



THE BROWN BULLETIN

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No. 3



THE BROWN BULLETIN

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Vol. VII.

SEPTEMBER, 1925

No. 3

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L. B. MARCOU, M. D., Chief Surgeon, 275 School Street
H. E. WILKINSON, M. D., Assistant, Office 33 Main Street
On call duty: February, June, October, April, August, December
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SYMPHONIES

The bases of great orchestras are the strings, the pieces of wood, bits of metal and ivory, which make up the instruments—dead things in themselves, which may be magically turned into glorious symphonies when touched by skilled hands—and which, on the other hand, may make utter discord if touched by blundering fingers. The perfect harmony of an orchestra can be attributed to the perfect cooperation of all hands.

* * * *

Our bodies are much like orchestras—all the parts are there, but some of them are so much out of tune, and some of the members of the orchestra are so utterly in discord, that the effect is anything but symphonious. The false note may come from the head, or the eyes may be all out of tune with the rest of the body. Or, when everything else is in fine working order, one discordant pang from the teeth may set the whole orchestra clattering.

We owe it to ourselves to eliminate all false notes. When we get even such a slight injury as a scratch on the finger, we should give it immediate attention. Many arms and legs, and even lives have been lost because of neglect of a slight hurt.

When we are ill, we should immediately call a doctor or a nurse and see if something can't be done to prevent the spreading and the length of the illness. Preventive measures should be taken, when we first discover a discordant note. A string which is out of tune may be brought back, but once that string has snapped there is no hope for it. Frequent medical examinations, and proper eating and regular living should be a vital part of the tuning up of our orchestras.

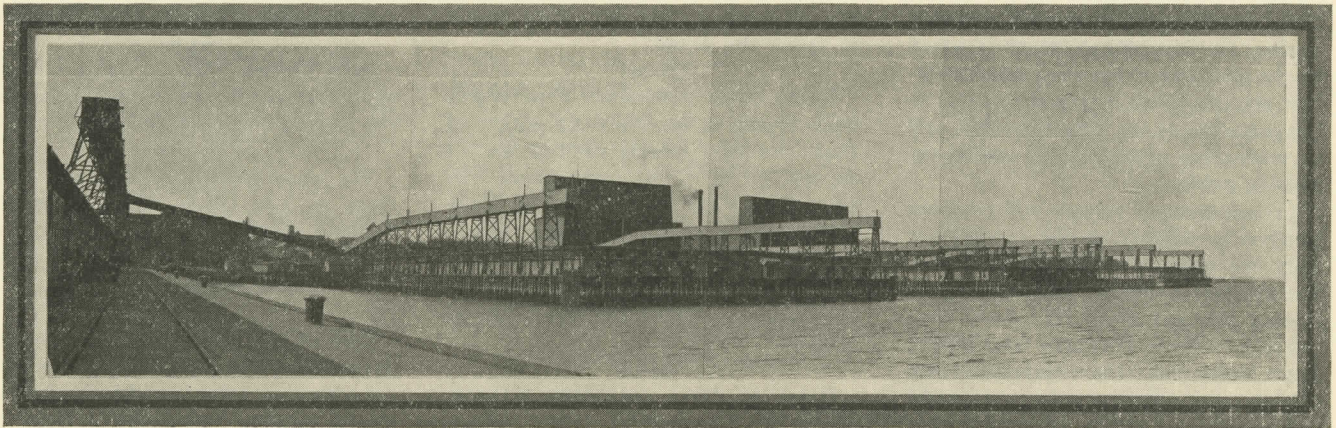
There is at the disposal of the employees of this company insured under our group insurance plan, the services of a trained, graduate nurse, supplied without cost by the Metropolitan Life Insurance Company. When you are ill call her, or have your foreman do it. She is there to answer your calls and help you to keep fit.

THE COVER

The picture upon the front page was made from a photograph taken at Aziscohos Falls on the Magalloway River by Everett Murray, our photographic editor.



PORTLAND OFFICE



THE HARBOR OF PORTLAND HAS EXCELLENT SHIPPING FACILITIES

CORRESPONDENCE SCHOOLS

By WILLIAM M. BARRETT

Instruction at home by correspondence is an outgrowth of the university extension movement which originated in England in the 1860's. There societies were formed for the encouragement of home study, and helpful guides or outlines were formulated to guide the reading of those who wished to advance themselves in the different branches of learning.

A few years later the idea transmigrated to this country, and a similar society was formed in Boston. After a few more years had passed, a "Correspondence University" was formed in New York State, with its headquarters in Ithaca, and the instructors came from different colleges and universities. It offered a helpful course of instruction to those persons who could not leave their homes for attendance at schools or colleges.

From the first the movement had the hearty endorsement of colleges and universities. Many of the professors in them have been the instructors in the various courses offered by correspondence schools. There are now a great number of such schools in the United States. One of the largest, if not the largest, is the International Correspondence Schools of Scranton, Pa., which has an enormous number of students enrolled, and purposes to teach a large and diversified list of subjects.

The modern correspondence school is a thing of almost infinite variety. The courses cover nearly every known human activity from English to engi-

neering. They include instruction in law, advertising, chemistry, accounting, electrical engineering, lettering and designing, drawing and cartooning, drafting, public speaking, executive management, and many others too numerous to mention here.

A person, by studying an hour or more each day, may in time, become an accountant, office manager, traffic manager, a musician,—all by mail. Of course this is the claim of most schools, and may be possible by real hard study, and by a man working regularly at the thing he is studying. For instance, a man who is working at electricity and electrical appliances may improve himself by studying a correspondence course that pertains to that work. What a man may learn from a correspondence course depends on his concentration and study of the subject he is interested in. He also needs to have a chance to put his theory into practice.

The best measure of the influence of these schools is the number of students enrolled, and the amount of money spent in preparing the courses of instruction, as well as in advertising them. Different schools have enrollments on their records from a few hundred to several hundred thousands of students. The International Correspondence Schools has had three millions on its rolls.

The text and lesson material varies from school to school. The larger and more prominent ones put out texts of real educational value. They differ from the regular schools and colleges

in that the diction is very simple, and explanations are very elaborate.

Can the institution which is in the field for profit be relied upon to give proper attention to those phases of education which do not yield a profit in dollars and cents?

Good business policy demands that the interest of the consumer stand first. It is not a question of inherent difference between the commercial and educational elements in the composition of a correspondence school, but the universal problem which faces every enterprise, the policy of deciding between the long run and the short run policies of a business. There is plenty of evidence, both in the material of instruction, and in the organization of the better schools to prove that the commercial character of the work does not necessarily interfere with broad and liberal treatment of the subjects.

There is, however, one phase of correspondence schools which shows tardy development. This is an element which creeps into the advertising of even the best schools. An examination of the advertisements and circular letters reveal many objectionable features. Some have reduced prices for limited periods, free offers and the like. It is not that the schools play up to their best and strongest features, but the fact that they use the quack's methods of appealing to men's weaknesses rather than to their strength, and that their special offers, reduced prices, etc., are as a matter of fact practically perpetual in one form or another. This is done more

by the smaller schools.

It is not necessary for a correspondence school to be connected to an academic institution in order to be endowed with the high ideals, etc., but there is still a very strong prejudice against the institutions which is based on the practices of the weak and fraudulent schools which deliberately cater to the delusions of the simple-minded, and by misleading advertisements exploit the gullible public.

Correspondence schools will continue to grow in number, as the demand not only for popular education increases, but also for continuous education which a man can get after his school days are over. There are many who believe that many of the correspondence schools are doing a good and useful work, believing at the same time that there are a few guilty of malpractice, bad advertising, etc., but I believe that correspondence instruction is a good thing if a person enrolls in a good established school, and has an opportunity to work at the same thing which he studies.

George M. Fozzard was the reporter this month. Clinton H. Bishop will be the reporter next month.

George Q. Grant, pulp sales division, has returned to the office after spending an enjoyable two weeks at Little Sebago Lake.

W. L. Gilman, New England representative of the pulp sales division, has moved his family from La Tuque and taken a cottage at Peabbles Cove for the summer.

Edward F. Moody, manager of the pulp sales division, is spending a week with Mr. Harlan of the New York office, calling upon several customers in that territory.

T. W. Estabrook, purchasing agent, and family spent a pleasant two weeks' vacation at McMahon's Island in Casco Bay.

Ivory Lord, formerly with the building supplies division—and now salesman for the Southern Pine Sales Corporation in New York City, called on his old friends at the office the other day.

It is understood that John C. Sherman, advertising department, was bawled out by a traffic cop in Monu-

ment Square. John retaliated with a two-column article in the evening paper.

H. H. King and W. E. Perkins are listed among the "Saltaire" boosters. We understand that Mr. King excels at "Ring the Spike."

Willie Dame, accounting department, while trying to negotiate the corner of High and Free streets stubbed his toe on the Y. M. C. A. steps (some distance off, by the way) tripped up seven pedestrians and tied up traffic generally for about ten minutes. Hard luck, Willie, better ride. Traffic is too thick on Congress Street for your No. 13 brogans.

Ralph E. Dyer, pulp sales division, spent his vacation at Little Sebago Lake. He used most of the time during the first week in building a library in his cottage.

That same little "Chevvy," which so gallantly carried our friend, Leonard Stack of the purchasing department, in the recent Governor's Day parade, has successfully brought the boy home from his trip to Montreal.

Mr. Sherman has just returned from a three weeks' trip to Florida.

George Grant has not been seen bringing his antiquated flivver to the office since his return from his vacation. He is, however, sporting a brand new Ingersoll watch. Who got stuck, George?

Verne Clough, chemical sales division, has returned to the office after spending two weeks' vacation with his folks at East Rochester, N. H., that little old New Hampshire town.

Edmund Burke, sales manager of the fibre conduit division, visited New York recently on a business trip.

"Jim" Taylor, fibre core department, recently motored with his family to Quebec. His family will remain there for a month.

J. A. Fogarty, sales manager of the chemical sales division, is back from a business trip to New York and Washington.

"Bill" Callahan can be seen any evening stepping them out at Old Orchard Pier. Never mind, Bill, "Checker"

Bradley, is still at it, too, and he has a few years on you.

H. H. King of the purchasing department spent a part of his vacation at Totem Lodge, Watchic Lake, Standish.

Billy Curran, building sales division, says that Gratto raised potatoes that can be boiled without adding any water.

We were pleased to receive a visit from A. Lee Owen, formerly of the building supplies division. Lee is now salesman at Elizabeth, N. J., for the National Cash Register Co.

One of the boys from the chemical department, and another from the fibre core division volunteered to assist Mr. Taylor unpack his furniture upon its arrival from Quebec. When they reached Taylor's residence, the maid informed Mr. Taylor that there were two Jewish boys to see him. If you don't believe this, ask "Pom and Duke."

Earle Kavanough, building supplies division, and family are enjoying a two weeks' vacation at East Sebago. We understand that his rent in East Deering has been sublet to New Hampshire parties for the two weeks during his absence.

Our heartfelt sympathy is extended to John E. Mullin, whose mother died on July 22nd.

It is pretty tough when one of the boys of the paper sales division goes down to New York in his new car and tries to knock down a detour sign. The big town cop almost hauled him in, but seeing the State-of-Maine license, let him go.

Heard in the accounting office,—
"Well, Carroll, did you have a big night last night?"

Si Mountfort: "I'll say I did. I read the Grange Gazette, gave the back of my neck a good washing, and then went down to Eph Doolittle's drug store and bought a quarter of a pound of peppermints and went over to the gal's house, and we had a golrined fine time listening to the funnygraft all evening."

Well, Si, go it while you are young.

One of the boys got a winter scene postal card from Verne Clough while he was on his vacation. It was nice to see the snow, Verne.

Sheik Annabel, towel salesman, was in the office for a short stay and relieved the sales division of a quantity of mail. He says they are from the boys, but we have our doubts.

We were glad to see Jack Leo, towel salesman, at the office once again.

Hanson and Barry are back at the office after a very pleasant vacation. Did they cross the border?

The night was dark and the hour late, when the lone merrymaker advanced unsteadily toward the concrete lamp post. Gingerly touching the rough surface, he felt about until assured of a solid support, and then leaned back, resting. After a few minutes, deciding again to pursue his alcoholic path, he turned and felt carefully about the surface of the post. Round and round he walked, never taking his hands off the concrete. Amazement gave way to despair, and at last, sinking down on the pavement, he gasped: "My God, I'm walled in."

James B. Lunt celebrated his sixtieth birthday recently with a radio party, at which H. H. King, John Kelsey, Harry Currier, Nelson Worthley, E. B. Skillin, John Morris and W. E. Perkins were guests. After listening to a very enjoyable concert they were regaled with ice cream and cake. Jimmie's radio parties are always a

huge success. Whenever static or other interference comes in, he has a fine victrola and selection of records to beguile the time until receiving conditions become right again.

Mr. and Mrs. Grover Hanson, with their cousins Mr. and Mrs. Coble of Indiana, spent part of a week at Camp Saltaire the last of July. H. H. King and W. E. Perkins were also there for two days. So far as fishing was concerned there was not much doing, but everyone had a good time and voted the camp, with Capt. and Mrs. Rowell as hosts and Mr. and Mrs. Antwine as chef and assistant, to be an ideal place for an outing. For beauty of natural surroundings this enchanting spot cannot be surpassed.

W. B. Brockway, comptroller, has started building his new home on Highland Ave., and has purchased his lumber from the building materials division.

Agent Richard L. Rice of the Pacific Coast Office and Agent W. H. McEwen of the St. Louis Office were recent business visitors to Portland Office. They also went up to the mills at Berlin before returning to their respective offices.

On July 30, a daughter was born to Mr. and Mrs. Simmons Brown at Portland.

F. W. Thompson, accounting department, spent a week-end recently at Kineo enjoying a much needed rest.

Napoleon Roy, chauffeur for Mr. Norman Brown, has moved his family and effects from Quebec to Portland.

Mr. Norman Brown and family are spending the summer months at Wildwood, Falmouth Foreside.

Manager Ek of the paper sales division is much improved from his recent illness.

Two new additions to the office force for the past month are Arthur D. Gatham to the accounting department and Andrew J. Cahill to the general sales.

