



Clark, Cousins Head Traffic And Marketing

The Bangor and Aroostook's sales, traffic and public relations functions have been redesignated by creating a Traffic department and a Marketing and Public Relations department, each with its own department head. T. J. Clark, formerly vice president-sales, is vice president traffic and Howard L. Cousins, Jr. is director of marketing and public relations. President W. Gordon Robertson said the purpose of the move is to give each of the departments duties more in line with their objectives.

In announcing the change Mr. Robertson said: "The Bangor and Aroostook Railroad set a precedent in the railroad industry in 1953 by redesignating its traffic department as a sales department. When this was done the number of sales personnel was increased.

Proved Profitable

"While that arrangement proved profitable and was a logical interim step, experience has now shown us that traffic and sales can be better handled by separate departments.

"For this reason Thomas J. Clark,

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BAR Annual Report Wins Oscar Award

The Bangor and Aroostook has been awarded its second "Oscar-of-Industry" within the past three years for its annual report.

The report, as in 1956, was judged to be the best in the country issued by railroads with a gross revenue of \$60 million or less. Second this year was the Delaware and Hudson; the Pittsburgh and West Virginia was third.

This is the 18th year in which annual reports have been subject to examination by a board of independent judges as a part of a survey conducted by "The Financial World," a weekly publication.

Some 5,000 reports were originally entered in the 1958 competition and 105 won Oscars.

The chairman of the jury making the final selections is Dr. G. Rowland Collins, Dean of the Graduate School of Business Administration, New York

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BAR Scores Another First In Delivery of Carload Lots

The Bangor and Aroostook is delivering carload freight for the first time in the railroad's history. A tariff that went into effect Sept. 26 permits the railroad to deliver carload lots of roofing material and wall-board from its North Bangor, Me. station.

The purpose of the tariff was to utilize more completely the trucks operating the l.c.l. service in Bangor, Me. The materials to be delivered will be used in the construction for the U. S. Government, consisting of a Bomarc Base and Housing development at Bangor, Me.



Maine's Potato Blossom Queen, Miss Cheryl Waddell, Mapleton, waves her wand over a beautiful Maine potato as Miss Judy Packard, daughter of Mr. and Mrs. Edwin Packard of Presque Isle, holds the royal tuber. The shipper, W. C. Hand, New Limerick, has shipped the first carload of potatoes for the past 12 seasons. The shipment, packed in 10 pound sacks, was consigned to J. D. Devoy, Inc. of Worcester, Mass.

Transportation Department Moves To Houlton

The Bangor and Aroostook's two divisions were consolidated smoothly last month with the headquarters of the transportation department relocated in Houlton. The dispatching crew at Northern Maine Junction left their desks the morning of September 14 and reported at work the same day at new quarters in Houlton.

Moving vans were loaded and ready to leave Northern Maine Junction by 5 p. m. Sept. 11. Equipment was unloaded at Houlton the following morning.

"I don't mean to imply," said D. Keith Lilley, superintendent of transportation, "that the move was accomplished without any problems. We certainly had our share of mixed up files and misplaced articles, but the work went on smoothly."

The move brought 10 Bangor and Aroostook employees into Houlton at a time when the town is welcoming any additional payrolls. The 10 new families will mean about \$50,000 a year in payroll to the town's economy.

The consolidation, which has been under consideration for some time, is aimed at increasing efficiency and improving work procedures. Such technological advances as train radio and telephone dispatching have made such a move practical.

Having Transportation Department headquarters in Aroostook County, Lilley said, will also make the entire department immediately available to the railroad's customers in Aroostook County.

In commenting on the consolidation, Manager of Operations H. C.

Duffy said that the railroad, like many other industries, is faced with the problem of rising costs without comparable rise in income. The situation, he pointed out, makes it vital for the railroad to be constantly on the alert for new methods which will reduce cost of operation without impairing the quality.

Furlong Wins Suggestion Award

A Bangor and Aroostook yard foreman demonstrated this month how thinking about your work can pay off. Maurice A. Furlong, Derby suggested a different method of handling wheels removed from dismantled cars and won an initial suggestion award of \$118.68.

Furlong recommended that the operation be handled with a fork lift truck rather than with a Burro crane. The job formerly required the Burro crane crew and two men to load the mounted wheels on a wheel car, the switcher crew to move the car from the dismantling yard to the unloading derrick, and the yard foreman and four men to unload the car and store the wheels. Furlong's suggested method requires only fork lift truck and operator.

