

9-1928

## Bangor Hydro Electric News: September 1928, Volume 1, No.10

Bangor Hydro Electric Company

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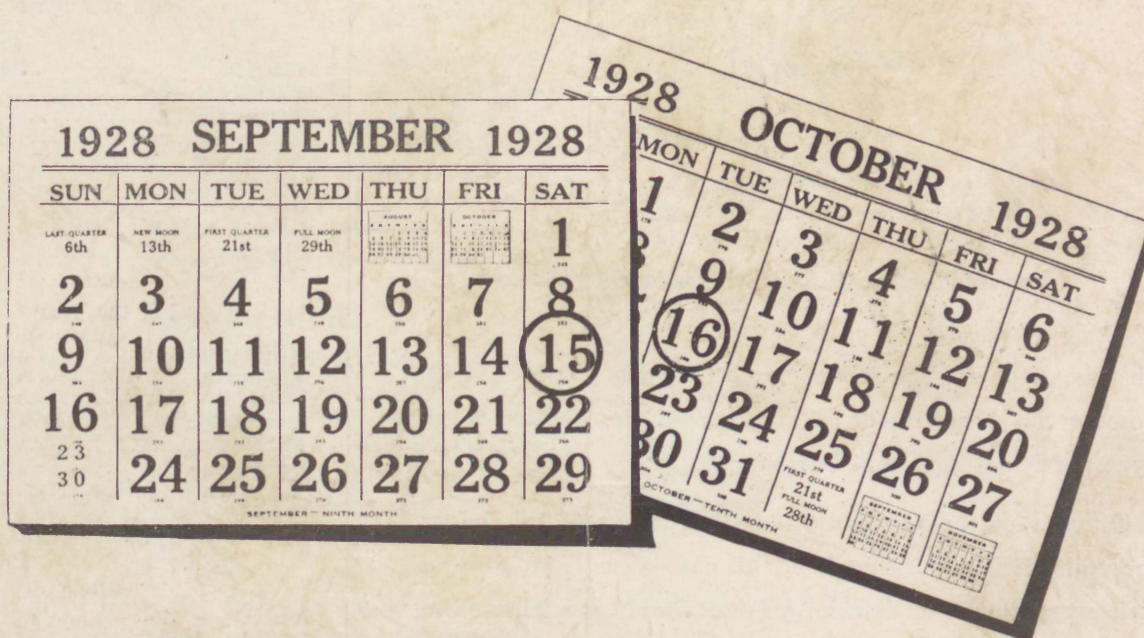
# THE BANGOR HYDRO - NEWS - ELECTRIC

Vol. 1, No. 10

September 16, 1928

Bangor, Maine

## 1928 "EMPTY SOCKET" CAMPAIGN



## EXTRA MONEY

*To Every Employee;-*

*We all like to have a little extra money.*

*The Company has arranged a PROFIT SHARING CAMPAIGN for every employee.*

*All your friends and neighbors need a few extra lamps.*

*Read the details in this paper.*





# BANGOR HYDRO-ELECTRIC NEWS

PUBLISHED EVERY MONTH  
FOR AND BY EMPLOYEES OF

THE BANGOR HYDRO-ELECTRIC COMPANY

Vol. 1

Bangor, Maine, September 16, 1928

No. 10

Chief Ed., G. M. Stetson

Mng. Ed., H. C. Dearborn

News Ed., P. A. Mann

## ❖ Editorial ❖

### Our 1928 Empty Socket Campaign

With this October issue of the Bangor Hydro-Electric News, our Commercial Department is announcing the details of an employee participating Lamp Campaign.

The Officials of the Company and the Editors of this paper are sincere in their endorsement of this campaign as an activity in which every employee can not only profitably participate but can also accomplish a very valuable service to the Company by entering with his or her whole hearted support.

The campaign is not undertaken as one upon which a large merchandising profit can be shown in our Commercial Department. A very large portion of the profits of the lamp sales are handed on to our employees but the Company will benefit by the increased load that will be derived if the campaign successfully fills every empty socket in every home that the Company serves. With this objective in view we sincerely hope that every employee will look upon this campaign as one in which he can participate and know that he is accomplishing a real duty that he owes the Company,—that of building up an additional load on our lines.

## Machias and Old Town New Monthly Leaders in the Commercial Sales For the Month of August

A new leader appears in the sales per residential meter in the Machias Division where an excellent merchandising month gives them the leadership for the month by a wide margin. Millinocket still holds its lead for the year.

