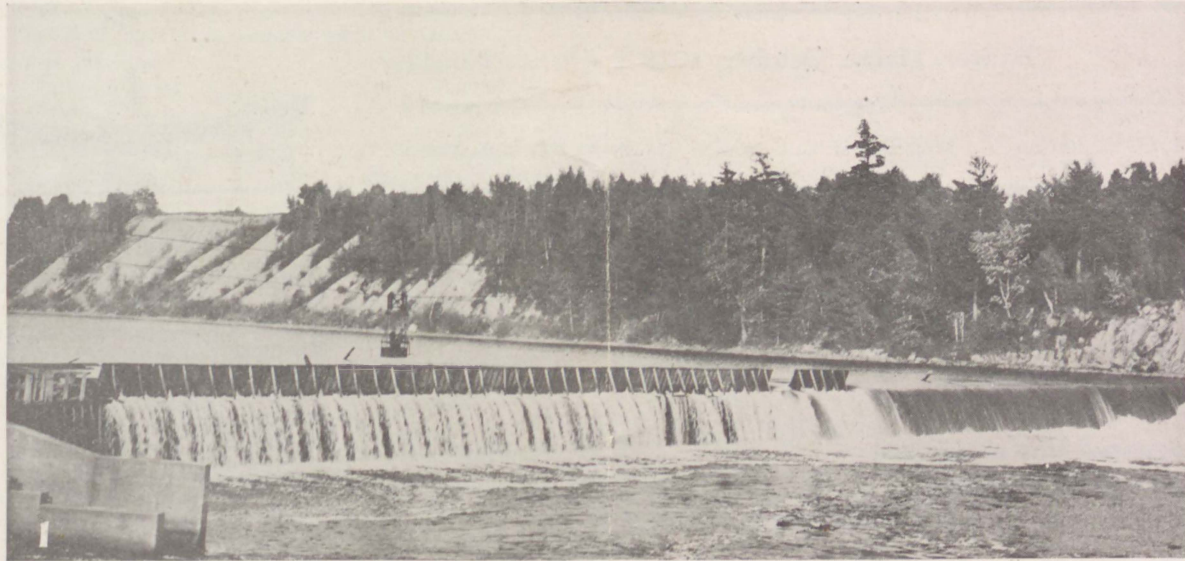


THE BANGOR HYDRO - NEWS - ELECTRIC

Vol. 1, No. 11

October, 1928

Bangor, Maine



Building One Dam On Top of Another

(By J. A. Leonard)

This would seem a difficult feat on any stream but on a river as mighty as the Penobscot, with the water never less than two feet deep on the crest of the existing dam, and with ordinary coffer dams out of the question on account of the prohibitory expense it seemed an almost hopeless task, but this was the problem put up to our engineering and construction departments when the rapid increase in demands for energy made it necessary to secure additional power, quickly and economically.

At Veazie we have already installed a rated capacity of 5300 KW but this capacity can only be secured when the effective head on the turbines is about eighteen (18) feet. Owing to the large drainage area above the Veazie power plant, there is always sufficient water available to produce this amount of power when the operating head is high enough. As a matter of fact when the volume of water in the river exceeds 1200 cubic feet per second the head decreases very rapidly owing to the water below the dam

CONT. TO PAGE 4



2



3

BANGOR HYDRO-ELECTRIC NEWS

PUBLISHED EVERY MONTH
FOR AND BY EMPLOYEES OF

THE BANGOR HYDRO-ELECTRIC COMPANY

Vol. 1

Bangor, Maine, October, 1928

No. 11

Chief Ed., G. M. Stetson

Mng. Ed., H. C. Dearborn

News Ed., P. A. Mann

❖ Editorials ❖



Let's Hear from You

Well, how do you like your monthly magazine? It took quite a little bit of adjustment to get myself into shape and maybe there are some rough spots that need ironing out.

To make me interesting is a job that requires continual thinking, and occasionally it is necessary to call on my friends for help.

Please let your suggestions come freely. The more specific you are, the better. Let us know how you like the printing, the arrangement of photographs and selection of subject matter, the style in which it is prepared and the thought which it contains. In other words, what changes or improvements would you make? I want to go over big and any suggestions that you may care to make will be appreciated very much.

