A GOLDEN OPPORTUNITY

To Every Employee:

In 1928 your efforts in the Empty Socket Lamp Campaign placed your Company in High Standing! 

We are going to better this in 1929! 

It’s an Employees Campaign for Employees only, and you can earn a little extra money. Participate in the celebration of Lights Golden Jubilee -- The 50th Anniversary of Edison’s Incandescent Lamp -- and help to place your company ahead of its 1928 position.

Read the details inside.
Editorial

Last Year's Empty Socket Campaign met with such success as to place us in second place in New England and in eighth place in the United States.

With this record established we must at least equal our 1928 effort, but it is our belief that with the additional campaign experience our organization has had in the past twelve months we are in a fine position to better this mark and place us even higher in New England and in the country.

It is the writer's belief that the actual results of the campaign last year would have placed us even higher in the New England and National standings, but that the elaborately prepared Reports of some of the other companies were sufficient to off-set the results we obtained down here, and if our organization will secure those same fine results this year we promise we will do everything possible to prepare a Report which will justify those fine efforts and place us higher than we were last year.
Ellsworth Division Picnic

On Saturday, September 14th the employees of the Ellsworth Division held their annual outing at Sunset Park, Green Lake. Those who attended had a thoroughly enjoyable afternoon and evening even though the rain continued throughout.

Mrs. Royal delighted many of the guests with her ability to "read" their rosy future. We will say she is the last word as an entertainer. We look forward to meeting her in the near future.

At 6:30 a shore dinner was served under the direction of Charles Cates, Russell Young, Walter Cushman and K. Cooseboom. During the evening games were played and dancing was enjoyed with music by the Dearborn Orchestra.

Following is the committee on arrangements and the winners of the various games:

<table>
<thead>
<tr>
<th>Sports</th>
<th>Winners</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number Dance</td>
<td>Mrs. J. A. Smith</td>
</tr>
<tr>
<td></td>
<td>Malcolm Davis</td>
</tr>
<tr>
<td>Spot Light Dance</td>
<td>Charles Cates</td>
</tr>
<tr>
<td></td>
<td>Miss Moon</td>
</tr>
<tr>
<td>Shoe Game, Men</td>
<td>Mr. Woodman</td>
</tr>
<tr>
<td>Shoe Game, Ladies</td>
<td>Miss Lovell</td>
</tr>
<tr>
<td>Prize Waltz</td>
<td>Miss Stetson</td>
</tr>
<tr>
<td></td>
<td>Mr. Haskell</td>
</tr>
</tbody>
</table>

Those who were invited from the Bangor office were:

Mr. and Mrs. Edward M. Graham
Mr. and Mrs. Hall C. Dearborn
Mr. and Mrs. Kenneth Cosseboom
Mr. and Mrs. Donald W. Woodman
Miss Stetson
Mr. Haskell

Bangor Behind in Washer Campaign With Portland

At the time your Bangor Hydro-Electric News goes to press, we are trailing Portland for the lead in the Washer contest between the two companies during the month of September.

Millinocket has a big lead among the store group, having gone twice over its quota. Mr. Bean also has a big lead in the salesmen's contest.

A Notice

All employees are hereby advised that the Merchandise Department of the Bangor Hydro-Electric Company is stocking their Bangor store with a most complete line of the Radiola line of radios. All employees considering the purchase of a radio this fall may make inquiry of Mr. Wray or any of the Division Managers in the outside territory.

The usual Company's employee's discount will apply to all radio sales, and with this discount and the new low prices, every employee may easily be the owner of a fine new radio.
Bar Harbor News Items

Mr. Edward M. Graham, President, was a recent caller at the Bar Harbor office.

Mr. Kenneth Cosseboom, Field Engineer, was in Bar Harbor recently inspecting and changing lines.

Mr. Austin, Manager, was in Bangor last week on business and to attend the Red Cross meeting at the Penobscot Valley Country Club.

Congratulations are extended to Mr. and Mrs. Lester O. Colson, who were married in Hampden, September 7th. Mrs. Colson was Miss Avis M. Thayer of Hampden Highlands.

Mr. Curtis is making sales with the Essy Washer and Bar Harbor should at least get its quota.

