

3-1939

Bangor Hydro Electric News: Volume 9, No.3 -- Purchasing Department Issue

Bangor Hydro Electric Company

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BANGOR HYDRO-ELECTRIC NEWS

MARCH 1939

VOLUME IX NUMBER 3

PURCHASING DEPARTMENT ISSUE





SEVERE AND MENACING ANCHOR ICE FINALLY CONQUERED BY THE COAST GUARD CUTTER ALGONQUIN. BANGOR AND BREWER RESIDENTS AND INDUSTRIES AND OLD MAN RIVER ALL BREATHE MORE EASILY AS THE PENOBSCOT OPENS UP.

(Air views, courtesy Danny Maher, Staff Photographer of the Bangor Daily News, piloted by Randall Mulherin.)

HYDRO NEWS

BANGOR SCRIBES

Harry Allen, 31 Main Street
Wynona Boober, Commercial Dept.
E. W. Cole, Meter Dept.
A. H. Doane, Sub-Station
William Ellis, Car House
F. H. Foster, Service Building
W. C. Harper, Electrical Dept.
Robert Hamilton, Railway Dept.
Catherine Buker, Printing Dept.
W. E. Hartery, Engineering Dept.
Albertina Bartlett, Accounting
H. C. Dearborn, Executive



DIVISION SCRIBES

F. A. Randall, Milford-Old Town
R. A. Fernald, Millinocket
Fernette Lincoln, Machias
Theolyn Stanley, Harrington
H. J. Logan, Eastport
Alfreda Strout, Ellsworth
Everett Salisbury, Bar Harbor
H. V. Haskell, Lincoln
E. J. Hobbs, Medway
James Gamble, Veazie
Address All Communications
To Hydro News, 33 State St, Bangor.

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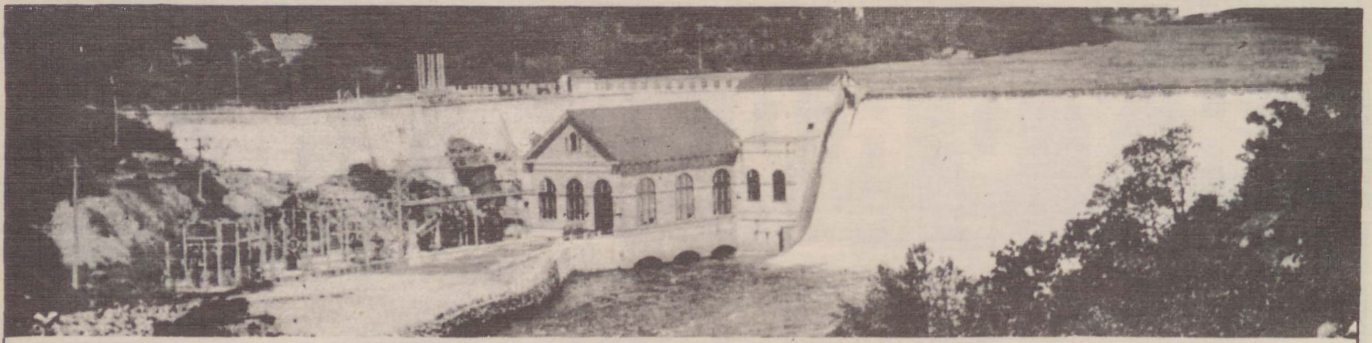
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E D I T O R I A L

A Debt of Gratitude

An impressive roster is that of the membership of the Quarter Century Club. The contribution of these forty-six men and women is important in years alone, in years of brain and brawn exercised in every department of the Company, from twenty-five years to forty-five, an average for all members of thirty-one years and seven months.

One man to have equalled their total would have started work in the year 476 A. D., a span of 1463 years, well in excess of three and one-quarter million hours of work.

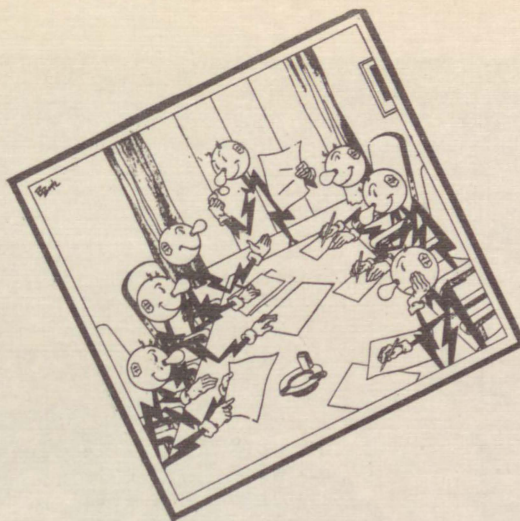
And, in return, a substantial sum of money has changed hands. Based on the payroll average of the year just passed, these same forty-six employees over their period of employment have received in wages \$2,286,829.93.

A rather remarkable illustration of stability. One industry and but one group of employees and yet over two and one quarter million dollars in circulation. Dollars for the necessities and luxuries of life; dollars into the cash registers of butchers and bakers and clothiers; into investments, insurance and real estate to doctors and dentists; to churches and social clubs; into taxes. In brief, into the building and betterment of Maine communities.

Yes, we all owe a debt of gratitude to the forty-six members of the Quarter Century Club of the Bangor Hydro-Electric Company.

Mr. PURCHASING

..... AGENT



..... WE NEED

Pins or paper, poles or wire, bricks or rails, automobiles or street cars; the need is not always so simply expressed as just, "Mr. Purchasing Agent, Please buy me that". When needs have been determined, however, they are filled by the Purchasing Agent and his small but efficient staff.

You and I do a fair degree of buying of one thing or another during the course of a year. In most cases, we know just where to turn for what we need. We buy by telephone or shop in person. How would you go about it, however, if you had to place 15000 orders a year covering 20,000 different items, actually from thumb tacks to generators, from chisels to pen points, from plate glass to inner tubes; last year close to a million dollars worth.

MEMORY FAILS

You can't rely on memory for a job like that. You can't just step out and shop. It calls for a system that involves voluminous records and a water tight routine; for a knowledge of all sources of supply and of the business ethics of those sources; of their methods of filling orders to specification as placed, on time and at the right price.

And freight rates, express, parcel post and air-mail; those factors can influence a purchase. And the market tendency up or down often hastens or postpones a purchase. Prices going up? Better buy now. Going down? Better hold off if we can.

A 100% operation in the Purchasing Department will deliver to your company \$1,000,000.00 worth of merchandise for \$1,000,000.00 spent. A 1% error of judgment can cost the Company a cool \$10,000.00. An entirely new product may have superceded what we have been buying for years. We have to know that too. We don't want out-moded merchandise.

SIZE IT UP

To get a quick mental picture of some of the thousands of items that the P. A. has to buy, just walk into any one of the Hydro stores and try to figure up how many items are on display. Then take each item apart to see what "makes it tick". You probably have a few thousand spare parts when you

start to put them together again. Then walk into a service stock room and size that up. Try, if you can, to estimate the number of parts in a range or a refrigerator or a washer or a generator. Considerable. The P. A. has to buy them.

And the element of time. A twenty-four hour delay in receiving an item ordered to meet an emergency can be serious and costly. Some firms fill orders at once. Others at leisure. The P. A. has to know which. Experience is the teacher.

How does our method of buying actually work? Differently on different items but basically the same for all. Some items, particularly of a technical nature, are greatly restricted as to where we can buy them. Possibly it is a patented article that can be secured from only one source. In that case we can't do any shopping around. Another article may be such that we know from past experience the three or four good sources from which to buy. Then, of course, with all other things being equal, we buy at the lowest price.

You have often heard a person refer to a price list or sales manual as his Bible. He can't live without it. In that sense, the Bible of the Purchasing Department is the set of 25 large binders of Purchase Records, all classified alphabetically so you can turn to any item immediately and find the details of all past transactions on each item.

RECIPROCITY

One cardinal principal we follow, however, is to fill just as large a percentage of our needs as possible from Maine sources and as large a percentage as possible from wholesalers, distributors, manufacturers and retailers located right in the Maine towns covered by the Hydro system. They are our customers for electric energy and we reciprocate to as great a degree as possible.

To carry that policy one step further, on many items which can be filled satisfactorily from sources in our own towns, we endeavor to spread the business over these different sources. Typical, for instance, might be tires, tubes, gasoline or oil. There are of course several good and depend-



Fred H. Libby, Purchasing Agent. Long experience an active memory and voluminous records help him in his responsibility of buying for the Hydro.



I NEED

able makers of tires or tubes. Several brands of gasoline and oil deliver the same results in the company's trucks and cars. In such cases we apportion our business among these different sources, assuming that we get equal service and suffer no price penalties. A company can no more afford to be careless in its purchases than can an individual. In some lines of business the profit is made in the Purchasing Department.

CONTACTS

Many of the contacts of the Purchasing Department are made with manufacturers' salesmen who call on our department heads and on the Purchasing Agent. We happened to be in the P. A.'s office a few minutes ago when a motor truck salesman was expounding the merits of the particular make car that he is vitally interested in selling the Hydro. Maybe he will, and maybe he don't. The P. A. cannot always see all of the salesmen who make demands upon his time. On the other hand, a five minute session with a salesman may uncover a new product that otherwise might have gone unnoticed. Those "Angels of Commerce" can often dispense much valuable information. They don't always get an order.

.....

Mr. PURCHASING AGENT

READY REFERENCE

There are a great many things that the Purchasing Department learns from its big battery of eighteen files of catalogs from manufacturers, jobbers, and wholesalers. As to how many items are described in those catalogs, even the Purchasing Department would not hazard a guess, but what the P. A. does say and here is the important point, if there is any item that you want to find out about, we can show you in these catalogs just about all there is to know about it. Of course, they are all carefully classified.

RECIPROCITY

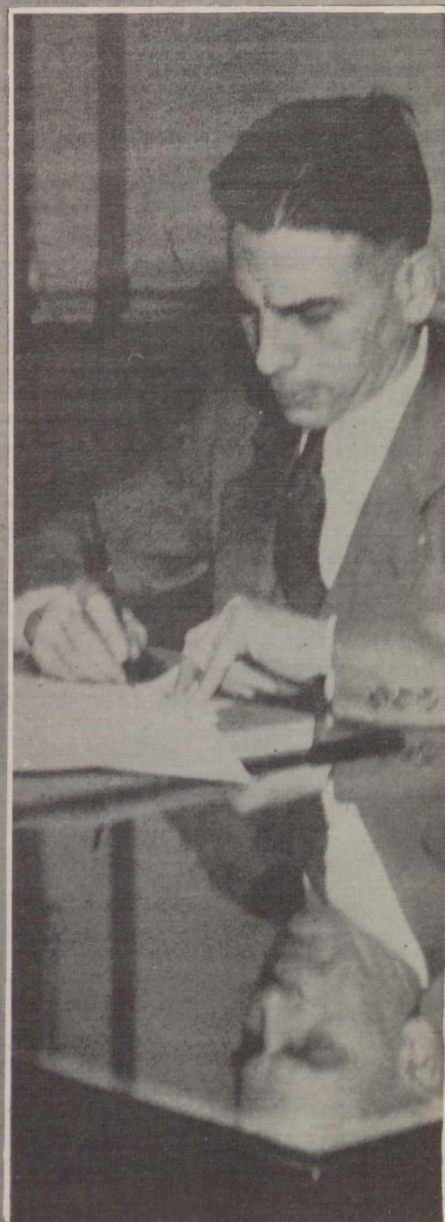
Rather than attempt to tell you about the printed forms and records used in originating and following through an order we prefer pictures instead of words. So when you turn to the two center pages of this issue of the Hydro News, you'll see how 20,000 items are purchased. Or, stop in the Purchasing Department at 33 State Street and find out for yourself "what makes it tick".