BANGOR HYDRO-ELECTRIC NEWS.

Rules—and A Rule

A Rule is prescribed for practice under normal conditions.

A written or printed rule is a memorandum of proper procedure under normal conditions.

We make it a rule, for example, to arise at say six a. m. We break that rule when, under some unusual situation, we arise at 5:30 or 6:30. But the rule still stands—a good rule.

Rules that are laid down for our government in the performance of our daily work should not be broken—of course, unless we are confronted by an unusual condition, an emergency.

But when it is impossible to follow an established rule, or when as the result of an emergency when disastrous consequences might ensue if we were rigidly to follow such rule, we should “use our heads”—calling our intelligence and our experience to our help.

The man who always “uses his head” in an emergency will generally be found to be a pretty safe man to have around.

Few Changes in Commercial Standings for Month of Sept.

Very few changes appeared in the Commercial Sales and New Business standings for the month of September. Machias and Millinocket were the individual leaders for the month while Ellsworth and Millinocket still retain their leads for the year.



Month of September

District	Sales per Res. Meter
Millinocket	1.66
Eastport	1.42
Machias	1.20
Bangor	1.01
Old Town	.74
Ellsworth	.51
Harrington	.49
Bar Harbor	.44
Lincoln	.43

For the Year

Millinocket	15.44
Ellsworth	10.13
Eastport	9.78
Harrington	7.32
Machias	7.28
Bangor	6.55
Bar Harbor	5.33
Lincoln	4.88
Old Town	4.11



Month of September

Machias	79
Old Town	67
Lincoln	59
Millinocket	55
Bangor	53
Ellsworth	39
Bar Harbor	26

For the Year

Ellsworth	6.55
Millinocket	6.10
Machias	5.27
Lincoln	5.08
Old Town	3.10
Bangor	2.93
Bar Harbor	2.58

Lamp Campaign In Successful Finish

With the close of business Monday night, October 15th, our 1928 Employees' Lamp Campaign came to a finish. The final standing of the divisions was about as follows:

	Quota	Sold	Percent
Old Town	2100	4952	236
Lincoln	1100	1854	169
Machias	800	1350	160
Bangor	9100	13524	148
Bar Harbor	2200	3126	142
Ellsworth	1600	1944	122
Eastport	1100	1254	114
Harrington	700	768	110
Millinocket	1300	1092	84
Total	20000	29864	149

The \$5.00 per week awards were as follows:

Northern Division	Central Division
Tait	Jordan
Tait	Jordan
Grose	Stubbs
King	Thomas
Southern Division	Eastern Division
L. Austin	Longfellow
Day	Cook
Pedder	Reynolds
L. Austin	Fernald

The final standing in the Grand Prize awards was as follows:

\$50.00	Jordan, sold	2154
25.00	Tait, sold	1740
10.00	Stubbs, sold	1302
	L. Austin, sold	1152
	Blaisdell, sold	942
	Ray Thomas, sold	918
	Mann, sold	888
	Pedder, sold	768

One of the surprising features of the campaign was the showing that Old Town made, passing the favorites, Bangor, Millinocket, Ellsworth and Bar Harbor, for first place in the store standings.

Your Commercial Department want to take this opportunity to thank those employees participating and helping to make this campaign a success.

Based on the total 60-watt lamps sold in cartons, plus sales in smaller units and of smaller lamps, the company total exceeded two lamps for every residential meter, an enviable record for a company the size of ours. Any recognition that we secure for this record, we assure you, will be passed on to our employees.

Hammons Studies Commercial Refrigeration

Mr. Herbert Hammons, as a part of his work in the Commercial Department spent ten days in and about Boston making a careful study of Commercial Refrigeration Problems.

Salesmen Changes

Since the last issue of the 'News' Mr. Haskell of Lincoln has taken over the duties of Appliance Salesmen in the Lincoln territory. Mr. Curtis has returned to Bangor and Mr. Jordan taken the position of Appliance Salesman in Old Town.

Loyalty

Just "Billie the Lineman" we'll call him as we relate the general trend of an actual conversation heard in one of our merchandizing stores.

"Good Evening, Billie," we said, as Billie the lineman walked into one of our show rooms after supper one evening.

