

2-1939

Bangor Hydro Electric News: February 1939: Volume 9, No.2, Collection Department Issue

Bangor Hydro Electric Company

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George Washington and Abraham Lincoln — to whom our thoughts turn naturally in February, their birth month—exemplify the authentic pattern of American life



. May contemplation of the precepts they so effectively practiced stimulate our own zeal to safeguard the values inherent in the American system.

BANGOR HYDRO-ELECTRIC NEWS

VOLUME IX NUMBER 2
COLLECTION DEPARTMENT ISSUE

39 ~~~~~ February ~~~~~ 1939

Mon

Tue

Wed

Thu

Fri

Sat

6

13

20

27



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10

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18

25

28



HEY DAD, HAVE YOU
PAID THE HYDRO ?



HYDRO NEWS

BANGOR SCRIBES

Harry Allen, 31 Main Street
Wynona Boober, Commercial Dept.
E. W. Cole, Meter Dept.
A. H. Donne, 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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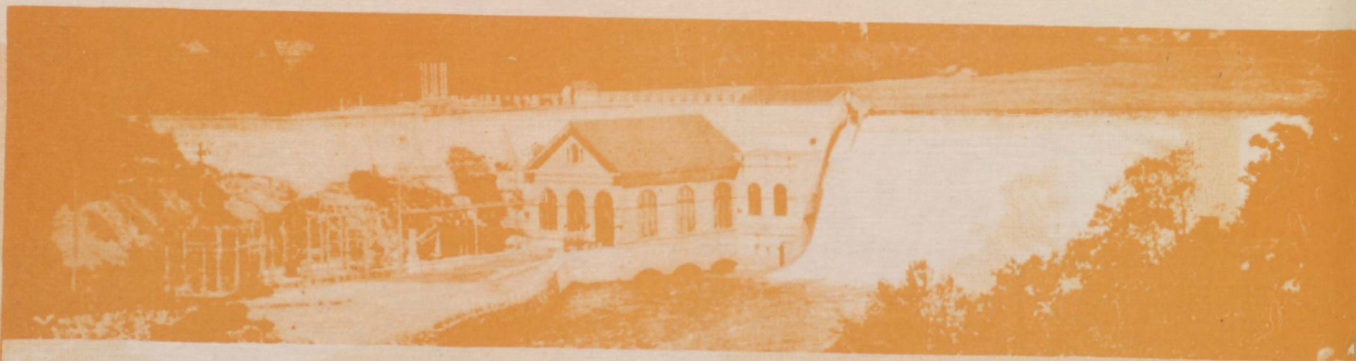
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E D I T O R I A L

1185 GOOD CITIZENS

Every state, every city, every community needs and must encourage private payrolls if it is to grow and prosper.

Payrolls mean employment. The more business and industry a community can develop, the more people there are to share its taxes.

Your company has one of the most substantial payrolls in Eastern and Northern Maine. In 1938, there was an average of 413 employees, 309 with families and in those families were 463 children under 18 years of age. This, alone not counting the old folks, made at least 1185 individuals dependant on your company.

Many of us own our homes and pay taxes. Others pay rent and pay taxes indirectly. We all buy food, clothing and other needs for ourselves and families. We contribute time and money towards churches, schools and civic movements.

Our homes, our jobs, our friends are here. We are loyal to Maine. Maine is a better place in which to live, a finer home for all, because of.....1185 good citizens and good neighbors.

One Month - Two Months - Three Months

The term "Public Servant" is used most commonly when referring to a man holding public office. We maintain, however, that any man or woman serving the public is a public servant.

And the term "Servant" is most commonly used when referring to one who works in a private household for wages. But, isn't the butcher or grocer who sells you food, or the girl who sells you stockings or the boy who sells you gas, a servant too? Servant doesn't necessarily imply servile. Webster defines servant as "one who serves". We would say that each of us Hydro employees is most assuredly a public servant.

Those who serve must be paid their wages. How is the gas-tank boy or the stocking-counter girl or the Hydro employee going to meet their own bills if they don't receive their wages? Their employers may claim, and truthfully too, that so many customers are behind in their payments that they haven't the cash to pay the wages. But business management recognizes the fact that paying wages and collecting the money due to pay those wages are responsibilities that a man assumes when he changes his status from employee to employer.

No commercial enterprise, big or little, can continue to operate if an excessive number of customers fail to pay their bills when due or fail to pay them at all. That's where a collection department comes into action.

Sad but true, when most people think of a collection department, their thoughts are not very happy. Who can be happy when they are behind in their bills and can't make payments when due. The very fact that they have to talk over their financial problems, with a collection department seems to build up a certain resentment, an unwarranted ill-will. It's human nature, undoubtedly, for a man or woman to bristle when obliged to talk about the money they owe and incidently, if they really are at fault or haven't lived up to promises, they bristle all the more.

People as a rule don't bear resentment against the doctor who treats them for their physical ailments or towards a hospital where they have undergone an expensive and uncomfortable operation. Why then, should they hold it against the collection department of a company that is helping them cure their financial ills. Good faith, honest dealings, frankness and cooperation will iron out most problems amicably.

There is another reason too for collecting money other than just getting it in so you can pay it out in wages. If a merchant, for example, can't get his money in from his slow-pay or no-pay customers, he can't go into the market to buy new items or even carry a sufficiently complete line of merchandise to hold the trade of his prompt pay customers. Therefore, if his experience shows that certain customers abuse his credit privileges, make promises and then not live up to them, why of course he is eventually forced to put those customers on a cash basis. That's not always easy. Some of them may be good personal friends. Some may have been customers for many years and have run into adverse

circumstances beyond their control. But how far can he afford to carry them without hurting his own business? That is the problem.

And it is the same with the Hydro. We go just as far as we reasonably can to accommodate each individual customer but at the same time we must recognize our responsibility of maintaining good service to all of our customers and treating all customers alike in so far as humanly possible.

It doesn't take any great stretch of imagination to appreciate what would happen if things got out of control at the Milford, Ellsworth, Veazie or other Hydro plants. It is easy to visualize physical properties. It is not so easy to visualize the operations of a collection department and yet they too must be kept in control.

It would not be a very healthy condition if a large number of Hydro accounts were one month past due, then two months, then three, then four and then the number of such accounts should double, then double again and again and again. Before that situation could develop our collection department would speak up, "Sorry, Mr. Customer, we can't deliver you any more of the goods we manufacture and sell. Unless you pay us our back wages we will have to stop working for you; lighting your lights, cooking food, cleaning rugs, bringing you music and doing a dozen and one jobs for you, electrically."

Management has just as exacting a job as do engineers. Management must keep all elements of a business in proper relation and balance. Management must see that goods are delivered and that they are also paid for.

In discussing the work of the Bangor Division, Collection Department, it should be pointed out that not all of our accounts are contacted by the Collection Department. There are a great number of our customers who pay their bills promptly by mail or in person to our cashiers at 31 Main Street. There is a percentage of accounts that seems to total up to about the same number every month, accounts that are one month behind. Before these bills go out from the billing department they are "Blue-stamped" as follows:

"A previous charge, unpaid, is a part of this bill. If this part of the account has not been paid, your attention to the item will be appreciated."

As for the next group of accounts, those two months past due, they become the responsibility of the Collection Department; accounts that are two months in arrears or accounts that have failed to live up to the terms of payment on appliances purchased from our Commercial Department. The past record of each customer in this group of accounts determines the action that will be taken in each individual case. Some bills in this class of accounts are "red-stamped" with the notice of disconnect if payment is not made on a specified date. This formal notice in itself effects substantial number of payments.

Continued on Page 7.



Louis E. Grant, Manager of the Bangor Division Collection Department. Always ready and willing to help cure the financial ills of Hydro customers. At times the customer may be having hard sledding in his particular line of business. An interruption of electric service would, however, seriously embarrass his own staff of workers.

NOTICE OF DISCONNECTION

Unless this bill is paid before 5 P.M. service will be discontinued the following day. NO COLLECTOR WILL CALL. If service is disconnected for non-payment, a reconnection charge of \$2.00 will be made.

Other accounts in this same class, though definitely in arrears, are not red-stamped with the disconnect notice because the customer is living up to a plan of payment that will clear up his account in reasonable time, keeping his account paid up each month and paying off steadily of the past due item.

There are unfortunately some customers who even though they have been given every consideration and personal attention, will make plans for payment and then immediately ignore those plans. That of course means letters, telephone calls and personal calls to collect what is due us. We may have to insist that a customer come into the Collection Department office at 45 State Street to institute a plan of payment and to keep it in effect. We can only say that we lean over backwards to work out a plan of payment with all customers in arrears so as to help them get up to date. About the only situation that gets our Collection Department "hard-boiled" is to have promises made and constantly broken, to have appointments made for personal interviews and then not to have the appointee show up or even telephone "his or her regrets" and leave it to us to chase them up again.

And there are some accounts that apparently can only be collected by the Collection Manager or his Assistant calling personally at the customer's home or place of business, an expensive procedure and a time-consumer as well.

Another reason for a personal call at many homes is that the new refrigerator may be a "meterator purchase". That is, the payments are being made by a quarter a day in the meterator. Most any noon you can see plenty quarters in the Collection Department. Of course, as in reading meters, there have to be many call-backs.

Quite often too, the outside man of the Collection Department will be the man on the job to check service where the customer feels that something is wrong with the size of his bill. The day never seems long enough for the detailed work that flows through the Collection Department.

Reddy Kilowatt has recently joined forces with the Collection Department in an effort to convince our delinquent accounts in a pleasant manner that, after all, their Electrical Servant must receive his monthly wages the same as any other person hired to do work around the house. What customer can deny the truth of the following when Reddy speaks up on a Collection Department letterhead?

