

10-1938

## Bangor Hydro Electric News: October 1938: Volume 8, No.10: Bangor Meter Readers Issue

Bangor Hydro Electric Company

Follow this and additional works at: [http://digicom.bpl.lib.me.us/bangorhydro\\_news](http://digicom.bpl.lib.me.us/bangorhydro_news)

---

### Recommended Citation

Bangor Hydro Electric Company, "Bangor Hydro Electric News: October 1938: Volume 8, No.10: Bangor Meter Readers Issue" (1938). *Bangor Hydro Electric News*. 22.  
[http://digicom.bpl.lib.me.us/bangorhydro\\_news/22](http://digicom.bpl.lib.me.us/bangorhydro_news/22)

This Article is brought to you for free and open access by the Bangor Hydro Electric Company at Bangor Community: Digital Commons@bpl. It has been accepted for inclusion in Bangor Hydro Electric News by an authorized administrator of Bangor Community: Digital Commons@bpl. For more information, please contact [ccoombs@bpl.lib.me.us](mailto:ccoombs@bpl.lib.me.us).



# BANGOR HYDRO-ELECTRIC NEWS

OCTOBER, 1938  
VOLUME VII NUMBER 10

HEY FELLOWS  
PLEASE TURN AROUND  
AND SMILE

THIS ISSUE DEDICATED TO BANGOR METER READERS







AUTUMN



WHAT DO YOU WANT IN THE HYDRO NEWS?

Like any magazine or newspaper staff, the Editors of the Hydro News want to publish the kind of articles and photographs that are of most interest to its readers. It is difficult to classify all articles but the following outline will give you something to check, showing us what you prefer in the News. And of particular value will be your own original suggestions for future issues of the News.

PLEASE CHECK YOUR PREFERENCES AND TURN THIS SHEET OVER TO YOUR DEPARTMENT HEAD OR MANAGER NOT LATER THAN NOVEMBER 10th. PLEASE!

I PREFER:

Personal items on employees of all divisions .....

Business articles on:

Policies and departmental activities of BHE CO.....  
(Example: Current article on meter readers)

General business articles .....  
(Example: "Current Article" "Who are Business Men")

Articles of community improvement in your own home towns .....  
(What other towns have done)

Articles on safety programs .....

Miscellaneous articles by employees on: Photographs of:

Hunting experiences ..... Bangor Hydro employees .....

Fishing experiences ..... Employees' families .....

Winter sports experiences ..... Scenic views in Maine .....

Competition by employees on: Company properties .....

Amateur photography .....

Business suggestions for BHE CO.....

Special suggestions not covered above:

Signed .....

Address .....



---

# H Y D R O N E W S

---

---

*Contents for October, 1938*

---

## ARTICLES

	Page
Editorial: He's My Partner . . . . .	4
He's My Customer . . . . .	5, 6
State Safety Conference . . . . .	14
Essentials for Getting Along . . . . .	17
Old Man Winter . . . . .	19
Who are Business Men? . . . . .	20, 21, 22

## NEWS AND PERSONALS

Machias, Ellsworth, Eastport, Harrington, Bar Harbor, Lincoln . . . . .	8
Orono, Millinocket, Milford, Old Town . . . . .	10
Main Street Observer . . . . .	11
Second Floor . . . . .	14
Electrical Department, Gerard Austin honored . . . . .	16

## MISCELLANY

Reddy Kilowatt Cashier Cards . . . . .	18
Veteran's Service List . . . . .	Inside Back Cover
Safety Message; Mine's a Swell Job . . . . .	Back Cover

---

*Published by and for the Employees of the Bangor Hydro-Electric Company*

---



---

# EDITORIAL

---

## • “He’s my partner” •

Few are the companies with an average of 400 on the payroll that can point to over 11.5% who have rounded over a quarter of century of service and then over 43.25% who have turned the ten year corner. Your Company can.

This impressive group of partners have influenced business from Eastport to Millinocket. They have learned many of the heartaches and many of the joys of their fellow workers in this division or that department. They have been through the mill; have come up through the ranks. They have gathered invaluable experience; absorbed boundless information.

And the 181 youngsters in service, partners for less than ten years? 45.25% is a very substantial proportion. They too, have acquired much practical experience, much workaday knowledge, much back ground and business confidence through association with the older and more experienced.

BUT, and it is this BUT that has inspired this editorial. Do each and every one of these partners in business appreciate the importance of the next man's job or the next woman's job and what those jobs, well done, really mean to their own?

The more you know about the other fellow's job, and his daily responsibilities, the more you respect him personally. As YOU know HIS job better, YOU know HIM better. You are partners in business. This spirit, universal and vital within your own ranks, cannot other than have an important influence on YOU and ME and on ... YOUR CUSTOMERS.

---



# He's My Customer

Arthur Dearborn, the other day as we passed Ralph Dunn on the street in Bangor, said to me, "He's my customer". Arthur Dearborn, one of the seven Bangor Hydro meter readers in the Bangor Division and Ralph Dunn, a local retailer who home is on State Street.

"He's my customer" was a very significant remark coming as it did from Dearborn. It showed that he was not thinking of that meter he had just read on State Street, as just one more meter, but rather as his particular, special and personal contact with a customer of the Bangor Hydro. And possibly Dearborn realized that if he could be on as friendly terms with every one of his customers as he was with Mr. Dunn then life would be pretty pleasant and his job secure with the Company. There's more than just reading a meter in being a meter reader.

Well, what's so important about that; being on good terms with Mr. Dunn, Mr. Brown or Mr. Curtis. We'll admit that ONE customer, friendly or hostile, will not make or break the Bangor Hydro or any other substantial organization. BUT, if that were the basis on which we all worked, namely, disregard of each individual customer, we'd soon find ourselves feeling that way about all of our customers. What a situation Dearborn would have if every customer on the various meter routes "saw red" every time they say him turning up to read meters. You can picture the job that the readers that follow Dearborn would have in restoring peace in these customer-families.

Mr. Dunn, however, is not the only friend that Dearborn, or the other meter readers have in the family, for, on most calls, it is Mrs. Dunn that has a few remarks to pass before or after the meter is read. Possibly only a casual remark about the weather or maybe a

comment on the way her hot water heater is behaving; possibly not just as it should be. And not infrequently Dearborn lands just in time to give a lift on a bucket of coal or some other household task. Those little things are appreciated by the lady of the house.

## "Those Electric Men"

To young Bill Dunn, Dearborn and the other meter readers are just "those electric men". Young Bill likes to help read the meter and chest himself on how much he knows about electricity, aeroplanes, and radio. Great boy and he makes some pals of "those electric men". For the first few months, Bill's dog, Teddy, however, seemed to resent their familiarity with the family and to suspect the real purpose of their knowledge of the layout of the house, and cellar, and shed, but his welcome now is accompanied by a perpetual - motion tail and a friendly come - in bark. Meter readers certainly have to know dog as well as human nature. Never do to be scared of dogs. Occasionally, a claim for dog-torn clothing. Occasionally, medical treatment where teeth met skin. It is, you see, extremely important that each meter reader appreciate the fact that he is an influential link in the chain of company-customer relations, whether meter reading is his full-time work or just part-time as in some division offices of the Hydro. When you get right down to it, all of our pay checks come from meter readers' customers and the meter readers are the men that see these customers every month. Pretty important as "ambassadors of good will" for the rest of us.

And do you know that the average individual forms his opinions from talking with one man? Maybe Mr. Meter Reader is that one man. Possibly what they are talking about is the Bangor Hydro. Think that one over.

## A Cinch

How often have you heard someone employed indoors all day and all year say "Don't those meter readers have a cinch; outdoors

All the time, seeing a lot of people meeting friends on the street, standing around talking and looking in the store windows".

To which, Mr. Meter Reader will probably reply, "Oh Yeah?" He will

admit that on a lot of nice fresh spring days that it is pretty much of a treat to be out in the open. Plenty of cool summer days that he's glad to be out doors. And some of these crisp fall days are swell and it is sort of nice to be on the loose, as it were.

But, ask him about those delightful spring days when it rains, and then pours, then drowns; some of these days when the mud is over the shoe tops also have added significance when in a quick jump to get in out of the rain he forgets and lands his number 12 mudloaded rubbers on Mrs. Customer's immaculate floor. Of course, a mistake, but, boy, was it raining.