"Hulo, son," said Bill, "I guess, I want a range." "Lemme see what you got?"

Bill looked them all over, said he guessed they were all O. K. with him and he would send "the wife" down to make the final selection.

We had told Billie that we knew he'd enjoy his range and we were about to say good-bye to him when Billie came over to us, laid his hand on our shoulder and said,

"Son, you got a range?" We told him we had one and liked it fine.

"Well," said Billy, "I've been paying a gas range bill for fifteen years, and lately, when I've paid the thing I've been a little bit guilty, you know son. And the other night, when I paid my bill I had to ask them to cash my pay check to pay my cooking bill with and you know son the idea of handing my pay check that way just struck me wrong—I tho't maybe that wasn't the way the Company used me, so—well, son—I'm going to let the Company do my cooking hereafter so sell the wife a good one."

Special Employees

Range Prices

In recognition of the value of having our employees use the most modern of electric conveniences, the electric range, the Company is offering to a limited number of its employees the opportunity of purchasing an electric range at Company cost.

In addition to this low price which is given to the employees on the basis of \$5 down payment but a 10% discount from Company cost for cash, the Company will install the range free in the Bangor division or allow \$30 toward the wiring in any of the other divisions.

Such a liberal proposition as this will necessarily be quickly taken up in quota and we suggest that any employee desirous of having a range, completely installed, for a sum as low as \$75, with payments based on \$5 down and the balance in 18 months, should place their orders immediately with their local manager or communicate with Mr. Haskell.

Mr. Graham has authorized the sale of 25 ranges of any make or style on this basis.

Managers and Salesmen Join for October Meeting

Another interesting Commercial Department session was held in the recreation hall of the Company at 31 Main Street on October 3d with Department Heads, Managers and Salesmen present.

At these meetings, manufacturer's representatives presented the Thor Ironer, the Simplex Ironer, the Eureka Cleaner, the Hot Point Range, and the Standard Package Lamp Business opportunities.

Miss Aitken, Home Economist of the Edison Appliance Company assisted by the young lady employees of the Company, gave an excellent dinner to the group meeting.

After the dinner Mr. Fernald, Harrington Manager, was the recipient of a gift of silver in token of his recent marriage.

During the evening the group was joined by about thirty employees of the Bangor Division and all listened to a very interesting demonstration by Miss Aitken.

Fernald—Bowles Wedding

Mr. Ralph A. Fernald, District Manager at Harrington, was married to Miss Lucy I. Bowles of Columbia Falls on September 15th.

Mr. and Mrs. Fernald left for a motor trip to Augusta, Norway and Portland. They also spent a few days in Canada, returning to Harrington where they are making their home.

We extend our heartiest congratulations to Mr. and Mrs. Fernald.

CONT. FROM PAGE 1

Building One Dam On Top Of Another

rising faster than it does about and at about 30000 second feet the head falls to about 12 feet, a point where the turbines give very little power.

On a large river like the Penobscot, the flow varies from 4000 second feet to 120000 second feet or more, and if the crest of the dam were kept low enough to pass the larger amount without flowing out the property above the dam, a larger part of the head would be wasted for a considerable part of the time.

It is therefore necessary to provide some means by which the crest of the dam can be made adjustable, that is, raised during low water, and lowered to pass the floods that visit us from year to year.

When the Veazie dam was constructed in 1912 this was provided for by hinging to the top of the concrete dam, wooden flashboards or shutters four feet high which at that time were thought to be as high as was practicable to use.

These were arranged to be lifted from a steel cable extending from shore to shore of the river immediately above the flashboards. This cable was provided with a carriage which supported a tackle, and also a car capable of holding two men with necessary struts and tools. Both tackle and car were operated and moved to and fro across the river by means of an electric hoist on the Veazie side of the river.

The arrangement proved very satisfactory and was in use until during the great flood of 1923 a large barn from somewhere upriver, forsook its rural habits, and started on a sight seeing trip to the sea by way of the Penobscot river. In the course of its voyage down the river it came in contact with the Veazie cableway and deciding that the cable might be handy in case it wanted to anchor somewhere down the river, took it along, but left most of the flashboards behind.

