

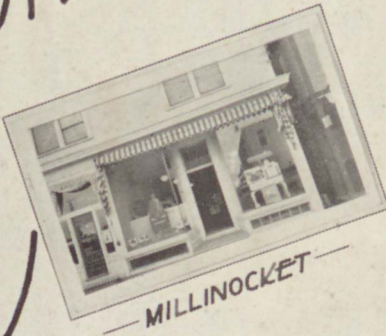
THE BANGOR HYDRO - NEWS - ELECTRIC

Vol. 1, No. 8

July 16, 1928

Bangor, Maine

COMMERCIAL NUMBER



— MILLINOCKET —



— LINCOLN —



— OLD TOWN —



— ELLSWORTH —



— BANGOR —



— BAR HARBOR —



— HARRINGTON —



— MACHIAS —



— EASTPORT —

OUR STORES

BANGOR HYDRO-ELECTRIC NEWS

PUBLISHED EVERY MONTH
FOR AND BY EMPLOYEES OF

THE BANGOR HYDRO-ELECTRIC COMPANY

Vol. 1

Bangor, Maine, July 16, 1928

No. 8

Chief Ed., G. M. Stetson

Mng. Ed., H. C. Dearborn

News Ed., P. A. Mann

❖ Editorials ❖

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Our Commercial Number

We are pleased to present the July Number of our **Bangor Hydro-Electric News** as our Commercial Number.

Our Commercial Department as it is established within our organization is almost a company within a company, under whose jurisdiction comes the operation of a chain of nine stores, and in whose employ a group of twelve or fifteen salesmen are working every day.

We are pleased to editorially comment on the loyalty that the general office knows that the Commercial Department displays. We are pleased to call every member of the Commercial Department and every salesman that it employs a loyal employee, giving his best that the whole Company may prosper.

Therefore, to our Commercial Department and its salesmen, we entrust to you the responsibility of the continued growth and prosperity of our Company, and by our faith in your ability to succeed we are enabled to expand our territory and build our new generating stations.

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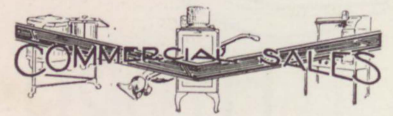
Introducing a New Feature

Your editors are pleased to introduce in this July Number of the **Bangor Hydro-Electric News** a new monthly feature of a report by districts and divisions of the **Commercial Sales** and **New Business**.

We are pleased to note that the honors seem to be going to Millinocket and Ellsworth, with Millinocket leading the Commercial Sales and Ellsworth the New Business for the year.

We realize that some out of the ordinary conditions must affect these totals; for instance, we realize that Commercial Sales in Bar Harbor, where real live contractors are doing an excellent job, can have little chance of being as high as Ellsworth that has few active contractors selling merchandise.

We are not presenting this listing with any intention of embarrassing the less successful of our divisions, but simply as a means of showing our Company appreciation to those divisions who are doing the best work in increasing our yearly revenue, and pointing out to those who seem to be lagging the good examples that the others are setting.

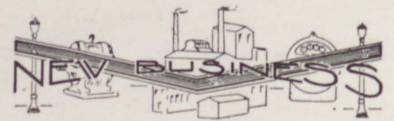


MONTH OF JUNE

District	Sales per Res. Meter
Millinocket	\$3.98
Ellsworth	1.79
Eastport	1.65
Bar Harbor	1.59
Harrington	1.43
Bangor	1.15
Lincoln	1.10
Machias	.99
Old Town	.80

FOR THE YEAR

Millinocket	\$11.28
Ellsworth	6.48
Eastport	6.29
Harrington	4.78
Bangor	4.17
Bar Harbor	3.69
Lincoln	3.06
Machias	2.47
Old Town	2.45