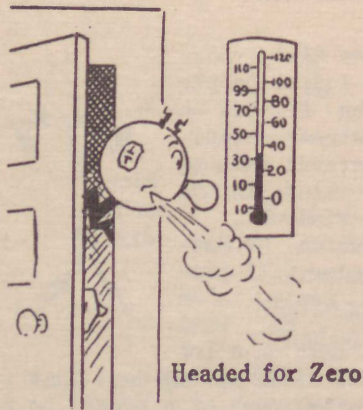
Ask him about those inspiring summer days when kindly Old Sol never dips below a hundred those days when inside-workers came back from lunch across the street and are so hot they are sorry for themselves, when they really ought to be sorry for the people who have to look at them. Or you might mention casual-

ly that fine long stretch of way below Zero when the wind howled days on end and the snow piled up and up and up. And remember snow drifts around some houses; most houses. Size it all up - Spring, Summer, Fall, Winter, out-doors 300 odd days of the year, and then friend wife wants to take a walk around the neighborhood on Sunday. (See Page 6



A minor adjustment





### 24,000 Calls

Yes, it's fun to get out for a walk. Would you like to keep walking? Sure, it's a pleasure to call on friends and have them call on you but do you Meter Reader-Enviars want to make 100 or more calls a day, 500 or more calls a week, 2,000 calls or more a month, and 24,000 or more calls a year? We all enjoy calls and callers, but ..... 24,000 a year?

It is necessary to pick meter readers by age, by height, by weight, or by disposition, for certainly they must have good cheerful, patient, and tolerant dispositions. If, however, a meter reader has all other necessary qualifications, and yet happens to be six foot three, he might as well face the fact that he is going to take more than one good stiff crack on the skull when he fails to notice that low doorway or forgets the rafters in the cellar. Did you ever fall

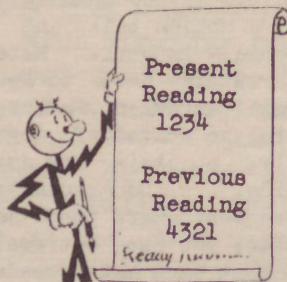


down the cellar stairs? You might ask one of the Meter Readers how the pot of beans happened to tangle with him on one precipitous flight.

A meter reader too fat? Then he might as well reconcile himself first as last that he is going to move around boxes and barrels, bed springs and a heavier and bulkier miscellany to get his equally bulky self in position to read that meter. And then put them back where they came from. He better be a young man or at least have young ideas.

### Cautious and careful

And, must he be cautious and careful as a fire warden! You can picture what can happen in a dark cellar full of inflammables if the trusty flash light pops out and a careless match gets out of control. Rather hard to alibi tough evidence.



Nor can he be careless about the figures before him on the meter or the way he puts them down in the meter book, for there is a big difference on a customer's bill if he should report 4321 KWH instead of 1234 KWH, though they both add up the same. What a chance that would give a customarily friendly customer to repeat six months later, "Oh, you don't make mistakes, don't you? Well, do you remember when ....?" And so on into the night. From then on the slightest slip is a landslide as far as she is concerned. It is so much easier to keep in good graces than get back into good graces once you've made a fatal error.

In some houses it would be helpful if the meter readers had a sixth sense that would tell them the right door that leads to the cellar instead of bursting into a bedroom or bathroom or any room but the right room, when all the

doors look alike.

The meter readers have a good chance to play ball with the commercial department too as they spot a good prospect for a new electric range, a refrigerator or other appliance. Some valuable sales leads come in that way.

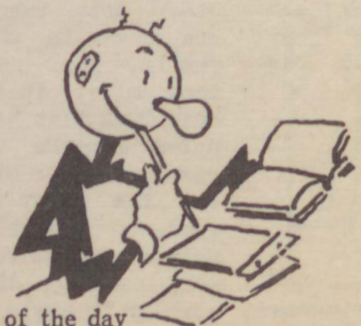
Additional duties attach themselves to meter readers in the outlying territory and in the smaller towns. Many accounts are "read and collect". Payment made at the time of reading is often far more convenient for the customer and time saving for the office. Accuracy in these dealings is even more important for Mr. Meter Reader is handling cash and receipting bills along with his other duties. And, with customers who are operating on prepayment meters, there is cash to be collected and receipts to be given.

The trail of a careless meter reader leads not only to troubles of his own but right on back through the billing department, the collection department, the commercial department ... in the final analysis, on through the whole Bangor Hydro-Electric Company.



### Credit where due

We don't mind saying that meter readers must measure up to a pretty strict set of specifications. They are the customers' men of the Electric Light and Power business. Give credit where credit is due.



### End of the day



## Machias News

Fernette Lincoln

Our Lamp Campaign is going very strong - thanks to Mr. Sylvester. Even though he is handicapped by his lame shoulder, he is selling a goodly number of lamps.

Mr. Crane has been recently enjoying his two weeks' vacation. He spent part of the time visiting his father in Gardner, and the remainder of his vacation at his camp in Whiting.

Among our visitors from Bangor this month were Mr. Graham, Mr. Young, Mr. Hall, Mr. Smith, Mr. Hammons, Mr. Thompson, Mr. Milton Vose, and Mr. Brown.

Mr. Kingsbury and his crew are working on the 33,000 volt line between East Machias and Whiting.

Mr. Dow and his crew have completed the repair work at the Ea. Machias Plant. It is now on its regular run.

## Ellsworth News Items

Alfreda Strout is on her vacation. She has been to Portland visiting friends and expects to spend the rest of this week in Bangor.

Roy Bragdon from the Church St. office, is also on his vacation, which started Monday.

Rosemary Danforth has been transferred from the Ellsworth office to the Bangor office for a short period and is now working in the bookkeeping department at the main office.

## Eastport News

H. J. Logan

Joe Kingsbury's crew have been working at Whiting, changing over the temporary line to the permanent. The Eastport crew have also been working there the past two weeks.

Mr. Logan is enjoying a week's vacation at his residence on Broadway.

Mr. Young, Mr. Smith and Mr. Hall called on us a short time recently to discuss the Lamp Campaign. "Scotty" is on top with Mr. Bowker second. We also have one hundred per cent workers in this division.

Mr. Cosseboom called on us a few hours this week.

## Harrington News

The employees of this division are very busy canvassing for the annual lamp campaign, and have so far made a very good showing.

We were very happy to have Mr. Graham, our President, accompanied by Mrs. Graham visit our store recently.

Miss Theolyn G. Stanley, Cashier, has returned to her duties after enjoying two weeks' vacation in Boston and New York.

The Harrington issue of the Bangor Hydro News have been very much appreciated by our customers, and after having distributed three extra lots, we are still unable to meet the demand. These have been read and mailed to all parts of the United States.

Mr. Earl Young, Commercial Manager, accompanied by Mr. Smith and Mr. Hall, representatives of The General Electric Company were recent callers at our store to discuss the annual lamp campaign.

Mr. Harper recently installed a scientific antenna at our store to eliminate radio interference and we can assure you that it is doing a wonderful job.

## Bar Harbor News

Halsen Mitchell and family are visiting in Skowhegan during his vacation. Lloyd Buzzell has taken over his duties in the Southwest Harbor District during his absence.

Mr. and Mrs. Lawrence Abbott are receiving congratulations on the birth of a son, Lawrence Frederick at the Mt. Desert Island Hospital, October 5th.

Mr. and Mrs. Jefferson Cosseboom are also receiving congratulations on the, October 11th, of a daughter, Grace Ardra.

A daughter, Judith Ellen, was born to Mr. and Mrs. Ellery Church at their home on October 10th. We all extend congratulations.

Ralph Fickett is enjoying his annual vacation from his duties in the Commercial Dept. He recently spent several days visiting in Skowhegan, accompanied by his family.

Mr. Haskell and Mr. Dole were recent visitors.

Roy Smith of G. E. and Earle

Young were visitors at our office October 18th in the interest of the lamp campaign.

Grant and Smith are at the Sub-Station for a few days filtering the large transformers.

## Lincoln Division News

H. V. Haskell

We were much pleased to have Mr. Sorenson call on his way up to Aroostook.

Mr. Sturgeon and Mr. Davis are hoping to shoot a deer a piece shortly.

Mr. and Mrs. Haskell accompanied by Mr. and Mrs. A. W. D. Moody attended the Freshman Parent-Student Day at Orono, October 15th, and reported a most enjoyable visit. Miss Gwendolyn Haskell and Miss Hope Moody are students in the Home Economics at the University.

Mr. Fernald from the Millinocket Office and Mr. Haskell were in Bangor recently on business.

The work is progressing rapidly on the Kingman Electric project.

Mr. Harvey Hanscom has purchased a house on the Lincoln Center Road. It is a very comfortable house and there is a marvellous view.