After 1923 the boards were lifted from a scow, operated from a system of anchorages above the dam designed by our Henry Perkins. This was the best that could be done under the circumstances, but was rather slow and had the disadvantage that the boards after being let down to pass a flood could not be erected again until the water had fallen to quite a low pitch, thus a large amount of power was wasted.

During the years that elapsed from 1923 to 1926 the writer had developed on a new dam at Skowhegan hinged flashboards 7½ feet high which had provided successful, and when Mr. Graham asked for more power at Veazie it was decided to attempt to replace the four foot flashboards at Veazie with seven foot boards.

Constructing a new dam with 7½ foot flashboards was one thing, but putting seven foot flashboards on an existing concrete dam with a narrow crest, and with at least two feet of water going over it at all times was

something else. However, we had the advantage of the fertile mind of our designing engineer, Mr. Jennison, and at Veazie we had available men who had been around the river so much that they are said to be webbed, at any rate, not even the Penobscot river scares them, and our Superintendent, George Sinclair, is an ex-United States navy man, so we were well equipped on personnel for nautical work.

As a first step a double cableway 950 feet long was purchased and stretches across the river, steel towers 43 feet high, supported it on either side, the ends being anchored in massive blocks of concrete.

The main cable is 1¾ inches in diameter and is made of special steel, having a breaking strength of 180-000 pounds.

In order to secure extra safety for the men one cable was provided for the hoist which lifts the flashboards, and an additional cable to carry the car on which the men ride to place and release the struts. The original electric hoist on the Veazie shore was retained, being so modified that it would handle the car as well as the hoist.

After the cableways were in place, a portable coffer dam was designed so arranged that it could be moved from place to place on top of the dam by means of the cableways. As the flashboards were five feet wide, the coffer dam was made eighteen feet long so that three flashboard sections could be placed at one time. After the coffer dam was placed, the water was siphoned out below the dam, and when the top of the dam was dry, the old boards were removed and a new concrete crest, secured to the old concrete by anchor bolts, was placed three feet wider than the old one.

In this work Lumnite cement was used as this cement gains the same strength in twenty-four hours that ordinary Portland Cement attains in twenty-eight days. By this means the flashboards could be placed the day following the pouring of the concrete, and the coffer dam moved forward for a new section. Compressed air was used in roughing up the old concrete and in drilling holes for anchor bolts, the compressor being carried on a scow anchored above the dam.

The concrete was mixed on the Veazie shore and carried to place by the cableway.

In order to expedite the work, two coffer dams, and two compressors were installed so that two crews could work at the same time. At the present writing this very difficult and dangerous work has been nearly completed, all of the flashboards being in place with the exception of four near the log sluice.

It is estimated that the increase in head will yield about 6,000,000 additional K.W.H. This very nearly equals the output of the first two units installed in the West Enfield Power House in 1926 with an expenditure of about 25% of the cost of the Enfield development.

No. 1 shows the new flashboards from the downstream side, with the car carrying two men who are on their way to raise additional flashboards.

Photographs No. 2 shows the Veazie tower in the foreground with the two cables, and in the distance some of the new flashboards erected. It also shows the scow carrying one of the air compressors and a section of coffer dam in place near the log sluice.

No. 3 shows one section of flashboard ready to be taken out on the dam. These boards are five feet wide and seven feet high and are made of two layers of wood, the lower layer being as shown, and other layer of hardwood, running lengthwise of the board, at right angles, and being the top of the shutter over which the water and ice flows when the boards are down. It will be noted that the sections are heavily strapped with iron and have the upper edge thoroughly protected with steel angles.

The work was started by Joe Fournier who erected the cableway and carried the work to a point where the first six flashboards were placed. He then left to start the West Enfield job, and the work was put in charge of Henry Perkins, assisted by Frank Turner, and George Sinclair who acted as foreman.

Veazie Station News

Our unit No. 5 at Veazie Station had the misfortune to lose her draft tube recently. However it has been recovered and fastened back on the wheel where it belongs, and with good luck this machine should be back on the job in a week or ten days.