Mr. PURCHASING AGENT



Can you tell by the expression of Earle R. Webster Assistant General Manager, which Purchase Requisition he is approving "ERW", and which one he is disapproving or passing on to the General Manager or the President for action?



Engineering Department

During the month of February the Engineering and Operating Departments were very busily engaged in completing the installation and adjustments of Units 16 and 17 in our new Station B at Veazie.

On February 10th, Mr. Bagley of the General Electric Company arrived and started in making adjustments on the automatic equipment of #17 Generator. Mr. Bagley completed his adjustments on #17 Unit on February 15th. Mr. Graham had the honor of first putting this machine on the line with manual control. It was then taken off the line and Mr. Haskell had the honor of putting the unit back on with automatic control. At four o'clock in the afternoon, the unit was put on the line and operated with approximately 1000 KW load and run until 7 A. M. the next morning to check on bearing temperatures and other faults that might occur. The operation of this unit was very satisfactory. Mr. Bagley was called to Boston and returned February 21st to complete the adjustments on Unit #16. On February 25th, Mr. Bagley completed his adjustments on #16 Unit and this unit was put on the line about 3 P. M.

At the time Mr. Bagley was making adjustments, we had the pleasure of having Mr. Roy Estell of the Woodward Governor Company with us to make whatever adjustments were necessary on the governors. On Thursday night, February 23d, we enjoyed a lecture, with lantern slides, given by Mr. Estell, on the operation, adjustment, and care of Woodward Governors. This lecture was attended by all of the employees interested in governors. Several fine points on governor operation were explained and discussed. All of us appreciated the fine manner in which Mr. Estell covered the subject.

On March 2nd, these two units were officially turned over to the Operating Department and have been run since that time as load and other conditions required. A crew has been painting the floor, governors, and generators.

The new rack rake for Station B arrived on March 7th. This was unloaded and set in position by Mr. Brown on the same date. The finishing touches were put on by Mr. Gamble and his crew and was put in service March 9th.

Mr. Gamble's maintenance crew are inspecting and adjusting all of the waterwheels at Veazie Station.

We have had considerable trouble with a heavy run of anchor ice being practically continuous since the middle of January. It has been necessary during this period to keep a crew on the racks both night and day to keep Station A in operation.

Bill Harper has just returned after being out sick for approximately three weeks. We are all glad to see Bill back on the job again.

Joe Fournier and Ray Grant have been working at Graham Lake Dam repairing No. 3 Gate and replacing concrete that had disintegrated. Good progress is being made on the rip rap on the upstream side of the fill.

Mr. Junkins and part of his crew have been re-wiring the master clock control panels; also painting the generators and governors of Units 2 and 3 at Ellsworth Station.

Part of the Electrical Crew, under the supervision of Mr. Harper, are giving the regulators at the Bangor Sub a complete overhauling and making necessary adjustments to put them in first-class operating condition.

Mr. Grose is doing a good job cleaning the brickwork and ceilings at Milford Station.

Mr. Dow and his crew have been busy the last month inspecting and adjusting waterwheels to get them in good shape for our spring high water. He has completed the waterwheels at Medway Station, Stanford Station, Howland Station Stillwater and East Machias. Inspection of Ellsworth and Machias will probably be completed this week.

Main Street Observer

Phew! We all came pretty close to freezing last month but we at least haven't got another like it to worry about for at least an-

other year. Am told that the sun was seen only ten days during the twenty eight on the pad.

S'funny but that's the one thing everyone kicks about yet can do nothing about - - - the weather. An impossibility to please everyone. It's always too hot, too cold, too overcast or too clear. Never just right. I'd hate to be the weather man and depend on my pay from satisfied customers!

Miss Boober is a very pleased young lady. She should be because she has done what very few members of the mens rifle club have done, chalked up a 98 out of a possible 100 score. Nice going Winnie and may you shoot that possible your next try.

We had some hot news to relate about our Marjorie Stevens but for the life of me I can't remember what it was. No doubt she will prompt me after reading this!!

Mr. Young has moved into his new home on Seventh Street. He tells me he moved in on wet paint.

Not many fish stories being told around here. Guess they 'aint biting!

Mutty has purchased a car so we look for bigger and better sales now that he can cool his heels. He is quite a boy when it comes to completely modernizing miladys workshop - the kitchen.

Chadeayne has been having his troubles with frozen brakes. Spring will soon be here Wilbur; hang on just this month.

Thompson and the writer spent a very pleasant day at the main office recently moving the humidifier across the basement.

Ivan Buck, serviceman from Millinocket called on me a few Sundays ago. At that time his wife was confined at the hospital. We sincerely hope she is fully recovered at this reading.

Herb's campaign is over. Several of the boys here went over their quota and are pleased with the results. Merchandise and cash was their reward.

Ruth and Grover are not going to get their registration plates until the robins arrive. Or maybe they intend to blossom forth with them on Easter Sunday. So what? It none of my you may never care!

To Page 10.

Lovely and Mansur are our latest form of amusement. When these two get together there is nothing left unsaid. To date Charlie holds an edge on Marley even though the latter did hide a certain discarded tub.

George White has been coming to work every morning with cold hands. Advised to sit on them, said he couldn't do that and steer the car at the same time.

A "wet paint" sign had nothing on our "use other door" sign for a few days. Due to a broken spring we were forced to secure said door in a closed position. Rather than hang a crepe on it we politely directed the customers to kindly use the other door, not verbably but by employing the use of a very neat little sign.

Did it work? Yes and No. Out of every ten people coming in, nine of them pushed, pulled or pried on that broken down sign de-decked door. It only goes to show that those kind of notices are read afterwards. Some of our employees in this very department need their eyes fitted, so it seems.

Ashmore is unable to whistle. Why? He has given four lower front teeth to a dentist for safe keeping. We notice that he has a bad lisp due perhaps to said vacancy.

This department also boasts of a tinfoil saving campaign, headed by Charlie Mansur. All of the smokers, gum chewers and candy munchers hereabouts act as Charlie's scouts. He gets a donation every day to add to what he already has. In the last six months this ambitious Shriner has delivered to the head quarters here in Bangor, three packages, each weighing over fifty pounds.

Wyatt Spencer tells us that he and Ryder are arranging a basketball game between John Bapst and Hampden Academy. Porter is willing to bet his short on the latter. Berry agrees to referee while Ralph Avery holds the money!

We extend our greetings to Tom Lawrence and welcome him as a new neighbor and serviceman at Orono. He has migrated from Millinocket to this present post.

Nice to hear that Ivan Buck is back in our ranks up in Millinocket. Howdy, son!

These Bendix washers are causing many a varied question. While setting one up in our store for display purposes, an interested lady accosted me, asked to be enlightened on its washing methods. She listened intently for several minutes, then exclaimed, "I don't believe it!" "It would have to have a brain to do all those things!"

That was one case wherein the customer was wrong! If I'm not mistaken this same lady is now contemplating owning one of these washers.

Perkins has sprung all kinds of fixtures for this department to hand but that "incubator of Ed Hall's" which took us a half day to figure out and hang in Mr. Jennison's office certainly took the cake. Bid Jameson salvaged enough hay from the packing box to bed down his alfafa patch.

Nick is absorbing all kinds of information to take with him to his new domain. His collection of price books, catalogues, pamphlets, rate books and other necessary dope, resemble a public library. Seriously though, I'll bet he will be able to answer any question asked of him by his new neighbors. We hear it was 20° below out there the 8th of March. How about it Nick?

That reminds us, who said spring was here? We noticed that Davies suddenly reverted to the cap after wearing a soft hat for a couple of days. Gentlemen it isn't spring until Thompson sheds that mackinaw and that aint until the 4th of July.

Until Spril Showers

That's all.

Millinocket News

March may have come in like a Lamb but it sure has been "roaring" here lately. Henry Jones and Johnnie Herbert have been wielding shovels with "might and main" to keep the road and yard at the Stockroom clear. Nice jobs they have done, too.

Notwithstanding all the heavy show, we have been very fortunate to have had no damage to our lines. (We are knocking on wood)

Mr. Fernald, as President of Millinocket's Chamber of Com-

merce, went to Augusta during the latter part of February to attend a conference on the proposed Millinocket-to-Brownville Road.

This division now reports a change in our Employee Line-up. Tom Lawrence has been transferred to Orono as Serviceman to assist Mr. Grindle. Ivan Buck is back with us again in Tom's place. Good luck to both of you in your new positions.

Burleigh Carr of this division won fourth prize in the recent Servicemen's Campaign, "Folding Money." Congratulations, Burleigh, from us all.

Archis Foss has been hustling about lately getting those Spring Dating Sales converted to straight sales.

Mr. H. E. Hammons and Milton Vose, Landers Representative, spent a day with us during the latter part of February.

Mr. Phil Banks, representing Bendix, called on us, giving us more pointers on Bendix sales.

Mr. M. A. Perkins, our Lighting Eng., and Mr. Perkins, representing the Engineering Dept., of Holophane Co., Inc., New York, discussed with us the Semi-direct Correctalite ceiling lights and fixtures.

Mr. H. V. Haskell, Manager Lincoln Division, and Mr. Harvey Hanscom, Lincoln Salesman, visited us lately.

With the kind assistance of Mr. H. Haskell, we have our Income Tax Reports filed. And that's a load of our chests for another year.

The store windows look very nice in their new drapes of green and grey. They sort of give you the idea that after all the grey of winter, the green of spring just has to come through soon. The sooner, the better, we all say.