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MAINE LINE To Be Published As Usual In December

One issue of MAINE LINE is being replaced with THE MAINE LINE NEWS for reasons of economy. Subscribers will receive an extra issue of the magazine at the end of their subscription term to compensate for this issue. MAINE LINE magazine will be published on a regular basis, with all regular features, again in December.

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Robertson Discusses BAR's Plans With R. R. Brotherhood Chairmen

In a recent meeting with the General Chairmen of all railroad brotherhoods, President W. Gordon Robertson, discussed recent developments and future plans for the Company.

He told the assembled general chairmen that future prospects, although highly dependent upon the potato and paper industries, are encouraging, especially along the lines of new methods of handling freight. Piggybacking and other new approaches are part of the Road's aggressive plans for the future. On the other side of the fence, the BAR recently has had to make drastic cutbacks in expenditures for the remainder of 1958. This has been necessitated by the return of BAR refrigerator cars from the West Coast a month earlier than planned, resulting in reductions in BAR revenues. It is also apparent that pulpwood and

potato shipments for the last quarter will be lower than had been anticipated.

The president pointed out that even after considering the cutbacks in expenditures, the railroad is in much better position than most other railroads in the East insofar as force reductions are concerned. Some New England railroads have been forced to cut their work force by as much as 19% while the BAR as had a reduction of only 1½% of its permanent force. The greater part of this reduction is only temporary.

He assured the Brotherhood Chairmen that he was happy to discuss with them at any time not only the general business outlook but specific questions as well.

Robertson emphasized to the

Radio Trucks Add New Look To l.c.l. Service

The Bangor and Aroostook is wearing a refreshing, new look in its less-than-carload traffic. New equipment, including radio-equipped trucks in Bangor, and new concepts in l.c.l. sales and service have been combined to make a faster, better and more profitable l.c.l. service. The BAR's aggressive l.c.l. program comes at a time when many of the nation's railroads are not encouraging such traffic.

In Recent Years

In recent years, some railroad circles have considered l.c.l. traffic just something that the railroads are required to handle. But after a long look at its l.c.l. figures, the Bangor and Aroostook saw a potential source

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Railroad May Sell Houses At Derby

The Bangor and Aroostook is studying the possibility of selling its 72 company-owned houses located at Derby, to the present occupants, Charles C. Morris, Treasurer of the Railroad said today. When the Derby Shops were constructed the Bangor and Aroostook built the houses and accommodated shops and stores department people because no other housing was then available. There has been a growing feeling in the company that individual, rather than company ownership would be more beneficial to the tenants as well as to the Town of Milo. With pride of individual ownership, it is felt that the Derby area would be developed and improved to a greater extent than is now possible.

Letters have been sent to all occupants of the company houses at Derby to advise them of the railroad's thinking. Morris pointed out that a decision had not yet been reached and that his inquiry was intended to inform company officers how many of the present occupants would be interested in buying if the company did decide to sell.

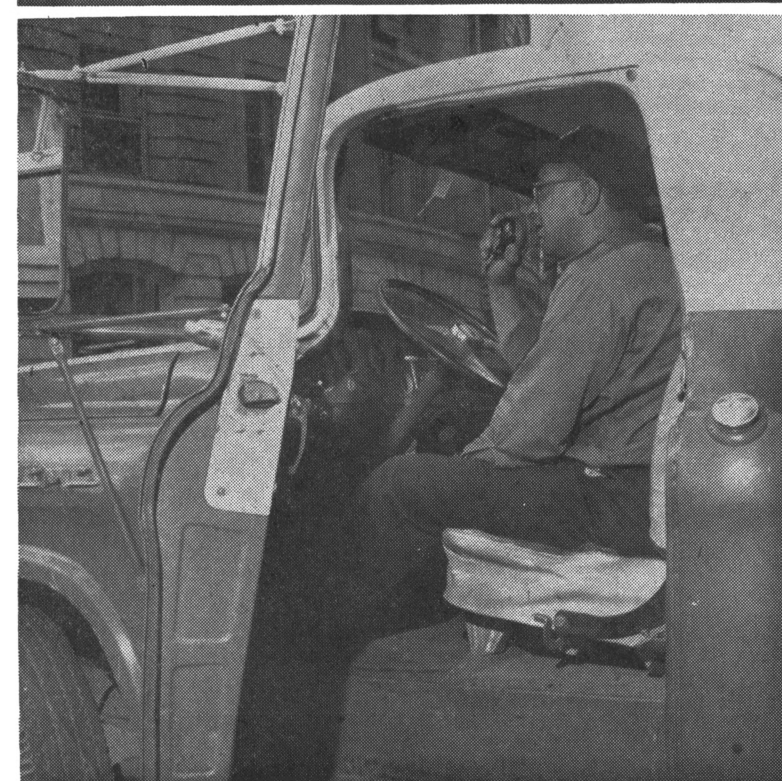
Morris also said that this step had been under advisement for sometime and that the decision whether or not to sell would probably be made in the near future. "Of course," he said "the present occupants will be given the first opportunity to purchase."