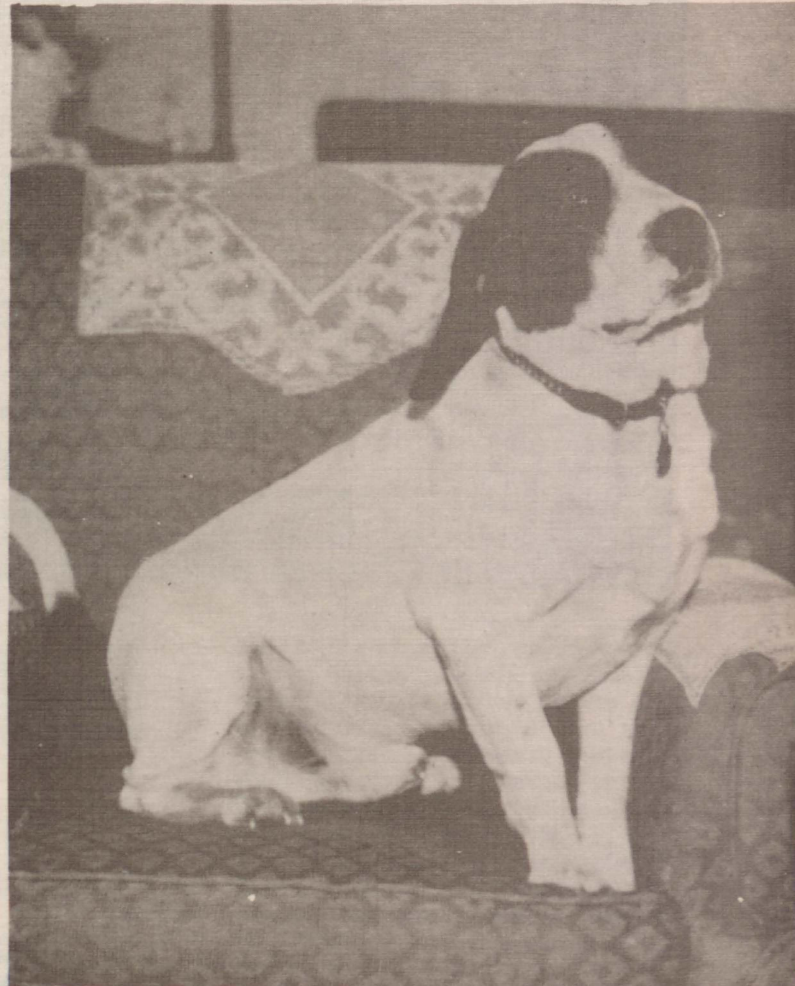
"I've worked for you with all my might
Been right on call both day and night
But like other servants I need my pay
Please bring in my back wages today"

ONE MONTH-TWO MONTHS-THREE MONTHS, Continued

And, isn't this a perfectly justifiable request?

"Since you gave me that new job to do
In the appliance delivered to you
I've hoped, may I say,
for what's due on my pay
And I've worried a lot, wouldn't you?"

In good times and bad times, the Collection Department keeps on the job. On fair days or foul, there are always accounts that come up for action. The goal of the Collection Department is to reduce to a minimum the number of accounts that come into their department and to reduce the amounts of money involved to the smallest possible figure.



If the master would allow it, Pedro would come to the office as regularly as his owner and idol, Louis E. Grant. He looks just a little bit spoiled and pampered, doesn't he? Very human.



Janet M. Coltart, Secretary to Mr. Grant, in the Bangor Division Collection Department, ably handles many of the departmental duties. She too is always most willing to cooperate with customers who may be financially embarrassed. She wishes that all interviews might be as pleasant and satisfactory as this one.



FRANK A. RANDALL, MILFORD STATION OPERATOR

A PERSONAL CALL WITH FRANK A. RANDALL, VERY MUCH AT HOME AT MILFORD.

It was a skiddy drive to Milford Wednesday morning, the 15th, of this month, a thoroughly uncomfortable ride but the pleasant personal visit we had with Frank Randall in his cheerful home made the trip very much worthwhile. Frank had been on the midnight to 8 AM shift at the Milford Station and hadn't been home very long before we arrived, but he had apparently had time to get started on a game of solitaire which we interrupted.

We didn't go up to talk business but rather on a personal call and to pay our respects to Frank as one of the most loyal and interested contributors to the HYDRO NEWS, our Scribe of Milford and Old Town. And, to give credit, where due, it is only fair to say that when we want any information up Milford way or have questionnaires to be mailed in, just about the first one back is from Milford.

Typical was Frank's ready response to the suggestion of some of the News readers that they would be interested in seeing some early-day or childhood pic-

tures of fellow employees. There is quite a display of Milford personal photographs in this issue. Frank got on the job.

It was very much of a family visit we had. Not that we met any of the family personally, for Mrs. Randall and her daughter Effie drove out of the yard as we drove in. They were going over to help clean up after a supper that some of the ladies from the Church had served the previous evening. "They keep busy every minute" Frank remarked. But we repeat, it was a family visit, for Frank got out some daguerreotypes, tin-types, and photographs that introduced us to five generations of his family.

Good substantial people, these Randalls, is the way we feel about the family right from Franks stalwart white-bearded grandfather and fine looking life-partner down through the generations to Frank's grandsons now living with their father Harry Randall at Ingram, Penna. just outside of Pittsburgh. Harry is with a Western Penn Utility.

It is remarkable how some of the old daguerreotypes hold their brilliance. The one of Frank's grandfather is as sharp and clear as though he had just posed with his great, great, grandson, who incidentally looks a lot like the youngster on the front cover.

Macwahoc was the old family home. Frank smiled when he referred to the picture of himself that is in this issue, at the age of twenty-one, back in the last years of the nineteenth century. That picture was taken in Old Town, one day when he came to town courting Emma D. Oakes, now Mrs. Randall. Also he admits that he shows his first short-cropped haircut. Take a squint at a picture of Frank today. The early haircut certainly set a lifetime pattern.

And the house where we were talking today is the same house where Mrs. Randall boarded in 1891 and 1892, while Frank was traveling for a wholesale drug firm. Then for some years he owned a general store in Milford, but that burned out somewhere about 1907. Frank started with the Hydro July 1st, 1912, so of course is a member of the Quarter Century Club, and is anxious to
(Continued on Page 10.)

know where the next meeting is to be held.

Frank wouldn't talk about himself or his past or present doings. He did say however, that once in a while he had a hard time digging up news for this sheet. Has to use a cork-screw to pull it out of some of his co-workers sometimes. But, the point is, he gets it and sends it in and we all enjoy reading it.

He probably doesn't get caught twice the same way very often. We say that because a pipe he showed us that was sent to him by well, by Joe Dearborn, has F. R. carved right on the bowl. Maybe you remember, Frank walked off one day at Milford with Joe's pipe, filled her up and had a grand smoke but did admit it did smoke sweeter than usual. The question still remains as to why there should have been any mixup for one pipe was straight stem and the other curved and one was wrapped around with tape, etc. We forget which way it was, but evidently the mixup won't occur again.

Oh yes, while we think of it, Frank wants his son Harry put on the regular mailing list for the Hydro News. We had a nice personal visit with Frank. He wanted us to stay longer, but we had to get back to work. He doesn't go to bed until about five this afternoon, and then back on the job at Midnight. Play fair now, Frank, in that game of solitaire we interrupted. Hope you win.

Millinocket News

The Millinocket Hydro News this month, with a few exceptions, could well be labeled "Sales and Service" for it concerns to a great part either one or the other.

Under "Service", we have the news of the Service School on Jan. 27th. Thomas Lawrence and B. A. Carr represented our division and reported a "Profitable Session".

During the first part of the Service Campaign, "Folding Money" our Servicemen were slow in gaining percentage, but according to last reports, both have their quotas and are still going strong "Sales" representatives this month were Ed. Hall, General El-

ectric Representative, who was accompanied by Earl Young, Com. Manager, and H. E. Hammons, Com. Engineer; Phil Banks, Bendix Representative from Portland; Milton Vose, representing Landers, Frary and Clark; and Mr. Charles Sorenson, representative for R.B. Dunning Co.

Other visitors were Hall Dearborn, Safety Director, K. Cosseboom, Field Engineer, and Mr. Burnham, Bendix Serviceman.

R. A. Fernald, Manager, and Archie Foss, Salesman, attended the second General Electric Sales Meeting, held February 16th, in Bangor.

Milford and Old Town

Some changes have recently been made in our office here.

Since Mr. Grose assumed charge of this outfit most of the business formerly transacted here is being taken care of at the Old Town office, thus eliminating the necessity for more than one desk here and the desk formerly used by the operators has been taken out and is now being repaired and put in condition by repairman Sawyer for use of the linemen at their Old Town office. A lot of superfluous wires have been removed from the walls and other little changes made, all of which adds materially to the appearance and convenience of the room.

Hilbert Anderson and crew have been putting in a lot of their time of late on the dams here and at Gilman Falls, cutting ice away from the flashboards, stopping leaks and attending to other little dam troubles as they materialize.

Aubrey Junkins and his crew were here recently overhauling and making some changes in circuit used for raising and lowering head gates.

Joe Fournier and Raymond Grant have been with us for several days building stop gates and assembling other parts of the portable coffer dam which is to be shipped to Ellsworth for use in connection with the job of repairing gates in the dam at Graham Lake.

Greely dropped a truck load of lumber here Feb. 7th, which, I understand, is to be re-shipped to Howland for use in putting

some finishing touches on their new fishway.

At the present time Sawyer, Anderson and Reed are having a tussle with #5 water wheel, overhauling, repairing and adjusting same.

Merle Joslin and Fullerton Morgan made a two minute call here Feb. 7th while up this way for periodical inspection and test of polyphase and large single phase meters in Orono, Old Town and Milford.

Two crows - yes sir - two black crows visited our shore just below the power house for several hours on Tuesday, Feb. 27th.