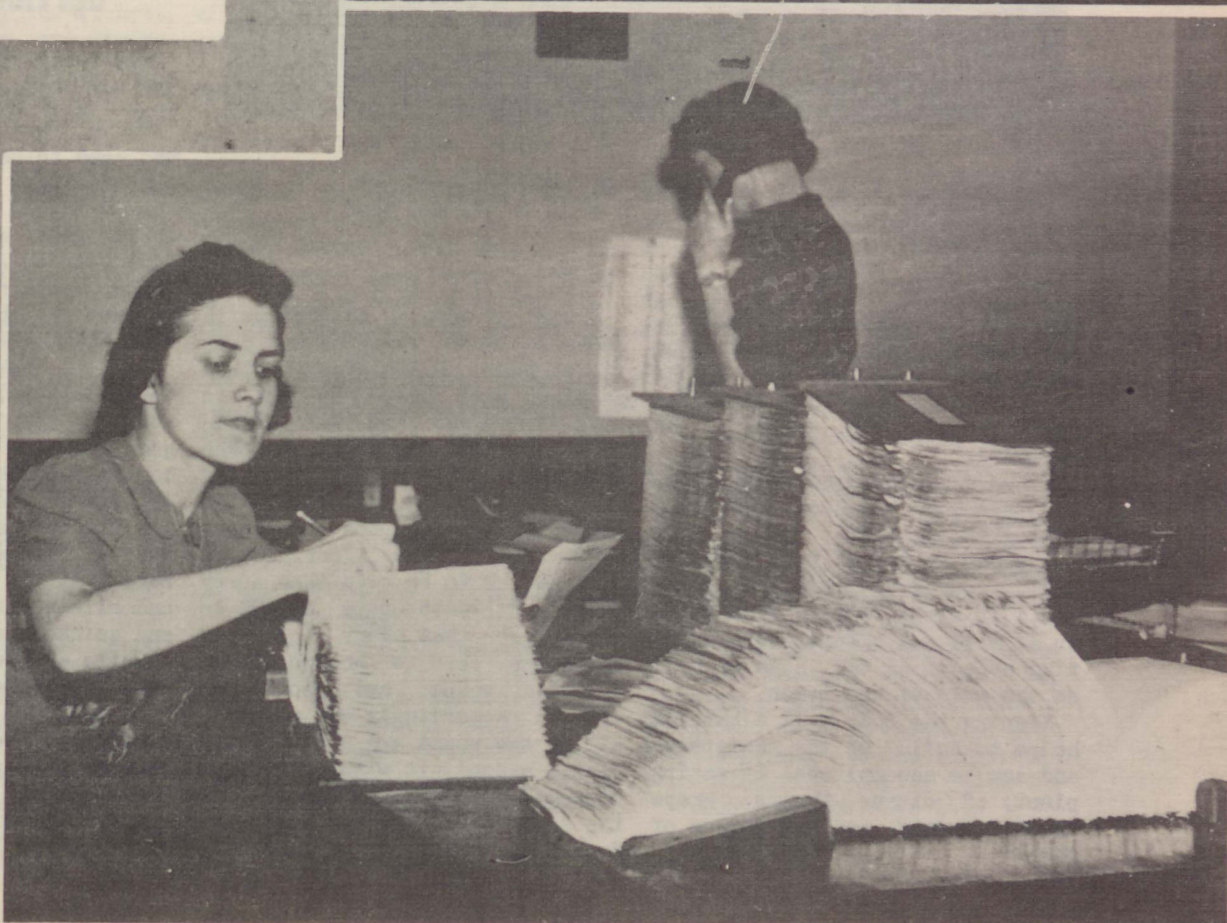
First Aid

Spring is in the air which means that we should be unusually careful because colds are in order and those who have been so fortunate as to escape the Demon thus far certainly wish to avoid it from now on.

Avoid crowds as far as possible when the other fellow coughs turn
(Continued on Page 12)



In the Purchasing Department you meet Sarah E. Noyes, above and Glenna M. Bragdon, below, both of whom either know the answer or know where to find it.





Harry S. Allen, the Scribe of Main Street, got mixed up in the stockroom. Or is it the Man from Mars?

the head in opposite direction, and observe the same precaution ourselves, alkalize the system which renders the body much more resistant to the influx of the varmints.

A few suggestion for Alkalizing is "take one teaspoon soda in a tall glass or bowl, ream a lemon and place in second tall glass or bowl, pour from glass to glass until it stops foaming them drink It is mild and offers the alkalinizing effect of the soda as well as the acid of the lemon.

Keeping the body well Alkalized helps to build up the resistance and can be accomplished by eating plenty of citrus fruits, grape fruit, oranges and the juices of same.

A word of warning is perhaps in order to those who frequent public showers as Athletes Foot is getting very prevelant and is VERY INFECTIOUS AND VERY DIFFICULT to cure, perhaps the best preventive is to wear bathing slippers, being careful while disrobing to keep the feet from contact with the floor. It is much better to be safe than sorry

Reddy Kilowatt says PLEASE do not forget that every injury in which the skin is broken is an infected wound, and should be treated accordingly by painting all of the wound and a bit of the tissue around it with Iodine or Obtundia and remembering that in the case of Iodine we must wait for it to dry before we cover it.

The Obtundia, however, can be covered wet and in fact makes a very fine wet dressing.

Meter Department

The new addition now in process at the J. J. Newbury store has made necessary a change in the metering for the added load. The change was completed this A. M.

Joslin and Morgan are now doing periodic testing in rural section at present Garland, Exeter, etc.

Miss Davies is now catching up on the regular seasonal accumulation of connects, reconnects and cutouts in the outlying divisions which come in so fast that it is impossible to keep up. The effect is an open and closed season

'Tis said a rolling stone gathers no moss. Miss Davies says if that is true the rock on the roof of the Meter Department must shine like varnish as every time the wind blows it rolls hither and yon.

Service Building

Berry has been out with a bad cold, grippe, or what have you. We all wish him a speedy recovery.

Had a few unwelcome visitors who came to us from the meter department, but the boys got after them with the flit gun, and made their stay a very short one. Will take this time to notify the folks upstairs to keep their roaches in the meters, and not send them out on inspection tours

Want to take this opportunity to congratulate Mr. Vose, Manager at the Machias store, for the good work he is doing in putting combination ranges over in his department. Also want to thank him for his appreciation of the service we are giving him. We sure will try to always give him and all the departments the best and quickest service possible.

Quite a few of the new Bendix Home Laundries have gone through our stockroom on the way to our customers. We are sure that as soon as the public get to know them better, many more will be put into service.

To Page 13.



Ask Glenna M. Bragdon where we buy it, what it cost, when bought last, and what quantity, and why. She will turn to the Purchase Record Sheet that gives you the life history of every purchase made on that item. About 20,000 items in all; 25 books; about 40,000 sheets.

Among our out of town visitors lately were H. V. Haskell, Manager at the Lincoln Department; Cates and Roy Bragdon of Ellsworth; and Saulisbury and Fickett of Bar Harbor. We are always very glad to welcome our friends and fellow employees and wish it were possibly to see them more often.

Well with Spring just around the corner (we hope) this is

S. B. S.
Signing off.

Milford and Old Town

11:50 P. M. - Change chart on Ry. recording volt meter - fix up day's work for system operator, get reading from P.C.F. Co. - 12:15 A.M. give results to system operator - eat lunch - fill up the golder briar with choice tobacco - light up and proceed to finish settlement of previous day's operation. 1 A. M. take hourly reading - 1:30 shut down Ry. Converter -- all smooth sailing so far and now lets see if we can't dig up a few items for the "News".

Seems like pretty dry picking - rather uneventful month so far,

but have just learned (much to my surprise and gratification) that I have a reputation to sustain so must try and find something that will have a chance of passing the censor.

Mostly routine work around here these days.

Few callers - Mr. Jennison and Mr. Brown have each favored us with a short call recently, as did also Mr. Leroy White, Supt. Stillwater Station.

Truck driver Allen Sawyer and helper were here Monday, March 6th, after a load of tools, etc. for Joe Fournier, who is on the Graham Lake job.

Operator Reed and several companions had a successful fishing trip to Nicauous Lake Sunday, March 5th. Their object in going this time was for the purpose of fishing up a drowned car that some of the boys had left up there on a previous trip when the ice was not quite strong enough to bear its weight.

That was certainly an enjoyable call that your scribe had from Messrs. Whitehill and Dudley and some of the results were truly surprising. One, however, proved a bit expensive. You see, when the returns began coming in he

had to start right out and buy a new hat two sizes larger than the one he has worn so many years with perfect comfort.

WE APPRECIATE

Combining business with pleasure was never more pleasantly exemplified than was the occasion recently when the Old Town and Orono Staffs of the Bangor Hydro-Electric Company, including Managers, Servicemen, Meter Readers, Store Clerks, and Salesmen were guests and pupils of "Hank" Reeves and Ed Hall of the General Electric Supply Company, at Recreation Hall, in Bangor.

Upon this occasion Messrs. Reeves and Hall broiled and served a beautiful steak with all the vegetable fixings, - and WERE THEY GOOD? OR WERE THEY GOOD?

After the dinner "Hank" acted as Master of Ceremonies, asking each one present some pertinent question pertaining to the lecture or practical performance of the General Electric Range during the meal cooking process. No ranks were given; the object of the affair was to acquaint each contact person in the Bangor Hydro-Electric Employ with the

(Continued on Page 14)

fundamental principle of electric cookery. We would enjoy more of these, says we.

It seems that this fellow Roosevelt and a few more boys are trying hard just now to boost business and start a lot more wheels turning so they can pull in a little more revenue to help "defy" the expense, and I surely don't want to put any straws in their way, but, if some fellows whom I could mention don't stop accusing me of being the cause of their scandalous pipe dreams -- when it is just as plain as the nose on your face that their bel-l-yaches are all caused by that obnoxious weed that they are trying to burn in their old corn cobs - then I'll quit smoking altogether, By Gosh, just like that and of course in that case, one of our largest and most highly reputed tobacco factories (high grade smoking tobacco a specialty) would be obliged to close its doors, and the loss of revenue from this source would be very serious and must be met in some way - probably by placing an extra tax on all other tobacco concerns - which would undoubtedly drive a lot of the smaller, cheaper joints out of existence and thus deprive some of our smokers of their special blends. This, of course, would be a blessing to the community at large, but Gosh, all hemlock, can't you just hear those weed-burners rave?

And now just a word about my old friend Bill and I won't bother you any more for a month - perhaps not then - it's all up to the Editor. Eh Bien - you see it just like this:-

Bill started for work one morning

In a happy frame of mind,
His health was OK - he had a job
with good pay
And no fault with his lot could
he find.

As he walked down the street
without care,
His thoughts for the time gone
astray;
A car shot round a bend, and that
spelled the end
Of Bill's pay check for many a
day.

MORAL

Keep your wits on tap,
Be where you may,
On a city street
Or the broad highway
For there's danger a-plenty
Believe you me,
Where the speed fiends frolic,
With Hitlerish glee.

Thanks awfully and -- Cheerio!

Excellent Progress Red Cross First Aid

Elmer Cole, has just completed, a Red Cross first aid course in Bar Harbor as a result of which twenty B. H. E. employees will receive their First Aid Certificates. Some of these are renewals because those employees had been previously certified, but there were also several who had not had the course before including Mr. Austin of Bar Harbor and Mr. Gardner of Ellsworth, also the four girls in the Ellsworth office, the Misses Field, Strout, Hale and Lake, and the Bar Harbor girls Misses Perry, Keene and Graham. Others started the work and received a part of the course but because of illness and other difficulties were not able to attend all of the sessions. The men who participated were Fickett Grindle, Hap. Abbott, Lawrence Abbott, Buzzell, Salisbury, Peterson, Hazelton, Mitchell, Young and Church.

At the last session of the class, groups were made up and each group gave a demonstration of a section of the work before an audience of about a hundred people many of whom were first aid students, and the judges who were selected from the Red Cross first aid instructor spoke very highly of the demonstration and praised the individual work of the participants.

We are on our way to having our employees 100% trained in Red Cross First Aid.

ENGINEERING DEPARTMENT CLASSES

In the Bangor office, some eighteen or more of the engineering department have been putting a few frills on their knowledge of first aid, devoting a large part of the forenoon on these

March Saturdays to a review of our own first aid rules found in the Specification Book. These rules are based on the Red Cross text and all employees would do well to look over these rules. It would be a good idea for everyone to check on this section and see if it is dated January 1, 1935.

That is the date which the section should carry and if it does not you should have it changed.

As a result of this work which is being presented by the Safety Department with the help of Mr. Cole and is actually the Red Cross course, we expect to establish regular group meetings to be held once each month for practice discussion and instruction and are confident that we are going to get a lot of benefit out of it. A splendid safety move, we believe.

BANGOR CLASSES TO START

Now on Friday, March 31, at 31 Main Street, Elmer Cole is going to re-open the First Aid class and give all those who started the course last year a chance to complete it and it will be given in such a manner that any who wish to take it can start with this class. Whether you have had any part of the course or not, this is another opportunity to take the work and receive credit toward your certificate. It is a grand chance to renew if you have one that is about to run out. Just let the Safety Director know what your desires are in this direction.