The Veazie improvement job is rapidly drawing to a close. There are only five or six more Flash Boards to put on and a small concrete pier to build. New seven foot Flash Boards have been put on the whole length of the dam, with a Twin Cableway to handle them with, which certainly works fine being much safer and better than the old outfit, a fact that certainly will be much appreciated by the Maintenance crew at Veazie Station.

Friends of Mr. Harold Adams, our popular System Operator will be pleased to learn that he is back on the job after a week's illness.

Asst. Operator Austin Hathorne recently returned from a motor trip to Massachusetts where he was visiting relatives and friends.

Our veteran Operator, Mr. M. D. Wentworth, has just returned from his vacation which was spent in Houlton with his daughter, bringing a new Oldsmobile sedan with him. Mort says that while in Houlton he made several short trips across the line into Canada. Why?

Veazie Station does not see much of its superintendent these days as together with his assistant Mr. Paulin he is very busy installing the new unit at Stanford Station.



W. E. Bagley 26 Years of Service

Snapshot of W. E. Bagley with six brook trout, weight $5\frac{3}{4}$ pounds caught by him May 29th, 1928, gone $1\frac{1}{2}$ hours from his residence in East Corinth.

W. E. Bagley, Freight Agent and sub-station operator commenced work at East Corinth for the Penobscot Central Railway as assistant freight agent to Charles A. Robinson May 26th, 1902 when East Corinth was the terminal and the electric current was generated at Kenduskeag by steam and water power,—Flavious O. Beal, President; James B. Neal, Superintendent; Mr. Cunningham, Engineer and Elmer Cole, Assistant Engineer. The road was extended to Charleston that summer and as there was no further need of two men at East Corinth station he went on the cars as conductor during the winter.

In the spring Mr. Robinson resigned and Mr. Bagley came back to East Corinth as freight agent which position he has held since, except the summer of 1905 when all stations were closed for a short time. The Penobscot Central Railroad Company was taken over by the Bangor Railway & Electric Company in the summer of 1905 and the stations opened again.

During Mr. Bagley's 26 years of service on the road he has worked under the management of the Penobscot Central Railroad Company, Bangor & Northern Railroad Company, Penobscot Central Railway, Bangor Railway & Electric Company and Bangor Hydro-Electric Company.

Change in Telephone Operators

For six years Marjorie Barber Stephens has been Telephone Operator—now she has left the employ of our Company to devote entire time and attention to her home.

Mrs. Stephens was always pleasant, agreeable and willing, and will be greatly missed by the employees of the Bangor Hydro-Electric Company. Her successor is Miss Anna Fogg, to whom we extend our greetings of welcome.

Accounting Department

(George Drake, Reporter)

We are all glad to see Miss Ware back with us once more after an absence of seven weeks on account of illness. During her absence the position of cashier was filled by Lot-tie Brown and Alta Edgecomb.

Hazel French left on Oct. 8th for a week's trip to Boston, her place being filled by Alta Edgecomb.

Nola Rodick of the Collection Department left Saturday, October 6th. Miss Rodick was a newcomer a short time ago in this department. Her marriage will take place October 15th.

Mrs. Gertrude Brown of this department has gone to Boston for the winter. Miss Dorothy Perkins has been filling this vacancy for the past week.

Alta Edgecomb has spent some time in Lincoln this month assisting the clerk in the compiling of the monthly report from that office.

George Drake was in Boston over the week-end of the sixth of October.

Ruth Libby has just returned from a vacation in Boston and Belmont, Massachusetts.

Leona Morrison spent a week-end with friends in St. Stephen recently, going by the way of Ellsworth and returning by the way of Lincoln.

Lincoln News Items

The Lincoln Line Crew went to Millinocket October 7th to help on a changoover job on Katahdin Ave. where the service interruption had to be reduced to a minimum.

Mr. Herbert Haskell is taking his vacation and Mr. Harold King is taking his place reading meters.

We find the new stockroom much more convenient than our old quarters.

Mr. Haskell, Vice President and Mr. Marsden of the Edison Lamp works were recent visitors at Lincoln.

On October 10th the Lincoln employees went over the top on lamp sales, they having sold 1206 lamps on their quota of 1100 lamps to and including this date.

Stenographic Department

(Mildred E. Holyoke, Reporter)

Miss Wynona Boober has left this organization and has gone to Massachusetts. Her departure is regretted by all of us.