At this writing, Feb. 11th, the linemen are busy installing meters on the new Alton circuit. 42 customers signed up to date; 17 meters already installed at Alton and 9 at Pea Cove.

Henry Perkins dropped in for a short call Feb. 9th.

When listening in on discussions among the basket ball fans around here of late one is bound to hear the name Clinton Cosseboom mentioned quite freely, especially since the Old Town game of Jan. 27th. Seems like Clinton is making quite a reputation for himself in the basket ball world.

A party of the Old Town boys - Walter Lebreton, Harold Barnjum, Simon Morancy and Gordon Hessel-tine - made a trip to Graham Lake Sunday, Feb. 5th, leaving Old Town at 4 AM and returning at 6 PM. They reported a pleasant trip and brought back 21 nice pickerel.

I thought Monday morning, Jan. 23rd was a pretty tough morning, with the mercury down under foot and the wind blowing a gale, so before starting for work I put on all the clothes that I had and some which my wife loaned me and then succeeded in reaching the Plant barely in time to prevent freezing. Imagine my surprise, therefore, when an hour or so later, - on answering a long distance telephone call I was requested by a brother B.H.E. employe to call his wife and ask her if she wouldn't please send him his trousers (which he had presumably overlooked when dressing that morning) as he was beginning to feel a little bit chilly. Looks like there may be (Continued on Page 12, 1st. Col.)



A wide-awake family, the Harry S. Allens, including young David at the left, age 3½, Mrs. Allen, the former Marion Falt, of Northeast Harbor, then Arthur age 5 and Harry himself.



Harry Allen, Scribe of Main Street

HARRY ALLEN, the SCRIBE of Main Street. Who is this workable, talkable, writable, likable Harry Allen? You know him, you say? You know he is an electrician who works out of 31 Main Street, that he has been with the Hydro some years and that he contributes a lot of good material to the NEWS? You know him because you see him around everyplace, doing all sorts of work, because he moves fast? OK. But we bet you'll know him better before you get through reading this life history (we almost said 'obituary'). The only reason that we have delved into Harry's past the way we have is because we want to find out just what it is that makes good SCRIBES for the NEWS, good scribes like Frank Randall and Harry.

In Harry's case, we wonder if it is because he is a Washington County boy, born in Cherryfield,

Nov. 4, 1906, where his father was foreman of a shook mill, owned by George L. T. Tupper's wife father. Follow that? George L. T. Tupper is now general storekeeper at the Bangor Service Building, Stockroom.

Those were days when a man in the lumber business or mill work was apt to move around considerably to be where the work was. So, Harry's first move was to Bar Harbor where he went through two years of the Grade School. Then Freshman High was studied at Bangor. His father now being a R.R. man, Harry kept moving, this time to Waterville for Soph. High, then Fairfield for Jr. High, and then Brewer High for Senior year, and a diploma. Harry still maintains that it was his father's work that necessitated all of these changes, but we are wondering if Harry was the first so-

called "Exchange Student" or if he was the original "Get Out of Town Boy". He says he never was kicked out of any school.

Harry's mother and father are both living in Brewer right now and we wish we had taken time to check up on Harry's story. We will some day.

No, Harry says he was never fired from any job and claims he can go back to any of them. We believe that. Of course he had a lot of kid jobs that he would not go back to, and he would not care about getting behind the counter of a chain grocery store as he did in Waterville two summers. As he said, "Grabbing a can of spice off the top shelf at one end of the store then roller-skating for a box of coffee way down on the bottom shelf at the other end."

(Continued on Page 12, 2nd Col.)

Completes Course



Miss Pauline Mayhew, who completed her three-year course at the Deaconess hospital training school in Boston, Jan. 29, is a guest of her parents, Mr. and Mrs. Frank O. Mayhew, 42 Stillwater avenue, Old Town. After a few weeks' vacation Miss Mayhew will return to the hospital, where she will be employed. Graduation exercises will be held in May.

OLD TOWN-MILFORD, Cont.

some pretty tough characters in our B. H. E. outfit after all.

I wish this company - and other companies for that matter - would adopt a resolution whereby every employe who smokes would be urged to save his tinfoil wrappings for the benefit of the Shriners' Hospitals. Our boys here are interested and several others around town are bringing it in regularly. "Every little bit added to what you've got makes just a little bit more" and on Feb. 8th I delivered about 70 lbs. of the stuff to our Old Town organization. This, of course, represented the savings of several months and is only a drop in the bucket after all, but I like to think that it may help a bit toward putting some poor little cripple on his feet again.

One truck and trailer load of coffer dam material left here for Graham Lake Feb. 9th.

Well, it seems that we have started the new year about right - no lost time accidents so far - good work - let's keep it up.

One month has passed -

Eleven to go,
A clean slate for January -
Let's make it twelve in a row.
Just a little extra care -
A trifle more thought,
Where the paths are icy
Or the wires are hot,
This sounds very simple,
But it may save us much sorrow,
If we start the practice right now
Instead of tomorrow.

Tomorrow never comes.

HARRY ALLEN, Continued

But, gravitating to the kind of work he really wanted, he joined The Dole Electrical Company then at 61 Main Street, where he learned the trade of electrician. With a change to better himself, he joined up with the G. E. Supply Company at 600 Main Street. Earl Young was there too. Harry however, proceeded Earl Young to the Hydro by a month or six weeks Harry joined us April 7, 1930.

For the first year or so he was on straight electrical work and then Mr. R. N. Haskell then at Main Street put him on refrigeration to learn it from the bottom up. He's still mainly on refrigeration and now is also breaking in on servicing the Bendix Home Laundry Machine. Harry is keen about it. Wants one himself. As he says, "It does everything except hang the clothes on the line for you".

Like any active man, Harry has his hobbies too. Very much interested in fishing and hunting. Has fished most of the good waters in Northern and Eastern Maine, with results. (Results can be good or bad). He has also tramped most of the mountains, hills and valleys around about but headquarters for hunting down at his camp at Aurora on the Air Line. He took the Military pretty seriously for nine years as Signal Sergeant, National Guard.

About time for Harry Allen to settle down? That's what Marion Falt of Northeast Harbor thought. She agreed to accept the job. Her father has been a sea-faring man, James Falt, now deceased. Her mother is however now living in Penobscot, Maine.

At any rate, the marriage took place in April 1933. Harry was

not sure of the date but then when he first wrote to his future wife he wrote to "Miss Marion Falt" not Falt. Still hears about it. In the family now there is young Arthur, age five, named after his grandfather Allen, and David age three and one-half Harry claims that he was to have the privilege of naming the first child if a boy. It was.

Wife Marion, is a graduate of Castine Normal School and was teaching in the Brewer Schools when Harry met her. Young Arthur starts school in Brewer next year He won't have to do the school traveling that Harry did for the school is right next door.

Harry admits that he would like to have a dog, but doesn't feel it's fair to either his wife or the dog, because they live upstairs. Harry's mother and father live downstairs. If Harry lived downstairs he's have a dog.

Well, there's Harry, the Main Street NEWS Scribe. You can see that he doesn't let any grass grow under his feet. Maybe that is why he can always make time to do things. He doesn't wait until the last day to write up his news items but jots down some notes every day or so. As he said "Every day, cut a little ice." Of course he likes people and activity, so he likes news and on top of that he is willing to MAKE time, instead of waiting to FIND time. There may be a lot of things about himself that Harry would not tell us knowing that this story was going into print. Better ask him personally.

Main Street Observer

This has been a month of many changes both in the weather, and in our store. Many and varied have been the weather conditions, anything from sunshine and warmth to zero readings and sleet storms

Lighting Engineer Perkins lost his crew, so has moved into a smaller office formerly occupied by two gals, Barbara Stover, and Marjorie Stephens. These two damsels are now setting up house-keeping in Perkins' former office

Mr. Wray is now in charge of the Service Crew and sees to it that each and every customer gets his wants and ailments attended (To Page 15, 3rd Col.)



This group of executives of local electric companies and from the General Electric home office were photographed Thursday noon on the steps of the Tarratine club, following a luncheon between conference sessions. Front row, left to right, Charles L. Rice, proprietor of Rice & Tyler; James A. Ramsey, G-E merchandise and appliance division manager; W. H. Kaiser, G-E executive; Lou Miller, G-E domestic refrigeration division manager; C. T. Bonafante and H. K. Harding. Second row, left to right, C. A. Reeves, G-E kitchen specialist; Arthur Scaife, G-E Sales promotion manager; Jack Poteat, G-E range division manager; Larry Jennings, G-E district representative; Robert Bechler, G-E representative; Thomas Millott, G-E commercial refrigeration division manager. Rear row, left to right, Robert N. Haskell, vice president and general manager, Bangor Hydro-Electric company; Edward L. Hall, Bangor G-E branch manager;

General Electric Division Managers Confer in Bangor

Local Representatives Have Conference in Hydro Offices

Approximately 15 salesmen and executives, representing the General Electric Supply Corporation, Rice & Tyler and the Bangor Hydro-Electric company attended a luncheon Thursday at the Tarratine club, and during an afternoon conference heard General Electric factory representatives outline 1939 sales and promotion programs.

Factory representatives reported sales for the first two months of 1939, especially of refrigeration units, was ahead of the sales during the first six months of last year. Other products—washers, electric appliances generally, was also ahead of the 1938 record for January and February, speakers said. The tripartite conference was held in the Bangor Hydro building on Main street.

Speakers included W. H. Kaiser, G-S district manager; Larry Jennings, G-E district representative; Jack Poteat, manager of the G-E range division; Lou Miller, manager G-E domestic refrigeration division; Tom Millott, commercial refrigeration manager; Arthur Scaife, sales promotion manager; J. A. Ramsey, New England G-E manager of the merchandise and appliance division; and C. A. Reeves, G-E kitchen specialist.