Every employee First Aid trained, is our objective.

Printing Department

Charles Inman has been unable to report for work this past week on account of a severe cold. Mr. Roger Wood has been taking Mr. Inman's place. Robert Graham has also been at home on account of illness.

Bid Jameson has been seen very frequently on the Brewer Lake Road driving a new Ford. As long as he stays on the Brewer Lake Road and the roads around the city, no comments will be made.

(Continued to Page 15)

Mrs. Lois Barstow, of Calais, Secretary to Mr. Murchie, was in Bangor last week, working in the office with Alice Hackett.

Florence Steeves made an eventful trip to Calais during one of our most violent blizzards last month, to attend the party and dance given in honor of President Roosevelt, and returned to Bangor at noon the following day, with many exciting adventures to relate.

Preston Mann's automobile license number was called over the radio from Station WABI one day this week, which entitled him to a free wash and grease job at the Crosby Motor Company's garage. Mr. Mann availed himself of the opportunity at once, and his car certainly looks great.

Winfield Stubbs made a trip to Greenville one Sunday recently, for the purpose of taking the landlock salmon from the lake - and he did get A fish.

The Program for the Quarter Century Club is all ready at the present time, and is really outstanding. Mr. Kenneth Dudley is to be congratulated for his work on this program which shows originality and cleverness.

Gertrude Havlir, Telephone Operator, is at the present time at home on account of illness.

Arthur Norwood thought for a few minutes the other morning after the big snow storm, that he stood in with the weather man for he noticed that all the snow had been blown away from the walk around the house and he decided that there would be no shoveling to be done. Mrs. Arthur Norwood had different ideas, however, for the snow seemed to collect in large amounts right under her clothes line - they compromised - Arthur shoveled.

Bar Harbor News

Miss Barbara Keene of the office force is enjoying a two weeks' vacation. She is visiting relatives in Massachusetts and in Rhode Island.

The recent blizzard struck Bar Harbor with full force leaving us literally buried in snow. Fortunately the company's lines were not seriously affected and there was no interruption in electric service which was remarkable considering the intensity of the storm.

Mr. Graham, Mr. Cosseboom and Mr. Moore were recent visitors at our office. Mr. Webster also made a short call last week.

Mr. Ed. Hall and Mr. Reeve of General Electric sponsored a most delicious steak supper at our office one night recently in demonstration of the new 1939 G. E. range and refrigerators. The employees of this division were the guests.

Ralph Fickett and Everett Salisbury attended the G. E. school for service men in Bangor, on March 17th. Talks and discussions concerning installation and service on the G. E. ranges and refrigerators, disposal units and dish washers were heard. A delicious dinner was cooked by the men, assisted by the home economist, and served to members attending.

Accounting Department

With Spring on its way, many of the girls are planning their annual visits to Boston. Albertina Bartlett was up there two weeks ago, and several more are going there for Easter. Let's hope the weather is better when they are there than when Albertina was. It snowed continuously from Saturday night, and when she got home, it was snowing just as hard here.

Clara McKay is thinking of opening a car license bureau of her own. Just give her your application and she guarantees plates back to you within fifteen minutes. When the dead line came on new plates, Clara was still without here, so one noon hour she treks to Columbia Street. The long line of applicants didn't faze her one bit. She casually sauntered along the line, watching her chance, and when the man at the door turned his back, in she slipped. A little more dodging back and forth inside and she soon came out with her plates. Its a nice system if no one catches you. Some of us could not get by without being observed, but she is so small, one would have to look twice in the same place to see her.

Newcomb Clark, one of our meter readers who has been ill with pneumonia for the past month, came back on the job last Monday. We were all glad to see him, and hope he is back for good now.

Helen Sawyer and Gerald Robertson were working in this office last week for a few days. Gerald was back again Monday to join the ranks of the meter readers for a time.

Members of the B. P. W. Club in this office are opening a bureau for interpreting dreams. At a recent club meeting, Dr. Hedin gave a lecture on dreams and their meanings, so now they feel well qualified to interpret them all, good, had or indifferent.

The recent snow storm brought many men to the cashier's window. After shoveling snow all day, they would come in (all 74 of them), after their day's pay. According to the calendar, Spring is here, and both the payroll clerk and the Cashier hope it is so.

Two Hydro Bachelors with Interest in Portland enjoyed their Bus Ride one recent icy night

(Dramatized by one of them)

AMPHIBIAN OF THE HIGHWAY

Back again, after a ride that put the Hurricane night to shame. Have you ever experienced a wild storm at sea? Have you ever been buffeted bodily in a high, and pounding surf then nosed down into the sand. Have you ever plunged headlong into swirling, white water in a fragile canoe? Well, wrap them all in our bundle and you traveled with us last night.

There were hardly three consecutive minutes without being completely blanketed with water. Hood, windshield, windows, everything. Some uninvited, forced its way inside. Hardly one hundred yards without changing right direction to wrong direction. Hardly one hour's ride that did not take two. A short hill at Waterville, well-named last night that took forty minutes to climb but mere seconds to slid down backwards. Fourth attempt made it but then with chains.

Small cars bobbing around our freighter of the road, head-on. back-to, side-slipping like small boats around the mother ship.

At Lewiston, we cast anchor for
To Page 18.

HOW THE HYDRO BUYS 3000 LBS. NO. 6 WIRE

Department Heads, Division Managers or the General Storekeeper need pins, poles, wire or rails. Today George Tupper, Storekeeper at the Bangor warehouse, needs 3,000 lbs. of No. 6, triple braid, weather-proof, medium hard drawn copper wire.

He reaches for his Purchase Requisition Book, fills in the necessary information, files the yellow copy (1 below), and sends the white copy (2) to 33 State Street, where Edward M. Graham, President or R. N. Haskell, General Manager, or Earle R. Webster, Assistant General Manager (3) approves or disapproves the P. R. and sends it to the Purchasing Department where Fred H. Libby, Purchasing Agent files a disapproved P.R. or on an approved P. R. asks Sarah Noyes (4) to phone for local prices and asks Glenna Bragdon (5) to look up past records of No. 6 wire purchases and Sarah Noyes (6) to write out of town sources for prices.

Information in hand from 4, 5, and 6, Mr. Libby, the P. A. decides where to buy and instructs Sarah Noyes (7) to write a Purchase Order; five copies, each set numbered. The original Purchase Requisition is filed in the Purchasing Dept.(8).

The Purchase Order, blue (9) is mailed to the company from which we are buying. White copy (10) to a permanent alphabetical and chronological file in the Purchasing Department and Yellow copy (11) to a numerical file also in the P. D.

Pink and Golden Rod copies go to the Department Head that issued the Purchase Requisition, in this case, George Tupper. He keeps the Pink copy in (12) his file and holds the Golden Rod copy (13) until the No. 6 wire comes in. Then with date of receipt and quantities checked in, the Golden Rod copy (14) goes to the Accounting Department at 33 State Street.

When the bill for the 3,000 lbs. of No. 6 wire arrives in the Accounting Department, Earl Stockwell checks it to see that extensions are correct and then sends the bill to the Purchasing Department where Glenna Bragdon checks it for accuracy against the original White copy of the Purchase Order (15) and enters all necessary information from the bill on the Price Sheet records (16) that cover every item we buy.

Any differences or inaccuracies must be reconciled. When all is correct, the bill is OK'd by the Purchase Agent, and is sent back to the Accounting Department for payment (17). The bill is filed with the Golden Rod copy of the P. O. and when the check comes back from the bank, that too is filed with the P. O. The transaction is complete. That is, unless, material proves defective, then, well, trouble starts.



BANGOR HYDRO-ELECTRIC COMPANY
PURCHASE REQUISITION
No. 254775

Please purchase the following supplies for the Division of the State, at the following prices, and in the following quantities:

Item	Quantity	Unit Price	Total Price	Remarks
Purchase Requisition (White Copy) 3000 lbs No.6 Wire				

Approved by: _____ Date: _____
Checked by: _____ Date: _____



BANGOR HYDRO-ELECTRIC COMPANY
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No. 254775

Please purchase the following supplies for the Division of the State, at the following prices, and in the following quantities:

Item	Quantity	Unit Price	Total Price	Remarks
Purchase Requisition (White Copy) 3000 lbs No.6 Wire				

Approved by: _____ Date: _____
Checked by: _____ Date: _____



BANGOR HYDRO-ELECTRIC COMPANY
MAIL INVOICE TO TREASURER BANGOR (IN DATE OF SHIPMENT)

To: _____
Amount: _____
Date: _____

Purchase Order (Golden Rod Copy)
3000 lbs No.6 Wire



BANGOR HYDRO-ELECTRIC COMPANY
PURCHASE REQUISITION
No. 254775

Please purchase the following supplies for the Division of the State, at the following prices, and in the following quantities:

Item	Quantity	Unit Price	Total Price	Remarks
Purchase Requisition (Yellow Copy) 3000 lbs No.6 Wire				

Approved by: _____ Date: _____
Checked by: _____ Date: _____

GEORGE TUPPER NEEDS
3000 LBS NO.6 WIRE

White Copy
Purchase Requisition
filed

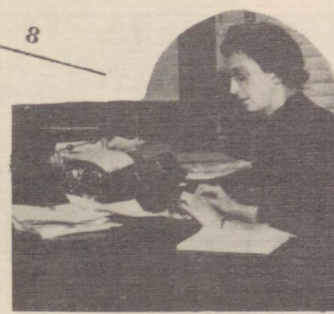
BANGOR HYDRO-ELECTRIC COMPANY

501

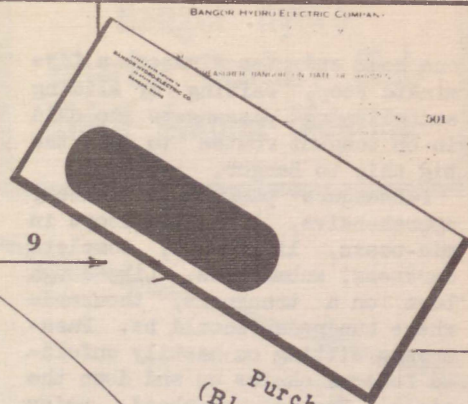
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7



8

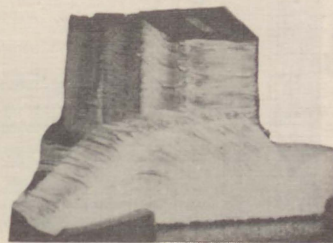
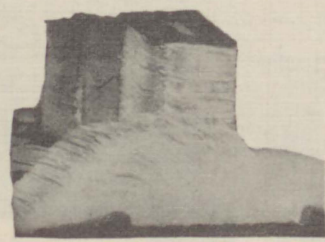


9

Purchase Order
(Blue Copy) Mailed
3000 lbs No.6 Wire

10

11

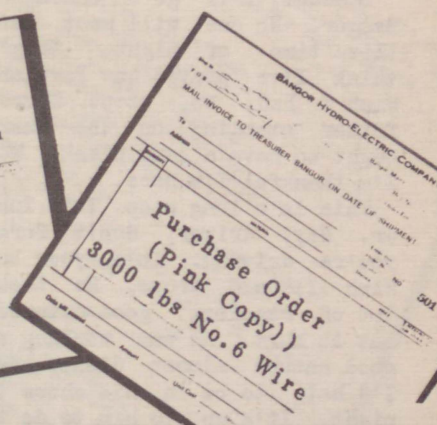
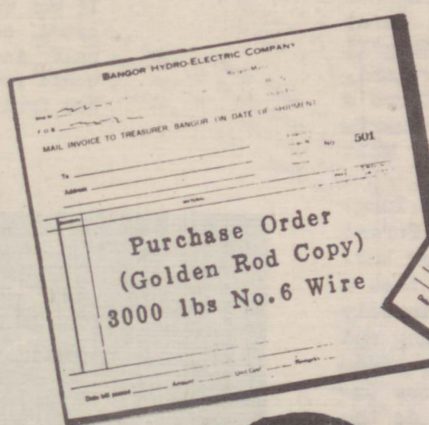


PURCHASE ORDERS WHITE COPIES
ALPHABETICAL FILE

PURCHASE ORDERS
YELLOW COPIES NUMERICAL FILE

13

12



16

15



14



GEORGE TUPPER RECEIVES 3000 LBS NO.6 WIRE

HOW THE HYDRO BUYS 3000 LBS. NO. 6 WIRE

Department Heads, Division Managers or the General Storekeeper need pins, poles, wire or rails. Today George Tupper, Storekeeper at the Bangor warehouse, needs 3,000 lbs. of No. 6, triple braid, weather-proof, medium hard drawn copper wire.