Miss Julia Treworgy has left the Main Street Office and has joined this department. Last week she had rather a hectic experience when she and a Buick car collided on Union Street in Bangor. Julia came through the encounter remarkably well, considering the fact that she was knocked down and rolled along the street, which lamed and bruised her rather badly.

Miss Louise Stearns has recently been employed as a stenographer in this Department.

Harrington News Items

(R. A. Fernald, Reporter)

L. G. Vose, Philip Reynolds, Alfred Sawyer, and R. A. Fernald, attended the Managers' and Commercial Sales meeting in Bangor a few days ago.

The single circuit reclosing feeder equipment has arrived at Harrington and is expected to be in operation within a few days.

Mr. Robert N. Haskell, Vice President, and Mr. Marsden, of Edison Lamp Works were recent callers at the Harrington Office.

Mr. E. E. Parkhurst, Sales Representative, made a short call at this office recently.

Mr. Edward M. Graham, President, was a recent caller here.

Miss Vera McEacharn, Cashier, spent the week-end at her home in Machias.

The Machias Line Crew are burning the brush on the Milbridge-Steu-ben Extension.

The Company had an exhibit at the Cherryfield Fair, Mr. Philip Reynolds attending to the sales and demonstrations.

Mr. R. A. Fernald has returned from his vacation where he visited friends in Portland, Augusta and Norway. While at Portland he visited the new Portland Air Port, at Scarborough, enjoying a ride in new Curtis Air Plane. Motored to Canada and back by the way of the Dix-field Notch.

Eureka Cleaner Department

(H. S. Hitchins, Department Manager)

Well, here we are again. The Bangor operation has now joined the ranks of the RESALE and believe me the sale of EUREKAS has taken a jump ONE HUNDRED PERCENT.

Our new outlet, the BANGOR HYDRO ELECTRIC COMPANY is sure a wonderful concern and we expect to do a land-office business for the next few months. Everyone connected with HYDRO is sold on our product and we hope that they will aid us in making OCTOBER 'the BIGGEST MONTH in VACUUM CLEANER history.

Let me introduce to the organization Mr. M. N. Blinn, an old Eureka who has sold plenty and will sell

plenty more. Also, Mr. Tracy, Mr. Curtis, Mr. Jordan, Mr. Chisholm and Mr. Woodcock—all Bangor Hydro men and everyone of them wonderful salesmen whom we hope will add a few sales toward outside stores as Eureka salesmen, and wish them all the luck in the world. Watch Bangor this month for the quota busters of the BOSTON BRANCH.

Ellsworth Division News Items

(S. E. Fields, Reporter)

W. H. Cushman, Assistant Manager, is having a week's vacation.

Sylvia McDonald has been on a motor trip through Canada and is returning Monday, Oct. 15, 1928.

A new electric sign has been installed at the Main Street office which adds to its appearance. In fact the sign illuminates the whole square.

Ellery Church, who was seriously sick with the measles several days, is much improved and is able to be back at work.

Our manager, R. H. Smith, attended the Managers' meeting last week in Bangor.

George Jude, who has been in the employ of this company, has accepted a position with the New England Tel. and Tel.

Transportation Department News

Mr. Hamilton has returned from a two weeks' vacation with relatives in Fredericton, New Brunswick.

Mr. Edson Comins, Assistant Superintendent of Transportation spent two weeks' vacation with relatives at Worcester, Mass., and Providence, R. I.

Lyman Lord, operator of Charleston Division, is enjoying his annual vacation digging spuds.

The track crew has completed its portion of the work placing new concrete on Oak Street in Bangor.

Mr. C. H. Johnson, Superintendent of Transportation, attended a meeting of the New England Street Railway Club at the Eastland Hotel in Portland, this month.

Be A Booster

Boost your city boost your friend,
Boost the lodge that you attend,
Boost the street on which you're dwelling,

Boost the goods that you are selling,
Boost for every forward movement,
Boost for every new improvement,
Boost the man for whom you labor,
Boost the stranger and the neighbor.
Cease to be a chronic knocker,
Cease to be a progress blocker;
If you'd make your city better,
Boost it to the final letter.