Mr. Austin, Manager, had the pleasure of taking a trip through Washington County and the Northern properties recently with Mr. Haskell, Vice President and Mr. Abbott of Boston. He reported a very pleasant trip, this being his first visit in this territory.

News Items From Ellsworth

(S. E. Fields, Reporter)

Mr. Frank Silliman 3d visited the Ellsworth Power House Thursday, September 19th.

Mr. George Drake was at the Ellsworth office September 20th, remaining during the day.

The rebuilding of the line running from Lamoine Corner to Wm. Hamilton Farm, about a mile distant, is practically completed.

W. C. Harper has changed voltage from 3300 to 11,000 across Eggemoggin Reach.

The Second Annual "Picnic" of the Ellsworth Division was held at Sunset Park, Green Lake, September 14.

Lincoln Division News

The recent callers at the Lincoln office were Mr. R. N. Haskell, Vice President; Mr. Hall C. Dearborn, Operating Manager; Mr. J. B. Haine of the Westinghouse Boston office; Mr. K. Cosseboom, Field Engineer.

The Lincoln crew are making an 18 pole extension in Mattawamkeag on the Houlton road.

The river crossing at Mattawamkeag is all completed. This change over was due to the building of the new concrete bridge.

Mr. Herbert Haskell, salesman, has returned from a vacation in New Hampshire.

Mr. L. A. Gardiner was a recent caller at this office.

The Old Town crew were in Lincoln recently transferring wires on the 44 K. V. A. to new pole, breaking of old pole caused by an automobile accident.

Old Town and Lincoln crews have replaced five new high tension poles in West Enfield.

Mr. R. A. Fernald, Manager of the Lincoln Division, has returned from his vacation, where he visited relatives in Washington and Hancock counties.

Commercial Dept. News

Leroy Braley, who has been working in our Small Appliance Department, has resigned his position with the Company to return to school.

Mr. Braley has started his preparatory course at Higgins Classical Institute in Charles Town.

Miss Helen Dougherty is having a short vacation.

Mr. Heyman has recently joined our Sales Force as a washer salesman in Bangor.

Mr. Hugh Tracey, one of our Bangor salesmen, has taken the position as floor salesman in our Bangor store.

The radio business is active in our Bangor store, and music is heard pealing forth from our Waiting Room almost every morning, noon or night.

Harrington News Items

Mr. Kenneth Cosseboom, Field Engineer, and Mr. E. W. Brown, Operating Engineer, were recent callers at the Harrington office.

Mr. V. E. Cushing, Superintendent of the Harrington Division, and Mrs. Cushing, have just returned from a short vacation, spent with relatives and friends in Penobscot and Stephen.

The Machias crew are working the week at the Cherryfield fair ground, furnishing lights for the annual fair which is to be held Sept. 25th, 26th and 27th.

William C. Harper, Electrician, and crew went due to Harrington recently.

Mr. R. A. Fernald, Manager of the Lincoln Division, and Mrs. Fernald, were recent visitors in Harrington.

Mr. Fernald has been enjoying a two weeks' vacation.
Railway Department

(C. H. Johnson, Reporter)

Mr. Hamilton of the Brewer division is enjoying his vacation of two weeks.

Mr. Van Aken, operator on the Old Town division, is on his vacation. He is to be absent for one month, and is making a trip through Massachusetts and New York states.

Of Interest to Former I. C. S. Students

The following letter was received from the International Correspondence Schools by the editor of this paper and it is being passed along for the benefit of employees who may have started a course with this school and did not finish it.

The letter follows:

Miss M. G. Stetson, Editor,
Bangor Hydro-Electric News,
Bangor Hydro-Electric Company,
Bangor, Maine.

Dear Miss Stetson:

A State Superintendent of Public Instruction informed me he enrolled with us for a Chemistry Course in 1907. Soon after enrolling, he started traveling and did not finish it.

He was still interested, and I told him he could go ahead and finish the course without additional cost to him. This rather surprised him, but he was amazed when I informed him the I. C. S. had never refused a request for instruction service, no matter how long ago the student may have enrolled.

Some years ago, the I. C. S. established a reserve fund for undelivered instruction, and while a private school is not compelled to have such a reserve, the I. C. S. believe it right in principle, and will continue to set aside the necessary reserves, that our students may be fully protected.