Mrs. Fiske was in Bangor recently on business.

Mr. John Whalen has been substituting for Mr. McIntyre, our meter reader, who has been having his vacation. Mr. McIntyre's mother-in-law has been very ill. We hope she will soon be in much improved health.

Our lamp campaign business has not been as brisk as in former years, but we hope shortly to report good sales. Our customers are much interested in the lamp special.

At this time, Mr. and Mrs. Earl Jipson are in Bangor with their daughter, Grace, who is on the danger list at the Eastern Maine General Hospital. We are all anxious for her speedy recovery.

The road crew have been widening Pleasant Street, in Lincoln. Four poles had to be moved.

Recent visitors to the office were: Mr. E. R. Webster, Mr. E. J. Young, Mr. Vose, Mr. Hall Dearborn, Mr. Dole, Mr. Kenneth Stetson, and Merle Joslin, Mr. Ed.

Continued on Page 10

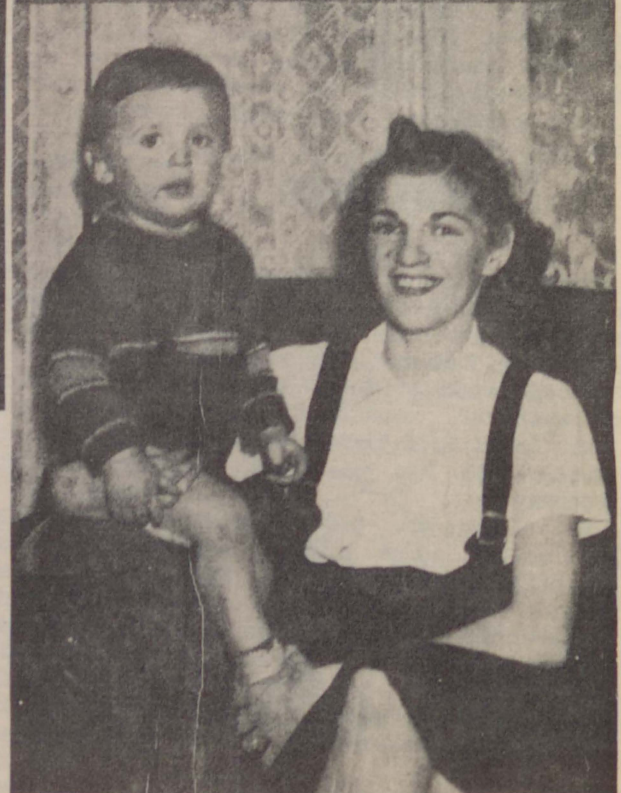




BELOW, James L. Perkins stands guard over his youthful family, his wife, the former Pauline Moore of Milford, Maine, and husky, young Richard, who at the ripe age of fifteen months, tips the scales at thirty-two pounds. Richard will be two years old next June 4th.



ABOVE, Chief Meter Reader, Elgin E. Field, offers smiling protection to his wife and serious minded little Mary Elizabeth. Serious because the picture was taken on October 24th, the day that she reached the mature age of eighteen months. Mrs. Field is the former Evelyn Joy of Hinckley, Maine.





AT THE RIGHT, Harmon L. Gibbons extends his blessing on an attractive trio. His wife, the former Glenys Cunningham of Brewer; son Frederick, age three on last July 9th, and Joan, age five



BELOW, Norman S. Landry gives evidence of his ability to support his charming wife, the former Lena Pelkey of South Brewer.



Hall and Mr. Smith from the General Electric Company and Mr. Dowhue with the Sunbeam appliances and Mr. George Libby from the Wetmore-Savage Company.

## Orono News

Miss Edith Fayle has returned from Boston where she spent her final week's vacation and Miss Mildred Willard, who substituted for her, has returned to her duties in the Old Town Office. Miss Fayle reports having seen much of the havoc wrought by the recent hurricane, especially in Southbridge, Mass., where her sister lives, and where three dams went out, flooding nearly the entire city.

Mr. Warren Grindle is confined to his home at this writing, having had a tumor removed from his forehead. Things don't look so good to Warren right now, in fact they don't look at all, as both eyes are buttoned right up.

Cards have been received in this office from Mr. and Mrs. Tom O'Connor, who are vacationing up Chester, Penn. Both seem to be having a most enjoyable time, especially Tom. After all, we are only young once, aren't we Tom?

Mrs. Claude Kittredge of Gadsden, Alabama, who has been visiting her father, Fred Cary, in Milford, called on us recently.

Other visitors in this division during recent weeks, were Mr. Smith, and Mr. Hall of the G. E. Company, Mr. Young and Mr. Hammons of the Bangor Hydro, and Mr. and Mrs. Clayton Jordan of Calais.

Six new Kelvinators were sold this week to Mr. John Magee, and have been installed in the Parkview Apartment House. Needless to say, the tenants are all very happy over this event.

## Millinocket News

Due to the increase in Lumens on our street light circuits, it was necessary for us to add another street lighting transformer in Millinocket. The circuits are now divided. The new tub was installed to operate on the ornamental circuit, the overhead circuit

is operated in the same manner as before, by a time clock. When this circuit closes, it automatically closes a controller on the ornamental circuit and by so doing this dispenses with another time switch. By the added timing equipment we feel that the Engineering Department not only from a standpoint of labor saving has made it possible for "Reddy Kilowatt" to be on the hob at the right time.

Earl J. Young accompanied by Ed Hall and Roy Smith of the General Electric Company called on us yesterday, giving us the highlights of the second part of the Lamp Campaign.

At this writing, the leader in the Millinocket Division of the Annual Lamp Campaign is Henry Jones. Last year, Henry carried off the Division Prize as well as earning a considerable amount of extra pocket change. I say, go to it, for every time I look at "Reddy Kilowatt: on my desk, it seems as though he was beckoning to me and saying, "Go as far as you like, you folks, fill the sockets and I will light the way, I never get tired." So it looks as if that were a challenge to the Non-Workers.

Among the recent callers were E. R. Webster, Hall Dearborn, and H. E. Hammons.

The Millinocket Line Crew assisted the Lincoln Crew in cutting over lines in Mattawamkeag due to the addition of circuits by the Kingman Power Company. In turn, the Lincoln Crew assisted our boys in removing the old discontinued street light circuit from East Millinocket to Dolby, also removing the old arms and fixtures.

## Milford and Old Town

F. A. Randall

Another month has slipped quietly away and gone into the discard without leaving any serious scars on the Company's affairs in this neck of woods.

Water in river at this writing, October 12th, at about the right pitch for our business and every-

thing moving serenely along.

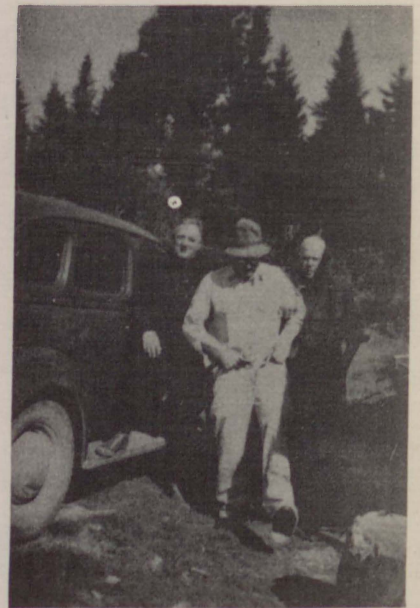
First heavy frost here Oct. 7.

Lamp Campaign in full swing.

Annual epidemic of hunters' fever now on.

Mr. and Mrs. O'Connor of the Old Town Office force and Mrs. O'Connor's mother (Mrs. Jessie Ray) left Monday, Oct. 10th, for a two-weeks; trip to Chester, Pa. Mrs. Ray plans to remain with her son's family in Chester during coming winter.

Edith Fayle returned from her vacation Oct. 10th and Roland Tait left on the same date for his annual period of relaxation. Not many more to go; Assistant Operator Cunningham plans to take the first week in November and Chris Reed and Hilbert Anderson will go as soon thereafter as the weather becomes cold enough so that large quantities of fresh meat can be kept safely.



LEFT TO RIGHT: V. A. Cunningham, Claude Kittredge, trying to get into his fishing trousers, and F. G. Cary.

Former Supt. C. A. Kittredge and his wife motored here a few weeks ago from their home in Gadsden, Ala. for a week's visit with relatives and friends. While here, Mr. Kittredge, Mr.

Continued on Page 11



Jary, Mr. V. A. Cunningham and Assistant Operator Allen Cunningham took a trip to Ripogenous and Frost Pond, staying at the latter place two nights and returning by way of Millinocket. They reported a very pleasant trip.