Bill Barry, accounting department, is spending his vacation in Montreal. He may have some interesting experiences to tell Harry Todd on his return.

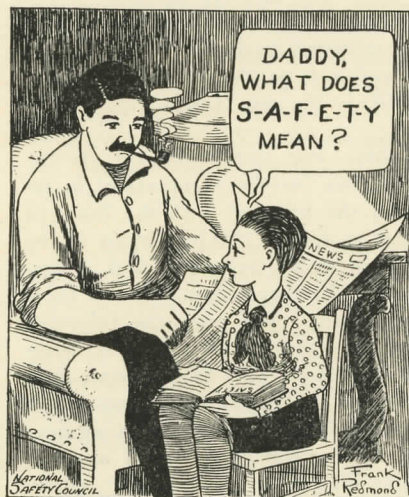
R. F. Tozier, formerly in the purchasing department of the Burgess Co. at Boston, visited Portland Office recently to see three of his former associates from the old Boston office, Messrs. W. M. Hoffses, T. D. Churchill, and P. G. Peterson, who are the survivors of the large office force transferred from Boston in 1908.

TEACH HIM ITS REAL MEANING

How many of us know the real meaning of safety? To some the slogan "Don't get hurt" is the beginning and end of the safety movement. "Safety First," which became popular in the early days of accident prevention, also has its limitations. Of course, if safety isn't first there may be no opportunity for anything else, but there are times when it is necessary to relegate safety to second place.

When the lives of others are in danger, disregard of personal safety rises to heights of nobility; when safety is ignored to save a few seconds or to get a thrill from some unnecessary dangerous act, it is plain dumbness.

We adults can usually judge when it is advisable to play safe or take a chance, even though we sometimes dis-



regard common sense in our actions. Experience has taught us a few things, often at a stiff price. The youngsters, however, must learn from our teaching

and example. We would hate to see them take some of the fool chances we sometimes boast about. If they get the idea that safety means avoiding all sports in which there is an element of danger, they will either lose their initiative or else regard all safety teaching as bunk. Teach them what you yourself have learned through accident prevention work at the plant—that there is a safe and an unsafe way of doing almost everything. Show them the hazards of the street and playground and how they may be overcome successfully. Teach them to avoid danger when the result is not worth the risk, and to face it squarely and calmly when necessary. There is no place for fear in the safety movement.

But be sure to back your teaching with a good example. Can you expect others to have confidence in you if you talk safety and practice recklessness?

BROWN COMPANY SALES OFFICES

NEW YORK

Joseph May, Louis Constantine and Francis Smith are back from their vacations.

Among the visitors at this office have been E. F. Moody, Norman Brown, W. B. Brockway and J. A. Fogarty.

W. E. Corbin was a recent visitor to this office and spent a week-end with Mr. Flint.

George Ashworth of the chemical sales division will be out of town for the next month on a business trip through New England.

M. S. Flint has just returned from a motor trip, which he reports was very pleasant as well as interesting.

We are glad to welcome Miss Marjorie Jannemann and Charles Slicklein, both of whom are recent additions to our office force.

Business in general at the New York office has been very encouraging, and sales have been steadily increasing.

MINNEAPOLIS

J. H. Splann, formerly of our towel field force, who has been working in Minneapolis office territory for the past fourteen months, has resigned from Brown Company's employ to take charge of the newly organized Hotel Supply Department of the Eastman Bros. & Bancroft, Portland, Maine. "Herb," as he was generally known by friends and customers in this territory, was a hard worker and turned in some good towel business for Brown Company. He will be greatly missed out where the tall corn grows and the wind billows oceans of grains. We wish him success and happiness in his new undertaking.

Our reporter, H. L. Berglund, spent his vacation in Northern Minnesota, enjoying the cool breezes from some of our 10,000 lakes, while we were trying to keep cool, work and write news items.

Miss Lillian Johnson ably took care

of our office work during Mr. Berglund's absence.

ATLANTA

Clifford A. Ham, towel salesman, has returned from a very successful trip through Florida. While on this trip he was successful in selling Nibroc Towels to the Tampa schools, which means an installation of 120 cabinets. Mr. Ham went to Portland to get his family, for they are making Atlanta their home.

Our Atlanta distributor, the Fulton Paper Company, is advertising Nibroc Towels, as well as our other items, as shown by the photograph that we are



submitting. In addition to the painting on the sides of the truck they have the following slogan painted on the top in large letters: "One Wipes Dry."

Maurice Thomas, towel salesman, just returned from his vacation. He enjoyed a very pleasant tour through Florida in his new "Lizzie."

Tobins, our distributor for Austin, Texas, has just been successful in securing the contract with the State of Texas to supply Nibroc Towels to the different state institutions and departments. There are twenty-nine of these departments. We copy the following from a recent order that our distributor received from Mr. Sam Carter, Secretary of the Board of Control of the State of Texas:—"The towels we have had are so worthless that I am glad of the opportunity to get your Nibroc Towel, which is a real towel."

PITTSBURGH

Our friends and customers around here will talk business for a little while and then hasten into a discussion of

the Pittsburgh baseball club. The "Pirates" are leading the league and creating a lot of agitation in this section. Make applications early for World's Series seats.

A. W. Mack, of this office, is now in our New York territory and reports good progress among our towel distributors. Our towel business is growing, and we have secured a lot of new school accounts this year. As far as we know, all of our old customers have come back for more.

J. A. Close, newest member of our towel sales force, has just returned from West Virginia.

We welcome as our new clerk at this office, Charles E. Wise, of whom you will probably hear more later.

Mack spent quite a little time in Syracuse on this trip, and the report is that a young lady friend there makes the place very interesting.

Last week-end, Mr. Brinig pitched a game for a ball team up-state. He allowed two hits and fanned ten, but no scouts were present.

PACIFIC COAST

C. O. W.

Owing to the fact that Richard L. Rice was absent in Los Angeles when our items for the last Bulletin were sent, we made too little mention of Mr. Burke's stay with us. Mr. Rice saw more of Mr. Burke than anyone else.

Earl van Pool, whose forte is sales promotion of Nibroc Towels on the Pacific Coast, spent the month of July in Los Angeles and points covered by the Nibroc Towel distributors in the "White Spot of America." Mr. van Pool's intelligent handling of the towel sales promotion continues to meet with merited success.

Brother Bouis, in his trip where "it goes up to 102 in the shade," has nothing on us in some of this territory. "There ain't no shade" in some cities out here except at night, and then the only difference is that you can't see

where the sweat drops so that you can keep your feet dry.

Answering the "mystery" propounded by "Riverside Smoke" in the July Bulletin as to the why of the pictures of the "Sales Managers" in the June issue, we answer we could only obey orders of Mr. Brockway to send them in. Blame him for that but not for our faces. We understand "the girls in the cutter room" were reprimanded for spending so much time raving over Handsome Harry. Even the Smoky City has failed to ruin the beauty that made him famous at Somerville (Massachusetts) High School.

We were pleased to meet Larry Gurnett, son of L. E. Gurnett, manager of the finance department. Larry is connected with Bonestell & Company of San Francisco, one of our valued customers.

Our friend, F. M. Couch, manager of Blake, Moffitt & Towne, Los Angeles, favors us with their monthly house organ, which is edited by Mr. Couch.

CHICAGO

Last month we were honored by a visit from "Nibroc" himself. He, like Mr. Libby on his previous trip, called on one or two of our largest converters and met one or two of our big jobbers. The trip was a productive one and visits like these go far toward keeping the close touch in business that is necessary.

Mel Pray of our Minneapolis office favored us with a visit on his return from Portland Office and Berlin. He expressed himself as well pleased with his trip.

Mr. Rice of our San Francisco Office stopped here for a minute on his way East to Portland and Berlin, and we trust he will make another stop on returning.

A world-wide traveler, now a resident of Berlin, N. H., paid Chicago a brief visit last month. For a traveling companion he had an honest-to-goodness cowboy and was greatly admired as he proudly stepped out of his box car to the street.

The traveler was none other than Abu Zeyd, the beautiful Arab horse owned by Mr. W. R. Brown. He made many friends during his western visit,

and the old cowboy was unashamed of the tears that came to his eyes as he bade Abu Zeyd goodbye. We were all glad to learn of his safe arrival in Berlin.

ST. LOUIS

Miss Frances Wrape to

Wed Joseph Heyer

The Town Club Saturday was the scene of a delightfully appointed bridge luncheon given by Miss Virginia Jacobs, daughter of Mr. and Mrs. F. E. Jacobs, 5912 McPherson. The luncheon honored Miss Anna Frances Wrape, daughter of Mr. and Mrs. Frank S. Wrape, 5616 Enright, whose engagement to Joseph I. Heyer, son of Mr. and Mrs. H. C. Heyer, was revealed by means of guests receiving copies of the Post-Dispatch in which the engagement was announced.

Mr. Heyer has been with the Brown Company for more than two years, working out of St. Louis office, and is being most heartily congratulated by his host of friends in this territory.

Our office reports show a marked increase in new towel customers for this month. Among them we are glad to report many of the leading department and industrial stores in St. Louis and a contract with St. Louis University and High School, and there is every indication of us getting the Law and Dental schools in addition. One of the biggest deals put over is that of the beautiful new Sears-Roebuck building in Kansas City, Missouri. This building cost \$7,500,000 and will probably house 4,000 employees before the first of the year. We also have closed a contract with the Texas Oil Company for their service stations at Tulsa, Oklahoma. We are already equipping the Sinclair Oil Company's beautiful building at Tulsa.

Mr. McEwen returned from a trip to the Home Office and the mills at Berlin Saturday. He was glad to get back in old New England. As a result of a few days of the good old White Mountain air he is in much better shape and has practically fully recovered from his recent indisposition.

We have word from our Mr. Leffingwell from Kansas City, Missouri, that the house authorities in that city have started a crusade against users of "Gang" towels. These, in common parlance, are the old roll towels. He reports that several people have been

fined \$10.00 to \$25.00 for using these unsanitary towels. Would that the health authorities in the Mid-West and all the Southern cities start a campaign against disease-transmitting towels.

Several of Mr. Heyer's friends gave him a farewell bachelor dinner at the American Hotel Saturday night, and among those present were many of the boys who served with him during the war. Both Mr. Heyer and Mr. Leffingwell of the St. Louis Office staff have read with interest the war records of our boys which have been published in the Bulletin. These boys, too, have excellent records.

It is mighty inspiring to get the news from the Regional offices through the Bulletin. We have many requests from our customers for copies. The city officials of St. Louis greatly appreciate the article in last month's Bulletin on our beautiful Municipal Open Air Opera House, and we thank the Editor for the space given this story.

FROM EAST ST. LOUIS

Once upon a time I thought I understood man, and I would eventually marry one. But, alas, Man is an intricate piece of machinery.

Here is what I have decided.

If you wear gay colors and startling hats, man will hesitate to take you out, but if you wear quiet colors, he will take you out and lose both eyes on some female in orange or red. If you are a "snake" he hates to have you meet his mother or his sister, and if you are a flapper" he inevitably remarks to his men friends that you are only a kid, trying to be wicked. If you are the sweet, old-fashioned, clinging vine type he doubts if you have any brains; if you are advanced, modern, and independent he doubts if you have heart or scruples. If you join him in his vices, drinking, smoking, swearing and the like he swears you are driving him to the devil, whereas if you don't he takes you home early and goes out with someone who will. If you flatter him, he thinks it's your line, if you don't, he wonders why not. If you are jealous of him he simply can't endure you and if you are not, he simply can't understand you. If you don't believe everything he tells you, he thinks you cynical, if you do, he terms you a little fool. If you admire his wonderful fraternity pin he thinks you are scheming to get the fool thing, and if you

don't mention it he feels hurt. If he asks you to wear it and you refuse, his feelings are terribly hurt.

Now, girls, how on earth can you please a man. I guess just let them take it or leave it, but between you and me, we all hope they don't leave it.

This came from East St. Louis and it's such good, sound philosophy, we thought possibly it might make the Bulletin.

THE BRIDGE BUILDER

An old man, travelling a lone highway,
Came at the evening cold and gray,
To a chasm vast and deep and wide.
The old man crossed in the twilight dim,
But he turned when he reached the other side
And builded a bridge to span the tide.
"Old man," cried a fellow pilgrim near,
"You are wasting your strength with building here.

Your journey will end with the ending day

And you never again will pass this way;
You have crossed the chasm deep and wide,
Why build you this bridge at eventide?"
And the builder raised his old gray head,
"Good friend, on the path I have come," he said,

"There followeth after me to-day
A youth whose feet will pass this way.
This stream, which has been as naught to me,
To that fair-haired boy may a pitfall be,
He, too, must cross in the twilight dim;
Good friend, I am building this bridge for him."

—The Timberman.

TWELFTH CENTURY CITIZENS

When Richard the Lion-Hearted of England led his knights in armor on the first crusade to the Holy Land in the year 1190, a piece of paper with writing on it was viewed with suspicion and alarm. Writing was then a mysterious art known only to a few priests and educated nobles.

When our own country entered the World War in 1917, millions of people throughout the United States could not read the President's declaration of war in the newspapers because they had never learned to read.

Even today, as far as elementary education is concerned, a vast portion of our population are still living in the intellectual darkness of the twelfth century. For them the printing press might just as well never have been invented.

The United States Bureau of Education is authority for the startling statement that, at the time of the World War, approximately twenty per cent. of this nation's population could not make use of the English language as a means of conveying written information or expressing ideas.

Marian K. Clark, of the New York

State Industrial Commission, estimates that one-half of the accidents in factories, with a resultant loss of \$50,000 per day to industries, are due to ignorance of the language. There are 800,000 factory workers in New York State who can not speak English. In 1916 \$11,500,000 was paid out in that State in accordance with the workingman's compensation law, an account which would be increased to \$35,000,000 if to it were added loss of wages, labor turnover, doctor's bills, and administration of the law. Statistics of the United States Department of Labor show that the rate of accidents in the iron and steel industry during a period of eight years was highest among the non-English speaking workers and showed little decrease from year to year. The Ford Motor Company officials state that accidents have fallen off 54 per cent. since their school was started in 1914. In mining, lack of ability to read the English language is a tremendous handicap. In 1919 Mr. Manning, then Director of the Bureau of Mines, stated that 465,000 men in the mining industry came from non-English speaking races and that many of them were illiterate. He stated that if these men were taught to read and write English it would be a tremendous economic factor in the industry through a reduction in the casualty list.