He reaches for his Purchase Requisition Book, fills in the necessary information, files the yellow copy (1 below), and sends the white copy (2) to 33 State Street, where Edward M. Graham, President or R. N. Haskell, General Manager, or Earle R. Webster, Assistant General Manager (3) approves or disapproves the P. R. and sends it to the Purchasing Department where Fred H. Libby, Purchasing Agent files a disapproved P.R. or on an approved P. R. asks Sarah Noyes (4) to phone for local prices and asks Glenna Bragdon (5) to look up past records of No. 6 wire purchases and Sarah Noyes (6) to write out of town sources for prices.

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GEORGE TUPPER NEEDS
3000 LBS NO.6 WIRE

Purchase Requisition
(Yellow Copy)
3000 lbs No.6 Wire



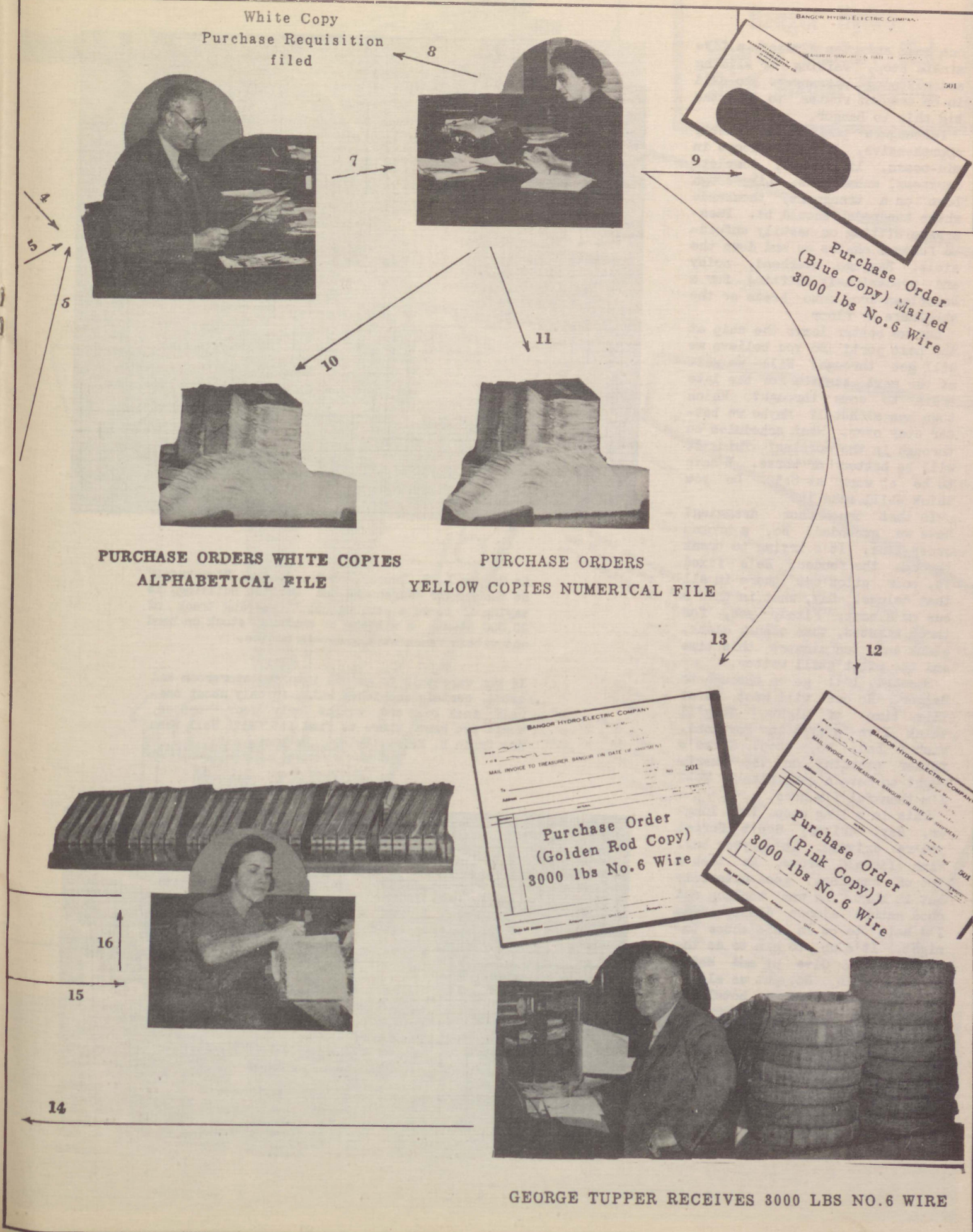
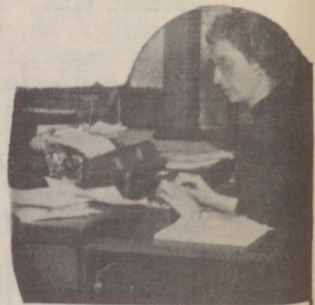
Purchase Requisition
(White Copy)
3000 lbs No.6 Wire



Purchase Requisition
(White Copy)
3000 lbs No.6 Wire



Purchase Order
(Golden Rod Copy)
3000 lbs No.6 Wire



one hour and ten minutes, a five minute stop, waiting for sliding and slipping passengers to skid in on tangent routes to join the big ship to Bangor.

Passengers packed in, quiet, apprehensive, like doughboys in mid-ocean, lights out, complete darkness, submarines. Like dough boys on a transport, thousands where hundreds should be. Passengers sitting on hastily unfolded funeral chairs up and down the aisle. Baggage overhead, noisy and precariously shifting for a Damoclean drop onto heads or the shoulders or floor.

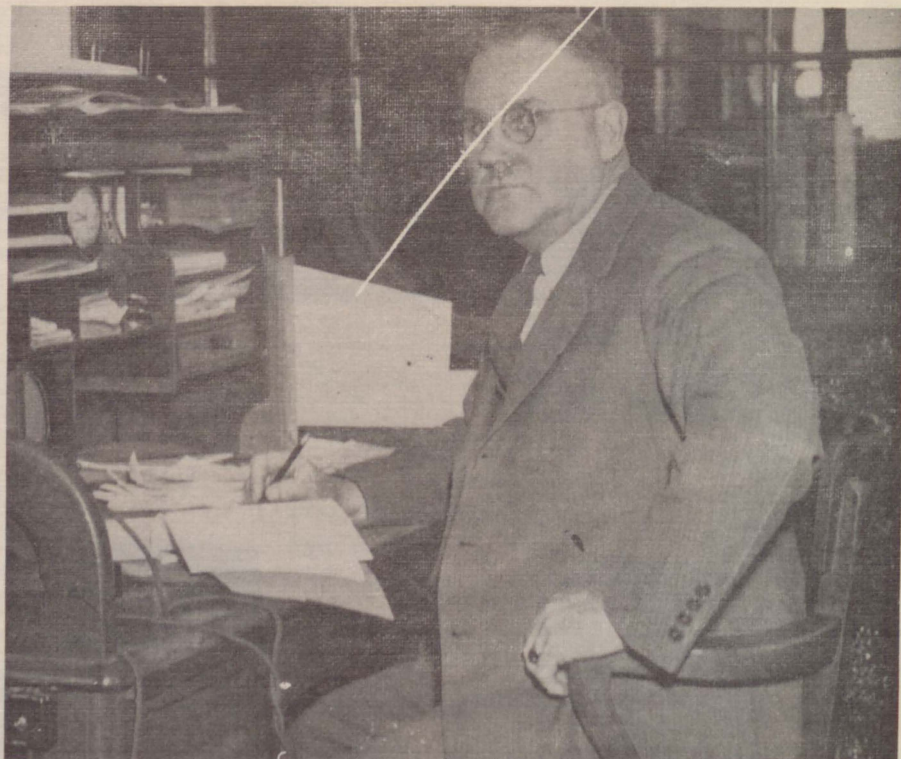
Had we better leave the ship at the next port? Do you believe we will get through? Will we wait at the next station for the late train to come through? Which town has a hotel? Maybe we better stay over. What schedules on through in the morning? Think it will be better or worse. I have to be at work at 8:30. Do you think we'll make it?

Is that the anchor dragging? Have we grounded? No, a broken cross-link. It's trying to break through the fender. He's fixed it, poor pilot out there in all that deluge. Say, what is this a bus or a boat. Fixed, yes, for three minutes, then clank, clank, clank and ten minutes this time and the pilot still wetter.

Steward, I'll go on through to Bangor. No one will meet me at this time of night. They'll think I've stayed in Portland. Wish I had. No, stop. There's father standing on the wharf. Ought to have a gang plank. Well I'm thankful I'm here.

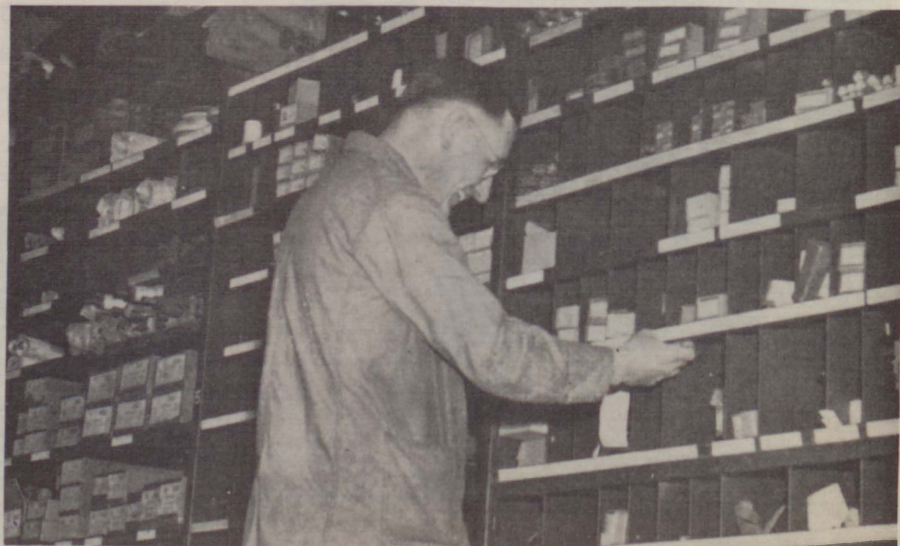
This is a long stop. This longer. Hey, driver, don't forget you're driving. It's your bus. Wish I could drove. He took a lot of ragging, good-naturedly but it hurt. He was working and good nature almost disappeared. I'd hate to be in his shoes to-night. It's up to him to do the right thing. Give up and shift us to a train. No, put us all up for the night at some hotel and then on through in the morning. He's like an airplane pilot. His responsibility to save his passengers and also save his company lawsuits. Caution prevailed. Over to the side of the road off the clear sheet ice. Keep out of

To Page 25.