Junkins and Ching were here recently and installed a new cabinet for protection of our line 5 Glow Detector.

James Reed was off duty a few days last week on account of lack of work.

Hilbert Anderson has been washing windows, sweeping cobwebs and doing other jobs in the house-cleaning line.

Our line crew spent some time recently changing location of guy wires and anchors on line 5 between these two points all summer.

## Main Street Observer

Harry Allen

The Lamp Campaign is over and the deliveries are done. If the hurricane had held off a few days longer, the customers would have received their lights sooner. But Reddy says we did our best when they did arrive.

Probably you think it impossible to sell another bulb in this town. Come in the store any day now and see anywhere from six to a dozen sales made, good ones too to customers you overlooked. Try as you will, you can't get them all.

The service crew here are sporting new clothes. An all blue outfit with the Hydro insignia over the left shirt and blouse pockets.

Thompson is skipping around the territory nursing sick refrigerators, while the local doctors are on their vacations. At this writing he is in Eastport. The writer is relieving Tate in Old Town for a few days.

Arnold took several orders from local customers for wild fowl to be delivered upon his return from a day's venture into the alder swamps and deserted farms. Triumphant he returned with ONE partridge! Ah me!!

King has been boarding at the big house on the hill for three nights. Padded cell number seven

was assigned to him, while next door reposed his assistant Mr. Lancaster, late of the electrical crew. Thile there they rebuilt two large Edison bake ovens.

Salesman Ness is hot after the refrigerator sales. Says everyone should use an electric one, never gas.

Mutty and his dog are giving the birds the once over at present. Haven't seen any yet but he says he is having luck.

Roger Wood is now on the fourth floor, figuring out commissions percentages, quotas, etc.

Geo. Baughman is clerking in the store, and picking up some few lamp sale commissions.

The store crew have worn out one billing machine during this campaign. Every slip you local employees make out has to be put through the billing machine before it is delivered unless it's C.O.D. If the latter, it goes through after delivery. I wish I were able to trace one of those lamp sale slips from the time you make it out until it pays you your commission. It probably goes through a dozen hands and offices.

Baughman is ill at home. We hope to see him back shortly. Don King is clerking in his place.

Ruth Thomas is still living her vacation. She saw no end of sights up in Canada, had no trouble getting in or out, and smuggled nothing across.

Salesman Maddocks had a slight mishap a short while ago. His car and another bumped noses over in Brewer.

A local customer lost his meterator the first of this month. Some culprit cut the phone wires then removed the money catcher. Bet he won't get a key to it; we servicemen can't!

Mr. Nichols is back with us feeling like a three year old. (horse or egg?). That Orrington air certainly does one good if we are any judge.

Drop in sometime and see Tracey answer two phones at the same time. Nice work if you can do it.

Everyone in this department is wearing a red feather. A one hundred percent group to give to

the Community Chest Fund.

Miss Boober wants to form a women's rifle club. Anyone interested please confer with Winnie.

Marjorie Stevens just can't get used to this service department. To date she can't remember who is who or what appliances each man works on. The first hundred are the hardest Marjorie.

We have a young man in our department who has been all over this country, into northern and western Canada, via freight trains. He can relate his experiences by the hour and describes the conditions and scenery so that you can see them. He is William Martin, helper on the delivery truck.

Then if you wish to be guided around the Maine woods, climb Mt. Katahdin, or do a little canoe tilting, see Ken Brown. He also helps Davies on the deliveries. This lad is a member of the Red Cross Life Saving Crew, can break any hold you can apply on him under water and bring you safely ashore, or else.

Ashmore and car met with an accident recently which required the car to be tied up for two weeks. In the meantime he used Thompson's car. Bill in turn used Mr. Young's.

George White has given the basement a general overhauling. The bins have been rearranged and thoroughly dusted and everything put in order. Looks nice.

We have another new face in our department. Miss Barbara Stover is our new Home Economist, taking over the duties of Miss Callaghan who resigned early this Fall. Usually these cooks treat the personnel with a few dainty samples. We hope we don't have to wait much longer. Ahem!!

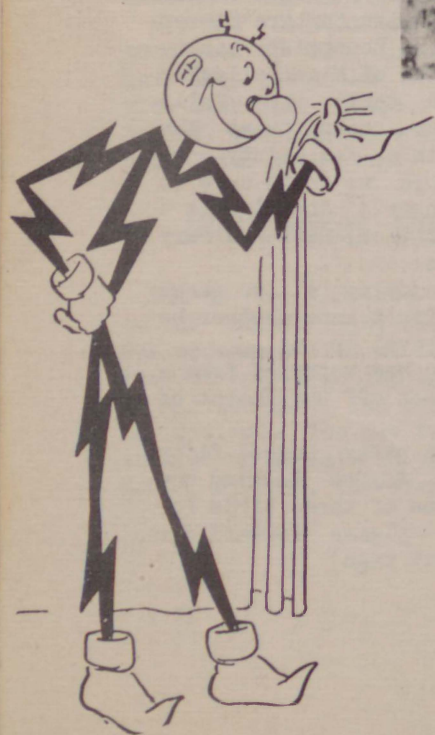
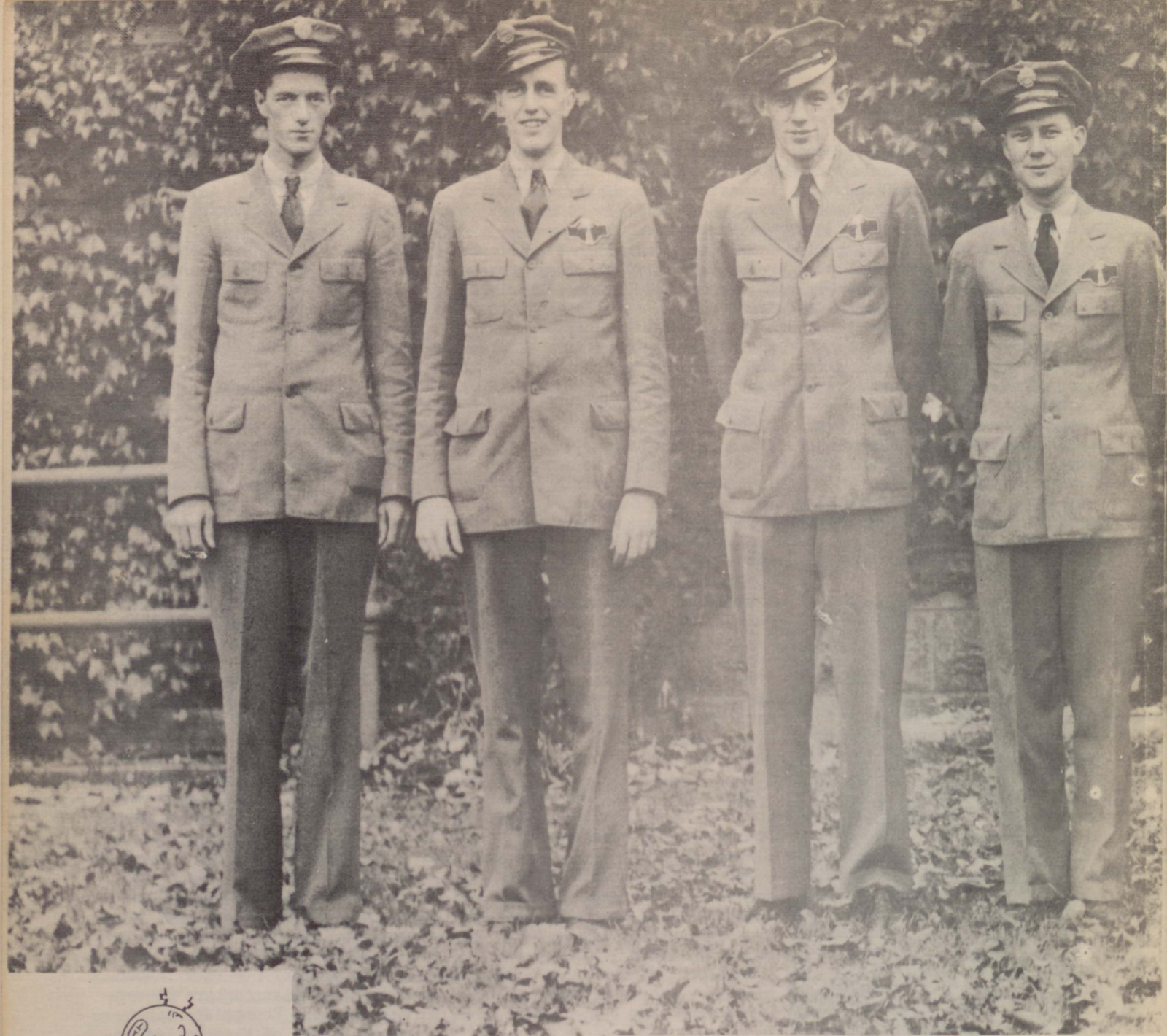
Baughman is back, after a very short illness.