In the New Business for the year, Old Town, the new leader appears at the head of the list with Ellsworth still holding first place for the year.

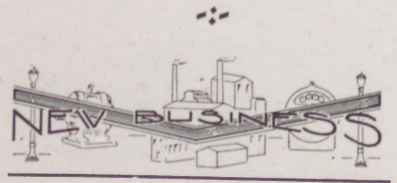


### Month of August

| District              | Sales per<br>Res. Meter |
|-----------------------|-------------------------|
| <b>Machias</b> .....  | <b>\$1.68</b>           |
| <b>Eastport</b> ..... | <b>.91</b>              |
| Ellsworth .....       | .82                     |
| Millinocket .....     | .80                     |
| Harrington .....      | .75                     |
| Bangor .....          | .70                     |
| Lincoln .....         | .48                     |
| Old Town .....        | .46                     |
| Bar Harbor .....      | .42                     |

### For the Year

|                          |                |
|--------------------------|----------------|
| <b>Millinocket</b> ..... | <b>\$13.78</b> |
| <b>Ellsworth</b> .....   | <b>9.62</b>    |
| Eastport .....           | 8.36           |
| Harrington .....         | 6.83           |
| Machias .....            | 6.08           |
| Bangor .....             | 5.54           |
| Bar Harbor .....         | 5.11           |
| Lincoln .....            | 4.45           |
| Old Town .....           | 3.37           |



### Month of August

| District              | Revenue per<br>Res. Meter |
|-----------------------|---------------------------|
| <b>Old Town</b> ..... | <b>\$1.28</b>             |
| <b>Machias</b> .....  | <b>.68</b>                |
| Millinocket .....     | .62                       |
| Bar Harbor .....      | .62                       |
| Ellsworth .....       | .55                       |
| Lincoln .....         | .40                       |
| Bangor .....          | .39                       |

### For the Year

|                          |               |
|--------------------------|---------------|
| <b>Ellsworth</b> .....   | <b>\$6.16</b> |
| <b>Millinocket</b> ..... | <b>5.55</b>   |
| Lincoln .....            | 4.49          |
| Machias .....            | 4.48          |
| Old Town .....           | 2.49          |
| Bangor .....             | 2.40          |
| Bar Harbor .....         | 2.32          |





# The Empty Socket Campaign



## Time And Duration

The empty socket campaign will start September 15 and end October 15, and all reports must be in Bangor by October 16.

## Lamps To Feature

The carton of 6 60-watt lamps selling for \$1.32, will be featured, although credits and commissions will be paid on cartons of all sizes over 60 watts; but no credits and no commissions will be given on sales of single lamps, or sales of cartons of lamps under 60 watts in size.

## Commissions

A straight commission of 30 cents per carton will be given to those employees on the winning teams, in their divisions; and 20 cents per carton for those who are on the losing teams in their divisions.

## Prizes

The following grand prizes are given, for which all employees may compete, on the basis of the greatest number of cartons of lamps sold:

|                    |         |
|--------------------|---------|
| Frist Prize .....  | \$50.00 |
| Second Prize ..... | 25.00   |
| Third Prize .....  | 10.00   |

Weekly prizes of \$5.00 will be given for the high weekly total in each of four districts, divided as follows:

Northern District—Millinocket, Lincoln and Old Town

Central District—Bangor

Southern District—Ellsworth and Bar Harbor

Eastern District—Harrington, Machias and Eastport

## Basis Of Competition

Each store will have its entire division personnel divided into two teams, with two captains; those employees on the winning team will be given 30 cents per carton for their lamp sales, and those on the losing team will receive 20 cents per carton.

## Quotas

The quotas are based generally on one lamp per residential meter for your division. They are as follows:

|                   |              |
|-------------------|--------------|
| Bangor .....      | 9100 lamps   |
| Bar Harbor .....  | 2200 "       |
| Old Town .....    | 2100 "       |
| Ellsworth .....   | 1600 "       |
| Millinocket ..... | 1300 "       |
| Lincoln .....     | 1100 "       |
| Eastport .....    | 1100 "       |
| Machias .....     | 800 "        |
| Harrington .....  | 700 "        |
|                   | <hr/> 20,000 |

## Terms Of Payment

Unless otherwise instructed by your division manager, you may tell your customers that it will be necessary for them to simply sign the card that you have, and the lamps will be billed to them with their next monthly light bill.