BAR Rates Top Safety Spot Among Six N. E. Railroads

The BAR led the six New England Railroads in safety for the first seven months of 1958, according to Safety Supervisor J. L. Babcock. The BAR stood in first position this year as compared with the third position for the same period last year.

Babcock also said that the BAR stood in sixth position among the 20 group D railroads as compared with 11th last year. The railroad holds 21st place as compared with the safety record of the 110 American railroads. In 1957, the BAR occupied the 64th position.

Babcock stated there was a 34% reduction in accidents during the first nine months of 1958.



In Photograph above, a blue, white and red pickup-and-delivery truck backs up to customer's door on Broad street in Bangor. Truck is equipped with two-way radio, hydraulic tailgate. Above, left, Mrs. Liston Lewis takes a pickup call from a Bangor customer. Within minutes of receiving the phone call Mrs. Lewis will be in radio contact with one of the railroad's two trucks in town about the order. In photograph at center, left, a Driver-salesman checks shipping order with one of his customers. Department finds that courteous, friendly drivers make excellent salesmen. At lower left, Driver-salesman Walter McCarty checks in by radio with Mrs. Lewis after making a pickup. L.C.L. Sales Manager N. J. Tardif says that new radio system has increased efficiency tremendously in Bangor.

The Bangor and Aroostook's New Look In l. c. l.

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of untapped revenue . . . a theory since substantiated by the record. In 1957, a year after initiating free pickup-and-delivery service, the BAR increased its l.c.l. traffic 127% over 1956 and has shown an increase of 18% this year in Bangor traffic. The improvement has taken place at a period when national l.c.l. picture is down some 25%.

The Big Sell In l. c. l.

The big sell in l.c.l. came about as part of a concerted effort to provide a complete transportation service for northern Maine. When the railroad reappraised its l.c.l. service in 1954, it was decided that much more traffic could be handled without appreciably increasing costs. The big problem was to cut transit time and also institute a pickup-and-delivery service to meet highway competition.

"What this meant," says l.c.l. Sales Manager Norman J. Tardif, "was that we had to change our way of thinking. We had to consider ourselves as a fast freight carrier as well as an economical bulk carrier. Since 1954, with the cooperation of other

New England railroads, we have progressed to the point where we are now able to give two-day service out of Boston on l.c.l. shipments, and overnight service from Bangor. It's put us in the l.c.l. business again, besides representing a major moral victory for us."

The BAR's new l.c.l. service received its biggest shot in the arm in 1956 when, after MPUC hearings, it was permitted to offer free pickup-and-delivery to its l.c.l. customers from several key points throughout the system.

Two Radio-equipped Trucks

The latest effort at faster service was the addition in—June of two-radio-equipped trucks in Bangor, where 35% of the railroad's l.c.l. potential lies. The Bangor operation is handled by Mrs. Liston Lewis, an attractive brunette who dispatches trucks and manages to sell the railroad to Bangor customers by phone, and two driver-salesmen, Walter McCarty and Ralph Higgins.

"Having radio in Bangor has upped our efficiency tremendously," Tardif says. "It has enabled us to serve all

our customers in Bangor minutes after receiving call."

The l.c.l. sales crew started its drive for fresh meats in June as an experiment, using a portable, insulated box, designed and built by the railroad at Derby. The boxes, which will hold a ton of meats, are pre-cooled and will hold the commodity at the same temperature at which it was loaded until it is delivered the following morning.

"Always Looking For Ways To Save Time"

"We use insulated boxes as well as reefer cars," Tardif explains. "The boxes allow us to make deliveries at smaller points at the same time the larger points are being served by reefer cars. We find that we're always looking for ways to shave costs and afford the cheapest transportation possible for our customers."

"The boxes have made it possible for us to provide refrigerated transportation for meats within minutes of the customer's door. We are encouraged with this project because we feel that we are now receiving about 30% of some traffic that we haven't handled for almost 30 years."

The new look in l.c.l. service shows as much in its sales approach as in improved service. This summer, for instance, the Sales Department kept seven agents from being laid off by using them to sell both carload and l.c.l. freight for six hours a day.

"We can see the results of their work," says Regional Vice President F. B. Lunt, "and we feel that we will be able to use these men to train other agents in the selling techniques they have mastered."