King is enjoying a two weeks vacation. Don't know whether he intends to travel or not.

Roger Wood has returned from a days duck shoot off the shores of Eastport.

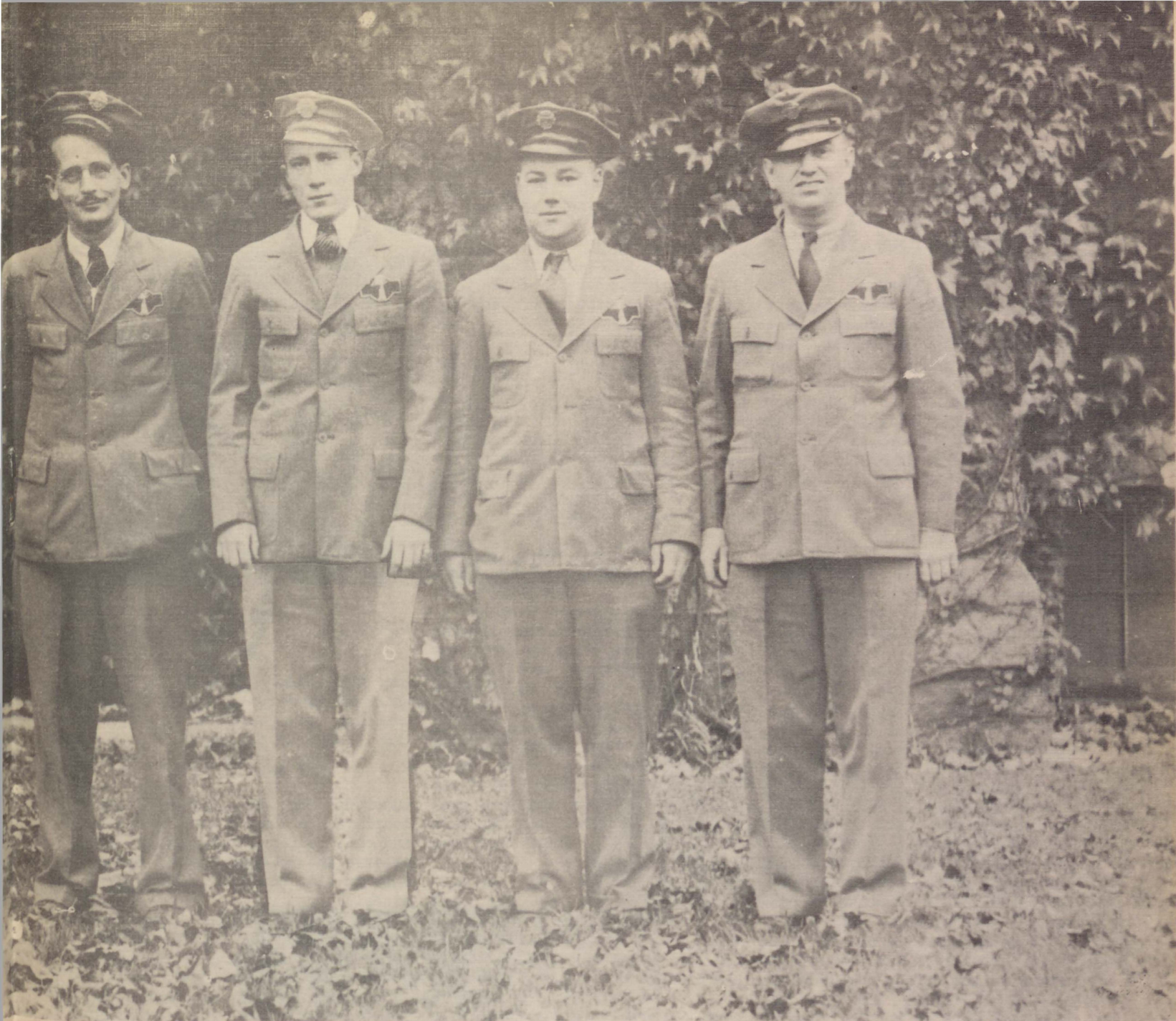
He and his party bagged fifty seven Coot. Anyone knowing how to prepare one of these birds for the palate, please forward dir-  
(See next page)





**MEET THE METER READERS  
OF THE BANGOR DIVISION OF  
THE BANGOR HYDRO-ELECTRIC**

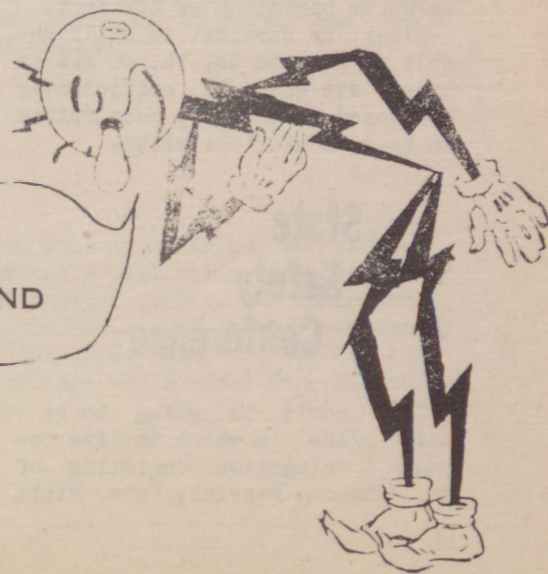




ABOVE, LEFT TO RIGHT

NEWCOMB F. CLARK  
 CLAIR J. MILLETT  
 MORRIS W. MACDONALD  
 ARTHUR W. DEARBORN  
 HARMON L. GIBBONS  
 REGINALD R. CLARK  
 NORMAN S. LANDRY  
 ELGIN E. FIELD

THANKS BOYS  
 FOR TURNING AROUND





ections to him.

That's all - I'm going hunting.

## Second Floor News

### General Files.

Florence Steeves, Alice Hackett and Catherine Buker spent a most enjoyable weekend in Calais, the guests of Mrs. Lois Barstow, who is Secretary to Mr. Murchie, our Attorney. While there, visits were made to Quoddy Village in Eastport, St. Stephens and St. Andrews in New Brunswick. The party also climbed Mt. Chamcook near St. Andrews where a wonderful view was had of all the surrounding country.

On the trip home Sunday night they were rewarded by the sight of three deer within a very short distance of the road. One can well imagine the excitement that prevailed.

Hunters on the second floor are making hunting trips all around the territory, but up to the present time - no luck.

Robert Graham is on his vacation, which is as usual being spent hunting the elusive deer.

Helen Dougherty, Sarah Noyes, Gertrude Havlir and Catherine Buker motored to Pittsfield one night recently and enjoyed one of the famous home cooked dinners for which the Lancy House is famous. A good time was had by all.

Glenna Bragdon is at her home in Sangerville, and expects to return to the office next week.

Louise Clifford has also returned to work after her recent visit to the Eastern Maine General Hospital, where she had to undergo an operation on her foot.

Albertina Bartlett is still unable to be with us, but we are in hopes she will be sufficiently recovered in the very near future to be back with the crowd.

## State Safety Conference

This world is going to be safer place in which to live because a delegation consisting of Mr. Johnson, Reaviel, Cole, Ellis

Webster and Dearborn went down to Portland to attend the State Safety Conference, Thursday and Friday, October 20th and 21st.

This was the eleventh annual conference of the Safety men and women of Maine, and was attended by a larger number of people than any of the previous conferences.

We noticed that most of the speakers and demonstrators avoided the word "Safety" and used the words "Accident Prevention" instead; also that there was less said about foremen and supervisors and more about the individual employees. Just as more responsibility is placed on the individuals, just so is more credit given them for having avoided or prevented accidents.

Mr. Johnson was very much impressed with the Red Cross First Aid talks and demonstrations. Dr. Adrian Scolten of Washington, D. C. was the principal speaker and the story that he told was the same that we get in our "First Aid" course so it must have been interesting and instructive. Mr. Johnson feels that we could all benefit greatly in our accident prevention if we would learn and follow these "First Aid Rules" because as they were presented by Dr. Scolten they were very simple to learn and very easy to follow.