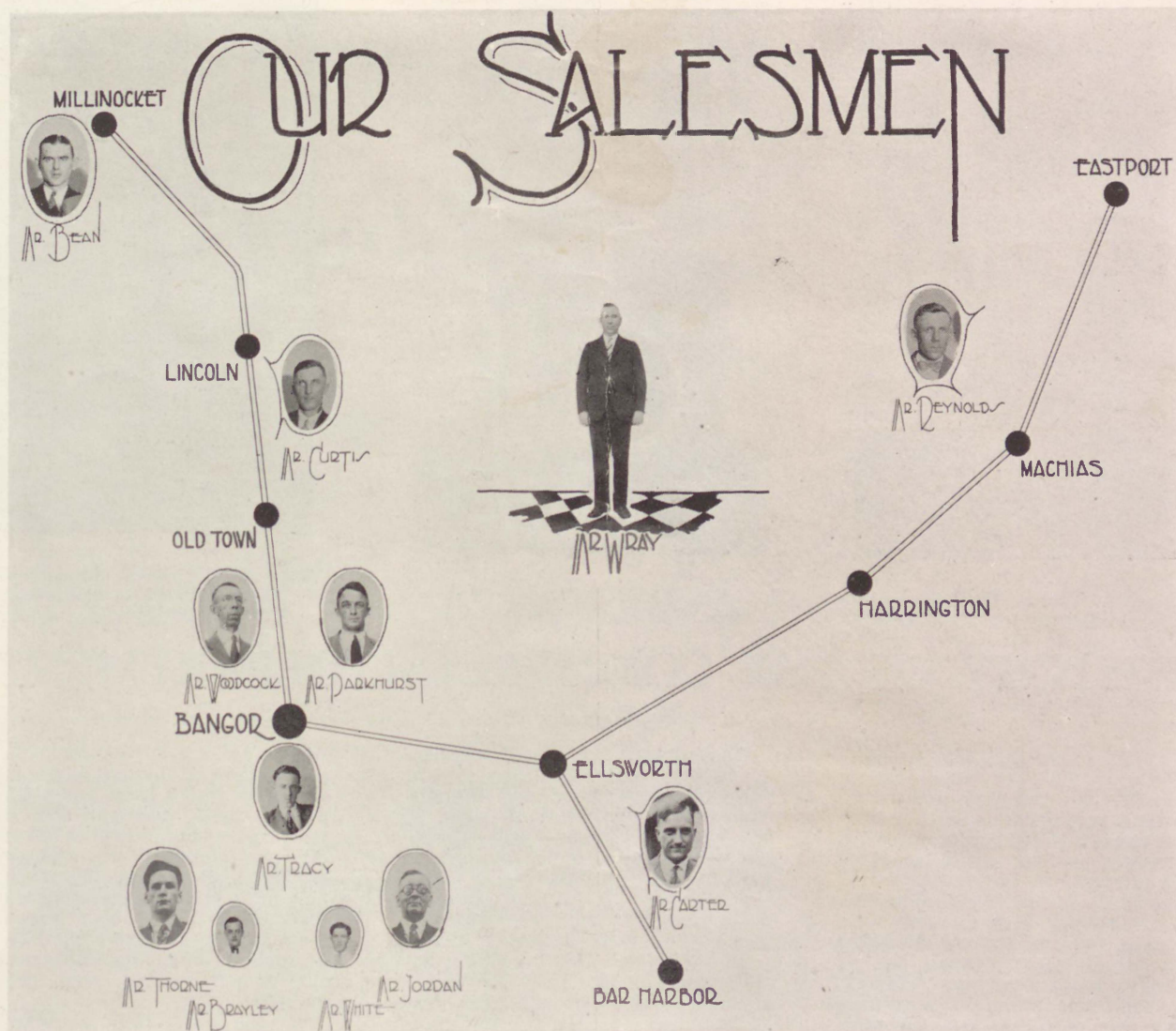


MONTH OF JUNE

District	Revenue per Res. Meter
Machias	\$1.85
Millinocket	1.49
Lincoln	.54
Ellsworth	.53
Bangor	.52
Old Town	.32
Bar Harbor	.30

FOR THE YEAR

Ellsworth	\$4.42
Lincoln	3.73
Machias	3.43
Millinocket	2.53
Bangor	1.38
Bar Harbor	1.23
Old Town	.90



Mr. Forrest W. Bean came into the employ of the Bangor Hydro-Electric Company in 1926, as a member of the Bangor sales force on motor driven appliances. In the spring of 1928 he was made salesman in our Millinocket division, where he is serving at the present time.

Mr. Leeman J. Curtis started working for the Bangor Hydro-Electric Company in 1924, as a member of the Eureka Vacuum Cleaner sales force. Mr. Curtis worked up to the position of manager of this department, but was later transferred to the Old Town and Lincoln districts.

Mr. Shirley H. Carter became a member of our vacuum cleaner sales force in 1925. Mr. Carter's sales speak for his ability as a salesman.

Mr. Philip M. Reynolds was employed by the Bangor Hydro-Electric Company in 1926, serving as salesman in our washing machine organization. In 1927 Mr. Reynolds left the employ of this Company, accepting a position as salesman for an electrical concern in Madison. In the spring of 1928 he returned to the Bangor Hydro-Electric Company to

take over the sales activities in Washington County.

Mr. Earle E. Parkhurst came to the Bangor Hydro-Electric Company in 1926, to take charge of our motor driven appliance sales. Mr. Parkhurst is a salesman of wide experience, at one time being manager of a Eureka Cleaner organization in Massachusetts where he made a New England record for retail sales; this record is still standing today. He was later employed by Pettingell-Andrews Company as a specialty appliance man. After that time he was crew manager for Landers, Frary & Clark Company before coming with us.

Mr. Ernest M. Woodcock started work with the Bangor Hydro-Electric Company in 1926, becoming manager of the sales organization for Universal Vacuum Cleaners. In 1927 he was transferred to the sale of refrigerators and electric ranges.