Graham Farm Gravel Pit

There was a legend among the Indians of the Kenduskeag tribe who used to occupy all of the territory that is now the Charleston Division of the Bangor Hydro-Electric Company that in time to come there would be a new tribe to occupy the valley and that they would bring with them great strength and power. They would come with horses of iron and hands of steel and have power enough to fill the valleys and remove the hills which had long been the abode of the Kenduskeag tribe.

They said that the hills had been placed there by the hands of the great chief of times long past and when this new tribe came they would have a great chief who would be able to remove the hills. But the time went on and the hills remained and the valleys grew deeper and the numbers of the Kenduskeag tribe of Indians became less and less, until finally there came a new tribe with a chief who with his strength and power built a road of iron and traveled over the valley and hills with iron horses and those of the Indians who were left said that

surely the days of the great chief were at hand. It was hardly believable that even this great chief would have a hand of steel of sufficient strength to level the hills.

Now, there was on the northerly bank of the Kenduskeag stream, not far above Bulls Eye Bridge, a hill which rose up abruptly on the bank of the stream and stood at a very high elevation and from the top of this hill it was possible for the various chiefs of the various tribes that occupied the territory to see to a great distance in every direction. The great chief who came with the iron road and the iron horses was wont to visit this hill and stand upon it and gaze in all directions as had his predecessors. He was curious to know what the hill contained so he requested his assistant chiefs to investigate this hill and report to him how it was made and what was beneath it and these assistant chiefs struggled valiantly with the hills and they all reported that there was a valuable material within the hills which was very useful in building the iron roads and for other purposes and that it was called "first class gravel" but it was a very difficult and laborious task to obtain it.

Veterans Service List

We give below a list of those whose anniversaries come during the period from October 15th to November 15th together with the names of our veterans who complete over twenty years of service during these months:

	Years
Austin, George, Line Foreman, Ellsworth, November 1, 1898.....	30
Grant, Louis E., Manager Collection Dept., October 18, 1904	24
Hersey, Walter E., Car Operator, October 31, 1912	16
Sprague Philip L., Assistant Treasurer, November 6, 1914	14
Perkins, Henry L., Superintendent, Veazie Station, October 20, 1914	14
Bartlett, Edson W., Car Operator, November 13 1914.....	14
Burton, Percy E., Line Foreman, October 27, 1916	12
Mowe, George W., Register Clerk, October 28, 1918.....	10
Marsh Ralph H., Car Operator November 1, 1919	9
Rideout, Garfield M., Car Operator, November 3, 1922.....	6
LeBreton, Walter J., Meter Reader, Old Town, November 14, 1922....	6



Fred B. Avery

26 Years of Service

Finally however, there came among these assistant chiefs one, Fred Avery, who made the same discovery that had been made by the assistant chiefs who went before him and he said that it was necessary to have a hand of steel to remove the hill so he immediately proceeded to construct one. This task completed, the newly made instrument was introduced to the hills and from that time on the hills disappeared very rapidly, the hand of steel removed the gravel and placed it on wagons which were drawn by the iron horses and finally the legend of the Kenduskeag tribe was completed.

Fred and his gang have worked valiantly in the hills for many years and much of the hills still stands. The product of the hills has served as ballast for the street railway lines of the Bangor Hydro-Electric Company over the entire length of its branches, not only this, but large quantities of gravel have been used in all sorts of construction work for highways and buildings, and assistant Chief Avery and his gang are busily engaged with the hand of steel leveling down the hills of the Penobscot valley, but as yet, they have only succeeded in leveling part of the famous hill on the Graham farm above Bull's Eye Bridge.

Bangor Store Items

(E. M. Woodcock, Reporter)

The Hotpoint lecture demonstrations, conducted by Miss Helen B. Aitken during the past two weeks were largely attended, and interest in electric cookery reached a high point. Many employes took advantage of the generous offer of the company and bought ranges while a number of sales were made to home owners in the city.

Miss Florence M. Verbraken representing the manufacturers of Super Simplex Ironing Machines has been giving very interesting demonstrations on that appliance during the past two weeks at the Company show rooms, 31 Main street. Several of these ironing machines were sold, and many prospects for future sales were interviewed.