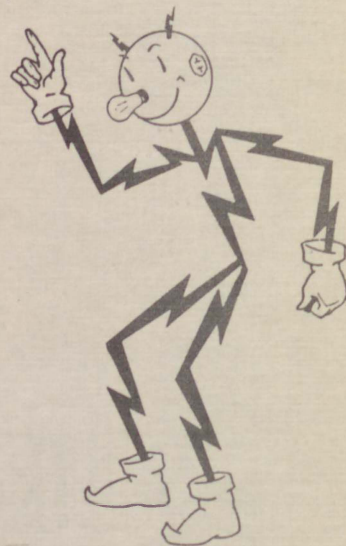
Mr. Cole feels that the outstanding feature was the last talk given at the conference which was by Frank W. Lovejoy of New York on the subject of "Merchandising Safety". It was one of those talks that you have to hear to appreciate. It was based on the idea that all of us who are in accident prevention work have something to sell and we need to get busy and sell it - to ourselves and to our friends.

Mr. Webster was very much interested in a skit put on by the pupils of Lincoln Senior High School, Portland, and called "Play Safe". This was a part of the highway safety program and was a very true picture of the lightning hazards sometimes caused by children at play. This presentation certainly supplied material from which we can draw in our endeavor to prevent these accidents to children which are now all together too frequent.

Mr. Reaviel was enthusiastic about the exhibits which were.

## HENRY A. JONES LINEMAN AT MILLINOCKET PASSES ON THIS SUGGESTION

"Mr. Lineman, Look at my gloves. I don't mind them when I am doing a dangerous job"



### WHY SHOULD YOU ?

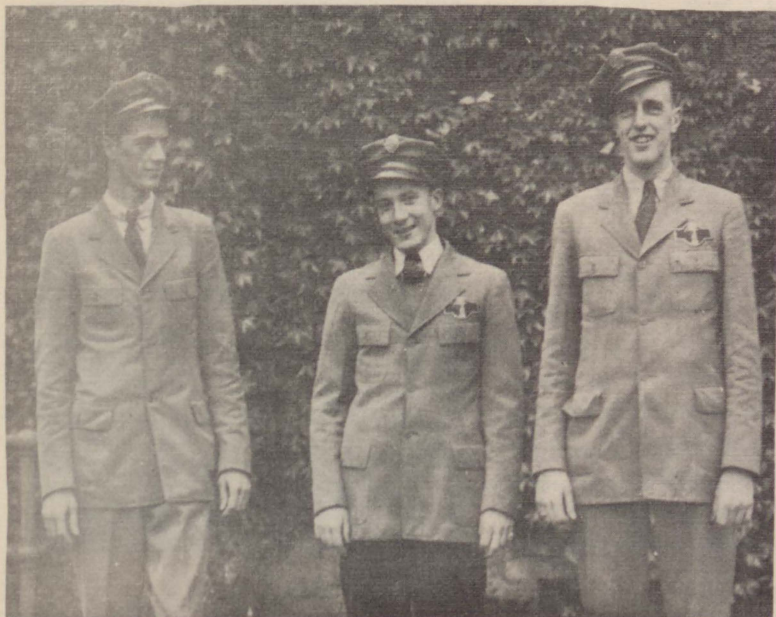
numerous and well planned and displayed a lot of new gadgets and old, a fine opportunity to observe the program that is being made in all sorts of safety devices.

"I was particularly impressed with the increased enthusiasm and interest and the large attendance at the meetings" said Mr. Ellis. "I can see a great improvement in the spirit of the whole program over the former conferences which I have attended. It looks like this safety work is getting some place."

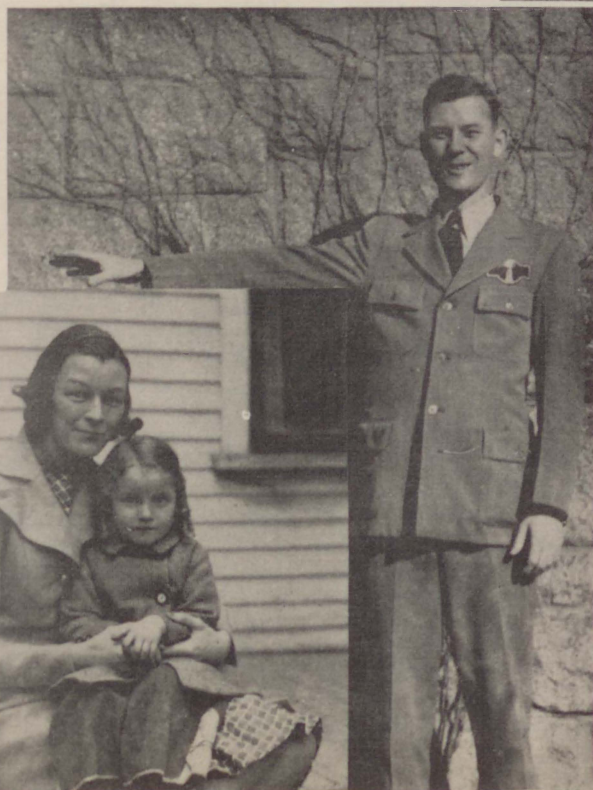
And, oh yes - Dearborn was up in the air with Warren H. Smith of the Boston and Maine Airways and so was all of his audience when he told the story of "Safety and the Airways". Another case where employer safety means customer safety and where customer safety means employer safety. They are doing a splendid job, these aviators, in keeping up the safety program in the air.

And, by the way, - there was a very interesting sound slide film presented through the courtesy of the International Association of  
(See next page)





Bachelors all, but from appearances contented with their lot as such. L. to R. Newcomb F Clark, Reginald R. Clark and Clair J. Millett.



UPPER RIGHT, Morris W. MacDonald beckons to his fellow meter readers; "Come over and meet the young lady who, until October 1st of this year, was Anna Vallence of Hastings, Florida, now Mrs. MacDonald.

And well might Arthur W. Dearborn extend a protecting arm over his attractive wife and daughter, Lorna Mae, aged three, last Jan. 28th. Mrs. Dearborn before her marriage was Eleanor Page of Bangor.



ONE VACATION IS OVER ...  
LIVE SAFELY AND ENJOY  
ANOTHER!

## DOUBLE PUNCHES

Electrical Inspection, called "Getting the Most Out of Electricity - Safely", a customer safety story, which we hope to arrange to show all of our fellow employees and their friends and some of our customers.

We all found out that the only way to get ahead in our accident prevention program is to do something about it and that means all of us.

### Electrical Department

W. C. Harper

The crew has been conspicuous for its absence this month. With some at Veazie, some at Ellsworth the filter crew out of town, and the general maintenance to look after, the Electrical Shop is closed most of the time. Material is arriving for the new #2 Generator at Ellsworth and soon we will be busy with the last minute preparations for putting it in service. No doubt the new machines at Veazie will soon claim some of our attention.

East Machias machine is again in service, after a month shut down for water wheel repairs.

As we sit at our desk we can now see the whole of the Armory (including the places where the wind blew the shingles off the roof two or three years ago), as they have cut down the five large elm and maple trees which grew on the bank.

Crews are now busy cutting the trunks up for firewood and burning the limbs.

Our big trailer has been on the road most of the time this Fall, between our own heavy hauling and that of road building operations. Littlefield says it is no fun to have flat tires on the trailer, stranded in a gravel pit 75 miles from home with a 40 ton load aboard. In fact he disliked the job so much that he had two or three men come from Bangor to Winslow to help him change the tire.

... Streetcars in Madrid, Spain, have mailboxes fastened to their sides. Any citizen may stop them and deposit his mail and be assured a speedy delivery to the main post office.

... In Paris passengers who are waiting for streetcars tear off little numbered slips hanging on the stop sign. When a car stops, the conductor calls out how many seats are available and passengers enter according to their number—in that way he who has waited the longest gets the first chance.

Mr. Gerard Austin,  
Manager Bar Harbor Division  
Elected Director  
Local Chamber of Commerce

Dr. Arthur A. Hauck, President of the University of Maine, and Ernest W. Mandeville, of New York head of the Agency handling Bar Harbor and Mount Desert Island publicity, were speakers here tonight at the annual meeting of the local Chamber of Commerce.