Edward L. Hall, branch manager of the General Electric Supply cor-

poration, of Bangor, made arrangements for the conference.

Present, as representatives of their respective companies, were Charles Rice, Robert N. Haskell, Archie Foss, George O. White, James E. Jordan, Clarence E. Nichols, L. A. Gardner, Harry Logan, L. J. Vose, Harvard Logan, Herbert Haskell, A. E. Grose, Harry Hanscom, John Parker, Daniel Webster, Eugene M. Dole, Gerard Austin; B. G. Benefant, Leo Long, H. E. Doughty, M. T. Billings, Kenneth Dudley, T. O'Connor, Floyd Ness, W. Grindle, R. A. Fernald, John S. Kane, Harry S. Allen, N. Rand, L. C. Simpson, Miss Boober, Mrs. Mary Graham, W. D. Chadeayne, James E. Mutty, D. F. Manon, S. H. Carter, J. G. Furey, Walter L. Meddocks, Earle J. Young, Herbert E. Hammons, H. E. Moore and O. A. Cushing.

Safety Program In Millinocket

Chamber of Commerce Is Bringing Campaign of Education to a Climax; Much Has Been Accomplished

(Special to The Bangor Daily News)

MILLINOCKET, Feb. 3—Inspired by the spirit of the motto adopted some time ago by the Maine State Police Safety Division—"Accidents Don't Just Happen . . . THEY ARE CAUSED"—the Chamber of Commerce in this progressive town is now bringing to a climax a campaign of safety education and instruction such as is rarely equalled in any community of its size. First suggested at the January meeting of the Chamber, the campaign was carried forward with such speed and enthusiasm by the committee in charge that it would be safe to say that today, a scant four weeks after the idea was put in motion, every motorist in the town has been made aware of the horrible disaster which so often follows a moment of carelessness, and every school child has been imbued with the spirit of caution.

Starting their campaign by asking every registered motorist and many parents for co-operation, the committee mailed out hundreds of postcards explaining the drive and asking for help in making 1939 a White Banner year in Millinocket. Carrying the campaign to the business leaders of the town, permission was readily granted them to place posters in virtually every display window along the principal streets. Beside or beneath each poster was placed a second warning—one of the highly effective posters supplied by the state.

To make doubly sure that no motorist could forget the safety warnings, large signs were erected at every important intersection throughout the town, each bearing a grim warning that even the most heedless driver could scarcely ignore: "Death Is so Permanent—Drive With Care!"

It is in the schools, however, that the most effective work has been done. Experience has shown that school children are the most frequent and most tragic victims of highway accidents. All too often the child's own carelessness has been a contributing factor. So to William M. Marr, superintendent of schools, the committee went with suggestions for a safety education period in every classroom. Hearty co-operation was granted, and the work was carried forward without delay.

Every child in the lower grades was pledged to watch for cars and help make the safety drive a success, and each child was given a badge containing this pledge, to be worn at all times. Safety lessons, so arranged as to be most impressive to

school children, were obtained from the state, and each teacher made such lessons a regular part of the schoolroom curriculum. Students of all ages were asked to prepare their own safety mottoes, and make their own posters to illustrate them. Already nearly 1,000 such posters have been made by the children.

A theme song was written by Mrs. Simon Gonya, teacher in the schools. Set to the familiar tune of "Jingle Bells," it is sung daily in the classrooms, its repetition serving as a constant warning of highway dangers to all who participate. The sentiment it expresses could well be copied to advantage by schools everywhere:

Mothers, do not worry,
Fathers, do not frown;
Banish care away,
And leave it far behind:
On street crossings we will wait,
Until no cars are near,
And then we know at home
Our folks will have no fear.

Chorus:

Looking left, looking right,
Watching carefully,
Millinocket children walk
Safe where e'er they be!
Looking left, looking right,
Watching carefully,
Millinocket children walk
Safe where e'er they be.

Early in the drive contact was made with Sergeant Francis J. McCabe, director of the Highway Safety Division of the Maine State Police. Many valuable suggestions were secured from Sergeant McCabe. Arrangements were immediately made to have safety pictures shown in the town, and to this end Officer George I. Shaw came to Millinocket last Monday. Plans for the event were temporarily interrupted when below-zero weather forced the closing of all schools on the scheduled day.

Feeling that the opportunity for such a talk should not be missed, however, a hasty meeting of the committee was called and other arrangements made. Facilities of the Millinocket Opera House were secured and word sent out through all available sources that a free show, open to all children, was to be held that afternoon. At 4 o'clock, the time scheduled, several hundred children were in attendance. Officer Shaw made his talk as scheduled and safety films were shown.

The Chamber of Commerce committee, which has carried this safety program into effect, is composed of Charles Madden, local hardware dealer; William W. Johnson, manager of the Opera House; and Garfield Jones, postmaster. The work

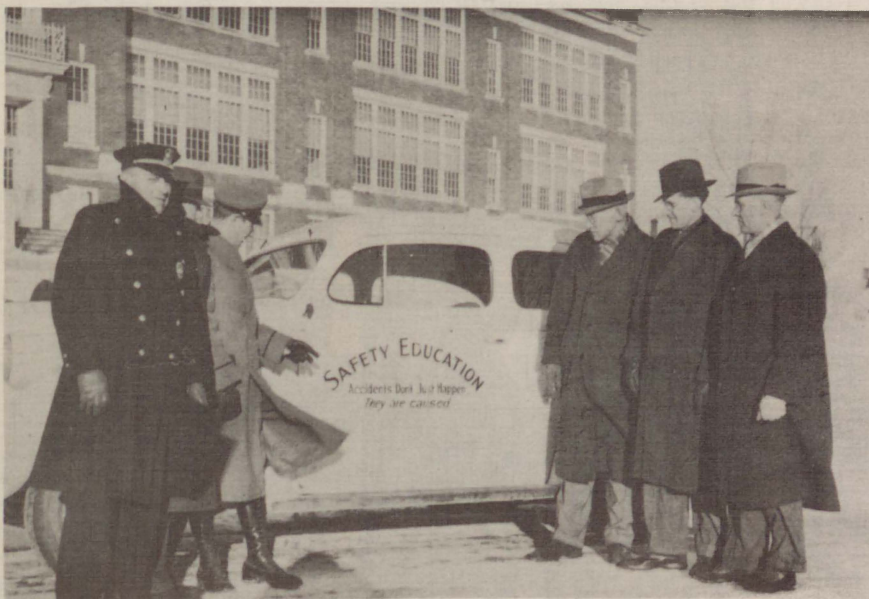
has at all times received the enthusiastic backing of Ralph A. Fernald, newly elected president of the Chamber of Commerce; Roy G. Akerly, retiring president; and Allen Picard, chief of the Millinocket police force.

Feeling that safety is a matter of eternal vigilance and that only constant reminders can prevent moments of forgetfulness that result in fatal disasters, the committee is determined not to cease its efforts but already has plans to carry forward its objective so that, if humanly possible, 1939 will be in truth a White Banner year for Millinocket—a year without a single fatality to blemish its record.



RALPH A. FERNALD, "CHIEF" in his civic role as President of the Millinocket Chamber of Commerce, welcomes State Police George I. Shaw who delivered a Safety address to all the school children of Millinocket.

ELLEN M. BARNES, clerk in the Hydro office at Millinocket, examines a poster that speaks for itself in the Safety Campaign.



Top, CHINE at the left and Officer Shaw at the right together with the Millinocket Chamber of Commerce Safety Committee. Next to Chine, is William W. Johnson, then Roy G. Akerly, Garfield Jones and Chief of Police Allen Pichard.

Below, State Police Officer Shaw pointing out the Safety Motto of his Department. "Accidents don't just happen. They are caused".

to promptly. Any member of the crew who disagrees with him will have to put on the gloves with him.

Mr. Nichols who leaves us very shortly is helping Bill get acquainted with the ins and outs of the "ole ball game".

Nick, in his spare time, is editing several huge volumes of sales, service and direction catalogues to be used when he takes over the reins out in Corinth. Have you a city directory, Nick?

Manager Young has had a system of bells, and buzzers, installed controlled from his desk. He may now call each member from his or her office without shouting his head off.

Joe Davies has been quite busy of late demonstrating and installing the Bendix Home Laundry.

A service school was held here on our third floor by representatives of Kelvinator, G. E. and Bendix. All service men attended. Pictures of the group were taken by Mr. Dudley of the Main Office. If they come out you probably can see them somewhere in this publication.

Several of the salesmen, Hammons, Young, Tracey, White, Nichols, attended a Bendix sales meeting in Waterville recently. Am told that chauffeur Nichols is a terribly slow driver !!!

Mr. Thompson's new service shop in the main stockroom is fully equipped and ready for troubles. He has air compressors, vacuum pumps, purging lines and all the necessary equipment to repair any and all refrigerators. He and Mr. Tupper are in close contact with one another via a loudspeaker system.

Tupper wonders if that SO² will travel up over those same wires. If it does, woe is us!! We will have to move again.

The car salesman won out and Grover has a Ford. It was either purchase one or sit up late every night and argue. Ruth sold him the idea to tie it up during the cold weather.

This fellow Mansur is giving the other contestants a run for their money in Hammons' folding money campaign. Guess the outcome will have to be fought out between him, Arnold and Wyman.

Mansur has had a desk type tel-
(To Page 18)

**Old Time Pictures
of
Milford
Employees**



Frank A. Randall of the Macwahoc Randalls, at the age of 21 went down to Old Town for three reasons, listed in order of importance: To court Emma D. Oakes, above; to get his first stand-up haircut; and to get his picture taken. A successful trip. Emma Oakes is now Mrs. Randall, and at the left are Effie and Harry, the Randall children. Harry now has two grown boys of his own.