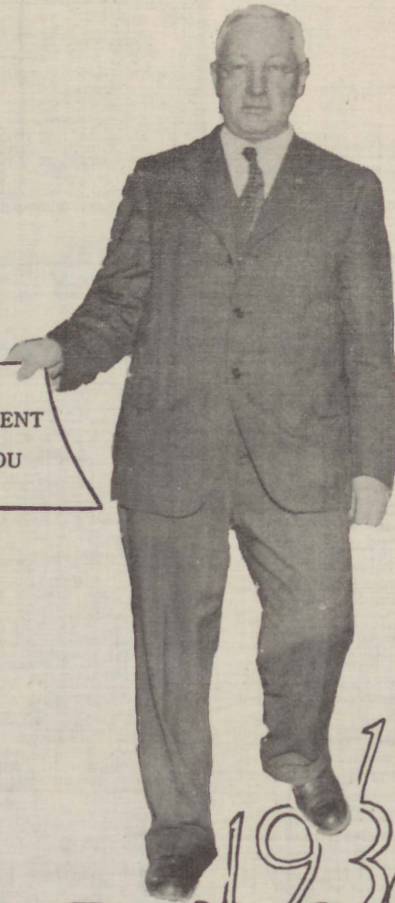


As George L. Tupper, above, General Storekeeper at the Bangor Warehouse and Service Building, is saying "It is a serious job" keeping track of 20,000 items; a minimum or maximum stock on hand and within reach at a minute's notice.

If you were told to go out into the storeroom and get a certain doohickey which is only about one-half inch long and weighs only four ounces, would you know where to find it? No? Well then ask Orrin B. Berry, below. He knows.



Bangor Hydro. Quarter Century Club Third Annual Meeting



THE PRESIDENT
INVITES YOU

1939
Conduskeag Canoe Club
March 23, 1939

1919
1920
1921
1922
1923
1924
1925
1926
1927
1928
1929
1930
1931
1932
1933
1934
1935
1936
1937
1938
1939

MENU

Crackers
Pepper Pot Soup
F. F. Potatoes
Steak
Celery

BUSINESS PROGRAM

Present Board of Trustees to appoint five members
Nominating Committee to select a new Board of Trustees.
for the year.

Dear Member:-

Time moves along. Forty-five years have elapsed since Edwin B. Carvell started the tour of duty that makes him the "most eligible" member of our Quarter Century Club. At this, our Third Annual Meeting, we extend welcome to three new members of the tour of duty that makes him the and Walter Reed. And, in the coming year we will have the pleasure of presenting our Club Emblem to -

George W. Tyler, Bangor, April 29th
Roy L. Bragdon, Ellsworth, May 8th
Michael Addison, Bangor, May 19th
William E. Jennings, Bangor, July 1st
Philip L. Sprague, Bangor, November 9th
Edison W. Bartlett, Bangor, November 13th
Arthur L. Norwood, Bangor, December 2nd

Each time we gather, I am the more impressed with this fine bond of Fellowship that only time can build. My wish is that we may all be present on many such future occasions that are so truly indicative of the growth of our Company and its roster of loyal employees.

Charles H. Johnson
Charles H. Johnson,
President of the
Quarter Century Club



Quarter Century Club of the Bangor Hydro Company Elects

Charles H. Johnson Named President for the Coming Year; 43 of 46 Members Present at Annual Banquet Last Night at Canoe Club

For the third time, a group of men who might well think in terms of time, met for their annual meeting. The group comprised 43 of the 46 members of the Bangor Hydro Quarter Century Club and their guests at the Conduskeag Canoe Club on Wednesday.

The membership of the club includes the employees of the Bangor Hydro who have completed 25 or more years of service with the company. The meeting was informal to the degree expressed by Club President Charles H. Johnson, in his invitation to members, in which he said, "Each time we gather, I am the more impressed with this fine bond of fellowship that only time can build."

The Bangor members of the club left the main office about noon and met members from other localities as they assembled at the Canoe Club for a two o'clock dinner. When all had arrived the gathering represented a 100 percent attendance with the exception of three members.

At the conclusion of dinner and still in a spirit of informality, Edward M. Graham, president of the Bangor Hydro made a few remarks both as president of the company and as a recent member of the Quarter Century Club. In his remarks, Mr. Graham expressed his personal pleasure at being with the gathering. He referred briefly to the troubled conditions in so many parts of the country and of the world and emphasized the fact that such conditions called for sound thinking and calm action.

"It is noticeable to me," said Mr. Graham, "how happy and at peace are the faces of this group of Quarter Century members and what smiles of contentment are before me. These are virtues that few peoples and few places can claim today. Living as we are in a fine section of the country and in the finest country in the world, I can say as a member of this club and not as president of our company, that I personally appreciate the favors conferred upon me and appreciate what our company has done for me."

"This is a happy group. We know that we are free from many of the evil influences surrounding many parts of the world today. There are many discords in many countries and it is true in many communities and many individual companies but it is my hope and my belief, and in this I hope you agree with me, that our company is free from such influences. To you as the older employees of the company, I can say that we look to you to help keep our

faces smiling and to keep peace and contentment in one of the finest organizations in the country."

At the conclusion of Mr. Graham's brief remarks, the entire group stood in indication of the confidence they hold in the policies of their company and in the spirit of fellowship and might we say, continuity of effort represented in the assembled group.

Following the informal dinner, members of the club convened to elect officers and a board of trustees for the coming year. The officers elected were Charles H. Johnson, president; Ralph A. Fernald, vice-president; Preston A. Mann, secretary; and Helen A. Daugherty, treasurer. The trustees include President Johnson, Vice President Fernald and Miss Silvia B. Austin of Bar Harbor, William Thompson of Bangor and Verne E. Cushing of Harrington.

After the business meeting the three new members of the past 12 months were initiated. They are Silbert Van Aken, Eugene M. Dole and Walter Reed, all of whom have completed 25 years of service with the company.

The steady growth of the club's roster since its organization meeting three years ago is indicated by the fact that whereas there are but three new members this year there will be seven eligibles during the next three years. They will be George W. Tyler, Roy L. Bragdon, Michael Addison, William E. Jennings, Philip L. Sprague, Edison W. Bartlett and Arthur L. Norwood.

The respect that is felt by the Hydro for the members of the Quarter-Century club is well expressed in the editorial of the current issue of the employees magazine, the Hydro News which we quote as follows.

A DEBT OF GRATITUDE

"An impressive roster is that of the Quarter-Century club. The contribution of these 46 members is not gauged in years alone but in years of brain and brawn exercised in every department of the company, from 25 years to 45, an average for all club members of 31 years and seven months.

"One man, to have equalled their total would have had to start work in the year 476 A. D. a span of 1463 years, well in excess of three and a quarter million hours of work."

"And, in return, a substantial sum of money has changed hands. Based on the payroll average of the past year, these same 46 employees have received in wages \$2,286,829.33."

"A rather remarkable illustration of stability. One industry and one group of employees and yet over two and one-quarter million dollars put into circulation. Dollars for the necessities; and many of the luxuries of life; dollars into the cash registers of butchers, bakers and clothiers; into investments, insurance and real estate; to doctors and dentists; to churches and social clubs and into taxes. In brief, into the building and betterment of Maine communities.

With the exception of Elmer W. Cole, Louis E. Grant and Wallace C. Puffer, all members were present as follows:

Edwin B. Carvell, operator, railway, Bangor; Charles H. Johnson, supt., railway, Bangor; Michael J. Neilligan, foreman, railway, track, Bangor; John V. Morrill, stock clerk, railway, Bangor; Thomas Dayies, operator, railway, Bangor; Mortimer D. Wentworth, operator, Veazie station; David F. Rice, operator, railway, Bangor; Walter H. Cushman, supt., Ellsworth; Alvah L. Abbott, supt., Bar Harbor; Fred Libby, purchasing agent, Bangor; James Lacey, foreman, Rwy. track; Alvah H. Doane, chief substation operator, Bangor; Arthur F. Reavie, line supt., Bangor; Frank Mayhew, operator, Milford station; Frank Usher, service lineman, Bangor; Fred G. Carey, supt., Milford station; Albert E. Grose, manager, Old Town; William F. Kincaid, operator, railway, Bangor; Howard C. Fletcher, operator, Ellsworth station; Charles A. Brown, welder, car house, Bangor; Preston A. Mann, office manager, Bangor; Vernon E. Cushing, manager, Harrington; Joseph Casper, janitor, service building, Bangor; William R. Wray, lighting department, Bangor; Sylvia B. Austin, cashier, Bar Harbor; Ambrose Eisnor, operator, railway, Bangor; Helen A. Dougherty, cashier, Bangor; William M. Long, service lineman, Bangor; Robert Young, operator, railway, Bangor; Leroy G. Vose, manager, Machias; William Thompson, chief serviceman, Bangor; Arthur C. Welch, operator, Veazie station; Edward M. Burns, Pitman, railway, Bangor; Harold M. Wentworth, operator, Veazie station; Ralph A. Fernald, manager, Millinocket; Ralph C. Fickett, serviceman, Bar Harbor; Frank H. Spencer, repairman, hydraulic crew; Frank A. Randall, operator, Milford station; Walter E. Hersey, car operator, Bangor; Edward M. Graham, president, Bangor; Silbert Van Aken, car operator, Veazie; Walter Reed, assistant operator, Old Town; and Eugene M. Dole, treasurer, Bangor.

The guests included General Manager Robert N. Haskell, Kenneth R. Dudley and Albert E. Whitehill all of the Hydro and Edward M. Graham, Jr., and John Granam, sons of Edward M. Graham, president.

After an informal gathering at the Canoe club in the afternoon, the meeting was brought to a close and the third year of pleasant associations for the Quarter-Century club members became a matter of history but also a source of many enjoyable memories.





Officers were elected, and three new members welcomed last night at the annual banquet of the Bangor Hydro's Quarter Century club at the Conduskeag Canoe and Country club in Hampden. The new officers, in the upper picture, are standing, left to right, Preston A. Mann, secretary; Ralph A. Fernald, vice president; Verne E. Cushing, William Thompson, and Charles H. Johnson, president; sitting, left, Sylvia B. Austin, and Helen A. Daugherty, treasurer. In the lower picture, President Johnson welcomes new members Walter Reed, Eugene M. Dole, and Silbert van Aken.

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"DAWN OF A NEW DAY"

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New York at Night from Rockefeller Observation Roof

A Service for Fair Minded Employees

Knowing that many Hydro employees are making plans to attend the World's Fair in New York this summer we are endeavoring to set up a World's Fair Information Bureau just for employees. We are not sure how far we can extend this service until we know the availability of good printed matter on the Fair.