Mr. Hugh T. Tracey, the present manager of our washing machine department, came to work for this Company in February of this year. Prior to this Mr. Tracey was a salesman for Allan P. Trask's jewelry

store at 31 Main street. He has also had a great deal of experience in house-to-house selling, having been at one time employed by the Metropolitan Insurance Company.

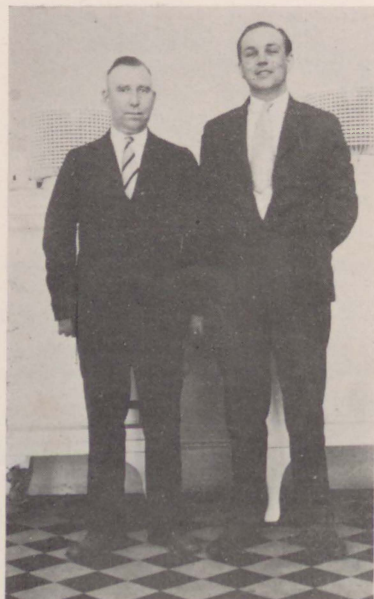
Mr. J. E. Jordan has been employed by this Company since April 1928, and we have found him a very enthusiastic salesman.

Mr. E. F. Chisholm has been working for the Bangor Hydro-Electric Company as washing machine salesman since June 1, 1928. Mr. Chisholm is a musician of rare ability, and has a large number of friends.

Mr. Thorne and Mr. Brewster are the latest additions to our sales organization, having come to work for this Company on July 1, 1928.

Mr. Leroy Braley, a Bangor boy and a product of Bangor High school, worked with us nearly a year before he found out that all salesmen wear hats. Mr. Braley is a store salesman at Main street.

Mr. White, the partner of Mr. Braley in our Main street store, is best known as Bangor's wonder pitcher of no hit, no run fame and a member of Parkhurst's Broadway Braves. We look for a lot of success for this boy.



MR. WRAY, Manager
MR. WARREN, Asst. Manager



MR. MANSUR, Service Man
MR. THOMPSON, Service Man



MISS TREWORGY, Stenographer
MISS THOMAS, Bookkeeper
MISS DAUGHERTY, Cashier

HISTORY OF THE COMMERCIAL DEPARTMENT

By W. R. WRAY

Up to the year 1911 the Commercial Department of the Bangor Hydro-Electric Company was operated on a very small scale and was of practically no importance, so its history during that period is not of much interest.

From 1911 to 1921 the commercial and purchasing departments were combined and run by one manager. During these years a small line of electrical appliances was carried, but very little attention was paid to the sale of these, as practically all their time and effort was given to supplying the new customers who were applying in increasing numbers for electric service. The number of employees at that time was very limited, and consequently the Commercial Department was neglected in favor of the Light & Power Department. Much time was also devoted to running new line extensions.

By the year 1921 nearly all of the profitable extensions had been finished, and the Bangor Hydro-Electric Company then began to realize that with this source of profit nearly exhausted, its future growth must necessarily depend to a great extent upon the building up of the load which was already on its existing lines.

Working with this end in view, the Commercial and Purchasing Departments were separated; on January 1, 1921, Mr. F. H. Libbey, who had up to that time handled both of these activities, became manager of the Purchasing Department only, and Mr. W. G. Burrill was made the first manager of the Commercial Department. Mr. Burrill had previously had quite a large amount of experience in hiring and training salesmen, and during his management he ran several successful campaigns. He also had quite a thorough knowledge of the electrical industry in general.

After a period of twelve months Mr. Burrill was transferred to the Securities Department, and was succeeded as Commercial Manager by Mr. Frank Silliman, who managed this department very successfully until the year of 1922.

At this time Mr. E. V. Morgan was made manager, and continued in that position until August 1, 1923.

On that date this position was taken over by Mr. W. R. Wray, our present Commercial Manager, and at that time our offices were moved from the Graham building to 31 Main street, where the building owned by the Bangor Hydro-Electric Company was slightly remodeled to suit the needs of the Commercial Department, which by this time had grown sufficiently to warrant larger quarters in which to continue their business.

After moving to Main street the growth of the Commercial Department was very rapid, and an Assistant Commercial Manager, Mr. C. J. White, was appointed. It soon became necessary to again enlarge our working space, and in February 1926, work was started on this. All the files, electrical appliances, money and employees were piled together in a very small space in the front of the store, and all that could be heard was a sound of hammers, and of equipment being moved up and down stairs. This lasted for several weeks, during which time the building was changing considerably for the better; and in the early spring the Commercial Department was ready for business under much improved conditions.

The office had been divided into two parts—one being for the Commercial Manager and his assistant, and the other for the rest of the office force. A new wall display case and new counters were installed, and extra help was needed to take care of this. A new servicing

room was built in the basement. The second floor of the building had been converted into a large and attractive display room, in which was shown electric ranges, washing machines, ironers, cleaners and other appliances. A part of this floor was also fitted up for a salesmen's room, and another part was used as a stock room. At this time the sale of appliances was becoming so great that a new service man was required.