## Methods Of Delivery

The Company will deliver the lamps.

## How To Start

Take the few cards that are with this paper for your first few sales, and ask the store manager or your team captain for additional cards as you need them.



## Moor-Cotton Wedding

On Saturday evening, September 1st, at eight o'clock occurred one of the prettiest home weddings of the season when Miss Grace Ethel Cotton, daughter of Mrs. Wilbur Rowell of Eastern Avenue, Brewer, was married to Harvard Edgar Moor, son of Mr. and Mrs. Howard Moor of Ellsworth.

The double ring service was performed by Reverend Ashley A. Smith of Bangor, in the presence of the immediate relatives. The wedding march was played by Mr. Smith accompanied by Robert D. Smith on the mandolin. The house was artistically decorated for the occasion.

The bride was most attractive in her gown of white satin, period style. She wore a veil of lace, caught with orange blossoms, and carried a shower bouquet of bride's roses and white sweet peas.

The sister of the bride, Miss Roberta Rowell, attended her in a gown of pink crepe. Her bouquet was of pink roses and sweet peas. The bridegroom chose as his groomsmen, Percy B. Cotton, a brother of the bride.

Immediately following the ceremony a reception was held. Miss Jennie Morrison was in charge of the gifts and those who served were the Misses Ellen, Marjorie and Hilda Wiles and Ella Rand.

Mr. and Mrs. Moor left after the reception for a motor trip to Quebec, Montreal, Niagara Falls and the White Mountains and upon their return will reside in their new home at 27 Holland street.

The bride is a graduate of the Bangor High School and Shaw's Business College and has been a stenographer for the past four years with the Bangor Hydro-Electric Company. Mr. Moor is a graduate of Colby College and the Massachusetts Institute of Technology and is Assistant Field Engineer for the Bangor Hydro-Electric Company. We extend our best wishes to Mr. and Mrs. Moor.

### Notice

The General Committee of the annual Company outing wish to take this opportunity of thanking those who so generously loaned their cars for use on the day of the Company party.

## Ernest Brown

### Joins Organization

On Tuesday, September 4th, Mr. Ernest Brown, formerly of the Gould Electric Company, joined our Engineering Department.

Mr. Brown has had a great deal of experience on test with the General Electric Company. Completing his test course, Mr. Brown stayed with the General Electric Company for a period of about ten years, whereupon he took the position of Chief Engineer with the Gould Electric Company, operating in Aroostook County, and remained in that position for a period of about nine years.

Mr. Brown comes to our Company with very wide experience in operating problems similar to the problems that we have in a company of our size, and we give him a sincere welcome into the Bangor Hydro-Electric Company.

Mr. Brown expects that his family, now in Presque Isle, will soon move to Bangor and join with us in the Company social activities.

## Millinocket News

(Mirabel L. Witham, Reporter)

The employees of this office who attended the Bangor Hydro-Electric picnic at Lamoine Beach reported a very enjoyable outing.

Our popular young salesman, Mr. Forrest Bean, seems to have decided that business has warranted taking unto himself a wife. The bride was Miss Leoness Gay of Bangor. At present they are located for better or for worse at the White Hall Apartments of this town. While the happy bride and groom were honeymooning someone broke into their apartment, ment, but as yet nothing has been reported missing.

We have improved the appearance of our store by the addition of a ten foot silent salesman and a large electric sign.

Our Manager, Mr. L. A. Gardner, spent a day in Bangor last week where he attended the Managers' meeting.

## Stanford Station News Items

(W. P. Magee, Reporter)

The Labor Day vacation was appreciated by all and all returned to work in the best of spirits.

Work on the construction job is progressing finely.

The mason work on the new power house is about one-half done. The flashboards on the eastern wing of the dam are all on and the coffer dam has been removed. The coffer dam for the western wing is nearly completed.

We hope to deliver another unit to the Operating Department in about five weeks.

## Managers' Meeting

Held September 5th

At a general meeting held in the Graham Building and at 31 Main street on September 5th, the first of our winter Managers' meetings took place, with the entire sales organization present, together with the Managers and Assistant Managers.

In the morning Mr. Silliman met the Managers, Assistant Managers and Engineering Department in the directors' room of the Graham Building; and at that meeting discussed operating problems, engineering problems, and general Company matters.