Many will also be making their first trip to New York. A stranger in any large city feels "lost" for a few days and consequently wastes time that might have been saved with a little advance thought. This summer, with millions of strangers in New York and the World's Fair new to everybody, even New Yorkers themselves will be going "around in a fog" trying to get information.

We want to do all we can to bring advance information to Hydro employees so that they can make the most of every minute. If we can help you make your plans in advance, our purpose will have been accomplished.

We must ask for your cooperation. Please do not ask for information or booklets if you have no intention whatsoever of going to the Fair. Please do not ask for material for your youngsters. Our supply may be limited on what we can offer during the next few months consequently we want it to go where it will be put to good use.

We suggest that each employee who is trying to shape up his or her plans to go to the fair this summer, send a Post Card to the Editors of the Hydro News so that their names can be put on our mailing list for World's Fair information. Of course, even at a later date if you start making plans, you can then add your name to the list. We would like to know how many employees want a service of this nature so that we can make our plans accordingly and at the earliest possible date.

EDITORS OF THE HYDRO NEWS

NEW YORK WORLD'S FAIR
1939

THE coming year takes on a significance as the year of the New York World's Fair. From the present outlook, you, your neighbors, your friends and your business associates will probably journey to New York to view this noted event of today and the prospects of the World of Tomorrow.

Naturally, New York itself, as a City, always has something new that is of interest, entertaining and educational and this year, even more than ever before, the Metropolis will present attractions in conjunction with the World's Fair that will make a New York visit almost a necessity for each and every person who desires to keep up with this age of wonders and new developments.

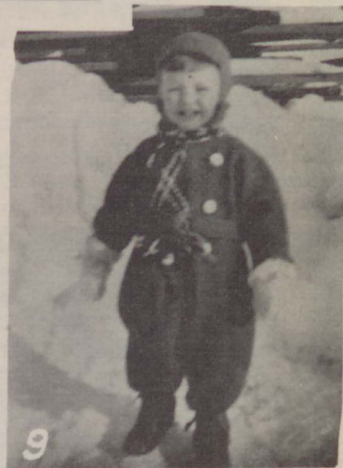


AIR VIEW OF MANHATTAN AND QUEENS

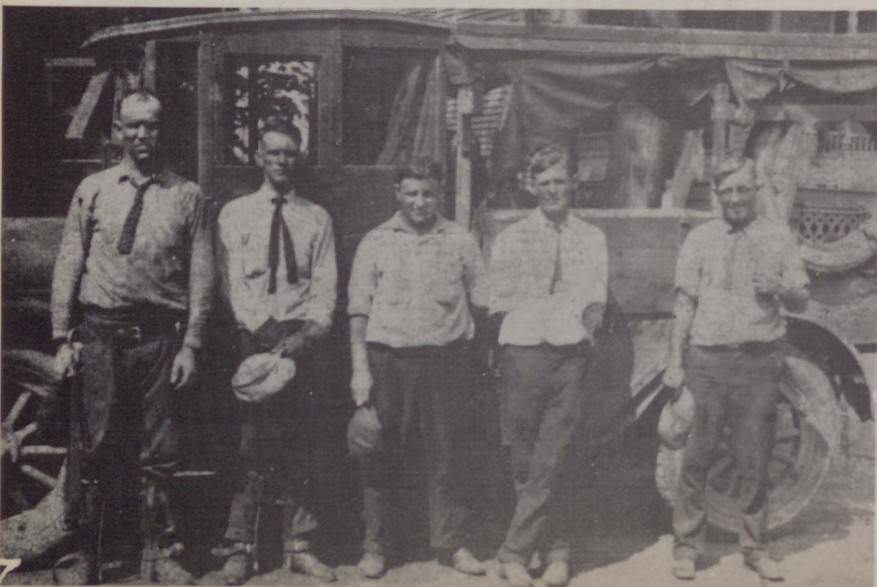
Showing Where to Stay and Where to Play

(A) Hotel Times Square (B) Hotel Breslin

The Table of Contents on opposite page is from an extremely informative 36 page booklet on The World's Fair and New York City, as compiled by A. Rylance Smith, a leading Public Relations Director of New York. We have on hand a limited supply of this booklet as the first piece of material for distribution to Fair-Minded employees.



Old Times at Old Town



- (1) 'Tis Allie Gross, but 21.
- (2) Evelyn Shaw at 9 Yrs. and Helen Conant at right, still younger.
- (3) Evelyn Shaw, Cashier, Old Town, at the age of 22.
- (4) Do you know Ella O'Connor, at left, at 2, now Old Town Bookkeeper, and Leo Ray and brother Homer.
- (5) Group before the present location of the Hydro store at Lincoln in 1921, the year the Hydro purchased the Lincoln L. & P. Co. 1 to r, Mrs. A. E. Gross, Mrs. Herbert, A. E. Gross and Philip Herbert.
- (6) Old Town office, May 1, 1930. 1 to r, Walter Le Breton, Ella O'Connor, A. E. Gross, Mgr., Edith Fayle, Harold Shirland, Evelyn Shaw.
- (7) 'Twas the Old Town line crew in 1920. 1 to r, Clarence Tourtelotte, Phil Herbert, James Lagasse, Roland Tait and Gordon Tait, Foreman.
- (8) Phil Herbert, Old Town line foreman, in France during the World War.
- (9) Arthur Herbert, son of Mr. and Mrs. Phil H. at age of 2.



Old Town A. A. Basket Ball Club 31 years ago bb

Upper left, E. L. Phelps, Mgr. Upper right, W. Dodge, Coach.
Back, 1 to r, Charles Benjamin, now a chemist in New York City.
Ballard Keith, now U. S. Commissioner, Bangor, Maine.
Middle, 1 to r, Ray Stevens, now electrical contractor, Old Town.
Howard Lancaster, Hydraulic Engineer, Old Town, now deceased.
A. E. Gross, now Mgr. Bangor Hydro-Electric Co., Old Town.
Front, Garfield Jones, now Post Master, Millinocket, Maine.

the ditch. Look out for those drifts. Hey you on the truck, how are the roads in from here to Bangor? Any better? Oh well, wow!!

I hope there aren't any more sharp down-hill turns onto bridges. This is scarey and dangerous. Say, Captain, how about leaving the road and driving up the river. The ice will hold us and you can pull up at the Yacht Club.

Where are we now? Any sign of life in that town? What? Yes, only two more miles. Hope Hammond Street hill is sanded. Good thing there are a lot of U. of M. on board. It doesn't seem to

bother them, they're young, care-free. Good singers too.

Bangor Bus Stop! That's a relief. Good going, driver, good job you did. Nice work, pilot. Slick work, bet you're tired. He smiled. Appreciated the thanks and confidence.

Ham sandwich, glass of milk, long time since dinner. Taxi round-a-bout, not up the hill to the house. One o'clock, not nine forty. But here.

Had a nice time in Portland. Good company, good food, warm house, comfortable car. Nice to be here now too. Think we'll have any more icy week-ends? It feels like early Spring today.

This is one of a series of bulletins prepared to describe the American business system, to tell how businesses are built, to explain how businesses are operated and to define the position that business occupies in American life.

W H O O W N S B U S I N E S S ?

WHEN WE READ about big business men, we assume they are the fellows who own the big businesses. Some of them do, but they are exceptions. Henry Ford is one of the exceptions because, along with his son, he owns his own business.

Most of the big business men are only the managers of their businesses, because the ownership of the big businesses is divided up among many thousands of people.

Six hundred and forty-two thousand people own the American Telephone and Telegraph Company. Three hundred and fifty thousand people own General Motors



Corporation. Altogether, twelve million people in the United States hold stock in some business and, therefore, own part of that business. A large proportion of those owners are people like yourself — people who are working on a job, getting paid, saving a little money and then using the savings to buy a part of some important business. Four classes of people own the big businesses of the country. These are:

1. Employed persons who receive regular wages and invest their savings in stocks.

2. Managers of businesses who invest savings in stocks of other businesses so as not to have all their eggs in one basket.

3. Unemployed persons, widows, aged people and the like, who have invested their savings or insurance money in stocks and bonds and who depend for livelihood on the success of the businesses in which their nest-eggs are invested.

4. Institutions, such as churches and colleges, which invest their money in stocks and bonds in order to make enough money to operate.

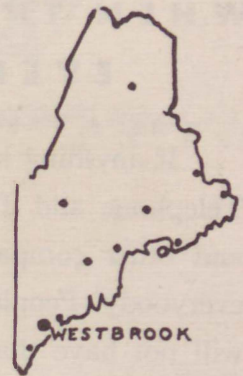
The 642,000 owners of American Telephone and Telegraph Company are scattered throughout America. Some own many shares of stock, some only a few, but every man who owns one share of stock is a business man because he is putting up his money to make a job for somebody else and to earn a profit for himself. Any time you walk through Cumberland Mills or along the streets of Westbrook you are likely to meet some of these people who own part of American Telephone and Telegraph Company. You might be surprised to find that some of your good friends own a part of A. T. & T.



SOME OWNERS OF
A. T. & T. LIVE HERE

WHEN THERE ARE NO PROFITS, THERE ISN'T MUCH BUSINESS

Now if American Telephone and Telegraph Company doesn't make any profit and therefore stops paying dividends, what happens? Dividend payments to 642,000 people are cut off. They don't get the profit that they expected to get when they invested money in A. T. & T. stock. If they have only a few shares of stock, their losses are comparatively small, but they may be pretty important. Everybody who has money invested feels the loss to some extent.



IF A. T. & T. LOSES MONEY
THE INCOME OF MAINE
PEOPLE IS REDUCED

Say, for example, that a truck driver, working for a salary, bought a few shares of General Motors stock and became one of the 350,000 stockholders, or business men, interested in this big corporation. If business is good and General Motors makes money, owners of stock — all 350,000 of them — will get more in dividends, and the truck driver will have extra money to put into a savings bank, to buy insurance, to invest in a trucking business or to invest in some other stock to earn additional money.

IF BUSINESS PROFITS, EVERYBODY PROFITS

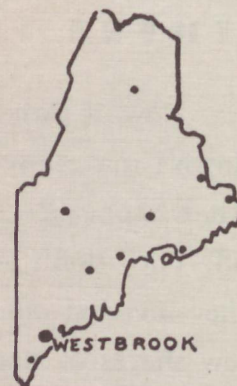


IF BIG BUSINESS MAKES
MONEY BUSINESS WILL
BE GOOD HERE

If business in general is good, twelve million people who own all kinds of stock will get dividends from the money they have invested. They will spend some of it to buy things and thus make business better. They will invest some of it and thereby help to make more jobs. When folks are working every day and business is good, the majority of families will put something in the bank for a rainy day, and that will mean more money for the banks to lend out to business, which in turn will make more work and more of everything for everybody.

