyed a trip to Quebec and New Hampshire.

Mr. Arthur Welch, Mr. Frank Spencer and Mr. Austin Hathorne have also enjoyed their vacations during the past month. Mr. Spencer was camping a week at Lake Pushaw and Mr. Hathorne visited friends in Massachusetts.

Funeral services were held in Veazie Congregational church on Sunday, Sept. 15, for our late friend and shopmate, Mr. Everett Morrill. He was a member of the repair crew at Veazie Station for about two years and was very highly esteemed by his fellow workmen. Mr. Morrill had been at the Sanitarium at Fairfield for treatment for the past six months and while his death was expected it came as somewhat of a shock to his friends and relatives. Besides the members of his immediate family he leaves a widow who is the daughter of Operator A. H. Doane of the Bangor Substation. The interment was at Fairview Cemetery in Veazie.

A party of employees from the Veazie Station went to Winter Harbor recently on a fishing trip. Outside of a little seasickness a fine time was reported. They brought back about 100 lbs. of cod and had-dock.

Mr. James Gamble is at Veazie with a crew of 12 men at work on the new sub-station equipment in connection with the increase in capacity and raise of voltage of the Bangor-Veazie lines. While of course we enjoy the companionship of Mr. Gamble and his men it will be somewhat of a relief when this work is finished and Veazie Station is back to normal.

News Items From Ellsworth

(S. E. Fields, Reporter)

Mr. Frank Silliman 3d visited the Ellsworth Power House Thursday, September 19th.

Mr. George Drake was at the Ellsworth office September 20th, remaining during the day.

The rebuilding of the line running from Lamoine Corner to Wm. Hamilton Farm, about a mile distant, is practically completed.

W. C. Harper has changed voltage from 2300 to 11,000 across Eggemoggin Reach.

The Second Annual "Picnic" of the Ellsworth Division was held at Sunset Park, Green Lake, September 14.

Lincoln Division News

The recent callers at the Lincoln office were Mr. R. N. Haskell, Vice President; Mr. Hall C. Dearborn, Real Estate Manager; "Doc" Haine of the Westinghouse Boston office; Mr. K. Cosseboom, Field Engineer.

The Lincoln crew are making an 18 pole extension in Mattawamkeag on the Houlton road.

The river crossing at Mattawamkeag is all completed. This change over was due to the building of the new concrete bridge.

Mr. Herbert Haskell, salesman, has returned from a vacation in New Hampshire and Massachusetts.

Mr. L. A. Gardiner was a recent caller at this office.

The Old Town crew were in Lincoln recently transferring wires on the 44 K. V. A. to new pole, breaking of old pole caused by an automobile accident.

The Old Town and Lincoln crews have replaced five new high tension poles in West Enfield.

Mr. R. A. Fernald, Manager of the Lincoln Division, has returned from his vacation, where he visited relatives in Washington and Hancock counties.

Commercial Dept. News

Leroy Braley, who has been working in our Small Appliance Department, has resigned his position with the Company to return to school. Mr. Braley has started his preparatory course at Higgins Classical Institute in Charles.

Miss Helen Dougherty is having a short vacation.

Mr. Heyman has recently joined our Sales Force as a washer salesman in Bangor.

Mr. Hugh Tracey, one of our Bangor salesmen, has taken the position as floor salesman in our Bangor store.

The radio business is active in our Bangor store, and music is heard pealing forth from our Waiting Room almost every morning, noon or night.

Harrington News Items

Mr. Kenneth Cosseboom, Field Engineer, and Mr. E. W. Brown, Operating Engineer, were recent callers at the Harrington office.

Mr. V. E. Cushing, Superintendent of the Harrington Division, and Mrs. Cushing, have just returned from a short vacation, spent with relatives and friends in Pembroke and St. Stephen.

The Machias crew are working this week at the Cherryfield fair ground, furnishing lights for the annual fair which is to be held Sept. 25th, 26th and 27th.

William C. Harper, Electrician, and crew were in Harrington recently.

Mr. R. A. Fernald, Manager of the Lincoln Division, and Mrs. Fernald, were recent visitors in Harrington. Mr. Fernald has been enjoying a two weeks' vacation.

Railway Department

(C. H. Johnson, Reporter)

Mr. Hamilton of the Brewer division is enjoying his vacation of two weeks.