At the same time during the morning, the Commercial Department with the entire sales force, met at 31 Main street to discuss general commercial problems. The handling of commercial refrigeration was discussed, and a general change was made in the sales policy. Mr. Johnson of Kelvinator Incorporated, a man who is an expert not only in the selling of Kelvinators, but also in the installation and care of the refrigerator, discussed the details of commercial refrigeration with the sales organization; and concluded with an example of the opportunities of selling electric refrigeration in groceries, markets, hospitals, schools, etc.

In the afternoon a general meeting was held in the Recreation Hall at 31 Main street, at which meeting the entire sales organization, managers, assistant managers and department heads were present. At this meeting Mr. Silliman first addressed the gathering, with a few general remarks for the Company.

Next Mr. Johnson of Kelvinator Incorporated, discussed commercial refrigeration briefly.

The next speaker was Mr. Roy Brown of Landers, Frary & Clark Company, who explained the features of his new range, also his electric irons and his new space heater.

The final speaker of the afternoon was Mr. Donald Marsden of the Edison Lamp Works, who outlined the Empty Socket Campaign which our Company is going to put on in all of its properties from September 15th to October 15th.



## Commercial Dept. Changes

### Earle Parkhurst Made Sales Representative

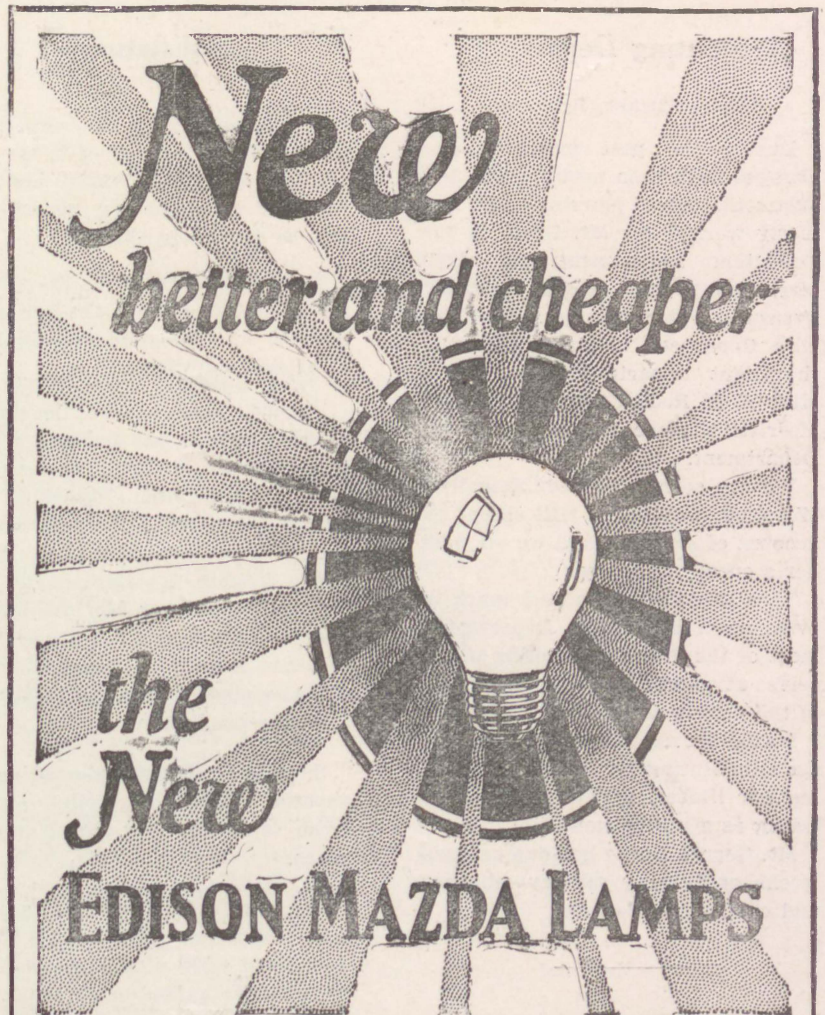
A few general changes have been made in the Commercial Department of the Company since the last issue of the Bangor Hydro-Electric News.

The organization as it is newly set up, will have the Commercial Department of the Company located in the General Office, with the Accounting, Engineering and other departments. As a part of these general changes in the Commercial Department, the position of Sales Representative has been made, Mr. Earle Parkhurst having assumed that position.