These are facts that our people should bear in mind as schools open this month. The boy or girl should stay in school as long as possible. Schools build better citizens, spread a knowledge of our country's constitution and history and give everyone a greater share of happiness and prosperity.

THE OFFICE AND VACATIONS

(By a Stenog.)

If you have plans, prepare to make them now.
Our genial "broom" has just issued last call
On the dates you want but can't get,
And it's time to sign up for the customary
"two weeks with."

The sun is getting hotter, the days are getting longer,

The ocean gets more salty all the while,
And certain resorts have hung out the old sign,
"Yes, we have no mosquitoes."

Pretty thought, but it doesn't mean anything.
The lid is off Old Orchard, and if your eyes don't weaken

You can have a swell time just looking.
What it will be like at Akers Pond or Cedar Lake

Is purely a matter of conjecture.

They say Filene's latest models

Are simply spiffy,

Or should I say, briefly simple?

Speaking of clothes, we hear the underthing manufacturers

Are crying on each other's shoulders,
Moaning over the loss of business, because we dear girls

Don't wear as much, in some ways, as we used to.

But is that not the working out of Nature's laws,

And the greatest good to the greatest number?
I leave it to you.

But, oh boy, what I hate about vacations

Is the cursed scramble for stenogs

When half the girls are away.

Seems like everybody wants something rushed, special,

And you get dizzy jumping from one guy to another.

One minute you're writing a brainy article

On the use of the apostrophe in business letters,

And then you do a quick flop and dash off

Specifications for a new Sulphite Pulp,

Filling in odd times by patent filing, monthly reports

And simplifying Filing Systems.

Doing other people's work is the fondest thing
I am of—

In a pig's left ear.

But then the business has to go on I suppose, and

We have to grease the wheels of industry with the indispensable

Products manufactured by our bright chemists. Personally I'm in favor of shutting down completely

During the warm weather,

But I've never been able to make the Brown boys see it.

At that I'd just as soon be pushing the keys
Here in the office

As chasing dishes around the sink at home,

And trying to keep six kids from busting everything in sight,

You don't get no vacation that way—never.

It's a life sentence, and good behavior

Doesn't get you a thing.

This child will still be found at the old stand, therefore,

For some little time to come.

—With apologies to the Atlantic Seal.

THE DEMON AT THE WHEEL

There once was a driver named Jonathan Bruck
Who sure was a devil when driving a truck,
He'd step on 'er, holler, and then take a drink
And at many a maiden he often would wink.
But the Judge would not listen, nor did he relent—

When he soaked him a fine that took his last cent,

But he was very lenient in giving him time,
For "Ninety Days' rest" he attached to the fine.

Now Jonathan knows that moonshine and gas
Is a mixture that any sane driver should pass,
And when he is free and driving again
He'll obey traffic rules, then none will be maim.

—George E. Burns.

LIST OF PROMOTIONS

CASCADE MILL

William Eichel from compositor to first-class pressman.

Henry Lemieux from sawdust man to 2nd hand.

George Willette, Jr., from 4th hand to 3rd hand.

Ed. Hynes from laborer at Riverside to blacksmith at Cascade Mill.



BROWN CORPORATION



Messrs. Houldsworth, Griffith, and Pemberton spent a very enjoyable hour in the company of Mr. Charles Cash recently. Who said Charles was no sport?

Boarding House Notes

You have often read an ad about: Earn while you learn. But here is one better: Eat while you learn! All you have to do is eat at the boarding house any supper time, and our two professors on farming will teach you everything from grass to hay fever.

The following subjects are taught by Prof. Gillard: "How to milk a cow with a pipe wrench!" "How to run a rake;" "How to operate the three-speed mower;" "How to sell buttermilk." Prof. Braithwaite teaches the following subjects: "How, what, when and where to feed hogs;" "The right side of a fence to sit on." The professors disagree on a couple of subjects though. Prof. Gillard maintains a mower has three speeds but Prof. Braithwaite claims the old mare has only one speed. Which is right? Now, Prof. Braithwaite claims, buttermilk should be sold by the lump, while Prof. Gillard says it should be sold by the yard. Nevertheless both professors will make a farmer out of a greenhorn in fifteen minutes. How about it, Tiny?

We are pleased to announce that we have a champion staying at the B. H. now, in the person of Mr. E. Fitzpatrick. He is the champion thrower of horse shoes. Fitz broke the game in well, as well as a window. "By heck!" says Fritz, "The hayseed is blowing off my strawhat, and getting in my eyes, I can't see the peg for windows." Reggie starts the game well by nearly putting the finishing touches to Scot-tie's nose. But Mike comes back strong by bouncing a shoe off Reggie's right big toe to his left shin. "D—n," says Reggie, "watch this new dance step." The game started all of a sudden. The Champ furnished everything, pegs and shoes.

Someone says,—and we think it must have been Packard—That Fitz was building a Hoss up at the barn, he had the frame up but found the shoes

would not fit, so he gave them to the boys to throw at each other. They succeed fairly well, eh Reg. A very interesting battle is being fought. Merry Old England versus Scotland and Gaspe. Scotland and Gaspe have a very firm supporter in Mr. Ed. Moore, because—well they both know a cod from a goldfish. Reggie fights for Merrie Old England and Robertson is doing his best to keep Scotland and Gaspe in the lead.

Main Office Items

The main office is at present reviving from the vacation period. Henry Murch caught his first cold in the woods a few weeks ago. He should do as the rest of the boys do, take along his bottle of corn cure.

Ernest Gowsell has returned full of birds, bees, music, stars, etc. We wonder why?

Mr. Nevins, our illustrious shipper, took Billy to the circus last week. The following was overheard.

Billy: Pa, ain't those elephants big as h—?

Mr. Nevins: Billy, how many times have I told you not to say ain't?

Who was the young man who drove to Fitzpatrick and had the horse walk home on him? Taxis are expensive things in La Tuque and some people like to drive slow.

Norman Barraclough is away with the scouts. We can see him gazing at the moon and singing "She's the Rose of No Man's Land," or "When Shall We Meet Again."

Mr. George Cash is working with Mr. Murch during his college vacation. We are glad to say that George did well in his exams.

News has reached us that Stanley has graduated from Tri State College, Indiana. He is now working with the Consumers Power Company with headquarters at Jackson, Mich.

C. R. (Percy) Cash has also graduated from the above college. We expect to have him with us in a short while.

Mr. W. H. Churchill has been transferred to our Berlin office, and Mr. J. K. Nesbitt has taken his place as purchasing agent at La Tuque. We wish them both every success in their new work.

Mr. J. K. Nesbitt had a fine time on his vacation to England and Scotland. He will tell you all about the fine girls waiting to get a chance to come to Canada, also about motorcycles and other things too numerous to mention.

Steen Gillard is suffering from hay fever, so they say.

Steen, will you take the butter and eggs to town?

The church choir at Ormstown has a visitor who sings bass. Look out for your ears, radio fans. Mike Hayes has been heard to complain about the radio broadcasted from Ormstown. He claims that they burnt all his batteries out.

Every time you meet Steen since he came back from his vacation he is continually singing this little song, entitled—In the Dark—

When I kissed her that night in the hallway,
'Twas so dark that nothing was plain;
And not being sure but I'd miss her,
Why, 'twas right I should kiss her again.

There was darkness in everything round us;
I was reaching in vain for the door,
And while I was seeking an exit,
It so happened I kissed her some more.

And I wasn't quite sure as I left her
As to whether she liked it or not;
But I know that I sighed to be back there
The farther away that I got.

And the next time I called it so happened
That we stood in that hallway once more,
And the gaslight fell over and round us
As I quietly moved to the door.

But her red cheeks so roguishly dimpled,
And her eyes shone so wickedly bright,
That I guessed where her thoughts were a-
straying,
And I reached up and turned out the light.

Baseball News

The town team of our local baseball league has cinched the championship of the league by winning their last two fixtures. They deserve this championship as they have played well together, with every one of their team on hand when the umpire called "play ball." The Cubs have the strongest team, but owing to the fishing trips and vaca-

tions, they only played two games with a full line-up. Boswells started out well but slumped toward the close of the schedule.

It is hoped that we will have more and better baseball next year and the idea of a twilight ball league has been talked about, and if the town could see fit, with the cooperation of the Brown Corporation, to declare the town on Daylight Saving Time next year, this matter of better baseball and more baseball could very easily be arranged, and the games would be very much more interesting.

On Wednesday, August 12th, Miss Yvonne Jean was united in holy matrimony to Mr. Joseph Bouchard. We wish Joe and his bride long life and happiness and hope all his troubles will be little ones. We also wish to thank him for the cigars.

CARDINAL BEGIN

A prince of the Church died in Quebec Saturday night. (July 18). Cardinal Louis Nazaire Begin, Archbishop of Quebec, the spiritual leader of the Catholics of the Province of Quebec, received from the co-adjutor of the archdiocese late at night the last sacrament of the church which he had served so long and so ably and passed on to his final reward.

It is typical of the Holy Catholic Church throughout the world that at one and the same time passed Louis Nazaire Begin, son of a humble farmer of the parish of Levis, teacher of the schools of the Province, member of the Royal Society of Canada, and citizen of Canada interested in the welfare of the other citizens of Canada.

It is an essentially democratic and self-perpetuating institution which can select its princes from among the tillers of soil in the ecclesiastical provinces where those princes are to rule. Those who seek a cause for the inherent strength of the Church of Rome may find it in the career of that Louis Begin, farmer boy, of the parish of Levis, Province of Quebec. There was nothing in the constitution of the Church which prohibited him from becoming one of its highest dignitaries, second in rank only to the Pope himself. Through hard work and ability he attained the coveted rank of Cardinal. Make no mistake. This preferment was not to a post of pleasure involving a life of ease. Self-denial, incessant study, years of grinding toil brought him to more years of toil, additional

necessity for study and the terrific responsibility of the spiritual welfare of the communicants of the Church. The carefree son of the farmer of Levis came through years of self-imposed slavery to be at once the spiritual guide of his fellow-countrymen and their servant.

Rooted in the soil is the Church led by men of the stamp of Cardinal Begin, leader of the people by example rather than by precept alone. What he has done other farmer boys in the Province will do in years to come. There is the strength of the Church—it is of the people and at once their leader and their servant.—Laurentide Journal.

BROWN CORPORATION RELIEF ASSOCIATION

Statement for six months ending June 30.

RECEIPTS

Amount collected from members	\$5,630.61
Amount received from Brown Corporation for one-half benefits	1,765.95
Total	\$7,396.56

DISBURSEMENTS

Amount paid in benefits	\$3,531.91
Amount paid to poor families	243.82
Total	\$3,775.73

Dividend paid to all members in good standing 64%.

LIST OF CLAIMS PAID

Dan Stevens	\$ 13.70
Jos. Desjardin	11.58
Hormidas Gilbert	46.40
W. H. Nevins	17.50
L. R. Gorman	24.45
Liboir Proux	34.20
J. Arthur Daniel	22.20
John Barbin	6.34
Jos. Demerse	27.50
Emile Simard	74.73
Arthur Tremblay	27.65
Jule Charland	20.53
Pierre Bertrant	46.25
Geo. Teschuck	9.50
Frank Leo	28.50
Frank O'Farrell	144.00
Wilfrid Lortie	5.02
B. Brassard	18.30
Jos. Arsenault	118.15
Hermel Fortin	120.80
Chas. Fox	105.70
Pierre Boudreault	7.72
Frank Scalzo	5.70
Emile Simard	46.40

Thomas Crette	138.25
Geo. Aube	19.02
J. E. Roberge	116.10
Jos. Lamontagne	16.80
J. B. Rouillard	33.30
Jean Couchon	96.66
Henrie Reneaud	38.31
Cyrille Pelletier	234.05
Philippe Allard	116.20
Geo. Picard	47.50
Ernest Gauthier	181.20
Edw. Lafebvre	75.85
Ernest Vogle	150.00
Gaudias Rochette	22.20
Leon Drouin	13.53
Jos. Smith	14.80
Antonio Peters	11.60
F. Arpin	13.53
Grant Armstrong	24.00
Henrie Simard	13.53
Walter Richards	164.40
Desirie Tremblay	188.70
Maxime Picotte	7.50
Joseph Lambert	182.40
Joseph Dion	34.80
Albert Moisan	94.75
Romeo Genois	5.55
Jos. Jean	8.44
J. J. Hudson	244.40
Louis Morin	110.00
Robert Cleland	29.00
Joseph Dion	65.72
Jos. Laflame	38.38
Wm. Filion	3.70
Xavier Royer	11.10

J. O. ARSENAULT, Treasurer.

JULY ACCIDENTS

UPPER PLANTS

Serious accidents	1
Minor accidents	31
Without loss of time	61
Total	93

SULPHITE MILL

Serious accidents	0
Minor accidents	6
Without loss of time	51
Total	57

CASCADE MILL

Serious accidents	1
Minor accidents	9
Without loss of time	75
Total	85

Mr. Newlywed—"Good gracious, dear, what a long pie. It is surely too big for just two."

Mrs. Newlywed—"I'm sorry, Joseph, but I couldn't get any shorter rhubarb anywhere."—Darling Digest.

SULPHITE MILL GAS

Among those who have recently returned from vacations are: A. L. Gilbert, who spent his in his trusty Chevrolet touring Canada; S. G. Blankenship, who spent his vacation at Cape Cod; W. E. Sullivan, who reports everything O. K. in Canada; Lucy Sweeney, who spent an enjoyable vacation in and around Portland.

Among those now on vacation are Supt. F. W. Rahmanop, G. H. Fowler and L. B. Paine.

Dorothy McGivney has recently been transferred to the engineering department.

We have three new members of the curve room crew: Helen Buckley, Louise Oswell and Marion Whitcomb.