In September, 1926, Mr. White left the employ of the Bangor Hydro-Electric Company, and Mr. F. W. Warren succeeded him as Assistant Commercial Manager.

As electrical refrigeration increased in popularity, one of our service men was sent away to take a special course in the installation of these machines; and since that time a large part of his time has been devoted to this.

Until the year 1923 very little attention was given to the sale of appliances in the outside towns and cities served by the Bangor Hydro-Electric Company. Beginning at that time much more effort was given to this end of the business, until at the present time the Commercial Department has stores in nine cities and towns, including Bangor.

It might be interesting to note that while in October, 1923, this department boasted five employees, at the present time this number has increased to twenty-four.

The following figures, showing the gross business during each year from 1925 to 1928, give evidence of the progress made by the Commercial Department during the last few years:

1925	\$ 50,000
1926	100,000
1927	150,000
1928	?

Drake - Daggett and Smith win Golf Tournament

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Tuesday afternoon, July 13th, a Company tournament was held at the Penobscot Valley Country Club with twelve entrants.

Other than the excellent playing of the winners, the only feature of the afternoon was Mr. Wray's poor betting judgment. It is reported that he plunged rather heavily with his wagers until, with a keen realization that he might possibly lose, he covered his bets with a big wager on Mr. Haskell to beat Mr. Drake for low score and when Drake came in a winner he claims that Haskell sold out and that he will never wager another nickel with or on a Vice President.

The Scores	Nos.	Handicap	Net
Daggett	59	20	39
Haskell	52	12	40
Libby	51	10	41
Drake	48	6	42
Mann	62	20	42
Graham	52	6	46
Silliman	57	10	47
Austin	61	12	49
Webster	70	20	50
Smith	71	20	51
Dole	74	20	54
Wray	74	20	54

Mr. Smith won the booby prize with a 14 on No. 7 hole. Prizes will be awarded at the Company Party.

New England Council Hear Bangor Hydro Policies

At a meeting of the Industrial Development Committee of the New England Council, held at Woodstock, Vermont, the leading electric utility companies of New England presented their views on industrial stimulation.

Our Company, in the following outline, reported its recommendations on this important matter.

"We do not think that a large number of new industries have been attracted and developed wholly through our efforts but we do think that many old industries have been materially assisted and many new industries given much encouragement by the cooperation that the Bangor Hydro-Electric Company has shown to both old and new industries in their territory."

"This Company has been able to attract new industries and to assist those existing along its lines by making considerable capital expenditures to make its electric power available in remote districts. In some cases, either as a Company or as individuals within the Company, some financial assistance has been offered to both old and new industries.

"Within their territory are many Service Clubs and Chambers of Commerce but so far as known, the only real organized effort that has been made by any of these bodies has been made by the Bangor Chamber of Commerce and in this effort the electric company is contributing financially toward the efforts for an industrial survey of Bangor and vicinity. They plan to have a representative of the Company as a member of these various civic organizations and from time to time arrange for either that resident member or someone from the general office to address the local civic bodies on the matters relative to industrial growth.

"In a territory so sparsely settled, with a large number of comparatively small towns, the units within the town must be first interested. Then, with a survey that can only be made with the cooperation of the town, the data can be made valuable by a central advertising unit—in their case, very reasonably, the Bangor Hydro-Electric Company—and in this work the Company will be anxious to do its part in an organized effort which will result in a detailed survey of:

1. The town as the smallest unit.
2. The Power Company's territorial limits as of interest to the Power Company.
3. The State survey as making the detailed information available to the State of Maine organization.
4. A complete survey to be turned into an organization such as the New England Council."

DRAKE-MOORE WEDDING AT NEWPORT

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George Spencer Drake and Miss Thelma Elizabeth Moore were united in marriage at the home of the bride's mother in Newport, Maine, Saturday night, June 16th at 8 o'clock. Rev. John W. Reynolds officiated and the single ring service was used. After the ceremony the young couple left for a motor trip through the White Mountains.

Mrs. Drake is employed by Jordan, Lyman Company and Mr. Drake is a statistician in this Company. Both Mr. and Mrs. Drake have the best wishes of their many friends.

Ornamental Street Light Work

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Our Construction Department has completed the erection of ornamental street lights in Brewer, and we are pleased to commend them on the excellent appearance of the new work.

The work on the Millinocket ornamental street lights is progressing rapidly, and Mr. Gardner expects to report very shortly the completion of the job.

We are pleased to receive an order from the City of Old Town for two new ornamental street lights as an addition of the ornamental installation made late last fall.

Extension Activities At

Lucerne-in-Maine

As a result of a series of conferences between Lucerne-in-Maine and this Company there has been worked out a work schedule for this year whereby we are to build a total of about 20 short service extensions and install a total of about 125 street lights at Lucerne.