In an organization as large as yours, there may be a few I. C. S. students, who, for some reason or another, have stopped studying. They may have come to you from some other organization and are now following an occupation foreign to that for which they enrolled. The I. C. S. will be pleased to have you inform these men that they may take up their studies from where they left off, or they may transfer to a course more in line with their present occupation.

Yours very truly,

George W. Wilson.

Vice President.

“The Editor”

The Editor, just sits around
And wonders what to write;
He looks for news the whole day long
And prays for it at night.

Well, let’s all help the Editor
With the contribution “stuff”;
Let’s deluge him with newy news
Until he cries “enuf.”

Accounting Department

Ross Bullard and Delmont Tasker, the Stock Bookkeepers have left this office and have taken up new quarters at the Service Building on lower Main street.

Claire Cromwell of the Light Department recently underwent an operation for appendicitis at the Eastern Maine General Hospital. From all reports that we hear, she is gaining as rapidly as could be expected.

Janet Coltart left recently on a two weeks’ vacation, part of this time to be spent in Boston. Warren Blake has been assisting for the last three weeks in the moving of John Morrill’s belongings to the new Service Building.

Leona Morrison and Helen Jackson have just returned from a much enjoyed vacation motor trip to Quebec. They seem to have had luck with them at all times even when trying to understand the little Frenchies.

Safety News Items

Somebody once asked Daniel Webster what was the greatest thought that he had ever held in his mind. He replied, “Individual responsibility.” When you stop to think, isn’t that idea about as big as anything you can imagine?

“No man liveth to himself alone.” We all belong to some group of human beings. We owe certain duties to the family, the community, the organization in which we work for our living, and all other groups with which we are identified. If we perform those duties to the best of our ability we are filling our place in the world. If we do not, then there will be a lack of what we could do if we would.

No one man, be he the safety engineer or the executive, superintendent, inspector or foreman, can carry this responsibility alone. Each has his individual responsibility just as he has it for production. But it must be delegated as production is, to the rank and file, from the old, experienced, careful, skilled worker down to the youngest apprentice or the least experienced laborer. Until each member of the industrial organization is brought to a realization of his individual responsibility, we will have accidents and plenty of them. If this can be fully accomplished, accidents will stop.

Notice

If you do not receive a copy of the “Bangor Hydro-Electric News” each month it is because we do not have your correct address. Please notify Mr. Preston A. Mann at the Bangor office of change of address.
Veterans' Service List

We give below a list of those whose anniversaries came during the period from September 15th to October 15th.

<table>
<thead>
<tr>
<th>Years</th>
<th>Name</th>
<th>Title</th>
<th>Location</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>37</td>
<td>Sanborn, C. Harry</td>
<td>Repairman</td>
<td>Veazie</td>
<td>September 16, 1892</td>
</tr>
<tr>
<td>31</td>
<td>Wentworth, Mortimer D.</td>
<td>Operator</td>
<td>Veazie</td>
<td>October 7, 1898</td>
</tr>
<tr>
<td>26</td>
<td>Puffer, C. Wallace</td>
<td>Pitman</td>
<td>Veazie</td>
<td>September 16, 1903</td>
</tr>
<tr>
<td>23</td>
<td>Usher, Frank G.</td>
<td>Lineman</td>
<td>Veazie</td>
<td>October 1, 1906</td>
</tr>
<tr>
<td>18</td>
<td>Davies, Thomas H.</td>
<td>Operator</td>
<td>Veazie</td>
<td>October 26, 1912</td>
</tr>
<tr>
<td>16</td>
<td>Dole, Eugene M.</td>
<td>Treasurer</td>
<td>Veazie</td>
<td>September 18, 1913</td>
</tr>
<tr>
<td>13</td>
<td>Brown, Lottie M.</td>
<td>Clerk</td>
<td>Veazie</td>
<td>September 27, 1916</td>
</tr>
<tr>
<td>12</td>
<td>Day, Sandy C.</td>
<td>Trackman</td>
<td>Veazie</td>
<td>October 3, 1917</td>
</tr>
<tr>
<td>9</td>
<td>Murray, David J.</td>
<td>Car Operator</td>
<td>Veazie</td>
<td>September 30, 1920</td>
</tr>
<tr>
<td>9</td>
<td>French, Hazel C.</td>
<td>Payroll Clerk</td>
<td>Veazie</td>
<td>October 4, 1920</td>
</tr>
<tr>
<td>7</td>
<td>Currier, Octave</td>
<td>Repairman</td>
<td>Veazie</td>
<td>October 10, 1921</td>
</tr>
<tr>
<td>7</td>
<td>Cosseboom, Charles M.</td>
<td>Stationman</td>
<td>W. Enfield</td>
<td>October 1, 1922</td>
</tr>
<tr>
<td>7</td>
<td>Nason, Albert C.</td>
<td>Radio Trouble man</td>
<td>Veazie</td>
<td>September 26, 1922</td>
</tr>
<tr>
<td>6</td>
<td>Blake, Warren H.</td>
<td>Bookkeeper</td>
<td>Veazie</td>
<td>September 17, 1923</td>
</tr>
<tr>
<td>6</td>
<td>Herbert, Phil</td>
<td>Lineman</td>
<td>Veazie</td>
<td>September 23, 1923</td>
</tr>
</tbody>
</table>