One of our curve room girls, Bernice Eriksen, who has been with us for a number of years, has acquired a thirst for knowledge and so is leaving in September for Keene Normal School. We wish her success in her new work.

Mrs. Paul Gauthier recently entertained the Burgess girls. The affair incidently was a farewell party to Bernice Eriksen, who is leaving the office to become a "skule marm." The evening was very enjoyably spent, and delicious refreshments were served by the hostess. Bernice was presented with a sum of money by the girls who wish her the best of success in her new work.

Alma Powers, Louise Oswell and Helen Buckley were members of a party that spent the week-end at Locke's Mills. If sunburn and blisters are any sign of a good time, they must have had more than their share.

There's one of our curve room slide-rule artists who went to Mt. Clemens, Mich., on her vacation and never returned. When last seen here she was Miss Cecilia Smyth. Now when the boss looks for her name he Mrs. it. She is now Mrs. Lovell M. Cushing, and we extend congratulations to the newly-weds, who are now at home to their friends on Laurel street.

Herman Reichel wishes to thank Leon Noel for the ride he gave him during the big shower one noon last week.

FOR SALE:—Used torpedo pipe and one-half can tobacco at half price. Apply to Wm. Petite, storehouse.

AMERICAN LEGION

Final reports of the American Legion Endowment drive in Berlin and Gorham for disabled veterans and orphans has been sent to National headquarters. The quota of \$1,900.00 was oversubscribed in the short space of two hours, establishing a record in the state, if not in New England, and the total amount received was over \$3,700.00. It may be of interest to know that New Hampshire has made the best record of any state in the union in percentage contribution by raising \$45,000.00 on a quota of \$15,000.00. Because of this fine work and to show their appreciation, the national executive committee of the Legion has designated New Hampshire as the first state to be organized for child welfare work under administrators of the Endowment. Committees are being formed through the state to work in cooperation with the national headquarters for this work. The cases of all orphans of veterans are to be investigated and their proper care and bringing up is assured because of the country-wide support made to keep the home association and the family together. Every home where an orphan is placed is to be investigated thoroughly, and these homes are to be above the American standard. Orphans who are not placed in private homes because of physical disabilities and other reasons are to be placed in billets, as they are named. These billets, built in cottage style, accommodate 15 orphans and a matron and are placed in different sections of the country in small towns. The orphans will attend the schools and churches of the town and enter into the life of the community. They will always be under the guiding hand of a matron. This plan assures them of a home life as near as possible like the home life they would have received had their parents not given their lives to the country.

BURGESS RELIEF

ASSOCIATION NOTES

Thomas Donahue, a foreman of the SO2 plant, was put on the accident list for the first time when he fell from his horse and sustained a fractured arm.

It is reported that Fred White, piper foreman, is seriously ill at his home. He has been in poor health for two or three years but gamely kept at his work until recently. His speedy recovery is hoped for.

Clyburne Locke of the dryer crew has been obliged to leave the mill for a time because of chronic bronchitis. A good rest and a change were advised and he went on a farm in Maine in the hopes of relieving his ailment.

Nils M. Johnson, an old employee of the company, died after a long illness, on August 16th. He was born in 1859 and came here from Millinocket, Maine, and first entered the employ of the company in 1906, working on and off until 1915. From that date he has been steadily employed at the sulphite mill. The sympathy of the employees is extended to his bereaved family.

Multigraph Room

We wish to thank the employees of the sulphite mill for their beautiful gift of a writing desk and chair on the occasion of our wedding.

Mr. and Mrs. Roland A. Rousseau.

LIST OF DEATHS

CASCADE MILL

Ralph Calback was born April 8, 1906. He commenced work with the Brown Company May 20, 1924, and has been employed continuously until his death which occurred August 1, 1925.

UPPER PLANTS

Jos. Simard was born August 27, 1899. He commenced work for the Brown Company April 17, 1925, and has been employed continuously until his death which occurred July 18, 1925.

A new sleeping-car biplane has been built in England which carries 16 passengers with baggage.

LAMPSON'S COVE---

By JOSEPH DAW
Quebec Office

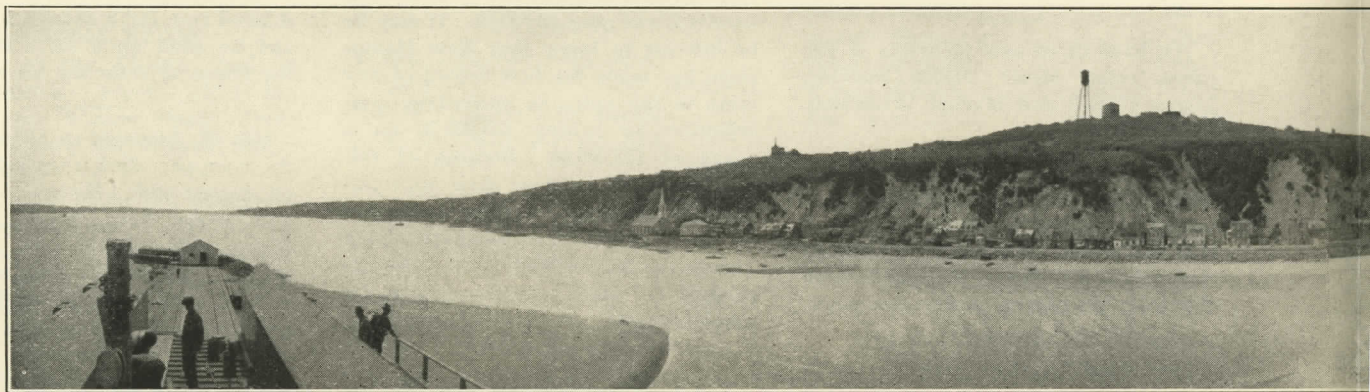
FIFTY YEARS AGO Lampson's Cove was the busiest spot in Quebec. Situated on Champlain Street about a mile from the heart of the city and not far from Wolfe's Cove of historical memory, it was the center of the lumbering business. The whole water front was filled with booms and piers. The river teemed with schooners that ran in and out between the lumber rafts that had been floated down from the Ottawa and Gatineau Rivers. Its shores were covered with shipbuilding yards, which resounded with the rattle of blocks and tackle, the flapping of sails and the stroke of the ship-carpenter's adze and hammer. Champlain Street itself, lined on either side with resi-

the cutting of the famous Ontario pine, the old lumberjack and raftsmen disappeared. Some twelve years ago a pier was run out to enable a car ferry from the Levis side to land there. This ferry became obsolete with the erection of the Quebec Bridge. For the past six years the pier has been allowed to go to rack and ruin. One year ago Lampson's Cove and Champlain Street were decaying ruins. The old residences, stores, and taverns were dilapidated. They are still. The few inhabitants that are left eke out a precarious living as dock laborers and stevedores.

Two years ago the Brown Corporation obtained this property, but beyond preliminary surveys and

Four storage tracks for cars were constructed. Two main tracks connecting with the Canadian National R. R. were laid to the end of the pier. The storage tracks were connected to them with switches. An extra line of very heavy construction was built for two cranes, which weigh 90 tons each.

This work was all done to receive wood from Bersimis and other points down river. It was settled that the wood was to be shipped by boat. The proposition in front of all was to unload this wood, load it into cars, and ship to Berlin or La Tuque, in the quickest and cheapest manner. The description of the Bersimis end is a subject for another article. It was finally decided that



PANORAMA SHOWING CHAMPLAIN STREET TAKEN FROM LAMPSON'S C

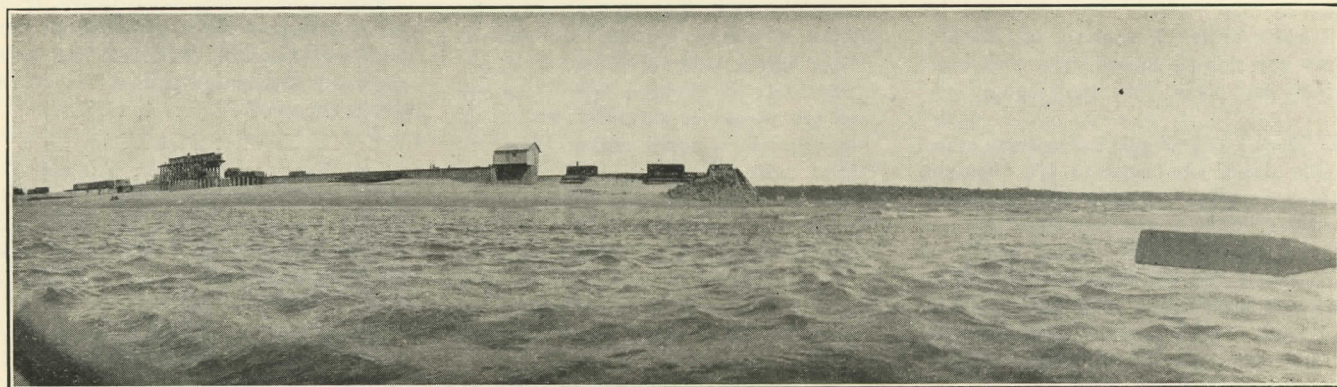
dences, ship-chandler's stores, and taverns, was the scene of a roaring life among sailors and lumberjacks, such as is described by Ralph Connor in "The Man from Barrie."

Fifteen years ago Lampson's Cove was dead. The advent of steam had driven the trim schooners and clippers from the sea. With

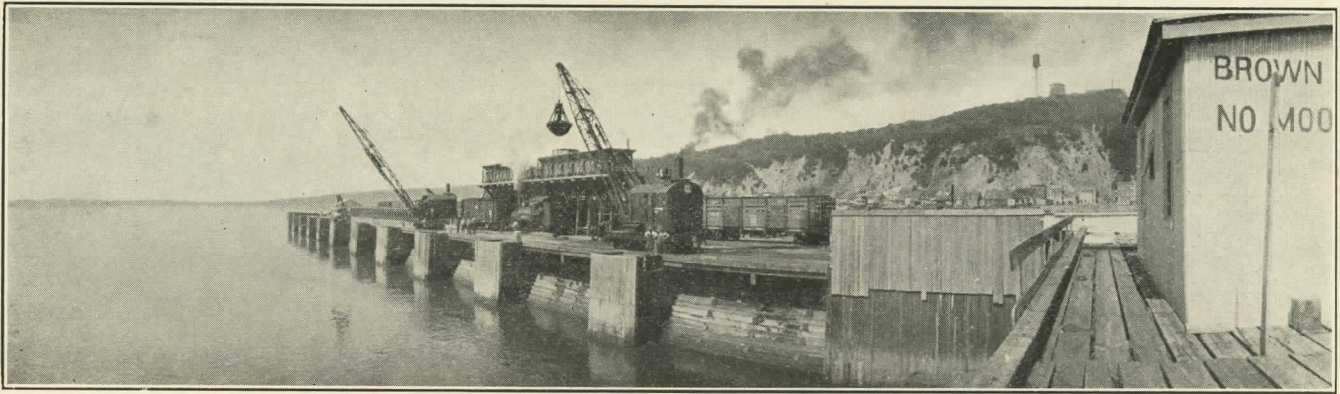
soundings did nothing until last fall. Actual work was started last November. The whole of the top structure was rotten, and was therefore removed. The cribwork was rebuilt with British Columbia fir, and filled solidly with shale and sand. The grade on the pier was reduced from 1½% to nil.

the wood should come up in two-foot lengths.

After exhaustive enquiries throughout the country, cranes with orange-peel buckets were adopted. A special peel was built with a capacity of three cubic yards. Special cranes were designed and built to handle a weight of approximately



GENERAL VIEW OF THE NEW PIER FROM QUEBEC SHORE

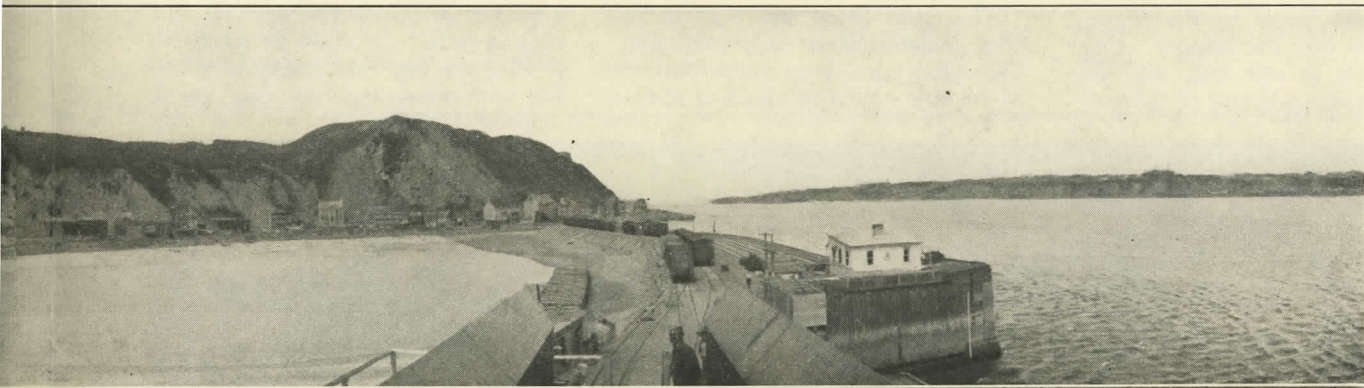


CRANES AND HOPPER READY FOR ACTION EVEN AT LOW TIDE

11,000 pounds at a radius of 35 feet, which is no easy matter. It was assumed that these buckets would hold about one-third of a cord, and the question then arose as to the

dribbled into the car. The hopper is placed between the two main tracks. Inasmuch as the hopper is divided in halves by a swinging butt cars can be loaded on alternate sides.

are bolted onto three-inch plank. In these channels roller chains run from each end of the hopper to the center and dump the wood onto a table, from which it falls to the cars.