This new activity is an indication of the success of this Community project, and to its sponsors go our best wishes for its continued success.

New Line Extension

In Kenduskeag

A line extension that has long been pending has at last been completely arranged for—an extension to the community known as Higginsville, just north of the town of Kenduskeag.

On this extension of approximately a mile of pole line we will receive a total of ten customers.

Bangor State

Hospital Connected

Manager Wray of the Commercial Department reports that on Sunday, July 1st, the Bangor State Hospital was connected to our lines after at least three years of effort on his part to secure this very desirable load for the Company.

Office Renovation

At Eastport

District Superintendent, Julius MacDonald at Eastport, reports that the Eastport office arrangement has been completely changed to allow the entire front of the office to be used for commercial display appliances.

He states that the room now available for displaying refrigerators, ranges, washing machines, etc., is very satisfactory, and that by this display he hopes to create additional interest in his commercial sales.

Office Changes at Ellsworth

Manager Smith reports that he has completed the work of installing a new window display platform in his Ellsworth office in which he can adequately show refrigerators, ranges, washing machines, etc., and that by this additional display space he hopes to interest some prospects in commercial appliance sales.

Mr. Smith also states that work is about to be started on a new commercial storeroom in his Church street office where his supply of commercial equipment can be adequately stored.

Miss Aitken Visits

Machias Division

Miss Helen B. Aitken of the Edison Electric Appliance Co., Inc., visited Harrington, Machias and Eastport during the week of July 9th, demonstrating the Hot Point appliances in our Washington County division.

DEPARTMENT NEWS

Missing—
Machias
Eastport

Engineering Dept. News

(Mr. Coffin, Reporter)

Danny Webster has recently stepped into the limelight with one of the new Ford Sport Model Roadsters. We understand that the 1923 model "Webster Special" has been retired with all the honors of war.

Accounting Department

(Geo. S. Drake, Reporter)

During this past month Hall Dearborn has been doing preliminary work on the following extensions, Cranberry Isle, Holbrook and Wickyup.

Marion Douglas left the Department Monday, July 9th, on her vacation.

Alice Grant attended Commencement at Bates College last month, the occasion being the graduation of her brother-in-law.

We have with us this month in the Department, several representatives of the Cooley and Marvin Company who are auditing the books.

Alta Edgecomb spent several days at the Bar Harbor office this month.

Transportation Department

(C. H. Johnson, Reporter)

The city track crew finished the work on the track from South Park street to the Paine Hospital on Center street, on June 21st. The joints on the seventy pound rail were thermit welded making a continuous rail through this section. This work was in preparation for new concrete roadway.

Mr. Michael Nelligan returned to his home from the Eastern Maine General Hospital, June 10th.

The editor received the following communication from Mr. Nelligan: Bangor Hydro-Electric News, Bangor, Maine.

Dear Sir:—

I wish to take this opportunity to thank all those who showed such great kindness to me during my recent disability. I am progressing very well now and will soon be with them again.

Michael J. Nelligan.

Mr. Frank Earl, car operator, is spending a vacation of two weeks at Danforth, Me.

Ned Mansell is enjoying two weeks' vacation at his cottage in Mt. Desert.

Commercial Dept. Items

(E. M. Woodcock, Reporter)

The washing machine department went "over the top" for the month of June. Jordan won the high honors and the lion's share of the prizes. It was a fine finish on his part, and he is out to duplicate this month.

The General Electric refrigerators are selling fast, and the service crew is busy installing these popular cooling machines. At the present time there is a public contest on and with a General Electric refrigerator running on a sealed meter in the display window, interest is high. The machine will be given to the person guessing nearest to the amount of current used to operate it during the period July 9-19.

Washington Normal School, Machias, is to have a fine Commercial Electric Refrigerator installed in their big plant. The new unit was sold by the Bangor Hydro-Electric Company.

George White recently pitched a no hit, no run game, establishing a record for Bangor Hydro pitchers. With Braley rounding into a good first baseman, and Parkhurst catching his usual reliable game, the company is well represented in this sport.

Phil Reynolds, salesman in Washington County and Forrest Bean, salesman in the northern territory spent Sunday in Bangor. Both reported excellent business.

H. W. Karstens of Landers, Frary & Clark gave a very interesting talk to the sales force recently, his subject being the new extractor type of washing machine bearing the famous Universal trade-mark.

Stanley McCart, hailing from Eastport, and a senior in the electrical engineering department of U. of M., is working for the Commercial department for the summer, returning to the University in September for his final year.

Old Town District News

(Mrs. O'Connor, Reporter)

The flashboards on both dams (Milford and Gilman Falls) were placed in position Monday June 25th, considerably increasing the output at the Milford Station.

Operator Randall spent Sunday with friends in Macwahoc recently. Frank proved that he has lost none of his skill with the rod and reel by bringing home a fine string of trout.