Mr. Parkhurst's duties will be in the nature of a general assistant to the Commercial Department in the General Office, and specifically he will be responsible through the Managers for the Sales Organization personnel, the training of new salesmen, the introduction of new equipment to the sales force, the commercial stocks in the divisions, and in conjunction with the Managers will determine the equipment that the Company will purchase.

### An Explanation

The editors wish to excuse the brevity of this September issue of the Bangor Hydro-Electric News, with the explanation that the issue was completed earlier than usual, in order that the Empty Socket Campaign activities might be introduced to our employees before the start of the campaign.



## Buy a Carton Today!

There's nothing like having spare lamps when you need them. Why continue to transfer lamps from one socket to another when prices are lower than ever before?

Now <sup>Six</sup> 60 Watt Lamps <sup>\$1<sup>32</sup></sup> the carton!



## DEPARTMENT NEWS

### Accounting Department

(George Drake, Reporter)

During the past month several changes have been made in this Department. Leona Morrison, who formerly worked for Mr. Grant in the Collection Department has taken Mrs. Moor's place as the Assistant Treasurer's stenographer. Miss Lucille Goodspeed is a newcomer in the Light Department, as is also Miss Nola Rodick who takes Miss Morrison's place in the Collection Department.

We are sorry to report that Miss Ware, our Cashier, is still absent on account of sickness, and we all wish her a speedy recovery.

Vacations have been very much in evidence of late in the Department, most of the members availing themselves at sometime during the month of the good weather.

Lottie Brown and Alta Edgecomb are substituting for Miss Ware during her illness, with Warren Blake acting as a utility man.

Mr. George Drake has enjoyed two weeks of figuring railway mileages and conductors' reports.

### Stenographic Department

Pauline Brew spent the week-end and Labor Day on a trip to Quebec.

Wynona Boober spent Labor Day at her home in Lincoln.

Mildred Holyoke has returned to the office after a vacation spent at Holbrook's Pond.

Effie Looke Spear is on a vacation trip to Boston, Providence and New York.

### Machias News Items

Mr. Frank Silliman 3d, Vice President and General Manager and party from Bangor were recent visitors at the Machias office.

Mr. Kenneth Cosseboom, Field Engineer, also made us a call one day last week while on his way to Perry.

Mr. L. G. Vose, Division Manager, attended the Managers' meeting at Bangor on September 5th.

### Substation

The members of the substation crew feel a sincere grief in the loss of Alvin R. Mann. "Allie" was well liked by everyone and his absence will be deeply regretted.

"Joe" Cole is receiving the sympathy of the line crew in the loss of his mother, who failed to recover from a serious operation.

Lloyd L. Black has left the employ of this Company and accepted a position with the St. Croix Paper Company at Woodland. "Blackie" was one of the most popular members of the crew and President of the Linemen's Welfare Association. The boys all join in wishing him the best of success in his new work and they, together with the Graham Building office employees, presented him with a Shrine pin before he left.

Supt. A. F. Reaviel started on his vacation September 10th. George Tyler is substituting during his absence.

Allie Doane is back from his vacation which he spent touring in his new Ford. He claims he got 88½ miles to the gallon on his trip.

Tom Lawrence has left Joe Kingsbury's crew to return to school.

K. R. Dudley and K. W. Downing have left the electrical crew to return to the University of Maine.

We understand that Pee-Wee Joslin is burning up the roads again with his high powered eleven cylinder "red head" motor car.

Elmer Cole is the new Superintendent of the Meter Department. William Harper is now Chief Electrician.

Frank Usher and another fellow spent a week touring New York state recently.

Percy Burton has the street lights going in Bradford, and Wyatt Spencer has the current into Exeter in time for the fair.

While washing cars during Bing's vacation, E. L. Smith discovered a new substitute for soap.

### Lincoln Division News Items

(F. T. Clark, Reporter)

Arrangements have been completed for a new Stock Room on Fleming street in Lincoln. The building is nearly completed and will be ready for us to occupy within a week or ten days.

We are pleased to have Miss Edgecomb from the Bangor office with us for a few days the latter part of August, to assist in making up our monthly reports.

It is with our regrets that Mrs. M. F. Haney is leaving our Lincoln office force to take up residence in Ellsworth. While Mrs. Haney has been with us a comparatively short time, her efforts have been appreciated.

We are pleased to announce that Miss Thelma Kierstead has joined our Lincoln organization in the capacity of cashier.

Kenneth P. Stetson's cheerful is missed in Lincoln, and he has the best wishes for success from us at Lincoln in his new position at Bar Harbor.