Mr. Van Aken, operator on the Old Town division, is on his vacation. He is to be absent for one month, and is making a trip through Massachusetts and New York states.

Of Interest to Former

I. C. S. Students

The following letter was received from the International Correspondence Schools by the editor of this paper and it is being passed along for the benefit of employees who may have started a course with this school and did not finish it.

The letter follows:

Miss G. M. Stetson, Editor,
"Bangor Hydro-Electric News",
Bangor Hydro-Electric Company,
Bangor, Maine.

Dear Miss Stetson:

A State Superintendent of Public Instruction informed me he enrolled with us for a Chemistry Course in 1907. Soon after enrolling, he started traveling and did not finish it.

He was still interested, and I told him he could go ahead and finish the course without additional cost to him. This rather surprised him, but he was amazed when I informed him the I. C. S. had never refused a request for instruction service, no matter how long ago the student may have enrolled.

Some years ago, the I. C. S. established a reserve fund for undelivered instruction, and while a private school is not compelled to have such a reserve, the I. C. S. believe it right in principle, and will continue to set aside the necessary reserves, that our students may be fully protected.

In an organization as large as yours, there may be a few I. C. S. students, who, for some reason or another, have stopped studying. They may have come to you from some other organization and are now following an occupation foreign to that for which they enrolled. The I. C. S. will be pleased to have you inform these men that they may take up their studies from where they left off, or they may transfer to a course more in line with their present occupation.

Yours very truly,
George W. Wilson,
Vice President.

"The Editor"

The Editor, just sits around
And wonders what to write;
He looks for news the whole day
long
And prays for it at night.
Well, let's all help the Editor
With the contribution "stuff";
Let's deluge him with newsy news
Until he cries "enuff."

Accounting Department

Ross Bullard and Delmont Tasker, the Stock Bookkeepers have left this office and have taken up new quarters at the Service Building on lower Main street.

Claire Cromwell of the Light Department recently underwent an operation for appendicitis at the Eastern Maine General Hospital. From all reports that we hear, she is gaining as rapidly as could be expected.

Janet Coltart left recently on a two weeks' vacation, part of this time to be spent in Boston.

Warren Blake has been assisting for the last three weeks in the moving of John Morrill's belongings to the new Service Building.

Leona Morrison and Helen Jackson have just returned from a much enjoyed vacation motor trip to Quebec. They seem to have had luck with them at all times even when trying to understand the little Frenchies.

Safety News Items

Somebody once asked Daniel Webster what was the greatest thought that he had ever held in his mind. He replied, "Individual responsibility." When you stop to think, isn't that idea about as big as anything you can imagine?

"No man liveth to himself alone." We all belong to some group of human beings. We owe certain duties to the family, the community, the organization in which we work for our living, and all other groups with which we are identified. If we perform those duties to the best of our ability we are filling our place in the world. If we do not, then there will be a lack of what we could do if we would.

No one man, be he the safety engineer or the executive, superintendent, inspector or foreman, can carry this responsibility alone. Each has his individual responsibility, just as he has it for production. But it must be delegated as production is, to the rank and file, from the old, experienced, careful, skilled worker down to the youngest apprentice or the least experienced laborer. Until each member of the industrial organization is brought to a realization of his individual responsibility, we will have accidents and plenty of them. If this can be fully accomplished, accidents will stop.

Notice

If you do not receive a copy of the "Bangor Hydro-Electric News" each month it is because we do not have your correct address. Please notify Mr. Preston A. Mann at the Bangor office of change of address.

Today

...hear and
compare

YOU will agree that here is today's greatest value. A superb achievement of RCA engineers. Exquisite tone. Handsome cabinet. Nothing to equal it.

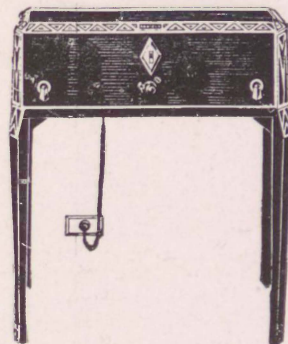
RCA RADIOLA

33

NOW

\$54.00

(less Radiotrons)



EASY TERMS

get acquainted with this amazing offer today. Learn how much you save yet how you obtain an RCA Radiola which will give the utmost satisfaction.