Assistant Operator Copp and family enjoyed a week-end visit with friends and relatives in the western part of the state.

A new coat of paint has been sprayed on the generator floor at the Milford Station adding much to the neat appearance of the room.

Hilbert Anderson of Milford Station is at Brandy Pond in Greenfield for a week's vacation.

The operators at Milford are breathing a little easier now that the state road crew have finished blowing up the road bed among our transmission lines.

Mr. and Mrs. Willard Cary of Oxford, Me., are at the home of Superintendent Fred G. Cary, in Milford, for a week's visit.

The day of big log drives on the Penobscot seems to have passed, no logs having been sluiced through the Milford gate so far this season. It is doubtful if there is ever much more long lumber driven below the Milford mills. We understand that there are several drives of pulpwood to be sluiced during the summer.

Visitors from the surrounding districts are always welcome at Old Town. Those who have called on us during the month were, Mrs. James Longfellow from Machias, Kenneth Stetson from Lincoln, Vice President Haskell of Bangor, Floyd Warren of the Commercial Department in Bangor, and Field Engineer Cosseboom.

"But, surely," urged Jones, "seeing is believing."

"Not necessarily," replied Brown. "For instance, I see you every day."

Veazie Station News

(Frank Turner, Reporter)

Work on the Veazie improvements is rapidly progressing. Mr. McAvoy, who was formerly in charge, has left the employ of the Company, and the work is now being carried on by Mr. George Sinclair. Twelve of the new gates have been installed, and it seems that with good luck the job may be completed before cold weather.

Four men have been added to the crew in the last month, James M. Mutch, Ernest Levoy, Carroll Turner, and Horace Perkins who is employed as cable-way operator.

The citizens of Veazie are more than pleased to welcome back to our community Mr. Herbert Pendleton and family of the Bangor Sub-Station. Mr. Pendleton has purchased the property formerly owned by Mr. Walter B. Hersey, who was at one time operator in the Veazie Station.

Our system operator, Mr. Harold Adams, has also taken up his residence in Veazie.

Most of the employees of Veazie Station have been spending their week-ends on fishing trips for the last month. Some have been bringing in good catches, others have brought back some extra good stories.

Lincoln News

(Kenneth Stetson, Reporter)

Manager Clark has just returned from his vacation. While away he visited Washington, West Virginia and Niagara Falls. He reports an enjoyable vacation.

Mr. Kenneth Cosseboom and H. C. Dearborn were recent callers.

Mr. H. W. Coffin was in town on business last week.

Mr. R. N. Haskell, Vice President, recently visited our office.

Mr. Carl Beach advises all his past and future friends to wear bathing suits when it rains instead of slickers—he says it is much cheaper.

Mr. Charles Cosseboom and Harold King motored to Woodstock, N. B., for the Fourth.

The main highway is slowly being covered with tar. We have hopes that it will be finished by 1929.

Miss E. C. Pinkham recently visited both the Old Town and Bangor offices.

The construction job at West Enfield is progressing very rapidly at this writing.

Stenographic Department

Mrs. Pauline Brew left July 9th for a two weeks' vacation. She planned to motor through the New England States as far as Connecticut.

Saturday afternoon, July 7th, Miss Gladys Stetson went down to Hampden, presumably to make a call. When she arrived at the camp down by the river she was very much surprised to find Mrs. Mabel Woodman, Mrs. Marjorie Stephens, Mrs. Effie Spear and the Misses Trenetta Em-

ery, Grace Cotton and Mildred Holyoke awaiting her with supper ready and with presents, to celebrate her birthday. After supper the 'better halves' and 'friends' appeared and the evening was spent in playing cards. Refreshments were served consisting of ice cream and a birthday cake decorated with fourteen candles.

Harrington News Items

(R. A. Fernald, Reporter)

Work has just been completed on the new street lighting installation at Indian River, for the towns of Jonesport and Addison. This makes an addition of nine new street lights, also there will be a gain of two new services due to this change over.

Beginning July 5th the Milbridge-Steuhen extension will be in full operation. This is approximately a distance of seven miles to serve the town of Steuhen. This line will be 2300 volt, single phase, with No. 4 aluminum wire, on 30 ft. poles with 250 ft. spacing. There will be about 40 services and 25 street lights.

Mr. Robert N. Haskell, Vice President and Floyd Warren, Assistant Commercial Manager, made a call at this office while on their way to Eastport. Other recent callers were: Mr. H. P. Bull, New England representative of the Royal Cleaner, Mr. William C. Harper, electrician, and Mr. L. G. Vose, District Manager.

Mr. Alfred Sawyer, meter reader for this district, now has a car equipped for carrying small appliances and lamps. This seems to meet with the approval of the customers as shown by the increase of the small appliance sales.

Bangor Substation News

(L. L. Black, Reporter)

All the poles have been set on the Bradford extension and Mr. Burton advises us that in a few days he will have the wire run.