The new Commercial Department recently sent us window display material, which made up a very attractive window display, featuring General Electric refrigeration. Another much appreciated addition to our office appliance display, and a new electric sign over our store front.

An unusual power interruption occurred on our Lincoln line, Saturday, September 1st, when a stack of hay in a hay field in the near vicinity of our 44 K V line was lifted by a gust of wind up into our 44 K V wires, burning off one wire.

Recent visitors to our Lincoln office were: E. M. Graham, President; Mr. R. N. Haskell, Vice President; Mr. K. Cosseboom, Field Manager, and Mr. H. C. Dearborn, Real Estate Manager.

### Harrington News Items

(R. A. Fernald, Reporter)

The people in Steuben seemed very much pleased about the new lighting installation just recently installed. The street lighting system was connected August 25th. There are approximately twenty services now connected with prospects of several more before spring.

Mr. Frank Silliman 3d, Vice President and General Manager and party were recent callers at Harrington.

Mr. Henry Perkins of Veazie, made a short call on his recent trip to the county.

A new show case is just being installed for display of appliances at the Harrington office.

All employees from this county report a very enjoyable time at the recent Field Day gathering at Lamoine Beach.

Mr. Philip Reynolds, Washington County Commercial Salesman, has a competitor in this district who sells the Savage Washing Machine, so this keeps "Phil" on the jump all the time, but "Phil" says, "What's the use to get Savage about it when you can take it Easy."

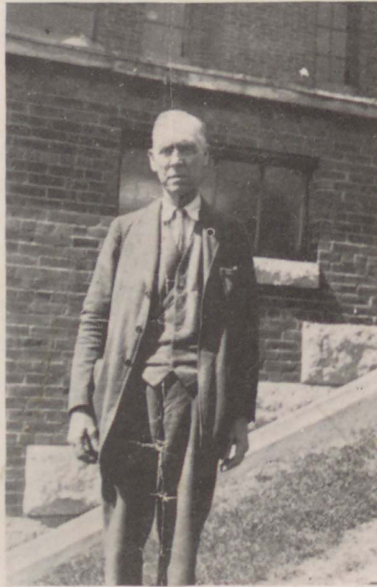


### Veterans' Service List

We give below a list of those whose fifth to twentieth anniversaries come during the period from September 15th to October 15th together with the names of our veterans who complete over twenty years of service during these months:

|   | Years |
|---|-------|
| Sanborn, C. Harry, Repairman, September 16, 1892.....               | 36    |
| Wentworth, Mortimer D., Operator, Veazie, October 7, 1898.....      | 30    |
| Puffer, C. Wallace, Pitman, September 16, 1903.....                 | 25    |
| Usher, Frank G., Lineman, October 1, 1906.....                      | 22    |
| Welch, Arthur C., Operator, Veazie, October 10, 1911.....           | 17    |
| Davies, Thomas H., Car Operator, September 26, 1912.....            | 16    |
| Dole, Eugene M., Treasurer, September 18, 1913.....                 | 15    |
| Brown, Lottie M., Clerk, September 27, 1916.....                    | 12    |
| Day, Sandy C., Trackman, October 3, 1917.....                       | 11    |
| Dunphy, Michael J., Car Operator, October 1, 1919.....              | 9     |
| Murray, David J., Car Operator, September 30, 1920.....             | 8     |
| French, Hazel C., Payroll Clerk, October 4, 1920.....               | 8     |
| Currier, Octave, Repairman, October 10, 1921.....                   | 7     |
| Cosseboom, Charles M., Stationman, West Enfield, October 1, 1922... | 6     |
| Nason, Albert C., Lineman, September 26, 1922.....                  | 6     |
| Blake, Warren H., Bookkeeper, September 17, 1923.....               | 5     |
| Herbert, Phil, Lineman, September 23, 1923.....                     | 5     |





### IN MEMORIAM

The death of Alvin R. Mann, long a faithful employee of the Bangor Hydro-Electric Company, occurred Monday, September 3rd after a long period of poor health.

"Allie" entered the service of the Company on November 28, 1900 and for nearly 28 years has been a faithful employee, first at Veazie Station, later in the Old Town division and of late years at the Bangor Substation.

It was only last month that this paper told of "Allie's" accomplishments with the Company and in that article we told him of our appreciation of this faithfulness, and now to the "Allie" who is with us only in memory our thoughts most reverently go, and to his family our sincerest sympathy is extended.