Did you know him when? It's Albert H. Dunn at the left at the age of 20, now Station Operator at Milford. Just which movie star did you ask? And at top, Ruth Clark at the age of 3 makes the serious decision that Allen Cunningham is the boy for her. Now Mr. and Mrs. A. C. Allan is Assistant Operator at the Milford Station.



Life in the open for Harold F. Barnjum, meter reader at Old Town and friend Kenneth Wiley at right, while above Harold and cousin Ruth Russell, a forward looking pair. Or, shall we say "On the Rocks". Above the Ox-boys, Hilbert Anderson and Matilda Grant decide in 1922 that after all, she should become Mrs. Anderson. She said yes.



ephone installed in his basement office. He claims the wall type was too high for him.

What with the various demonstrations of electric ranges etc., that the different manufacturers supply our stock with, the crew here are getting well fed on samples of modern cookery. Arnold claims he can tell by the taste of the food just which make of range it was prepared on. Some of us have our own opinions on his ability to judge, however.

At this writing our Janitor Mr. Wentworth is confined to his home with some form of illness. We miss seeing the place thoroughly cleaned and dusted when we report each morning for work. Tracey's usual order to the "full crew" to clean up, greets us at seven o'clock.

Was Berry's (stockroom clerk) face red on a morning when the mercury was on the minus side of zero. He appeared at the office with ear muffs and extra heavy hunting frock. The next morning the thermometer showed a still lower reading, and he appeared with hat and overcoat. Didn't know, until he glanced at the recording thermometer near our store that it was so cold. Up to this time he hadn't thought much about it, but he quickly began to freeze after that chance look - claimed the morning before was colder, but figures don't lie when on a temperature recorder!!

Some few of us are eating a fresh fish taken through the ice. If last Sunday's luck holds up Grover and I will starve before the fly season. We each got one trout totaling two pounds (that's on the hoof), not dressed weight.

We have installed fourteen new fixtures at the "Kalamazo Direct to You" store, that is opening up on Central Street, adding 2800 watts to Reddy's every mounting load.

Bill Thompson took in the many sights at Greenville the 5th of this month. Enjoyed skating, skiing, and snowshoeing with the rest of the young bloods on the snow train. As usual Bill saw the funny side of everything and has entertained us ever since with side-splitting incidents seen enroute.

Monday the 13th of the month, Mr. Hammons chauffeured Arnold,

Davies, and Allen to Waterville to attend a Bendix sales and service school. A number of new gadgets were explained. Dinner was served at the Elmwood Hotel.

Wednesday, February 15th was somewhat slippery. Jeepers, Peepers, where's the guy who borrowed my Creepers?

That's All

Accounting Department

Mr. Sprague and Louise Clifford are back with us again after being gone for a week and a half.

Mr. and Mrs. Harmon Gibbons are receiving congratulations on the birth of a son, Harmon Leston,

Jr., born Saturday, February 11.

Newcomb Clark, one of the meter boys, has been home ill with pneumonia since February 9. At the last report, he was slightly improved, and we all wish him a speedy recovery.

Warren Blake is at it again. Once a year he may be seen at the Sportsmen's Club Show, popping balloons with his bow and arrow.

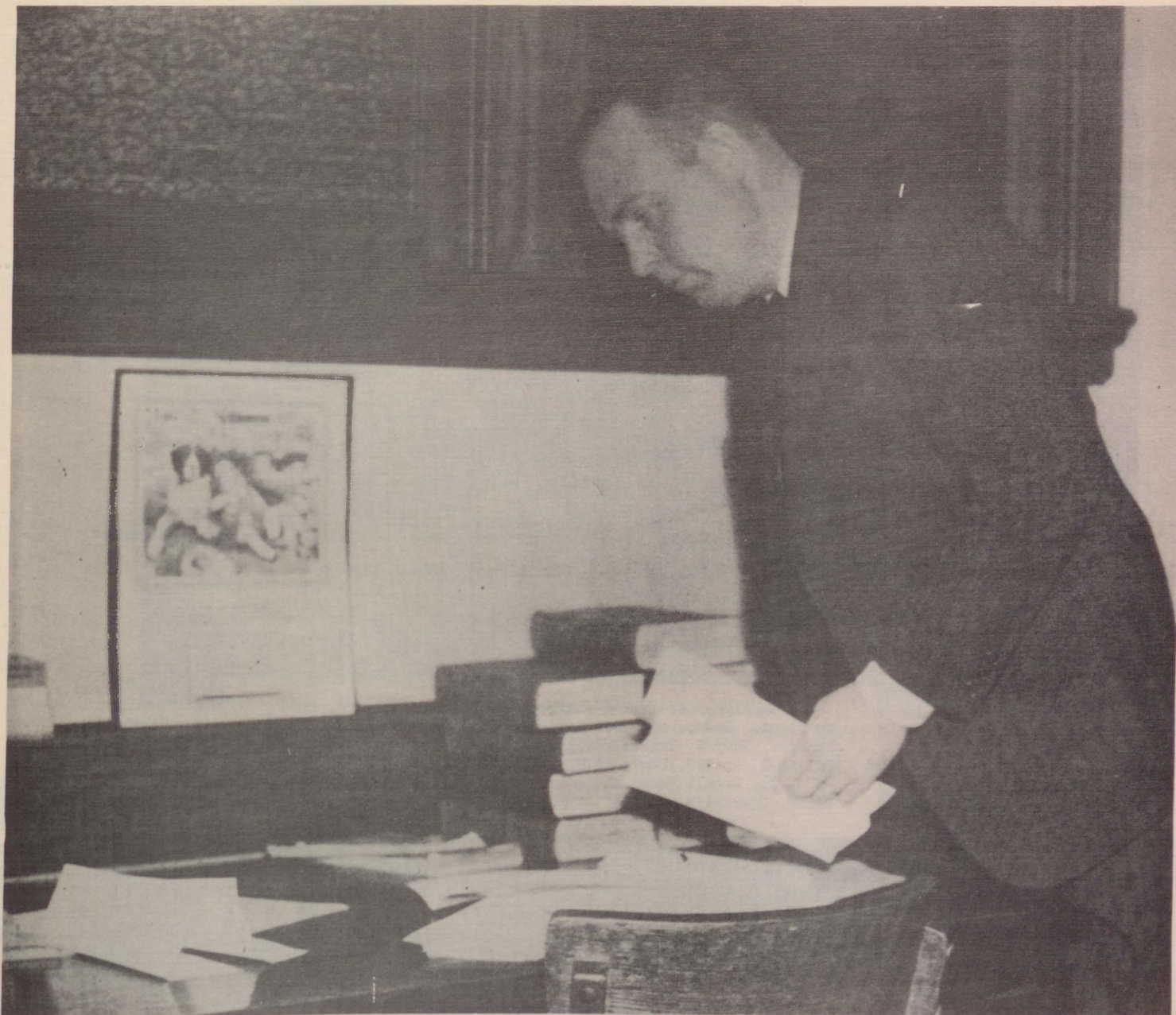
Conclusive Conclusion. "You mean, Liza, your husband got concussion of the brain in the accident, not conclusion of the brain." "No suh, Ah means conclusion ob 'de brain. He's daid."

Jolts and Jars. Eva: "Her strength was gained through a vibratory system-jolts, you know."

May: "And her beauty by means of jars."
—The Inventor.



Young Billy Sawyer, age 2, and the husky son of Alfred C. Sawyer on the opposite page. The shaggy pet is faithful Scamp.



Collection is his specialty. Most of the time of Alfred C. Sawyer, pictured above, is spent about town and nearby territory calling on customers whose accounts require special handling.



Thoroughly pleased with the new Bar Harbor store are, left to right: Hydro employees Sammel M. Frye, Gerard L. Austin, Manager, Mary G. Graham, Lillian F. Perry, Barbara L. Keene, Sylvia B. Austin, Lawrence F. Abbott, Barbara Stover, Ed Hall of G. E., Lowell Vose of Landers Frary & Clark and Earl J. Young, Commercial Manager of the Hydro.



Bangor Herald

Five Cents per copy

Grand Opening Of Bangor Hydro Electric Store In Perlinsky Block On Monday, February 13th

Home Economist And Representatives From The Manufacturers To Direct Opening

The new Bangor Hydro-Electric store which is located in the Mark Perlinsky block, formerly occupied by the Sunset Hotel and Restaurant, will have its grand opening on Monday, February 13, and the public is cordially invited to inspect this new ultra-modern electrical shop.

One of the most striking features on entering the store, is the dashing kitchen unit finished with a red background and decoratively trimmed in black. This unit will include the very latest in General Electrical equipment, - the new 1939 six cubic foot model Refrigerator, which was obtained for this opening ahead of the usual schedule; the much talked of Electric range, which everyone is finding such a convenience in the home nowadays; the new water heater; dish washer and work surface cabinet.

The sink, which has been installed with all kinds of drawers and cabinet space underneath, will feature the disposal unit which will take care of all kinds of left-overs from the table, depositing them through a grinding method, directly into the sewer. Plates can be scraped right into the sink, and bones can be ground just as easily as soft foods. Cabinets to hold dishes or spices, or any small knickknacks are direct-

ly over the range and refrigerator. The entire electrical display is finished in white enamel and this kitchen unit is the first to be shown in the Bangor Hydro shops. Emblazoned across the tops are the words, "Electricity Cuts the Cost of Better Living."

The new 1939 General Electric refrigerator with its silver and black streamline base, and white enamel finish contains the very latest in general storage space: frozen storage and fruit and vegetable storage. However the compartment that catches the eye is the new deep Cold Storage Tray which will hold as much as twelve pounds of meat and fowl at one time. This is covered with a separate cover which also can be used for a Cold Storage compartment. Gerard L. Austin, Manager of the Bar Harbor branch, stated that he was very fortunate in being able to obtain this model for the opening.