A fine display of electric ranges in the show room of the second floor is attracting much attention and favorable comment is heard on all sides from the many people who have visited the room during the past week.

The crew handling the Eureka Vacuum Cleaners under the direction of Mr. Hitchings, is making a fine showing, and many of these well known appliances are being placed in the homes in Bangor and vicinity.

The show cases in the Main street waiting room have been re-arranged in order to conserve space, and in the room thus gained, several ranges and refrigerators are displayed.

Possibilities of Competition

The young president of an up-State New York bank, was visiting his aged father who established the bank many years ago. "We're still the biggest bank in the county," he boasted, "got competition licked to a frazzle!"

"You're looking the wrong way, son," answered the old man. "Growth should be gauged by how much better your institution is doing its job, not by the distance it keeps ahead of others in the field."

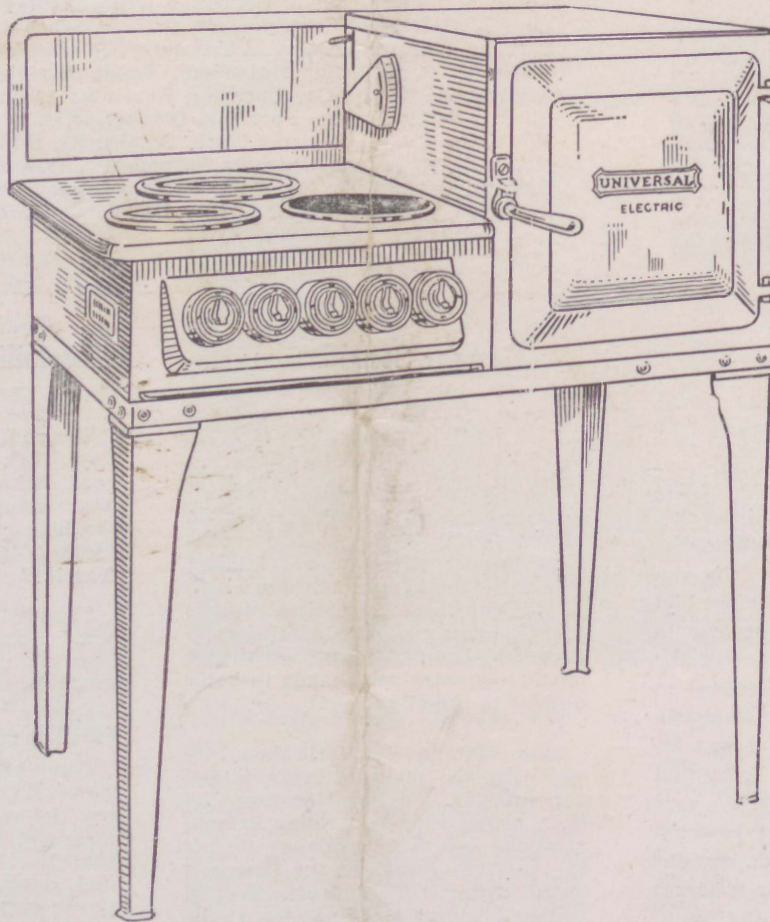
Competitive endeavor is conducive to very fine results in many cases, but the real competition that spurs men and companies on to the best that lies within them, is the work and satisfaction of continually bettering their own records.

Business is kept moving and men must move with it. Therefore beating competition would seem to be an adequate answer for successful progress. But it is not enough. A salesman who was leading all the agencies in his territory, recently decided that he himself was his biggest competitor, and that the only real way he could improve sales was to beat his last year's figures. He went along month by month bettering his records of the previous year, without a thought or reference to the others in the field, with the result that his income tax this year was greater than his net income last year.

This kind of competition is different from what is usually implied by the word; it is the kind that assures personal growth as well as increased production.

EMPLOYEES!

Now You Can Cook Electrically



Buy An Electric Range at Company Cost
And Have Us Install It Free

(READ THE DETAILS IN THIS ISSUE)

STORES

BANGOR
OLD TOWN
LINCOLN
MILLINOCKET

BANGOR HYDRO-ELECTRIC CO.

STORES

ELLSWORTH
BAR HARBOR
HARRINGTON
MACHIAS
EASTPORT