Veterans' Service List

We give below a list of those whose anniversaries come during the period from September 15th to October 15th.

	Years
Sanborn, C. Harry, Repairman, September 16, 1892.....	37
Wentworth, Mortimer D., Operator, Veazie, October 7, 1898.....	31
Puffer, C. Wallace, Pitman, September 16, 1903.....	26
Usher, Frank G., Lineman, October 1, 1906.....	23
Welch, Arthur C., Operator, Veazie, October 10, 1911.....	18
Davies, Thomas H., Car Operator, September 26, 1912.....	17
Dole, Eugene M., Treasurer, September 18, 1913.....	16
Brown, Lottie M., Clerk, September 27, 1916.....	13
Day, Sandy C., Trackman, October 3, 1917.....	12
Murray, David JJ., Car Operator, September 30, 1920.....	9
French, Hazel C., Payroll Clerk, October 4, 1920.....	9
Currier, Octave, Repairman, Veazie, October 10, 1921.....	7
Cosseboom, Charles M., Stationman, W. Enfield, October 1, 1922.....	7
Nason, Albert C., Radio Trouble man, September 26, 1922.....	7
Blake, Warren H., Bookkeeper, September 17, 1923.....	6
Herbert, Phil, Lineman, September 23, 1923.....	6



**OUCH!! Just because
this is the storeroom,
is no excuse for rob-
bing the socket to
fill in another empty-
Emile-e-e-e-**

TELL BUSTER to get an extra Edison
MAZDA Lamp for every blamed socket
in this whole blamed house the first thing
in the morning. Tell him to be sure it
go to—

**The right Edison MAZDA Lamp in every
fixture will give you better light** !



The Empty Socket Campaign

1929



Date of Campaign

Monday morning, September 30, to
Monday night, October 28.

Lamps To Feature

Cartons of six lamps selling at \$1.20 will be featured this year starting with 40's and continuing upwards. No credits and no commissions will be given on sales of single lamps or sales of cartons or cases of lamps under 40 watts in size.

Commissions

A straight commission of 25c per carton will be paid on 60 watt lamps and larger and 15c on cartons of 40 and 50 watts. A commission of \$1.50 will be paid on cases of lamps that will be sold at a 20% discount if the lamps are 60 watts or greater, and a commission of \$1.00 will be paid on cases of lamps sold at a discount of 20% on lamps of 40 and 50 watts. Split cases will be allowed with a minimum number of 120 to the case.

Prizes

The following grand prizes will be given for which all employees may compete on the greatest number of lamps sold of 40 watts or greater.

1st	\$50.00 in Gold
2nd	25.00 in Gold
3rd	15.00 in Gold
4th	10.00 in Gold

Weekly Prizes

Weekly prizes of \$5.00 each will be given for the high weekly total in each of the four Districts with an extra \$5.00 per week for high sales in the Company.

Northern District—Millinocket, Lincoln, Old Town

Central District—Bangor

Southern District—Ellsworth, Bar Harbor

Eastern District—Washington County

"President's Cup"

The "President's" Cup will be in competition again this month for the fourth time and will be awarded to the store doing the best job in relation to its quota. Watch Machias, Lincoln and Millinocket.

Quota

The quotas are based on about one and one-quarter lamps per residential meter, and are as follows:

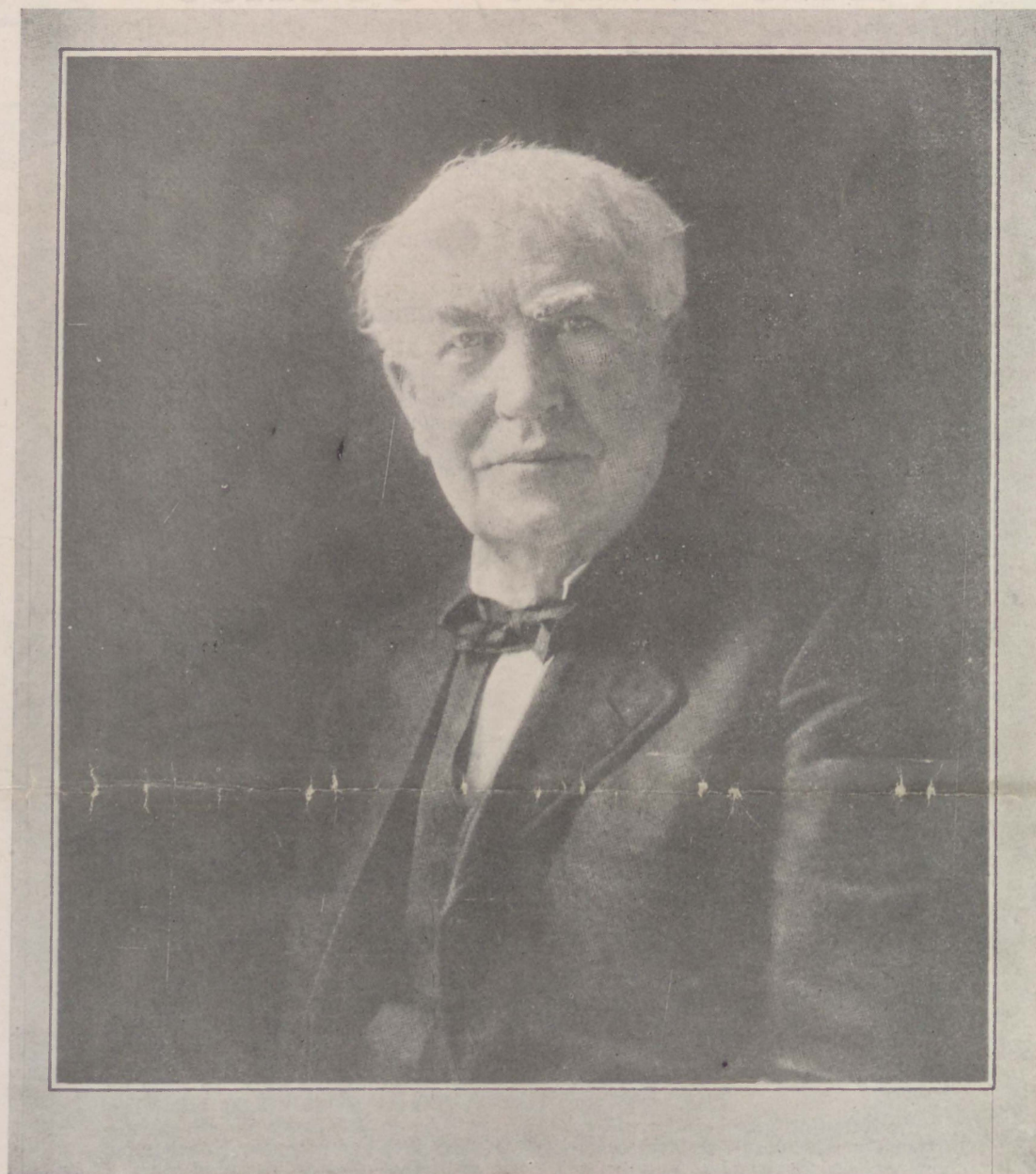
Bangor	10,000
Old Town	2,400
Bar Harbor	2,200
Ellsworth	2,200
Millinocket	1,400
Eastport	1,200
Lincoln	1,100
Harrington	700
Machias	900

Terms of Payment

Unless otherwise instructed by your division Manager you may tell your customers that it is simply necessary for them to sign the slip with which you will be provided and the lamps will be billed to them on their next monthly light bill. You will be provided with enough slips to start with and ask your Manager for additional slips as you need them.

General

Division meetings will be held at least twice during the Campaign with a representative of the lamp company who will outline results of campaigns in other properties and who will give you some of the sales ideas that he has seen worked out successfully in other places. A generous amount of newspaper advertising will be used. Window trim material will be furnished. Mr. Swam of the Edison Lamp Works has offered a prize of a Toastmaster Toaster to the Store Manager having the best window trim display of Edison lamps during the campaign.



On the occasion of Light's Golden Jubilee, it is most fitting that the homes of America should pay special tribute to the man whose genius contributed so much to the home comforts and conveniences.

Certainly, there is no more appropriate way in which that tribute may be expressed than by using Edison's great gift—electric lighting—in such a way that its full value may be appreciated.