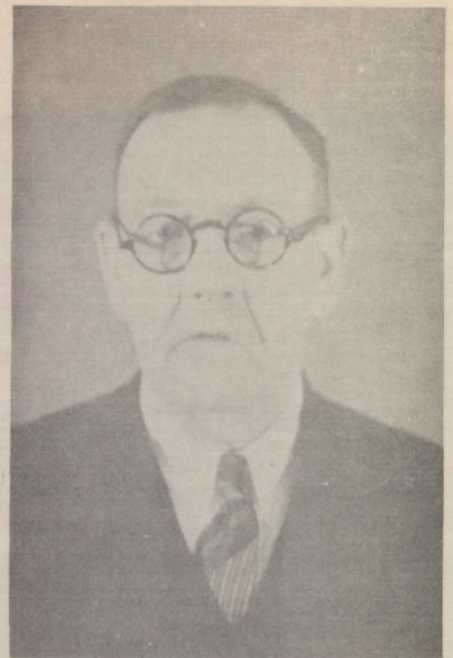
John Whitcomb, Gerard Austin and Ralph C. Masterman were elected directors for the coming year.

Dr. Hauck outlined his experience in Nazi Germany during the past summer. Mandeville recounted results of publicity work during the past year.

### Sudden Death of Bangor-Hydro Car Operator

Wm. J. Gott, Stricken by  
Heart Attack While on  
Duty, Last Night

William J. Gott, of Bangor, for 20 years in the employ of the



WILLIAM J. GOTT

Bangor Hydro - Electric Co. the most of that time as operator on the cars of the Old Town Division dropped dead of a heart attack, about 7:15 Friday night just after he had reached the Great Works Terminal.

He had telephoned from the I. G. A. Store there about some trouble with his car and a moment later collapsed. Dr. M. C. Madden, medical examiner, pronounced death due to natural causes. The body was taken to Craig's Funeral Home in Old Town.

Mr. Gott came to Bangor from Orland. For a number of years he went to sea, later was cook on the Ross & Howell tugboats and entered the employ of the Bangor Hydro-Electric Co. in 1918, where he had been ever since, much of that time as operator.

He was most highly regarded by all with whom he came in contact, kindly, efficient and courteous; and was a member of Oriental Lodge, I. O. O. F. and of the Bangor Hydro-Electric Relief Association.

Surviving are his wife, Mrs. Dorothy C. Gott, Proprietor of the Broadway Inn; two sons and relatives in Orland and Penobscot. All employees extend their sympathy to Mrs. Gott and family.



## ESSENTIALS FOR GETTING ALONG WITH ONESELF AND WITH OTHERS

---

To be able to face the daily requirements of life with equanimity and a confidence that one is equal to the challenge of the day, or at least capable of accepting defeat philosophically.

To be able to face realities, not run away from them through subterfuges . . . . .

To be able to take one's place in everyday life without more than occasional friction in relationships with other persons.

To be able to look with reasonable tolerance upon the annoyances which are inevitable in every life.

To want to win, but to be able to lose gracefully.

To cherish no grudges.

To seek advancement, but without feverish grasping for more wealth, power, fame or success than one has capacity to win or to use.

To be able to laugh at oneself, perhaps the greatest evidence of a well controlled mind.

To accord to others a right to their own viewpoints and ideas.

## BANGOR HYDRO-ELECTRIC COMPANY



"THANK YOU FOR MY WAGES

The longer I work

The lower my rate

So call me early

And Keep me late "

Reddy Kilowatt

Your Electrical Servant



"I suggest just for fun

Divide your bill by the jobs I've done

A hundred jobs both day and night

Each one at the cost of a little mite "

Reddy Kilowatt

Your Electrical Servant



I do lots of jobs besides furnishing light

I work all day....perhaps all night

The jobs I do are too numerous to count

But I do them all for a small amount "

Reddy Kilowatt

Your Electrical Servant



"I worked for you with all my might

And did my best both day and night

Lots of servants it sure would take

To do as much and keep awake "

Reddy Kilowatt

Your Electrical Servant



#### GETTING ACQUAINTED BY DEGREES

If you will look upon Reddy Kilowatt as an employee of our company the same as you and I, you will realize that he is up against the same problems that you and I met when we first took up our work with the Bangor Hydro.

It takes us a few weeks or a few months to get our feet on the ground. It takes coaching and instruction from older employees, trained and experienced in their work before we acquired the technique of our new jobs. It takes patience and above all an honest and fearless determination to put our best into the work assigned us.

This is the spirit with which Reddy Kilowatt has taken up his work with us. He is feeling his way along. Asking questions. Making decisions cautiously and only when he feels sure of his ground.

He has found in his work with other Public Utility Companies that a friendly word to customers when they come into an office or store to pay their monthly service bill creates a friendly feeling towards the cashier who accepts the money. That is a vitally important point of contact with the public..... that point at which they turn over to us their hard earned dollars.

The small cards that are illustrated on this page are now in course of preparation and will soon be distributed for Reddy to hold in his hand at the cashiers desk in each of our company stores. Reddy speaks in the printed word. Reddy is the Electrical Servant in the household. He works a good many Kilowatt-Hours each month before he receives his monthly wages from the customer at the cashier's desk.



# OUTSMART WINTER! OLD MAN

**O**LD MAN ACCIDENT is a smart old guy. So is Old Man Winter.

They're not only smart, but they're cruel. And the worst of it is, they're pals! When they get together, watch out!

They'll be holding their annual reunion any day now. And the main order of business will be hunching up new ways of causing traffic accidents. Nice fellows.

They have powerful weapons. Ice . . . snow . . . sleet . . . rain . . . more hours of darkness . . . gray, murky days . . . stuffy cars, with carbon monoxide seeping in. Best of all—human carelessness!

No wonder they do so well at killing people. It's their banner season. Why, one fifth of all the people killed in traffic accidents in the United States throughout the entire year die in November and December alone!

**YES, IT'S** a set-up for these two old meanies. Unless—

Unless we—all of us who are so vitally interested in safety—get good and sore about it and make up our minds that this year we'll outsmart these wise guys.

How?

It's easy. Just get across to all drivers (and pedestrians, too) that they must do two things:

First—be extra careful. Carefulness is poison to Old Man Accident and Old Man Winter. They can't take it.

Second—make sure all cars and trucks and busses are in tip-top shape for the winter. Good tires . . . chains when needed . . . windshield wipers working . . . good headlights . . . good brakes, properly equalized to help prevent skidding.

But, above all, **MORE CARE.**





---

"Bangor Hydro's Business Bulletin No.1 . 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 A R E B U S I N E S S M E N ?

**A** BUSINESS MAN is one who invests his own money in an enterprise which gives employment to other people or to himself.

A man who is paid by the Pride Fuel Company to drive a truck is an employee. If he saves enough money to start a trucking business for himself, he becomes a business man. To do that he will need enough money to rent or to buy a truck, to pay the expense of operation, and to feed and clothe himself until he gets enough business to keep him going.

When this truck driver becomes a business man, he is pretty much the same fellow that he was when he was employed by Mr. Pride. He looks the same, he



EMPLOYEE

buys in the same stores, has the same friends. If he was an earnest, honest worker for Mr. Pride, he will continue to be that. If he was a dependable and sympathetic friend, he will continue to be that. If he was the kind of fellow who took advantage of his friends, he probably will continue to take advantage of people.



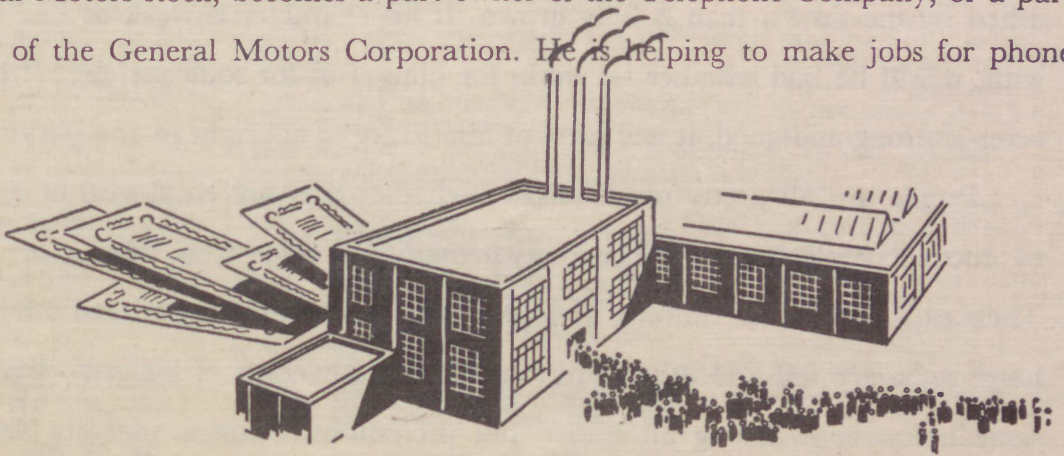
BUSINESS MAN



If a salesman in one of the Westbrook stores saves some money and opens a small store of his own, he becomes a business man. To do that, he will need enough money to buy fixtures and a stock of goods and to rent part of a building. He will have to risk his savings on the chance that he can find customers to buy his goods, so that he can eat and pay his bills. Therefore, his responsibilities will be greater than they were when he worked for somebody else, but otherwise he will be no different than he was before. He will be no more honest and no less honest, he will be no smarter, he will be no more friendly nor less friendly than he was when he worked for somebody else.