N'S COVE, WHERE BERSIMIS PULPWOOD IS TRANSFERRED TO BCX CARS

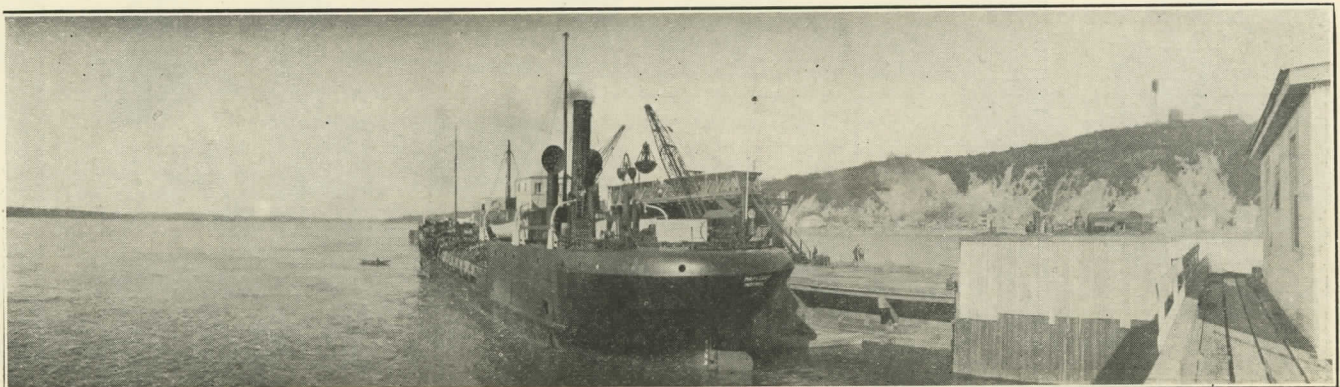
effect of dropping 1700 pounds from a height into a B C X car. Obviously in a very short time there would be no car left.

An arrangement was developed by which the crane dumps the wood into a hopper, after lifting the loaded peel from the hold of the boat. From the hopper the wood is

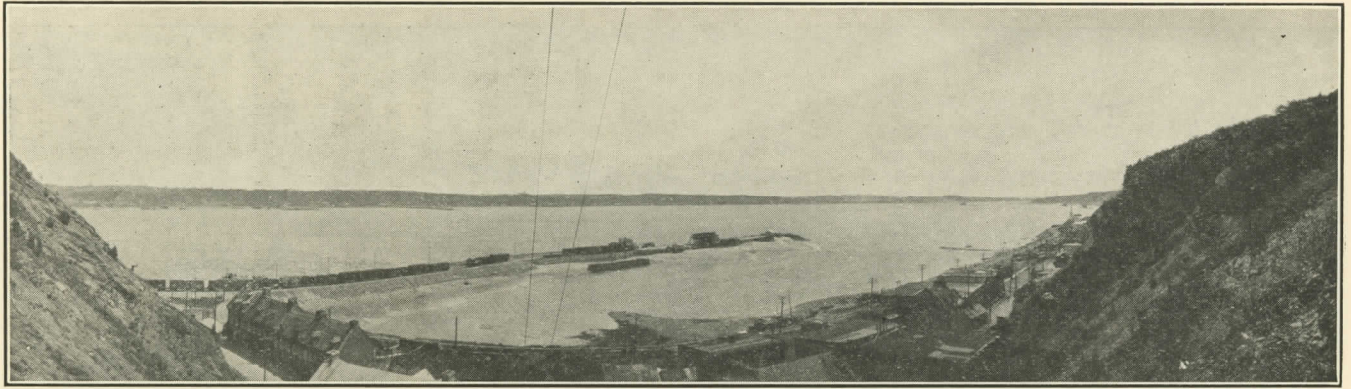
Each end of the hopper is 36 feet long, eight feet wide, with walls eight feet high capable of holding a maximum of 12 cords. This capacity affords storage enough so that the cranes can continue working while cars are being moved. The floor of the hopper is lined with channels five feet wide. These

This arrangement works very satisfactorily, for it unloads the hoppers even when they are full.

Running the length of the pier and driven by motor at the end of the pier is a car-haul. This consists of a cable that runs over sheaves, and between the tracks and the hopper on both sides of the hop-



BOTH CRANES UNLOADING THE "MAPLE BAY" AT HIGH TIDE



GENERAL VIEW OF LAMPSON'S COVE

per. On this cable are links that can be hooked to the cars to move them either forwards or backwards into position for loading.

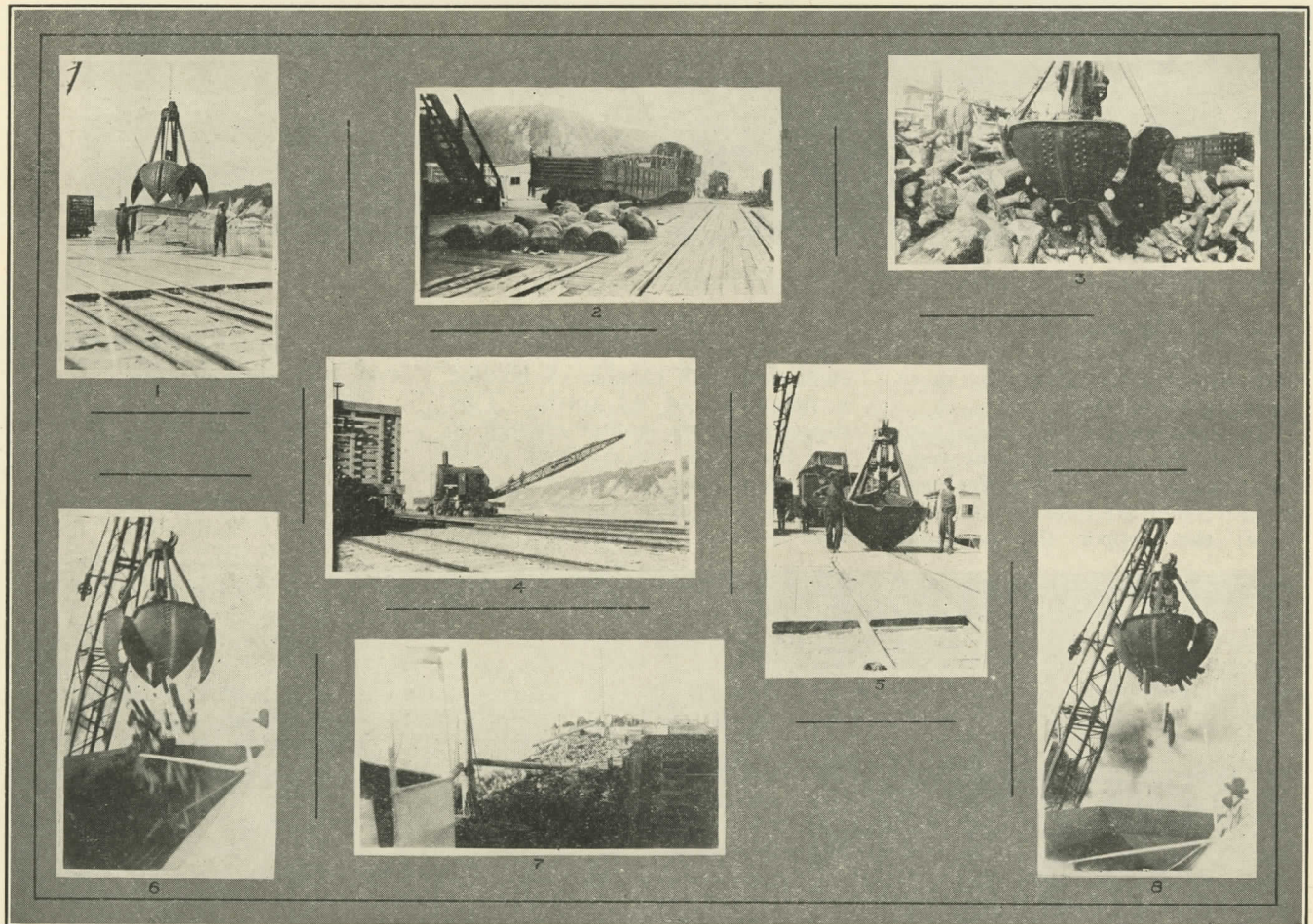
The principle of the whole operation is that the peels are dropped open into the wood in the hold of a boat, closed, lifted by the cranes, and dumped into the hopper. One crane dumps at one end, and the other at the opposite end of the hop-

per. The chains then dribble the wood onto the butt and into the car, where it has been found that it will pack as tightly as if it were stacked. Each car actually holds more than its calculated quantity of $12\frac{1}{2}$ cords.

The main object has been to reduce manual labor to a minimum. This object has been accomplished. The whole of the mechanical opera-

tion of the hopper and car-haul is controlled by one man in a tower above the hopper. He not only controls two clutches that connect the two driving motors and the sprocket shafts that move the chains at either end of the hopper, but he also has controls for moving the cars in either direction as required.

Progress has been made in handling with slings the four-foot wood,



DETAIL VIEWS OF "ORANGE-PEELS" AND CRANES

which the peel will not handle. One of the hoppers has a door at the end. By means of a reversible motor, the chain can be driven in the opposite direction. After being dumped, the wood passes down the chute into a Garland that runs from the hopper to the end of the pier and has an opening on either side to enable the wood to be picked up and stacked into the cars by hand. The Garland is also controlled from the cabin, and permits fourteen cars to be loaded at once.

A piling-out conveyor will in the future run from underneath the butt at the hopper to the sand on the shore side of the pier, so that in the event of a shortage of cars wood can be piled out of the boats onto the shore. A hauling-out conveyor will take the wood back from the pile to the hopper, when cars are again available.

Two boats at the date of writing

have been unloaded with success, although the men are not yet trained to the work. It is hoped that by the time this is in print it will be possible to unload from the boat and ship in cars 600 cords of two-foot wood in 12 hours. The capacity of the Garland for four-foot wood is 30 to 35 cars in 12 hours.

The capacity of the wharf for storage is 65 cars. One line is left open for shunting loaded and empty cars with our own yard engine.

The whole wharf is well lighted by electricity. Flood lights are placed along the wharf to illuminate the holds of the boats for night work. All of the lights are controlled from switches in the office on the wharf. All the motors are also controlled from a main switch box near the office door. If necessary the whole plant can be closed down from central switches, or the whole wharf can be flooded with light.



Tepees made from Nibroc Kraft Paper will prove convenient places to rest and lunch on next winter's snow-shoe trips. Now is the time to make them.

RIVERSIDE SMOKE

Vacations

Mr. Brosius, our superintendent, has taken a week with his family upon the shores of beautiful Lake Champlain. The "Old Man" plans to take his on the banks of the Connecticut in the neighborhood of old Charlestown Number Four. Mr. Teare returned from a vacation happily spent in watching the bathing beauties around Hampton Beach. Mr. Jackson dug clams and fished around Casco Bay.

Visitors

We recently had the pleasure of a good business and social chat with Mr. Rice of the San Francisco Office. As Mr. Rice sells more paper in a week than all the rest do in six months, and with none of the Larkin Soap variety of orders—to be changed every day until they are half way to their destination—he was gladly received. We will gladly do anything that we can for Mr. Rice.

The writer has been fortunate enough to spend two of the best days of his long and stormy life with a party of real friends on the shores of Lake Umbagog. The weather was delightful.

The food was grand and everything else more so. He had great fun catching horned pout and seeing someone else dress them, and hopes to live long enough to be invited again.

Lucy and Bertha Hamel have taken a week off.

We have heard rumors that a new time office is to be built into the cutter or finishing rooms. That is fine. It shows superb judgment. Keep up the good work, for we have more room than we need, but it is all up and not down and around.

Jimmie says: "How are they going to see me, if I don't make some kind of a noise." This does not apply to Charles Murray, who should be seen and not heard so much.

Mr. and Mrs. Erwin Rines of 36 Devens Street have a healthy daughter, Joyce Lucinda, who is seven months old and weighs 25 pounds. Mrs. Rines was at one time an employee of our cutter room, and we should like to see a picture of the baby in an early issue of the Bulletin.

Towel Room

This department is the busiest place on the map just now, but we suppose the bottom will drop out any time the same as the bond and Kraft business.

We have many new employees among us and they are most cordially received.

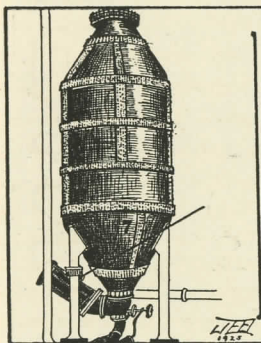
Our company ought to have a beauty parlor connected with this department, and furnish paint and powder at cost.

Eva Michaud and brothers, Emil and John, have been in Canada, the land of our dreams, enjoying the scenery and water.

Bella Filbotte and Alice Dion are both at their machines, after trying to be invalids for a few weeks.

"Rastus, ah'm tellin' yo' straight, mah brudder—Oh, boy: ain't he black? He's so black—why I done slep' with him fo' three years an' neber seen him a-tall."

"Push away, high brow, push away. Dat ain't black. Now mah ole man is black—he's so doggone black dat the lightning bugs follow him around in the daytime!"—P. R. Digester.



NIBROC NEWS



Vacations

Miss Kennedy, our nurse, went to her home in New Brunswick via Yarmouth, N. S., boat—a real trip. Carl Elliott says his vacation was spent where nobody bothered him for pencils, car tickets, and the like. I. W. Fogg tried the simple life up-river. Bill Boiley of the sulphite office and Capt. Spike Hennessey were at Rye Beach. Aubrey Freeman and family boated and fished at The Weirs. Mike Moffett hit the Mohawk Trail. Charles Dauphney tried Lake Memphremagog. Joe Tanguay took a Canadian trip with the King (auto). Levi Paulson went to South Harpswell, Me., with his family and Lizzie. He took his Chautauqua tickets with him. Patrick J. McGee, William R. Palmer, and Irving McGee and family motored to Atlantic City and Washington. Messrs. P. J. McGee and Palmer represented the Berlin Division at the national convention of the Ancient Order of Hibernians. Mr. and Mrs. Harland T. Jefferson took an extended trip to Mr. Jefferson's old home at Muncie, Ind. Gerald McGivney attended the national convention of the I. B. E. W. at Seattle, as a delegate from Local No. 296 of Berlin. Cards have been received from Denver and Omaha, and he will also visit San Francisco and Los Angeles. Frank Costello and family motored to New York City to visit relatives and friends. Albert Lennon and family visited relatives and friends at Portland and spent several days at Old Orchard Beach. John Haney and family were at Old Orchard for two weeks. Ralph Grant, paymaster, was "somewhere in Massachusetts." Milly Perkins went to Beverly; and Miss Thomas to Springfield. W. E. Corbin and family went to the beach. Dennis McKelvey and family took a two weeks' motor trip through Canada, visiting relatives and friends. Walter Dyer and family visited relatives and friends in Lewiston. Henry McLaughlin and Billy Murphy

went up to the Tip Top House.