Other model refrigerators are also shown from the smallest size to the largest, with approximately twelve to choose from if one is interested. Directly down the center of the floor are two good sized tables on which will be shown every type of electrical appliance including the famous Kitchen Range Model genuine Silex, Vacuum cleaners, washing machines, ironers and radios will also be displayed. The new Bendix wash-

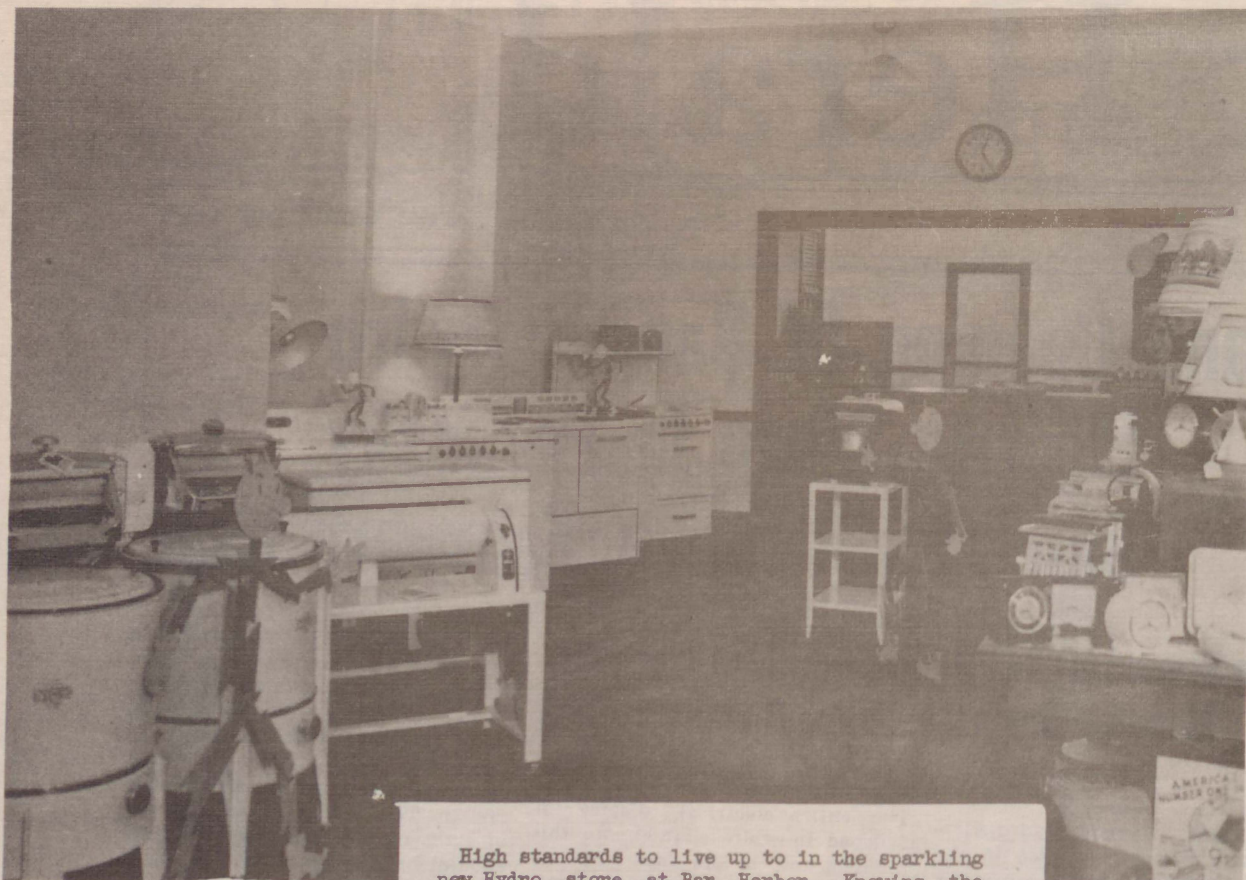
ing machine will be featured and the new Universal electric oven, which broils, bakes and roasts.

The beautiful display room, which is fully twice as large as their present quarters, is lighted with the most up-to-date lighting system. The average candle power of light in any office or building should be about 20 foot candles, however, the light metre registered thirty two feet in every department of the new store. The office space with a specially built customer's window extended across the front, is spacious and very attractive. The Manager's office leads directly off the display room.

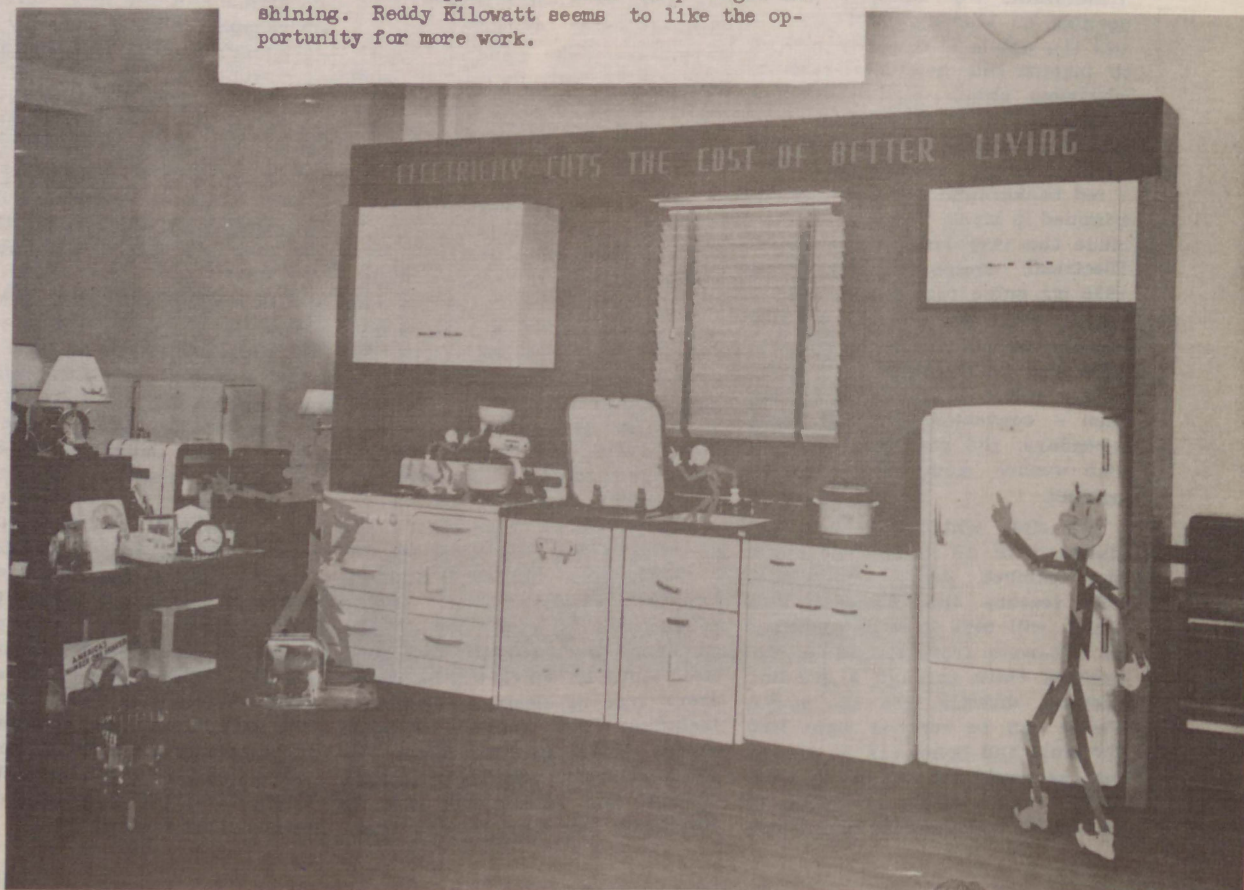
The entire store is finished with cream walls, corrugated, and the ceilings white, which add a finishing touch to the attractiveness of the store.

The basement, which was formerly the Grille room of the Sunset Hotel, will also be used as a display room, and later on for cooking school.

Miss Barbara Stover, Home Economist of the Bangor Hydro Stores and also Manufacturer's representatives will be on hand to explain in detail any electrical appliance which one is interested in. It is the purpose of the store in having this opening, not to try to sell a customer but to have him glean any information that he can get from these representatives who work direct from their company. The very latest ideas, as appearing in magazines all over the country, will be shown and a cordial invitation is extended to everyone to inspect this new shop.



High standards to live up to in the sparkling new Hydro store at Bar Harbor. Knowing the staff on the job there we feel pretty sure that the store and appliances will keep right on shining. Reddy Kilowatt seems to like the opportunity for more work.





(Tin type of two men in old car)

The man with cigar is Fred Grant of Prentiss, Mrs. Hilbert Anderson's uncle. The other man is Grant's friend, name unknown. The CAR is my reason for sending this picture.

Frank A. Randall

(Hilbert Anderson is Rackman at Milford)

THIS YOUNG LADY LIKES HER JOB

Miss Fernette Lincoln was graduated from Beal Business College in the class of 1938 and placed in the Ellsworth office of the Bangor Hydro-Electric Co. Later she was transferred to the office of the same company at Machias. A recent communication from Miss Lincoln is as follows:

Dear Mr. and Mrs. Hamlin:

I am cashier at the Bangor Hydro-Electric Company at Machias. Thanks to you folks for my training, and Mr. Hamlin's letter of recommendation to Mr. Gardner at Ellsworth.

I have a wonderful job, and, best of all, I like it better every day.

Many thanks to you both.

Sincerely

Fernette Lincoln.



MISS FERNETTE LINCOLN

of Pembroke, Maine, employed by the Bangor Hydro-Electric Company, Machias, Maine.

Why Reddy Kilowatt?