WHEN THERE ARE NO PROFITS, EVERYBODY SUFFERS

If anything happens that destroys the profit of American Telephone and Telegraph, General Motors, General Electric and other companies, the consequences are very serious for everybody. People who expect dividends but don't get them will not have that money to spend, nor to reinvest in other businesses. Furthermore, they will decide that they had better spend a little less of their wages and save more. As a result,

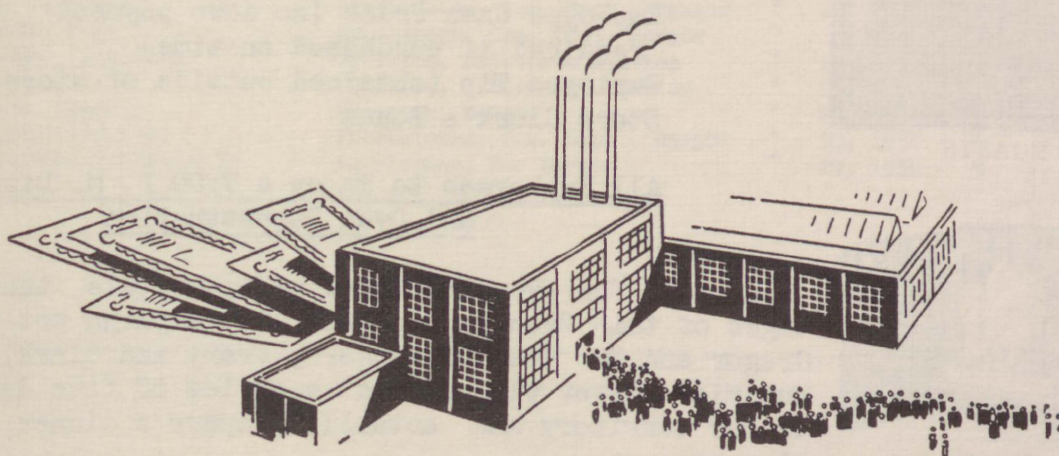


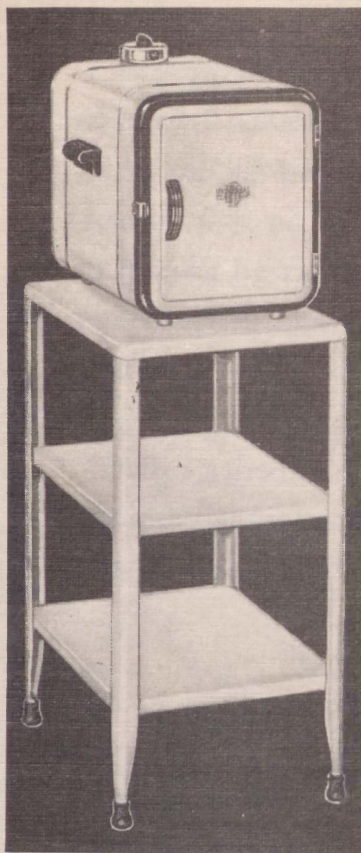
IF BIG BUSINESS LOSES
MONEY THERE WILL BE
POOR BUSINESS HERE

the grocer's business falls off, the clothing store does a poor business and so the food manufacturers and the clothing manufacturers lay off men or work a short week.

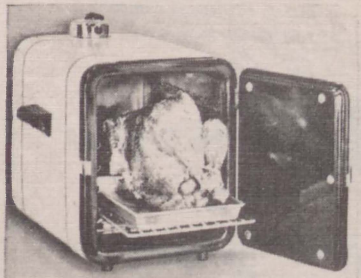
When little business falls off, big business also falls off because all business is dependent on all other businesses. When the sales of the druggists and the butchers drop off badly, the drug manufacturer and the packing house go on short time, their employees stop buying automobiles and the automobile plants go on short time. Then the drug manufacturer, the automobile manufacturer and the packing house stop buying labels and booklets, and orders for Cumberland Mills drop off so that there isn't enough work to run the mill.

When harm comes to big business in America, everybody in America suffers. The hundreds of thousands of American people who share ownership of big business lose money and the loss of that money cuts down employment and wages in all businesses.

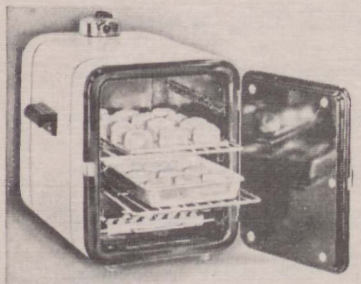




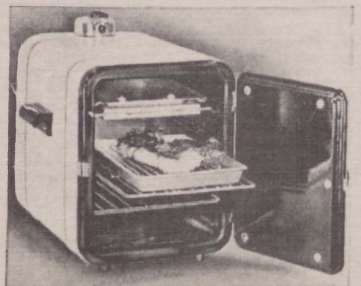
IT ROASTS



IT BAKES



IT BROILS



Employee Campaign on Universal Portable Oven

Starting as of March 27th, and continuing to and including June 26th, this very important Employee Campaign will be in progress.

Like our Lamp Campaigns, all employees and members of employees' families are expected to take an active part, and for the time being your local Store Manager will explain the Oven and details of the Campaign to you. Briefly, this is a most attractive portable electric Oven that broils, roasts and bakes, within its capacity, nearly as efficiently and as well as a standard electric range oven, yet may be connected to any 110-volt wall outlet.

Regular Cash Price, with metal stand	\$34.90
Special Cash Price, during Campaign	29.95
Time Payment Plan: \$2.95 down, \$2.43 per month for 12 months	
Employee Cash Price (no down payment required if purchased on time)	19.95
Employee Tip (obtained outside of store)	1.00
Store Clerk's Bonus	1.00

All Employees to Enjoy a 7:00 P. M. Dinner and Oven Demonstration

In order for every employee to appreciate the real advantages of this Oven and to know the Campaign set-up, Mrs. McGregor and Mr. Vose of Landers, Frary and Clark, assisted by our Miss Stover will conduct a series of five demonstrations in our territory and actually prepare a dinner for all employees.

The schedule will be as follows:

Monday evening, April 10th,	at Orono (Orono and Old Town)
Tuesday " " 11th,	at Lincoln (Millinocket & Linc.)
Wednesday " " 12th,	at Bangor
Thursday " " 13th,	at Bar Harbor (Ells. & Bar Hbr.)
Friday " " 14th,	at Machias (Eastport, Machias and Harrington.

These demonstrations will be held in our stores as shown above and we expect practically every employee to attend.

RESERVE THIS ONE EVENING FOR A GOOD TIME AND SOME PROFITABLE INFORMATION AND ADVISE YOUR LOCAL MANAGER IF YOU PLAN TO ATTEND.

Veterans Service List

Hydro Employees honored this month by Anniversaries of service of five years or more

Employee	Position	Date. Years.
Cole, Elmer W.	Supt. Meter Dept., Bangor	Mar. 26, 1903 - 36
Reaviel, Arthur F.	Supt. of Lines, Bangor	" 9, 1925 - 34
Fernald, Ralph A.	Manager, Millinocket	" 1, 1912 - 27
Pyle, Hadley S.	Car Operator, Bangor	" 3, 1915 - 24
Arnold, Howard E.	Inspector, Ry. Dept., Bangor	" 4, 1917 - 22
Graves, Wallace H.	Carpenter, Bangor	" 6, 1920 - 19
Libbey, Ruth B.	Clerk, Bangor	" 7, 1921 - 18
Cosseboom, Kenneth S.	Field Engineer, Bangor	" 21, 1921 - 18
Carr, Burleigh A.	Serviceman, Millinocket	" 1, 1928 - 11
Colson, Lester O.	Lineman, Bangor	" 12, 1928 - 11
Townsend, Osgood S.	Clerk, Bangor	" 12, 1928 - 11
Jones, Henry A.	Line Foreman, Millinocket	" 16, 1928 - 11
Sylvester, Horace G.	Station Operator, Machias	" 25, 1929 - 10
Franks, Ira C.	Blacksmith, Bangor	" 25, 1929 - 10
Hersey, Charles E.	Operator, Veazie Station	" 30, 1929 - 10
Sproul, Joseph S.	Serviceman, Harrington	" 3, 1930 - 9
King, Donald S.	Electrician, Com. Dept., Bangor	" 13, 1930 - 9
Ashmore, John R.	Serviceman, Com. Dept. Bangor	" 1, 1932 - 7
Fletcher, Howard G.	Operator, Ellsworth Station	" 14, 1932 - 7
Rose, Orland E.	Operator, Stillwater Station	" 25, 1932 - 7
Jordan, James E.	Salesman, Bangor	" 22, 1934 - 5
Davies, Joseph B.	Electrician, Com. Dept., Bangor	" 20, 1934 - 5
Cosseboom, Jefferson D.	Serviceman, Bar Harbor	" 29, 1934 - 5

Commercial Department Beau Brummel Spring Party

In an effort to add a spirit of fun and extra sales energy to the April-May Salesman's Campaign, a "dress-up" contest is being run in conjunction with the regular salesman's campaign now in progress.

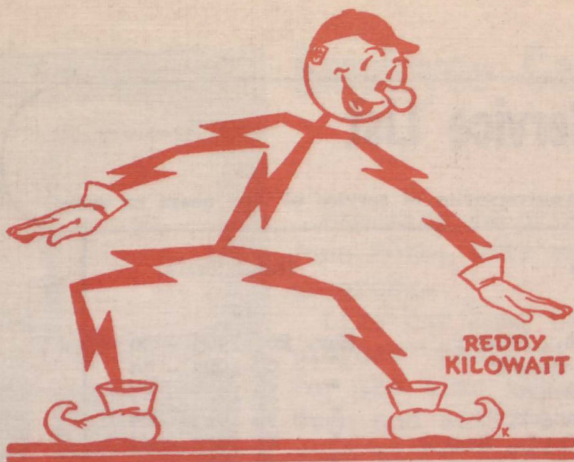
Briefly, it is assumed that all salesmen start the campaign in

the "nude" and earn their clothing by selling major appliances. At the termination of the campaign all salesmen dressed in the items of clothing which they have earned during the campaign will get together for the "Beau Brummel" party or banquet which will be paid for out of a "kitty" built up on the basis of one-tenth of one per cent of the total sales volume, with the most "Undressed" salesman acting as the Toastmaster.

In a prominent place in each

division will be found a cardboard cut-out of the "nude" salesman in that territory and the various items of clothing will be added by the Manager as his salesman earns them.

If you want your salesman to attend the party in full dress, help him, by turning over to him all of the good prospects you have in mind who want ovens or new electrical equipment this spring, and at the same time earn some money for yourself by turning your tips into sales.



**NOT A SINGLE LOST TIME ACCIDENT
FINE WORK. KEEP IT UP.**

Safety Record For The Month

1939 FEBRUARY						
SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28				

**PERFECT RECORDS
THIS MONTH**

Millinocket Division
 Medway Plant
 Lincoln Division
 Stanford Plant
 Oldtown Division
 Milford Plant
 Orono Division
 Stillwater Plant
 Veazie Plant
 Gen. Hydro Equipment
 Bangor Office
 " Commercial
 " Substation
 " Stockroom
 " Line Dept.
 " Electricians
 " Meter Dept

PERFECT RECORDS TO DATE FOR 1939

Millinocket Division
 Medway Plant
 Lincoln Division
 Stanford Plant
 Oldtown Division
 Milford Plant
 Orono Division
 Stillwater Plant
 Veazie Plant
 Gen. Hydro Equipment

Bangor Office
 " Commercial
 " Substation
 " Stockroom
 " Line Dept.
 " Electricians
 " Meter Dept
 Railway Operators
 " Track No. 1
 " Track No. 2

Ellsworth Office
 " Line Dept.
 " Plant
 Bar Harbor Office
 " Line Dept.
 Harrington Division
 Machias Division
 Eastport Division

Railway Operators
 " Track No. 1
 " Track No. 2
 Railway Car Barn
 Ellsworth Office
 " Line Dept.
 " Plant
 Bar Harbor Office
 " Line Dept.
 Harrington Division
 Machias Division
 Eastport Division