Hail Storm

Albert Lennon worried about his garden during the big hail storm, until "Set Screw" Moffett informed him that hail doesn't hurt bean poles. Possibly with this remark in mind, "Tomato King" McLaughlin stated that wind, rain, and hail do not damage rocks and stones very much, when "Hot Foot" Lynch became so elated, because the storm did not injure his garden.

Herb Cox, the pioneer booster for the B. A. A., says that he is all through. Herb happens to be a rabid baseball fan.

Jas. Carr of the pipers has been transferred to Riverside. Red leaves a lot of friends at Cascade, who wish him lots of luck in his new position.

Charles McDonald of the sulphite department was recently married to Miss Mary Ogle, who for the past few years has been on the staff of the public schools at Gorham. Nibroc employees extend sincere wishes for a happy and prosperous married life.

We regret the aspersion cast by Mr. Linton upon Mr. Corbin's golf. Mr. Corbin generally hits the ball.

Glen Hannaford is assisting in the laboratory. Mr. Vance is supplying, while Artie Eastman is away on his vacation. Mike Murtagh is assisting in the labor office during the vacation period. Miss Barrows of Gorham is working in the main office. Arthur Molloy is employed in the alpha cellulose laboratory.

Among the pictures of Saltaire Lodge displayed in the time office, we noted one of Gerald Kimball with a nice fish. From the looks of the fish, it seems that not all the salt was in the air,

Such catches ought to make Saltaire popular.

Others away on vacations at the time of writing this are Bert Rumney, Arthur Ross, and Earl Henderson.

To Jack Aylward, who has appendicitis, and Emil Parent, who is suffering from a broken hip, Nibroc employees extend their best wishes for early recoveries.

Mr. Pettingill of the McGraw-Hill Book Company was a business visitor recently. H. B. Chase of Portland Office now comes frequently and seems one of us.

Ed Christianson has recommended Mr. Thurston for traffic officer. Ed. watched him in action two or three days, and then bought all the dairy and farm journals to find out what kind of a cow a Studebaker or an Oakland is.

Warren Noyes is trying out for a Napoleonic part, and is in search of a white horse of the same style that Doc Hall used to have.

If you like fudge, see Miss Thomas of Berlin. Orders for the winter are now being received.

To Mr. and Mrs. Joseph LaPage, parents of Michael LaPage, who was killed on the afternoon of August 13, when in search of a bird's nest he climbed one of the tripods carrying high tension wires near the Cascade Mill, members of the Nibroc organization extend heartfelt sympathy.

Mr. MacKinnon of Dupont Dyestuffs was a recent visitor to the mill. He reported a fine time on his trip to the coast with the Aleppo band, of which he is a member. Next time you tune in on the radio, see if you can see Mac back of the big bass horn.

D. H. McMurtrie of Gorham has decided to stay with the Cascade crew for awhile. It doesn't make any difference whether it is day or night to him. If you want to see us, Mac, stick around during the day.

Pat Murphy is away on his vacation, and the report of the Brown Company Relief Association is missing. It will be nip and tuck, if we get it in, after he returns on the 24th.

H. A. Chase recently visited the plant of the General Electric Company at Pittsfield, Mass.

Because of space considerations, Ni-broc Notes were omitted from the Bulletin. We trust it won't happen again, for it is our recollection that we have been in business longer than the Tube Mill.

"A bleached sulphite pulp of remarkable purity is made by the Brown Company at the Cascade Mill, which is located half way between Berlin and Gorham in New Hampshire. It is called alpha cellulose and is used wherever a pure rag fiber is indicated, as in the manufacture of true parchment paper and fine bonds. Unless

prohibited by price considerations, this pulp should find application in the artificial silk industry, seeing that it represents a pure form of cellulose. There are few industrial plants of its kind where the raw and finished materials are subjected to so many exacting tests for the maintenance of standards of strength and purity as at the Brown Company mills, where every known scientific device is used to regulate and control cooking and bleaching operations and to maintain uniformity of product."

—The Paper Industry, August, 1925.

UPPER PLANTS NOTES

MAIN OFFICE

J. Arthur Sullivan, as delegate from the State of New Hampshire of the Knights of Columbus to the National Convention at Duluth, Minn., accompanied by Mrs. Sullivan, travelled over three thousand miles during the first weeks of August. Well, Sully, we certainly envy you that water trip on the Great Lakes and only wish we could also go through the "Wheat Belt" and perhaps have a good look at the Calumet and Hecla Mines operations, as you did.

FORESTRY DIVISION

Barney Johnson, a former employee of this department, now a student of architecture at the University of New Hampshire, is with the field crew at Seven Ponds Town, Maine, for the summer. Promising reports of Mr. Johnson's prowess at college have drifted back to this office from time to time. Last June, at the end of his sophomore year, he was the winner of the competitive contest for managerial positions which had been running for two years, and consequently he will act as manager of the freshman football year this fall, and then as manager of the varsity team in 1926. In addition to the business experience which he will derive from this position, he will also receive a varsity football letter, together with considerable prestige and pleasure at the University. Mr. Johnson was also elected business manager of "The Granite," the junior yearbook, is now secretary of his fraternity, and treasurer of his class. Mr. Johnson is

a member of the Theta Chi Fraternity and the Sphynx, an honorary sophomore society. He will return to Berlin about September 1, in order to report at the football training camp several weeks before college opens.

Lyle W. Bell, of Dover, N. H., is another University of New Hampshire student with the Seven Ponds crew for the summer. Mr. Bell has just completed his junior year at New Hampshire where he is enrolled as a forestry student. Bell is also well known at the University, is a member of Alpha Tau Omega Fraternity, and first string tackle on his class football team.

Earl Sylvester, one of the older employees of this department, is in charge of the crew at Seven Ponds. Sylvester has long been known for the amount of work which he and his crew have turned out, but this summer he has broken all records previously established for work piled up. In two days, last month, Sylvester, Johnson, and Atwood, chained 11 miles, 145 rods, of line, plotting on five of the eleven miles; translated into the vernacular, this feat consisted of measuring, with a tape, practically 11½ miles of section lines, through the woods, in addition to stopping every 20 rods for five miles and counting every tree on a quarter acre of land, a total of 20 acres. That these two days did not end their labors for the summer, is shown by the fact that the crew completed in three weeks and one half, a job which was estimated to require from four to six weeks.

Aiding the ambitious "Sylvio" in his Herculean labors are "Dan" Murray, "Tony" Bisson, and Paul Judkins. John Currier is attending to the wants of the inner man.

Lloyd "Joe" Atwood, son of the popular Y. M. C. A. physical director, is spending his third summer in the woods with a survey crew. He is a member of the Sylvester crew, just mentioned. "Joe" finished his high school course in June, where he was well known as a football, basketball, and track athlete, and is slated for the University of New Hampshire this fall.

Harold W. Whitcomb, employed by this department for several years, is working for the public works department of the city this summer as assistant to the city engineer. Whitcomb begins his senior year at the University of New Hampshire this fall. He has served as editor-in-chief of "The New Hampshire," the University weekly newspaper, is president of the Theta Chi Fraternity, president of Casque and Casket, the interfraternity governing council, is a member of the Student Council and also of Senior Skulls, the oldest "senior honor" society at the University. During a recently friendly call at this office, "Whit" complained that he is homesick for the several million mosquito bites which he has habitually worn for the last six summers, and that occasionally he feels the urge to climb a tall pine tree in the hope of discovering some new "bug" for "Scotty" to bottle, label, and display on his office shelf.

Howard T. Woodward, for many years with this department, has met with gratifying success in his work as an independent surveyor and consulting forester. Howard has recently completed a long survey on the Dartmouth College Grant for the Dartmouth College trustees, and is now engaged on various short jobs all over the North Country. Last winter he was engaged in directing pulpwood operations on several lots which he recently purchased in the vicinity of Berlin.

Harry Carter has had a more or less dormant desire to own an automobile ever since Ralph Sawyer initiated him into the gentle art of touring the pulpwood district several years ago when the present superintendent of the car shop was attached to this department as an "unofficial observer," as the diplomats say. At least, that is all Ralph ever did. Since the erstwhile boy surveyor turned his attention to freight cars, tin cans with trick bottles, and collegiate clothes, Mr. Carter has been without motor conveyance. This spring his rash turned into a fever with the result that he is now driving a Chevrolet sedan with disc wheels, balloon tires, and all the fixin's.

A certain member of the Forestry Division who has visited the Brown Farm recently wishes to nominate Joe Mooney for the late William Jennings Bryan's position as champion of the beverage called "Grape Juice." The Little Commoner of the Magalloway was always well-behaved, but since entering the holy bonds of matrimony he has become a model of propriety, sobriety, and integrity. It is even said that the good housewives along the road now dare to take down their receivers and listen in while Joe is on the line, a thing they haven't done for years. Joe says that if he could only make George Anderson see the error of his ways he would be wholly satisfied.

This morning, August 17th, the Forestry Office takes on a new hum of industry for a short period with the advent of our Beau Brummel Forestry Roger Williams who has just completed a survey of the towns of Averill, and Norton, Vt. Although the crew had to run several miles of line along the International Boundary they were very careful about their step and picked the dry footing.

Roger came with the department some three years ago after completing a two years' course in the then New Hampshire State College. He has made himself an important link in the business of this department, and is without doubt the most handsome man in the force.

With Roger this year is a new figure to this section, but a familiar one with the Brown Company, Hugh Lloyd, for two and one-half years a member of the financial department of the Portland Office, but who for the past year has been delving in forestry at the University of Maine, where he is a popular Theta Chi. His specialties on a survey trip are hedgehogs, raspberries, and keeping clean.

Otis Powers still follows his master's voice in the woods, but no amount of calling, scolding or pleading will bring him to the Revere to eat while in town. We think he is improving as he has shifted colors, having changed from "Red" to "White."

The other members of the crew treading the "dry" ground were garrulous James Peterson, his son, Jimmie, W. E. "Ned" Brown, and the necessary man, Chef Paul Gosselin.

They reported the raspberries 1,000 quarts to the acre.

RESEARCH DEPARTMENT

Vacations

Fred Pilgrim accompanied by his family spent two weeks at his cottage, the "Laurels," at Cedar Lake. F. A. Burningham spent his vacation with his father and aunt from Minnesota, showing them the beauties of the White Mountains. Our youthful hero, Fatty Lambert, is spending his vacation in that good old city of Quebec. Have a good time, Fatty. We all envy you. Old Orchard proved too strenuous for Johnnie Magnison. He spent most of his vacation at home. The Vannah family went to Mr. Vannah's old home town at Winslow's Mills, Me. Carl Gonsel spent a few days at his home in Jamestown, N. Y., and on his return his sister and niece accompanied him for a few days' visit. Miss Rita Fogg camped at Fairview at Akers Pond the second week of August. Mr. and Mrs. Fogg, and son, Leigh, from Providence, accompanied her as well as Tabs. Tabs was very attentive. A. C. Coffin, Herman Oleson, Jere Steady, and Richard Roach were on vacation this month. Some are rather uncommunicative so

you'll have to ask them where t'was spent. Miss Charlotte Nichols is spending her vacation in Lewiston and vicinity.

The girls of the research department were highly pleased with the sweets. Heartiest congratulations, "Cush."

Richard Ramsey attended his grandparents' golden wedding anniversary on the 25th. Mr. and Mrs. Joseph Ramsey were among the first settlers in this city. Richard is the eldest grandchild.

C. H. Goldsmith has taken one of the "fresh air" children. This youngster came from Germany a few months ago and can speak no English.

Dr. Moore sails from Cherbourg, France, the 22nd, having taken two extra weeks to return to Scotland. As we read this Dr. Moore will be relating incidents of his tour and especially "bonnie Scotland."

New employees of the department are John Gosselink of Ames, Iowa, a graduate of the Iowa State College, and Henry Mellen of Worcester, Mass., a graduate of Worcester Polytechnic Institute.

The Gorham School Board, of which Dr. C. W. Thing is chairman, is completing an extensive program of painting and renovation of all the older buildings. It is also laying sidewalks to the new building. "Doc" is engaged in a careful study of the program of the high school, to the end that deficiencies revealed in the mathematics instruction may be remedied.

T. J. Keenan, who is associate editor of "The Paper Industry," recently called upon J. H. Graff and other friends in the department.

Editor Gardner of "New Hampshire State Highways" was in to see old friends this month. Mr. Gardner was formerly with the White Mountain National Forest. He is collecting pictures of old New Hampshire houses, including the birthplace of Daniel Webster and Franklin Pierce. We may be able to presume upon his good nature in the interests of Bulletin readers some time later.

E. A. White, La Tuque director of the Bulletin, was a visitor to the Cas-



THE HAIL STORM OF AUGUST 3, 1925

cade Mill and the research department in July.

In spite of the fact that the weather station here has been specially equipped to cooperate with the Weather Bureau at Boston and the State Foresters of New England in times of special fire hazard between May 1 and October 15, the season thus far has not involved any fire danger. However, the school books say preparation for war is the best safeguard against it, and preparation for forest fires is essential.

On August 31, 1932, there will be a total eclipse of the sun visible in a narrow belt from Quebec to Portland at about 5 p. m. Astronomers are asking the cooperation of weather bureaus in preliminary observations of cloud conditions between August 15 and September 15 for the next seven years, in order that stations may be located where clouds will be least liable to interfere with their observations. W. B. Van Arsdel has arranged to send such data to Dr. David Todd at Amherst College.