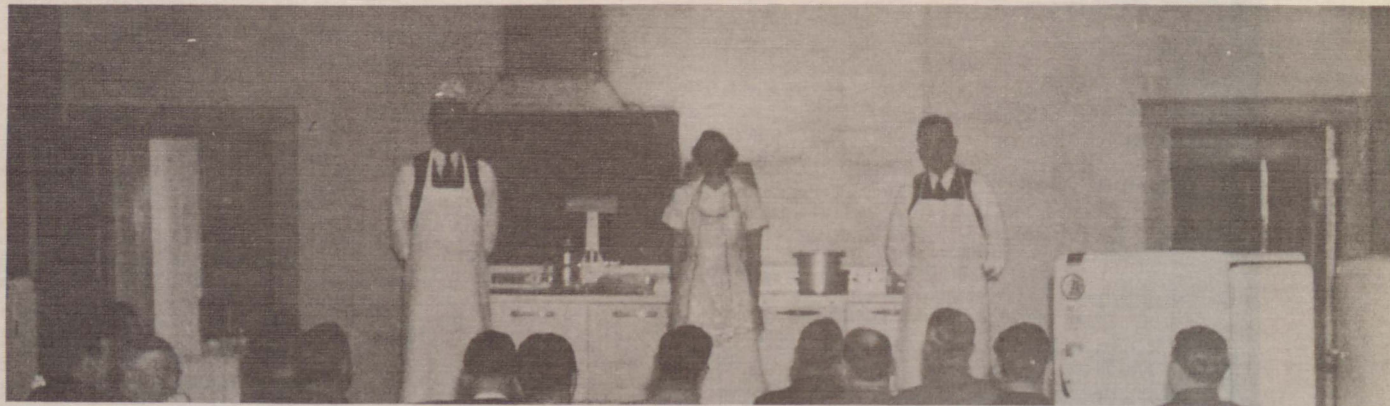
Volumes can be written on why Reddy Kilowatt has joined the Hydro. The most important reason is: Reddy Kilowatt the trade-mark and creator of Good-will.

You know the Dutch Girl with the big stick in her hand? Dutch Cleanser. The fox-terrier by the radio? Victor. The Red Star in a circle? Is that Texaco? The drop of coffee falling out of a cup? Maxwell House Coffee, "Good to the Last Drop". What is the Bon-Ami trad-mark? The baby chick by its broken shell. "Hasn't scratched yet".

And so on, many trade-marks immediately symbolize certain products. No words, just pictures. You don't know the manufacturers but you do know the products and what they do for you. That's the important factor.

However, until Reddy Kilowatt came into being, electricity, the most constantly used product in the house, had no trade-mark, no quickly recognizable symbol. The housewife is so accustomed to electricity that she is hardly conscious of pushing the button or turning the switch. She doesn't think of electricity. She thinks of heat, cold, light, radio and the many jobs electricity does for her.

It is natural therefore that this great industry should adopt a trade-mark or symbol of service. Reddy Kilowatt can help us tell our customers of the "Vanishing Light Bill". We no longer send them Light Bills but rather bills for the "Monthly Wages" of Reddy Kilowatt, their Electrical Servant who works day and night doing dozen of jobs, 365 days of the year.



Salesmen, top and center, at 31 Main Street at cooking school and demonstration of new General Electric ranges and refrigerators. On the platform, left to right, C. A. Reeves, G. E. Kitchen Specialist, Barbara Stover, Bangor Hydro home economist and Edward L. Hall, Bangor General Electric Branch Manager.

Below, Hydro Servicemen absorbing much new information at a 31 Main Street meeting. They seem to enjoy it.

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.

WHO PUTS UP THE MONEY TO RUN A BUSINESS?

THE TRUCKMAN who buys a truck and starts his own business probably uses his own savings to finance his business. He might use money that he has in the bank or, if he owns his house, he might borrow the money and give a mortgage on his house as security for the loan. Or he might persuade a friend or a relative to chip in part of the money and to share in the business as a silent partner.

Sometimes two or three men will pool their savings and go into business together. Many printing shops start with a partnership arrangement between a man who has learned the printing trade and another man who knows how to sell. Each man puts up part of the money needed to start and each owns part of the business. The salesman gets the orders, the printer does the printing and they share in the profits if there are any profits.

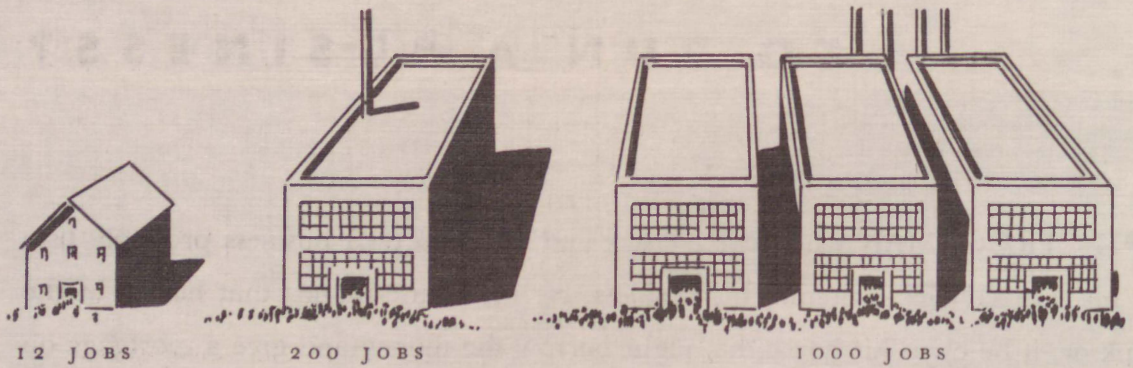
Most businesses are started like that and, if they succeed but remain small, are owned entirely by the men who put up the original money.

SOMEBODY MUST PUT UP MONEY TO MAKE JOBS

As a business grows, it is necessary for the owners to plan and prepare for growth. They may need to enlarge the factory or build a new one and install bigger or more

modern equipment. They may feel confident that growing profits will eventually pay for the expense, but the equipment and buildings must be paid for before profits can be earned. So considerable money must be obtained before the plans for expansion can be carried out.

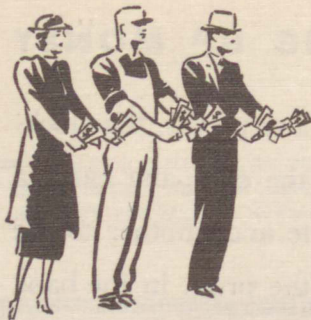
Furthermore, when new equipment is installed, it must be operated for a while before goods can be delivered and paid for, so money must be obtained in the meantime to pay wages and to pay for materials.



The owners of a growing business get their money by exactly the same procedure that the truckman followed to get money to start his business. The owners of the growing business sign a mortgage and, in addition, take in silent partners. But they need more money than they can get from friends and more than they can get by mortgaging a house:

THE PUBLIC PUTS UP THE MONEY TO BUILD BUSINESS

So they go to an investment house and sign a mortgage on their land, buildings and machinery. The investment house takes the mortgage and lends them the money to construct new buildings and to equip them. Then the investment house gets a



lot of people to buy parts of the mortgage. These people chip in a few hundred dollars apiece, and each one gets a certificate which is called a bond and which represents his part of the mortgage. Some people may buy more than one bond. The business must pay interest on these bonds and, if it fails to pay the interest, the bondholders

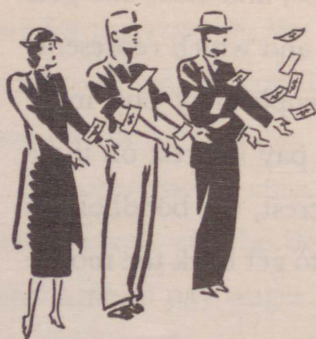
can take over the land, buildings and machinery and sell them to get back the money that they loaned on the mortgage.

THE PUBLIC SUPPLIES THE MONEY TO PAY WAGES

After getting the loan on the mortgage, the owners of the business are able to put up new buildings. But they may need more money to pay for the additional materials and the extra employees that are required for the bigger business. So they go back to the investment house and say that they want silent partners who can put some money into the business. The investment house finds a lot of people who want to buy a part of a business and collects a hundred dollars (or perhaps fifty dollars) from each person. The investment house gives, in exchange, a certificate of stock which represents part ownership in the business. Some people may buy ten shares or a hundred shares of the business. The money received is then put in the bank for the company to use to buy materials and to pay wages and other expenses.

Each share of stock entitles its holder to one equal share in the profits of the business, and to one vote at the annual election of directors of the company. When these shares of stock are issued, the original owners of the business lose ownership. They can, and undoubtedly will, buy some of the new stock, and for each share of stock they buy they are entitled to one share in the business, one equal share of the profits and one vote at the election.

THE PUBLIC MUST BE PAID FOR PUTTING UP MONEY



If the company doesn't earn any profits, the stockholders won't get any money. If the company earns a profit, it will pay a tax to the state and another to the federal government, put some of the profit in the bank for a rainy day and divide the remainder among the stockholders. Each person who holds one share of stock will get one equal share of the profits paid. The share of profits paid to the stockholders is called a dividend.

By buying shares of stock with savings, it is possible for a man or a woman to buy a small part of one business while working for another business. By this means, twelve million American people have acquired part ownership in many large businesses, such as General Foods Corporation (which is owned by 66,000 men and women who have one or more shares of stock) and General Motors Corporation (which is not owned by Mr. Sloan or Mr. Knudsen but by 350,000 men and women who have one or more shares of stock).