Joe Kingsbury and his crew are working on Lucerne extensions.

Spencer's crew is working on the lower part of the Hampden line extending as far as Winterport.

The service crew are maintaining their record of setting over 100 meters a month, along with their other minor duties, such as hanging transformers and setting poles.

George Tyler has been staking out a pole line for the Tunk Pond extension.

Edward J. Graves has returned to the line crew after an absence of twelve years.

The Bangor Linemen's Welfare Fund is enjoying a period of prosperity with over \$85 in the treasury.

Ray Fearon has returned to Ellsworth as chauffeur of the Ingersoll-Rand after spending a few weeks in the line crew.

Mr. Usher and Mr. Willy assisted in the dedication of the new Bath Bridge.

R. J. McLellan spent the 4th in Lamoine.

Joe Cole is taking a course in practical agriculture.

Mr. and Mrs. Reaviel enjoyed the 4th in Bar Harbor.

Allie Doane, chief operator of Bangor Sub-station has taken on new duties as timekeeper for the operators.

The electricians crew is to be congratulated on their remarkable record. The stock has visited three times within a month.

Births

To Mr. and Mrs. James Gamble, daughter, Sylvia Carolyn—May 24th.

To Mr. and Mrs. Vaughn Davis, daughter, Janice Adelaide—June 9th.

To Mr. and Mrs. Aubrey Jenkins, son, Carlton Aubrey—June 16th.

To Mr. and Mrs. Wm. Harper, daughter, Margaret—June 22nd.

The extension from Whiting to Indian Lake was completed on June 29th and service was furnished Mr. Nevins at Indian Lake Pavilion in time for the Crystal Ball, on the opening night.

On Monday afternoon, July 9th, Miss Helen B. Aitken of the Edison Electric Company of Boston, gave a very interesting demonstration on the Hotpoint range. Mousse frozen in the General Electric refrigerator and served at the last minute with Miss Aitkens' delicious angel cake, helped to make the demonstration a great success.

On Tuesday morning, July 10th, Miss Aitken gave an interesting lecture on the Hotpoint range to about 120 teachers who are attending the summer term at the Washington State Normal School.

Mr. Thompson arrived this morning (July 16th) to install a Kelvinator at Bog Lake. (Poor Bill, the mosquitoes and black flies are thick.)

Mr. Sawyer, along with his duties as meter reader, carries a full line of lamps and small appliances in the back of his truck, in a case that has been built for the purpose. Mr. Sawyer has had quite a few calls for mackerel and haddock, and in order to keep the good will of the customers, we are very much afraid that he will have to go into the fish business as a sideline.

Mr. Cook is an A-1 salesman on lamps and after lamp prices dropped our sales continued to increase, but one morning last week, Mr. Cook failed us. An elderly gentleman came in after a light bulb. He stood in front of our Edison Mazda Lamp stand watching the lamps as they changed colors. After hesitating several minutes he turned around to Mr. Cook and then again to the lamps, and as the flasher worked turning the light bulb to a beautiful shade of rose and purple, the gentleman spoke, "That's the one I want, right there, (pointing to the desired lamp), I'll take that one." Cook lost the sale.

Machias is planning a big field day on August 1st, and we are planning on having a float to advertise the G. E. refrigerator. "Watch for a picture of our float in next month's paper."

First Stenog—"Did you observe Fire Prevention Week?"

Second Stenog—"Yes, I got into the office earlier; the boss was getting sore."

Veterans' Service List

We give below a list of those whose service anniversaries come during the period from July 15th to August 15th, and who have completed over five years of service during these months:

	Years
Johnson, Charles H., Supt. of Transportation, July 29, 1895.....	33
Chandler, Sumner G., Car Operator, August 1, 1905.....	23
Reed, Walter, Riverman, Milford, August 12, 1913.....	15
Clark, Frederick T., Manager Lincoln, August 1, 1916.....	12
Coombs, Frank L., Collector, Bangor, August 8, 1918.....	10
Dunn, Albert H., Operator, Milford, July 31, 1918.....	10
Thomas, Ruth E., Clerk, Bangor, July 19, 1920.....	8
Webster, Guy A., Car Operator, August 3, 1920.....	8
Holyoke, Mildred E., Stenographer, Bangor, August 11, 1921.....	7
Mitchell, Winfield C., Substation Operator, East Corinth, August 10, 1921.....	7
Cotton, Grace E., Stenographer, Bangor, August 7, 1922.....	6
Spear, Effie L., Stenographer, Bangor, August 14, 1922.....	6
Moor, Harvard E., Assistant Field Engineer, August 7, 1922.....	6
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George W. Austin