The thunderstorm of May 30 was remarkable for its destructive lightning; that of August 3, for its devastating hail; and that of August 19, for its rainfall. In the first, the precipitation was 0.31 inches; in the second, 1.33 inches; and in the third, 2.82 inches. In the first, the new power plant suffered; in the second the agriculturists like Uncle Joe Streeter lost out; and in the third merchants who line the sink on Main Street were frantically requesting the police to stop the motorists from ploughing through the flood and making tidal waves that increased the amount of water in their cellars.

Such was the course of the hail storm that of Uncle Joe's two gardens one was destroyed and the other was preserved. There were examples of presence of mind and devotion to duty in all these storms. Possibly the prize belongs to the lady who had her ice card up, when the big hail storm struck. She not only had the presence of mind to collect enough hail to fill her ice chest, but she also remembered to take down the ice card. In these storms both just and unjust suffered.

There were many hailstones in the storm of August 3 that were the size of marbles. Kansas City got a storm May 14, 1898, in which fell hailstones that were larger than hen's eggs. Our storm was remarkable rather for the amount of hailstones. In many places the accumulations were a few inches deep, while in one place by the railroad tracks near the new power house, the stones were swept in by the water to the depth of eighteen inches. The path of the storm was roughly from west to east, and the width of the destructive fall of hail was perhaps a mile. We are indebted to Stark Wilson and Everett Murray for prompt action in getting the photographs used in this issue of the Bulletin.

Summer Hail

"In the summer time hail never occurs except during a thundershower. The hailstones are usually large, in some cases several inches in diameter, and they consist of concentric layers of compact snow and ice. Hail nearly always falls at the beginning of a shower, and sometimes great damage is done. There are records when the hailstones during a single shower have covered the ground to a depth of more than a foot. * * * The structure of the hailstones would seem to show that

they had been formed in a cloud whirling about a horizontal axis. The nucleus is carried up and coated with snow; it then falls and is coated with water, it is then carried up again, the water freezes, and it is once more coated with snow. The process continues adding coat after coat, until the hailstone becomes too heavy to be longer sustained, and it falls to the ground. As will be seen later, it is in the squall cloud at the front of a thundershower that these conditions are actually realized."

—Milham, Meteorology, pp. 241-2.

The Spirit of Research

In an interesting article on "Research Work and its Application" in a recent number of "Nature" Sir Wm. Bragg, author, sums up the important reasons for research as follows:

"Here are various reasons for the encouragement of research; the benefit of the student, the addition to human knowledge, power and riches, and the needs of defence, military and industrial. But I think we still have failed to include the most important reason of all, the real reason of which the others are only derivatives. It is that the spirit of research is like the movement of running water, and the absence is like the stagnation of a pool. Scientific research, in its widest sense, implies, of course, far more than exploring the question of physics and chemistry and biology. It is not a religion, but it is the act of one. It is the outcome of a belief that in all things which we try to do we may by careful seeking and by a better understanding do them better; that the world, far beyond what we can see of it on the surface, is full of things which it would be well for us to know. It is our duty and our gain to explore;

we have always grown by doing so, and we believe that the health of our souls depend on doing so. Shall we sit still when there are difficult questions to solve; and when the answers may give us new insight and new power? There is a hesitation which would beg us not to push forward lest we come to think less of the world. As against this, research is an act of faith in the immensity of things. There is no end to the search; it is a poor thought that there might be.

"The spirit of research would drive us all to work to the utmost of our power, believing that the more we do and the better we do it, the better for the work and lives of others. It is vigorous, hopeful and trustful; it adds always new interest and new life. It is a spirit which should run thru all our activities, and not be found in laboratories only. It is, in fact, a spirit which is essential to us as a nation trying to rise above ourselves to better things."

TUBE MILL, NO. 2

Speaking of heroic acts we wish to relate one that is surely deserving of the Carnegie medal. One morning not long ago one of our foremost electricians, name withheld because of his modesty, while engaged in conversation with his foreman, Mr. A. J. Porteus, heard from the direction of the river howls of great distress. Our hero, quick to sense danger, darted forth, reaching the bank of the river in time to see a member of the canine family struggling to keep from drowning in the water just above the substation. Hastily removing his upper garments and shoes he dived from the bank (a distance of 25 feet from the level of the river) into the swiftly flowing stream just above the falls, swam to the frenzied beast and getting a firm hold on the said canine friend and using the famous crawl stroke swam to safety. Much credit is due Mr. B—— for his bravery (?), for which we feel he should be awarded a medal. In addition to his bravery, Mr. B—— proved himself an expert swimmer.

"Nick" says "See here, boys, if this cold weather keeps up, we will have to organize a hockey team."

We are glad to welcome back Felix Shorey on the job again after an illness of two months or more.

"Cully" Hanson says that although

the night was dark and dreary there were a lot of "Stars" out.

Mr. and Mrs. Arthur Mackenzie have returned home after touring Canada.

"Link" Mann's Ford ceased to rattle the other day when out of town three miles from the nearest gas filling station. Ask "Link."

Bert Sweeney, manager of Wilfred "Kid" Stone, wishes to challenge K. O. Larrivee at 155 lbs., winner to take all. Mr. Sweeney says that "Kid" Stone is ready to meet all comers and if it can be arranged he would like as a special attraction —— to meet Lester Proof in a six-round contest, bare knuckles, London Prize Ring Rules. Said bouts to be fought at the Dummer A. C. on Labor Day next.

There will be an outing of the "Wrenchmen's Union," Sept. 31st. All members are requested to be in attendance. Alfred Vachon, Sec'y; Joe Provencher, Pres.

FOR SALE:—1 "LeMon" Motorcycle. Apply to Bill Hogan.

Our best seller: "How to Play Baseball;" author, Joe Telleier.

Harry Bartlett thinks so much of his Ford that he takes it every time he goes to "Bath." Judging by the look of the "spinach" on his upper lip, he should take it with him when he goes to the barber. How about it, Harry?

We are all glad to see Frank Oleson back again. He says he had a wonderful time at Old Orchard. We would like to hear from Frank as to the qualities of his new bathing suit.

ELECTRICAL DEPARTMENT

Along with power plants in other parts of the country, the power plant of the Brown Company has had an unusual amount of grief this season. Two generators at the New Power House went out of commission on Memorial Day. One of these was started again on June 26 and the other was ready to run on July 3. During the electrical storm of August 19, steam turbine No. 3 with a capacity of 3750 K. V. A. dropped out, and it was estimated that it would take three weeks to repair. The following article taken from the "Factory Mutual Record" for July will be of interest to power-plant employees,

including as it does suggestions for fire prevention and control. It should be noted that water from hose is not advisable until after the equipment is dead. The article should have also mentioned that George Reid was with George Abbott when the water gates were shut down in the accident of May 30.

Lightning Cripples Power Plant

At the Brown Company, Berlin N. H., a well-grounded steel cable-tower at the Power House received a direct stroke of lightning on May 30. This tower carried two sets of power circuits, one of 22,000 volts and the other of 2300 volts. These circuits were equipped with lightning arresters and choke coils where they entered the Power House, but it is doubtful if any ordinary protective device would have arrested the resulting surge of voltage. In this case, when the 2300-volt arresters failed, the generator current evidently grounded through the lightning arrester wire, burning it off.

As the lightning entered the building on the power cables, it jumped across the top of one of the oil switches, even though the switch was closed, puncturing the insulation and short-circuiting two of the three 4750 KVA 2300-volt generators driven by water wheels. The explosive violence of the lightning terrified the two operators, but they did not leave the building until they had opened all circuits, including the generator fields.

The water wheels were not equipped with governors because the design of the generators made it unnecessary. Since the wheels had been operating at full gate opening, they began to race, and fanned the fire which followed the arcing in the generator. Clouds of smoke and a shower of sparks were emitted. Portions of the generator frames became red hot. An attempt was made to sound the public fire alarm, but the system had been put out of order by the lightning. The company's electrical engineer, who had seen the bolt from his home a half-mile away and had hurried to the Power House, sought to enter through the main entrance but was unsuccessful because of the thick smoke. Sliding down a bank, he gained entrance at a lower level where the smoke was less dense. Groping his way amid a shower of sparks and puffs of flame from the racing machines, he managed to reach the gates and succeeded in shutting them down by hand. After about three-quarters of an hour the fire was ex-

tinguished by the use of a large number of extinguishers of the soda-acid, foam, and carbon-tetrachloride types, together with one chemical hose from the public fire department, which had been attracted to the scene by the smoke pouring through the windows.

All the stator coils of both generators were destroyed, and the fibre insulation of the field coils was damaged. In addition, slight repairs will be necessary on the laminations of one of the machines. Because of the non-combustible construction, no damage was done to the building itself.

The experience of this fire points very strongly to the conclusion that sparks thrown out under similar conditions in a horizontal-type generator could easily ignite a wooden roof, and thus increase the damage. This confirms previous experience indicating that the construction of electrical power houses should as far as possible be non-combustible, and that wooden roofs should be fireproofed.

Before the machines were cool, the work of dismantling was begun and orders were placed for repair material. At noon the next day, one of the machines was ready for rewinding. Three shifts of men, supplied with spare parts carried in stock, completed the repairs on one of the generators in three weeks; the necessity of waiting for additional parts from the factory delayed for two weeks longer the putting of the second machine in operation.

In the meantime, a reserve steam station was placed in service, and supplied the power deficit until the hydroelectric station was again operating to capacity. The considerably greater cost of operation of the steam plant will entail a use and occupancy loss of between \$80,000 and \$125,000 whereas the fire loss is estimated at \$50,000. The amount of the use and occupancy loss is impressive as compared with the small physical damage.

Another large Factory Mutual risk had two hydroelectric power houses which were not insured in our companies. Within a little more than a year, four separate fires, following short circuits in generators, did damage that cost \$115,000 to repair. Moreover, the interrupted production due to the machines being out of service for a total of 156 days brought the total loss to over half a million dollars!

Contrary to popular opinion that non-combustible hydroelectric power stations "won't burn," these experiences illustrate that a large fire loss and a

larger use and occupancy loss are possible, and that both should be adequately covered by insurance.

Although the loss at the Brown Company might have been reduced to some extent if the various forms of protection noted below had been available, it is obvious that the fire was not due to any lack of proper precautions but rather to an accident which practically could not have been guarded against.

Different relays are recommended in accordance with recent practice, to disconnect generators from bus bars and to interrupt the field current in case of internal ground or short circuits.

Perforated water pipes are also advised above and below the ends of the generator coils.

Small hose is advisable in power stations to assist in extinguishing fires after the equipment is "dead," and for protection during repair work.

BURGESS RELIEF ASSOCIATION

The indemnities for accidents and sickness for the month of July are as follows:

Godias Roy.....	\$147.00
Geo. Adams.....	142.93
Amie Blais.....	66.00
Irenie Boucher.....	72.00
Wilfred Gregoire.....	8.00
Telalka Litanovich.....	161.00
(Beneficiary Orsime Litanovich)	
Henry Brien.....	12.00
Chas. W. Holt.....	60.00
Alec Nailer.....	60.00
Karmine Barnett.....	12.50
David Washburn.....	46.20
Fabian Poulin.....	38.00
Chas. Blanchette.....	22.73
Jos. Gagne.....	26.00
Xavier Goulette.....	136.68
Jos. A. Fortier.....	30.00
Joseph Devost.....	51.60
Thomas Perrault.....	38.00
Dominic Ottoline.....	44.00
Edmond Labonte.....	65.90
James Prospero.....	44.00
Ernest Coates.....	24.00
John Melnick.....	26.40
Wm. Ryder.....	148.00
Aulie Lawson.....	40.08
Total	\$1,523.02

EVERGREEN TREES FOR

YOUR CAMP LOT

"'Tis an ill wind that blows nobody good."

The wet weather of the past two months may have dampened the good time of vacationists and week-enders, but it has produced the finest growing

season for the young pines and spruces at the Company's Cupsuptic Nursery since its beginning, seven years ago.

There are, no doubt, many readers of the Bulletin who have camp lots and small plots of ground which they would like to improve and are not aware that fine small spruce and pine trees may be had at a low price from the Brown Company.

Our Cupsuptic Nursery is located on Cupsuptic Lake in Adamstown, Me., in the Rangeley sporting section, and is fast becoming one of the chief items of interest in this Sportsman's Paradise.

Conifers are planted at two seasons of the year only, in the late fall after all growth has stopped, but before the ground freezes, and is termed "fall planting," or in the early spring before the trees bud, which is termed "spring planting." Evergreen trees cannot be successfully planted when the growth is in progress. Orders are accepted by the Company at any time for either fall or spring delivery. In our northern section spring planting has been found to be the more successful.

A year ago in May an employee of the Company planted on his camp lot 200 spruce and pine trees at an expense of only \$3.00 and all the trees are living excepting two, one having been run over and the other eaten by a rabbit or some rodent.

Three-year transplants (2-1s) meaning two years in the seed bed and one year in the transplant bed, three inches to six inches high both in White and Scotch Pine, and Norway and White Spruce are sold at \$1.50 per hundred, lots of 50 being shipped at that ratio, which is the minimum amount recommended for shipment. Colorado Blue Spruce are sold at \$4.00 per C. on the same basis. There are also a few thousand four-year trees (2-2s) both in White and Norway Spruce, five to twelve inches tall, which are sold at \$4.00 per hundred, and some five-year Scotch pine (2-3s) at \$25.00 per C. Prices are all f. o. b. Oquossoc, Me., and subject to change without notice. Regular price-lists are obtainable on application at either the Forestry Division, Berlin, N. H., or the Cupsuptic Nursery, Oquossoc, Maine.

One of the most successful conifers for planting in this northern section is White Spruce, as it seems to possess all the elements necessary for surviving the vicissitudes of our Northern New England life; being a native tree it is able to stand the severest winters, and also possesses remarkable resist-

ing powers against the attacks of the spruce bud worm and the bark beetles, which have been so fatal to the balsam fir and red spruce. It further has the advantage of being the most rapid growing of our spruces, under favorable circumstances running the white pine an even race.

White pine is always a favorite, due to its grace and beauty as well as rapid growth, and is recommended if your area is not infested with "Pine Blister Rust" so fatal to all five-needle pines, which, however, can be eradicated if the "rimes" currants and gooseberries, are entirely rooted out of the neighborhood.