There are a great many men and women in America who go into business in another way. They don't start stores or factories or trucking businesses. They don't give up their jobs to go into business. They keep their jobs, but they invest their money in stocks or bonds and, thus, while working for one company, they help to finance other companies. By this method they invest their savings in a business, become owners of some small part of that business and risk their money with the hope of getting some profit. The money so invested helps to make jobs for other men and women and thus creates employment.

A man who buys one share of Telephone Company stock, or one share of General Motors stock, becomes a part owner of the Telephone Company, or a part owner of the General Motors Corporation. He is helping to make jobs for phone





operators or for automobile workers and is, therefore, an employer. He is investing his money in business with the hope that it will bring him a profit — and so he is a business man.



EMPLOYEE AND BUSINESS MAN

There are a number of such business men in Cumberland Mills. They have jobs in the mill and at the same time they are helping to make jobs for other people in other businesses. They are earning pay for their own work and, at the same time, they are profiting from the ownership of some part of the Telephone Company or General Motors Corporation or General Electric Company or General Foods Corporation. The fact that they are business men doesn't make them more likable or less likable, nor does it change their basic character in any way.

## EMPLOYEES AND BUSINESS MEN ARE MUCH ALIKE

The processes of becoming a business man or a doctor or a millwright or an electrical engineer do not alter the character of a man because character is established by the time a man is fully grown. If his character is weak or bad to begin with, it will be bad whether he works for himself or for someone else. If his character is strong and good, it will prompt him to try to act right in any position.

People are all pretty much alike — whether they are employers or employees or doctors or electrical engineers — whether they come from Maine or Indiana. Their experiences and training and tastes vary; some like lobster and others prefer ham; some are tall and others are short; but the average of integrity is about the same everywhere among all trades and professions. Business men in New York, Chicago, San Francisco and St. Louis are very much like the people in Westbrook and Portland. They average up as pretty fine people.



# Veterans Service List

We list below the names of those employees of more than five years of service, whose employment anniversaries come during the month of October, 1938:

## Years of Service

Davies, Thomas H.	Car Operator, Bangor	Oct. 7, 1897 - 41
Wentworth, Mortimer D.	Operator, Veazie Station	" 7, 1898 - 40
Usher, Frank G.	Lineman, Bangor	" 1, 1906 - 32
Grant, Louis E.	Manager, Collection Dept. Bangor	" 18, 1904 - 31
Mann, Preston A.	Office Manager, Bangor	" 1, 1908 - 30
Cushing, Vernon E.	Manager, Harrington Division	" 1909 - 29
Welch, Arthur C.	Operator, Veazie Station	" 10, 1911 - 27
Hersey, Walter E.	Car Operator, Bangor	" 31, 1912 - 26
Burton, Percy E.	Foreman Line Crew, Bangor	" 27, 1916 - 22
Paulk, Sandy C.	Trackman, Bangor	" 13, 1917 - 21
Haskell, Herbert V.	Manager, Lincoln Division	" 1, 1918 - 20
Cosseboom, Charles M.	Superintendent, Howland-Enfield Stations	" 1, 1922 - 16
Scott, Ernest M.	Lineman-Serviceman, Eastport	" 1924 - 14
Stubbs, Winfield L.	Addressograph Operator, Bangor	" 5, 1925 - 13
Anderson, Hilbert H.	Rackman, Milford Station	" 5, 1925 - 13
Carter, Shirley H.	Salesman, Ellsworth Division	" 10, 1925 - 13
Davis, Vaughn L.	Line Foreman, Lincoln	" 19, 1925 - 13
Davis, Walter F.	System Operator, Bangor	" 18, 1926 - 12
Blaisdell, Atwell E.	Multilith Operator, Bangor	" 10, 1927 - 11
Drew, Gertrude M.	Cashier, Lincoln	" 31, 1928 - 10
Jennings, Louis S.	Janitor, General Office, Bangor	" 26, 1929 - 9
Austin, Gerard L.	Manager, Bar Harbor Division	" 1, 1930 - 8
Ching, Edward S.	Electricians Helper, Bangor	" 3, 1933 - 5

## Untimely Death of Earl Jipson's Daughter

Miss Grace Jipson daughter of Earl Jipson of the Lincoln Division, died on the morning of Oct. 27th at the Eastern Maine General Hospital in Bangor, following an illness of only a few days.

Miss Jipson was born in Lincoln and attended the schools in that town, and at the time of her death was a Freshman in Mattanawcook Academy.

She leaves two brothers, Earl Jr., and John, as well as her mother and father.

It is with the deepest regret that we announce this, and the sympathy of all employees is extended to the bereaved family.

## DOUBLE PUNCHES

... Many buses in Scotland employ bonnie lasses as conductor-ettes.



## NO TRYs—NO ERRORS

No man need feel discouraged over making mistakes. That is, if the mistakes are the result of too much zealous effort or chance taking.

Back in 1907, the Detroit Tigers were badly in need of a good fielding shortstop. A scout was trying to get Hughie Jennings to sign up a young Texas Leaguer.

"He will hit about as good as O'Leary," said this seller of flesh and bones, "and he will be the sensation of the league in field. Why, that kid has played in 87 games without ever making an error."

"How many games?" asked Hughie.

"Eighty-seven."

"Then I don't want any part of him," said Hughie.

"Why not?"

"Because if he has played that many games without making an error, then he isn't going after the hard ones. I have found it to be true that the fellow who never makes a mistake is a fellow who never does anything."



... When the first street cars were brought to Shanghai the roads were so bad that the cars had to be carried by coolies to their place of destination. The Shanghai bus company tried to introduce tokens but had to give up the idea. The nicely engraved tokens rapidly went out of circulation because the Chinese used them as gambling chips!—

## The MACHIAS VALLEY

### NEWS-OBSERVER

WEDNESDAY, OCTOBER 12, 1938

### HARRINGTON ISSUE OF THE BANGOR HYDRO-ELEC. NEWS

The September issue of the Bangor Hydro-Electric News is out and Harrington folks are not only pleased but also proud of the showing of their place in this neat little magazine. The front cover picture of the old home of the Misses Millie and Grace Nash, descendants of the early Nash settlers, shows a fine example of colonial architecture, and gives a home-like atmosphere to the magazine.

On the inside pages are pictures of the Gallison Memorial Library, Methodist church, Red Men's block, Harrington House, Frank Allen home, Manager Vernon L. Cushing's residence, and many other fine old homes in town. Also there are some nice indoor photos of the store and help under the heading, "A Brief Visit in a Well-kept Store", but one needs to see the magazine to appreciate the way it does show up the home town folks.

An article on Harrington history by E. M. Frye is not only good reading, but also very instructive, and the news items and other articles round out a very interesting issue. Don't forget the children, who take up a whole page very effectively. By all means, buy, borrow or just get the Harrington issue of the Bangor Hydro-Electric News for real enjoyment.



# Mine is a Swell Job—

IN that plastic stage known as youth I had a desire to be a doctor. The idea of patching up broken bodies and saving lives appealed to me as about the finest work a man could do.

But that dream never became a reality. It takes money, and a lot more of it than I could scrape together, to go through medical school.

Maybe it was because I had wanted to be a doctor so badly that nothing I ever did in the line of work gave me a great deal of satisfaction. I had good jobs, as jobs go, but there was something definitely lacking.

Then somehow I gravitated into safety work and I began to feel contented. Oh, there's nothing very romantic about my job for an outsider to see. The pay isn't any better and the hours are longer, but those things don't seem to be as important as they once did.

For you see...at last I'm doing what I've always wanted to do—

## I'M SAVING LIVES

I'm preventing bodies from  
being broken

And when I go home to my family at night there's a warm glow of satisfaction in speculating on just how many *other* folks are going home to *their* families not knowing they have safety men like me to thank that they're alive.



This same feeling of service can be shared by every  
Safety-minded and safety - observing employee of

**BANGOR HYDRO-ELECTRIC COMPANY**