Ouch!! Just because this is the storeroom, is no excuse for robbing the socket to fill in another empty—Emile-e-e-e—

Tell Buster to get an extra Edison Mazda Lamp for every blamed socket in this whole blamed house the first thing in the morning. Tell him to be sure to go to—

The right Edison Mazda Lamp in every fixture will give you better light.
The Empty Socket Campaign
1929

Date of Campaign
Monday morning, September 30, to Monday night, October 28.

Lamps To Feature
Cartons of six lamps selling at $1.20 will be featured this year starting with 40's and continuing upwards. No credits and no commissions will be given on sales of single lamps or sales of cartons or cases of lamps under 40 watts in size.

Commissions
A straight commission of 25¢ per carton will be paid on 60 watt lamps and larger and 15¢ on cartons of 40 and 50 watts. A commission of $1.50 will be paid on cases of lamps that will be sold at a 20% discount if the lamps are 60 watts or greater, and a commission of $1.00 will be paid on cases of lamps sold at a discount of 25% on lamps of 40 and 50 watts. Split cases will be allowed with a minimum number of 120 to the case.

Prizes
The following grand prizes will be given for which all employees may compete on the greatest number of lamps sold of 40 watts or greater:
1st...........$50.00 in Gold
2nd...........25.00 in Gold
3rd...........15.00 in Gold
4th...........10.00 in Gold

Weekly Prizes
Weekly prizes of $5.00 each will be given for the high weekly total in each of the four Districts with an extra $5.00 per week for high sales in the Company.
Northern District—Millinocket, Lincoln, Old Town
Central District—Bangor
Southern District—Ellsworth, Bar Harbor
Eastern District—Washington County

“President’s Cup”
The “President’s” Cup will be in competition again this month for the fourth time and will be awarded to the store doing the best job in relation to its quota. Watch Machias, Lincoln and Millinocket.

Quota
The quotas are based on about one and one-quarter lamps per residential meter, and are as follows:
Bangor..................10,000
Old Town.................2,400
Bar Harbor..............2,200
Ellsworth................2,200
Millinocket...............1,400
Eastport................1,200
Lincoln..................1,100
Harrington...............700
Machias..................900

Terms of Payment
Unless otherwise instructed by your division Manager you may tell your customers that it is simply necessary for them to sign the slip with which you will be provided and the lamps will be billed to them on their next monthly light bill. You will be provided with enough slips to start with and ask your Manager for additional slips as you need them.

General
Division meetings will be held at least twice during the Campaign with a representative of the lamp company who will outline results of campaigns in other properties and who will give you some of the sales ideas that he has seen worked out successfully in other places. A generous amount of newspaper advertising will be used. Window trim material will be furnished. Mr. Swam of the Edison Lamp Works has offered a prize of a Toastmaster Toaster to the Store Manager having the best window trim display of Edison lamps during the campaign.
On the occasion of Light's Golden Jubilee, it is most fitting that the homes of America should pay special tribute to the man whose genius contributed so much to the home comforts and conveniences.

Certainly, there is no more appropriate way in which that tribute may be expressed than by using Edison's great gift—electric lighting—in such a way that its full value may be appreciated.