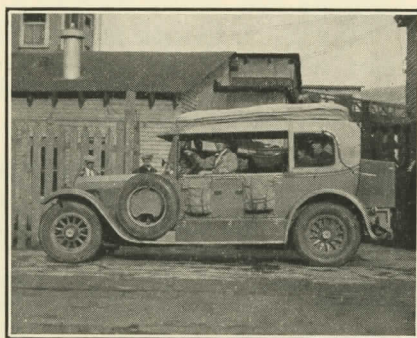
Next year the Company hopes to be able to supply some Norway or Red Pine, but this year the only pine substitute they have is Scotch Pine, which seems to have the ability of making the best of rather poor circumstances, and will grow where its more fussy relatives give up the ghost.

MODERN NOMADS

The Blacksmith Shop in the past has seen many strange visitors—farmers from Cates Hill and Milan with ox bows to fix and two-piece shoes to be made—men from the Hagenback-Wallace and the Sells-Floto shows with axles to upset—lumberjacks with peavies and branding irons and hunting knives to be made or repaired—wags with gillpokes for the apprentice to tinker—noble Arabs and beautiful Morgans to be fitted accurately for shoes—and of late years all kinds of automobiles so that the men in the shop have their own individual opinions as to whether Duryea or Haynes made the first one. While they have their own preference for horses, and are not surprised by the recent report made to the Germany Reichstag that Germany lost the March offensive of 1918, because she lacked horses to exploit her gains, yet these blacksmith boys know enough about automobiles so that it takes an unusual one to excite their curiosity and an extraordinary one to arouse them to loquacity. And gypsies—say—no gypsy of real Persian origin ever got his courage up to enter these precincts where smithing coal is burned and Irish wit scintillates as the sparks that fly upward.

On August 3rd, however, Baptiste Couture and Hugh Wilde were called upon to make a new leaf for a rear spring of a remarkable Packard carrying some very modern nomads, though apparently not of genuine Romany ex-

traction. The car was owned by P. E. Vaughan, President of Western Well Works, Inc., of San Jose, Cal., which engages in the drilling of irrigation and municipal wells and manufactures pumps and drilling machines therefor. The car had been fitted up by his employees in their spare time with a view to completeness and compactness of all the equipment necessary for a long journey. As it stood it was valued at nearly \$25,000 and weighed four tons. For these reasons it required expert blacksmithing rather than the attention of the common highschool-trained auto mechanic, who is out of luck, if he doesn't have a factory spare part.



A WONDER CAR

The automobile top was reinforced so as to carry bedding above and support compartments for clothing underneath. It had special windows with panes neatly bevelled to slide back by each other on clear days and to shed water coming from any direction on bad days. Behind the rear seat was a kitchen cabinet containing all essential utensils and food supplies. In front of the rear seat was a collapsible dressing table with mirrors and toilet sets. A radio with loud speaker and aerials was installed over the front seat. Supply and wash tanks were carried at the side. On the running board was fishing and hunting equipment. A hammock for the baby was suspended from within the car. On the back of the car was a map showing the trip "Around the Rim," that is being executed by the occupants. They are really passing around the United States instead of across it. They came up the Atlantic Coast from Florida.

In spite, however, of the completeness of their equipment Berlin was able to show them Nibroc Towels and make them admit the strength and absorbency of these products and their compactness. So this wonderful auto now

carries Nibroc Towels as a real convenience.

THE EYES OF BUSINESS

By EDMUND BURKE

Sales Manager, Fibre Conduit Division

In modern warfare airplanes and fast scout cruisers are the eyes of armies and navies. In modern commerce the sales organizations are the eyes of business.

No change in the fundamental policy of a business can be safely made without first consulting the sales department to study its effect on the commercial work of the firm.

The members of the sales department of a successful business are in contact with the ultimate user of the products of that business. If they faithfully represent the character and code of ethics of the business, it will continue to thrive upon the original basis.

The effect upon the ultimate consumer must always be kept in mind in interpreting any of the phases of a business, for after all a business must possess satisfied clients who show their continued confidence by repeat orders. Energetic salesmanship gives to a business the interpretations upon which to coordinate the work of each department of the business from the financial department through the purchasing production, accounting and advertising departments, etc. My observation indicates that all of these departments are necessary to the success of a selling organization.

Coordination of the manufacturing department and the sales department is a vital factor and largely determines the success of the business. The good salesman first sells himself on the product that he is to market. He convinces himself that the article has merit and that every claim that he makes to his prospective customer is true in every respect. Without coordination with the manufacturing department, he may make claims that are not true. He thereby injures not only his own reputation but that of his employers as well, and loses a satisfied customer. Therefore the manufacturing department and the sales department should work together with the utmost harmony. They should keep no secrets from one another. If the sales department discovers some new method to improve the product, it should immediately give that information to its colleagues in the manufacturing department. We are too prone

to use the expression, "It's good enough." That is a very dangerous rule to follow. The article may be good enough to serve its purpose, but, if we can make it better at the same cost, it will increase the sales and insure satisfied customers. Even if we are satisfied with our method and our product, we must make the product when and as the consumer wishes it.

If modern salesmanship is to advise concerning the fundamental policy of a business, statistical knowledge should be directed into channels that will serve this end. The statistical department should employ all sources in a close study of the business, and should analyze with particular care the information that is received directly from the salesman. This procedure insures the compilation of accurate and up-to-date statistics. It is almost preachment to add that incorrect information is a detriment rather than a help and that statistics are a perishable commodity.

Credit information should be at hand to study the financial structures of the markets. Advertising studies should include the media to market a line of goods. In making these studies, the advertising department should consult the experience of the sales department. In this way the appeal of its advertising may be placed directly before the parties most interested in the line of goods.

If essential statistical, credit, and advertising departments are available, a sales department can advise the administration of a business as to how, when and where the commercial opportunity of the company can be studied in advance with the greatest amount of efficiency and the minimum of expense.

We can now proceed to the individual study of the salesman's view point. The criticism is often made that the salesman always considers the customer right. Let me ask you if this is not exactly why you have the contact of the salesman with the customer. Through his eyes you can get the reaction of the customer to your product and to your solution of the problem of marketing it. The salesman tries to keep a satisfied customer. He must be loyal to both his company and his customers. If with his knowledge of the interests of both, he finds an element of justice in the attitude of a customer, it is his duty to defend the interest of the customer, for after all it is the

satisfied customer that we seek for the building of good will.

The salesman should see that the policy and the product of the company are thoroughly sold. After this is done, he should, however, weigh very carefully the sales axiom that has proved to be the strength of Marshall Field and Company: "Any concession made to the honest opinion of a customer is good advertising in the interest of our Company."

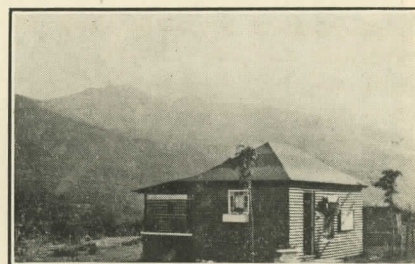
So do not blame the salesman if he defends a customer's viewpoint, but rather credit him with the courage of his convictions in his endeavor to point out constructive reform in the interest of the company.

BROWN COMPANY RELIEF ASSOCIATION

Orders drawn on the treasurer for the month of July, 1925, were as follows:

Jeanette McGivney.....	\$ 24.00
Omer Billodeau.....	69.00
Peter Mayotte.....	60.00
J. N. Gilbert.....	79.50
Bertha Boucher.....	41.50
Robert Rayner.....	91.96
Bernard Finson.....	62.50
Chas. Johnson.....	60.00
Pat Maguire.....	72.50
Willie Arguin.....	33.15
Robert Erickson.....	89.00
Sidney Pilgrim.....	12.00
Bella Filbotte.....	17.80
Charles Morin.....	24.00
Jerry Lamontagne.....	112.00
S. M. Sprowl.....	37.26
Lucine Grondin.....	60.00
Emile Martineau.....	54.40
Damas Long.....	25.50
Edna Erickson.....	44.50
Geo. Carroll.....	51.80
Joseph Vigor.....	119.85
Albert Napert.....	75.00
Harvey Brown.....	24.66
E. F. Butler.....	69.77
John Johnson.....	34.00
Emile Francour.....	57.20
Roland Marsh.....	24.82
Dominic Basile.....	16.90
Martin Elstead.....	89.70
Henry Simard.....	362.00
Wm. Mann.....	22.00
J. B. Monroe.....	22.00
Juliette Boucher.....	99.60
Arthur Landry.....	24.00
John Albert.....	3.20
Philip Vien.....	21.14
Nat Bogan.....	48.00
Victor Decosta.....	44.00
Dadier Boisselle.....	60.00
Francisco Fadigio.....	132.00

Mrs. Elizabeth Malloy.....	153.60
Conrad Langlois.....	27.40
George Murphy.....	29.64
Emil Quintel.....	67.72
Joseph Aubin.....	20.00
William Mooney.....	37.00
Chester Veazie.....	45.00
Florence Laflamme.....	21.00
S. Dinal.....	17.85
James Curry.....	12.70
Victor Ayotte.....	96.00
Philip Bergeron.....	25.40
Arthur Garneau.....	25.40
Albert Gauthier.....	33.25
Peter Latalle.....	48.00
George Collins.....	36.00
Philip Garneau.....	47.50
Mary Johnston.....	18.00
Edward Nadeau.....	42.00
Archie Landry.....	34.00
Sylvina Guerin.....	244.00
Pat Hughes.....	25.80
Omer Lachance.....	116.00
Thomas Suffil.....	33.83
Albert Gauthier.....	13.30
Victor Dutia.....	16.20
James Terry.....	25.40
O. Premo.....	12.00
Total	\$3,796.20



RANDOLPH HILL

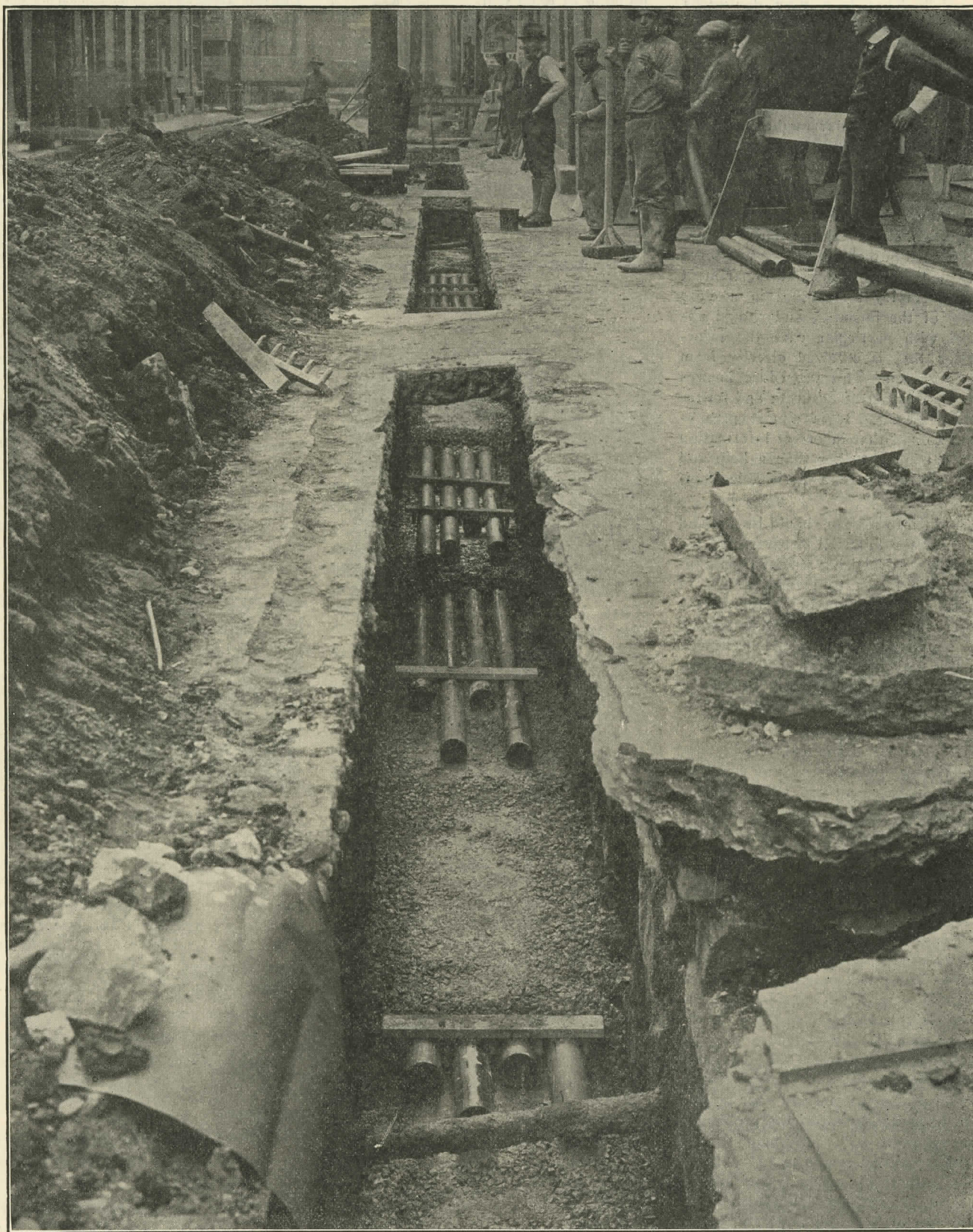
The owner of a tea house on Randolph Hill has found an interesting way to use Bermico Fibre Tubes that fail to pass the rigid inspection required before we sell them for water pipes. The tubes have been neatly cut in half and employed in place of clapboards. They give a unique log-cabin effect.

Monopoly

Harry Lauder said at one of the banquets given him by the Caledonians of America:

"I am a Scot. The other day I met a man who asked me what a Scot was, and I up and said:

"'A Scot, my dear boy, is a man who keeps the Sabbath and everythin' else he can lay his hands on.'—Los Angeles Times.



METHOD OF LAYING BERMICO FIBRE CONDUIT AT MONTREAL, P. Q.