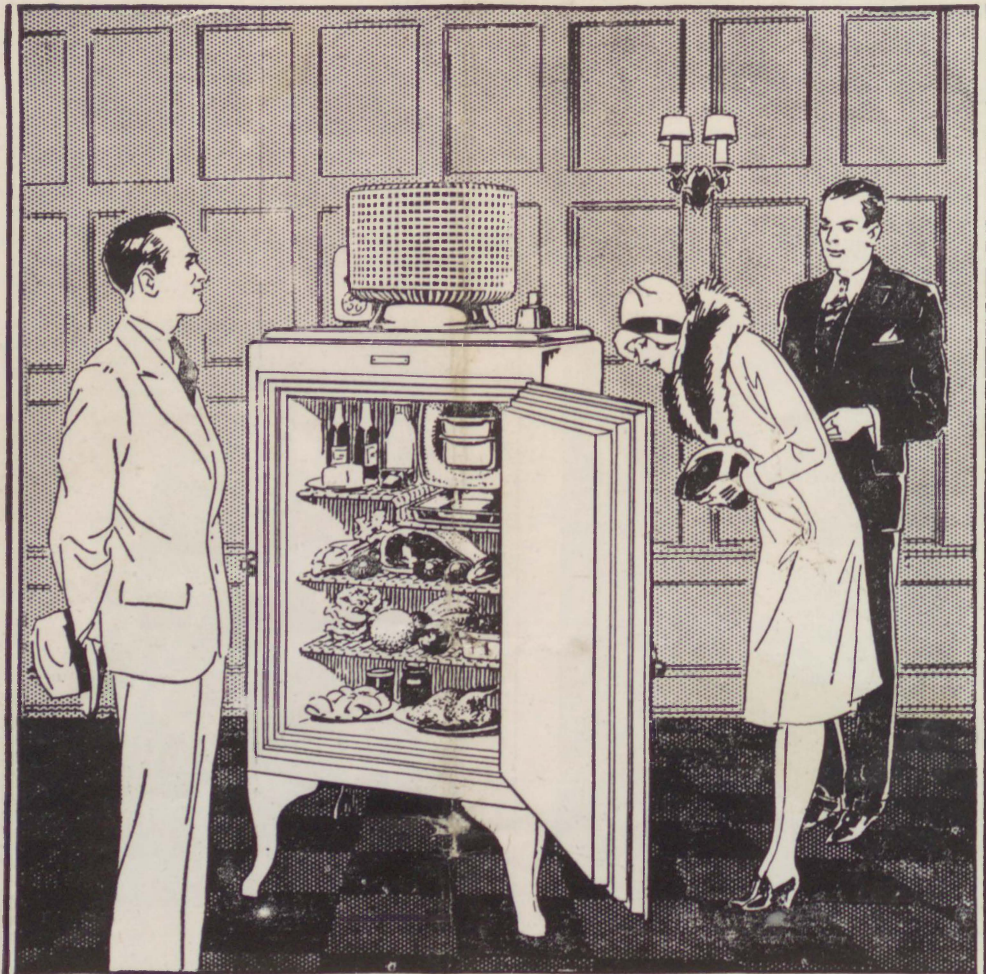
George W. Austin, for thirty years an employee of the Bangor Hydro-Electric Company, was born at Lamaine, Me., February 2nd, 1874. He first learned inside wiring at Bar Harbor, finally graduating into line work. In 1903 he acted as sub-foreman on the Northeast Harbor line, Ackley Brey being foreman. In 1908 the high tension line from Ellsworth to Bar Harbor was constructed, Mr. Austin at that time being foreman. His next important piece of construction work was at Bluehill in 1914. During all of these years Mr. Austin's headquarters were at Bar Harbor. Finally, in 1916, he was transferred to Ellsworth. The following year the Southwest Harbor line was built. In the fall of 1917 the U. S. Government line at Sea Wall was built. On the heels of this came the Bass Harbor line. June, 1922, the Sedgwick line was built. During all of these years Mr. Austin has showed himself a trustworthy man, an able foreman, and a true friend to his men.



Allen P. Royal

Mr. Allen P. Royal, chief operator at the Ellsworth Power House, was born October 6th, 1872, and went to work for the Company in July, 1899, which at that time was known as the Ellsworth Water Company, his first year was devoted to installing services, the next two years Mr. Royal worked on the lines and did house wiring. In 1902 he went into the Ellsworth Power House, and has been an operator since that date watching the business at the Station increase from a plant of 75 K. W. to the present plant of 7500 K. W. Mr. Royal and his assistants have watched with great pride the improvements made to the Ellsworth Station. Not only to the employees of the Bangor Hydro-Electric Company has Mr. Royal distinguished himself by his courtesy and constant attendance to duty but to the whole community who look upon him, with feelings of great respect and confidence.

Look at the bottom, look inside
... and listen to it!



GENERAL ELECTRIC
Refrigerator

STORES
AT
MILLINOCKET
LINCOLN
OLD TOWN
BANGOR

Bangor Hydro-Electric Co.

ELECTRIC SERVICE

STORES
AT
BAR HARBOR
HARRINGTON
ELLSWORTH
MACHIAS
EASTPORT