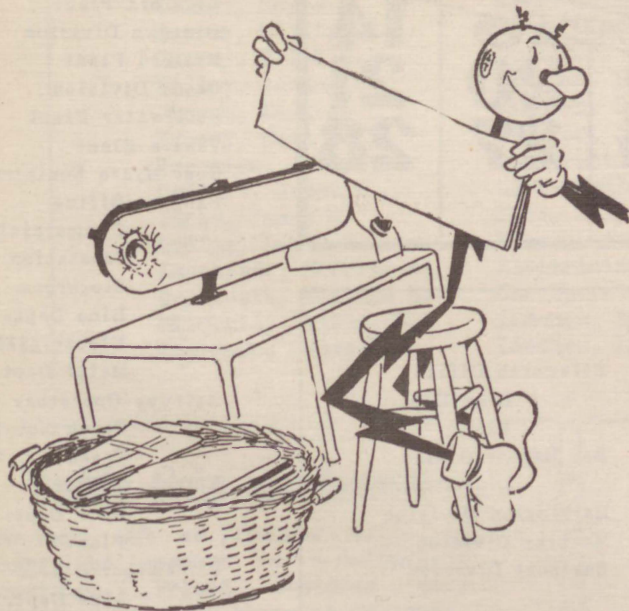


EMPLOYEE AND BUSINESS MAN

Bondholders do not share in the ownership of business. A person who buys a bond merely lends money and doesn't buy any of the business. The bondholder doesn't share in the profits of the business, either. He receives a guaranteed interest on the money that he lends. If there are no profits, he gets his interest money just the same and the stockholder gets nothing. If the profits are big, the bondholder gets his regular interest and the stockholder gets the profit. If the business fails, the bondholder can sell the property and get all or part of his money back, but the stockholder may lose part or all of the money that he invested.

REDDY SPOKE OF ELECTRICAL SERVICE
IN RECENT SPECIAL STATE OF MAINE ISSUES
OF PORTLAND AND AUGUSTA NEWSPAPERS

taken risks great enough, by venturing
the assertion that investors may have
faults, without presuming by implica-



Reddy Kilowatt Your Electric Servant

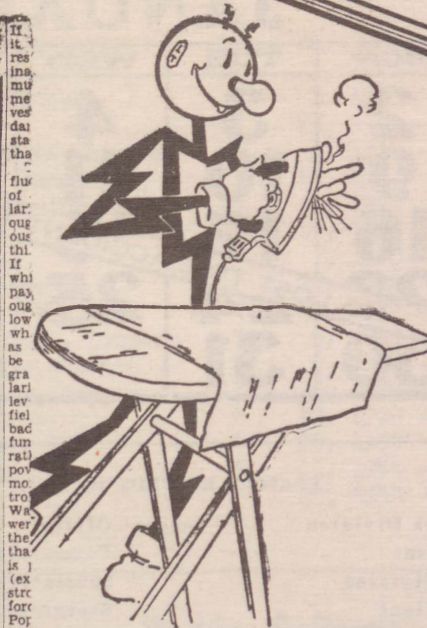
Nature may put up a particularly violent battle, a hurricane or a blizzard and, at such times, you know there might be trouble brewing but, under half normal conditions, you have quite naturally come to expect efficient electric service in your home twenty-four hours a day just as you expect daylight and fresh air.

When you come right down to it, you buy electricity, not for itself but for the many daily household tasks it will do for you. Electricity comes in your "servant's entrance" and immediately goes to work; cleaning, heating, cooling, cooking, lighting, washing and ironing and even giving you entertainment; necessities, conveniences and luxuries.

Think of the number of servants it would take to do the same amount of work as easily, efficiently and economically. Really a dozen servants all in one and at extremely modest wages. . . . Reddy Kilowatt, Your Electric Servant.

The Bangor Hydro-Electric Company

Main offices, 33 State St.
BANGOR, MAINE



Your Electrical Servant

particularly violent battle, a hurricane or a blizzard and, at such times, you know there might be trouble brewing but, under half normal conditions, you have quite naturally come to expect efficient electric service in your home twenty-four hours a day just as you expect daylight and fresh air.

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THE BANGOR HYDRO-ELECTRIC COMPANY

Safety Record For The Month

THE BANGOR HYDRO - ELECTRIC COMPANY

1939		JANUARY					LAST MONTH
SUN	MON	TUE	WED	THU	FRI	SAT	
1	2	3	4	5	6	7	
8	9	10	11	12	13	14	
15	16	17	18	19	20	21	
22	23	24	25	26	27	28	
29	30	31					

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

PERFECT RECORDS TO DATE FOR 1939

Millinocket Division	Bangor Office	Ellsworth Office
Medway Plant	" Commercial	" Line Dept.
Lincoln Division	" Substation	" Plant
Stanford Plant	" Stockroom	Bar Harbor Office
Oldtown Division	" Line Dept.	" Line Dept.
Milford Plant	" Electricians	Harrington Division
Orono Division	" Meter Dept	Machias Division
Stillwater Plant	Railway Operators	Eastport Division
Veazie Plant	" Track No. 1	
Gen. Hydro Equipment	" Track No. 2	

SCORED AGAINST THIS MONTH

Jan. 10.
Railway Car Barn

JANUARY ~ 1939						
SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8		10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	Full M. 5th	Last Q. 12th	New 20th	

Veterans Service List

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

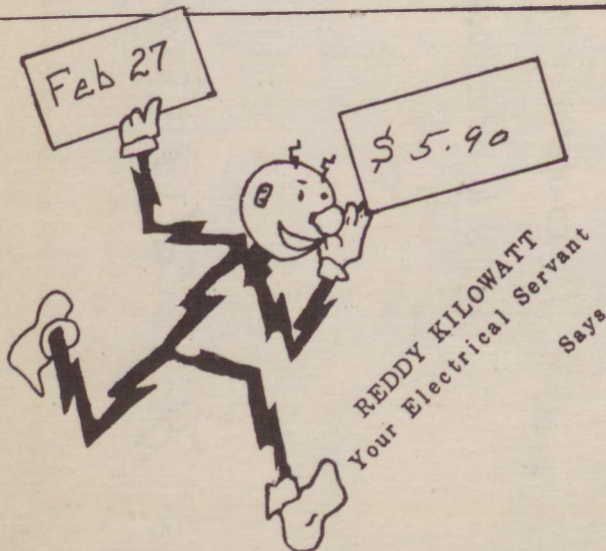
Employee	Position	Date. Years.
Puffer, C. Wallace	Inspector, Car House, Bangor	Feb. 16, 1903 - 36
Austin, Sylvia B.	Cashier, Bar Harbor	" 1, 1911 - 28
Wray, William R.	Lighting Manager, Bangor	" 1, 1911 - 28
Graham, Edward M.	President, Bangor	" 23, 1913 - 26
Tolman, Roy J.	Electrician, Car House, Bangor	" 5, 1918 - 21
Harper, William C.	Chief Electrician, Bangor	" 16, 1921 - 18
Shorey, Ralph E.	Operator, Veazie Station	" 15, 1923 - 16
Wiley, Ackley E.	Lineman, Bangor	" 15, 1927 - 12
Jipson, Earl J.	Lineman, Lincoln	" 1, 1928 - 11
Tracey, Hugh T.	Manager, Bangor Store	" 27, 1928 - 11
Fournier, Joseph	Construction Supt., Bangor	" 2, 1929 - 10
Coltart, Janet M.	Clerk Collection Dept., Bangor	" 4, 1929 - 10
Parks, James E.	Elec. Helper, Veazie Station	" 9, 1929 - 10
Goding, Lewis A.	Electrician's Helper, Bangor	" 20, 1929 - 10
Lancaster, Merritt A.	Electrician, Bangor	" 27, 1929 - 10
Collicutt, Millage H.	Car Operator, Bangor	" 23, 1930 - 8
Mitchell, Halsen, E.	Lineman, Bar Harbor	" 1, 1934 - 5
Sturgeon, LeRoy L.	Lineman, Lincoln	" 20, 1934 - 5

Reddy Gets an Answer

He went out as pictured below to carry the message to a delinquent customer. Friend customer very kindly replied in rhyme as follows:

"I've figured out by March the fourth

The very last date it will be
On that day, if not before
You will get your
Back pay from me."

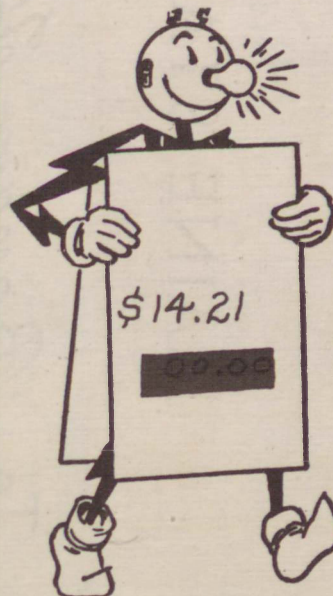


"I've worked for you with all my might
And never complained day or night
But here's the DATE that I'll be THROUGH
Unless I get my back pay from you

Reddy Collects

GERARD AUSTIN puts Reddy Kilowatt to work collecting some long past-due accounts. As pictured above, Reddy went to Boston on Gerard's collection letter to one of the Island's summer residents. Reddy brought home the cash and the customer's "thanks for Hydro service and unusually courteous treatment."

SAYS MANAGER AUSTIN On February 21st, "we hope that some more of our summer customers will be affected the same way."



This amount is way past due
For all the work I've done for you

REDDY KILOWATT
Your Electrical Servant

THIS CERTIFICATE OF MERIT PIONEERS IN SAFETY

is awarded by

FOURTH DISTRICT HIGHWAY SAFETY DIVISION

of the

MAINE STATE POLICE, BANGOR, MAINE

To *Bangor Hydro-Electric Co., Bangor, Me.*

for co-operation in maintaining equipment, safety in operation, and outstanding efforts to reduce death tolls, personal injury and property damage on the streets and Public Highways during 1938

Sgt. *Harold B. Carson*

4TH DISTRICT SAFETY DIRECTOR



Lt.

J. Colby Warchuck

COMMANDING OFFICER