"We don't expect to regain all the ground we have lost overnight," Tardif says, "but we know that we will regain our share of it by proving our reliability and integrity, as we have in our carload business. In the meantime, we're helping the l.c.l. customer get better service than he has ever had. We've already held rates down 17½% by not taking the last increase. And we're providing a complete service for our customers."

T. J. Clark, H. L. Cousins, Jr. Named Heads Traffic and Marketing—PR Departments

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formerly Vice President-Sales, becomes Vice President-Traffic and will now head the highly technical traffic department which is concerned with rates, divisions and tariffs. It is a full-time job keeping abreast of the constantly changing situation involving pricing and compliance with government regulations and requires the undivided attention of a highly skilled traffic executive.

"It has for sometime become increasingly apparent that sales, public relations and advertising have a common goal. It therefore seems logical that these functions of the railroad be under a single head so that the essential emphasis can be placed on selling our service to the public.

"For that reason, Howard L. Cousins, Jr., of Bangor, who has been Director of Public Relations now be-

comes Director of Marketing and Public Relations."

Several People Reassigned

In the change-over, several people have been reassigned to comparable positions in the Traffic or Marketing Departments with some changes in title. In the Traffic Department, Edward R. Jennison, Bangor, becomes Assistant to the Vice President-Traffic and in the Marketing Department, George M. Hill, Bangor, has been appointed Assistant to the Director of Marketing.

The Northern Maine Sales office in Presque Isle will continue under the direction of Frederick B. Lunt, Regional Vice-President-Sales. Lunt will report to Cousins as will the railroad's Passenger Sales Manager in Bangor. The duties of all other personnel in the departments involved will remain unchanged.

Crossing Accidents Show Decline

Rail-highway grade-crossing accidents in 1957 were fewer than in previous years, according to a recent announcement of the Interstate Commerce Commission.

During 1957, the railroads reported 3,569 such accidents which resulted in 1,371 fatalities and 3,767 injuries. These figures represented decreases of 5.1 per cent in the number of accidents, 8.9 per cent in fatalities and 5.6 per cent in injuries compared with the average for the years 1947-1956. In 1957, one motor vehicle in 20,450 registrations was involved in a grade-crossing accident, compared with 19,299 in the preceding year.

The 1957 total of grade-crossing accidents was 1.9 per cent under the total for 1956, and the available figures for 1958 are continuing to show a downtrend. This is cause enough for rejoicing. Still there is much to be done—and much to be accomplished, in terms of safety, that can only be accomplished by the individual driver of a motor vehicle.

Common Causes of Accidents

Nationwide studies have pointed out, for instance, that some of the most common causes of accidents occurring at highway-railroad grade crossings are the following:

1. The motorist sees the train approaching but misjudges his speed and distance.
2. The motorist races the train to the crossing and misjudges both his own speed and distance and those of the train.
3. The motorist waits for one train to clear the crossing, then without taking proper precautions immediately starts across the crossing and either strikes or is struck by a train approaching from the opposite direction on the adjacent track.
4. The motorist is so familiar with the crossing, having passed over it hundreds of times, that he uses no caution whatsoever.
5. The motorist fails to observe and obey crossing warning signs and signals.
6. The motorist has defective eyesight, defective hearing, or both, or is otherwise physically or mentally deficient and should not be licensed to drive a car.
7. The motorist has too much alcohol in his system and is incapable of determining what should or should not be done when approaching the crossing.
8. The motorist, driving at night as well as in a location with which he is not familiar, drives at a speed too great in such circumstances. Consequently, he cannot stop in time when a railroad crossing appears ahead.
9. The motorist drives a car with faulty brakes or other defects and is unable to stop or start at the proper time, or stalls his car on the crossing.
10. The motorist fails to take into consideration prevailing weather conditions and does not exercise the necessary care to avoid skidding onto railroad tracks and to have the motor vehicle under complete control when approaching the railroad tracks.
11. The motorist allows distractions of one form or another to take his mind from the importance of safe driving.

The safe-thinking driver, always conscious of and alert to his traffic responsibilities, remains the only real solution to the problem of highway traffic accidents.

TALKING IT OVER

In September, as you know, we separated our sales and traffic functions. We did this because we felt that such a reorganization would permit a great deal more emphasis to be placed on our sales effort. The new department, Marketing and Public Relations, is faced with a challenge that reaches each of us.

One of its first objectives is to initiate a piggyback service for the Bangor and Aroostook this year. We do not know how extensive it will be but it will, of course, depend on potential business and the practicality of the systems of piggyback available to us.

Final details of the service will mean for active participation by all departments. I would even say that the Marketing and Public Relations Department can only perform their vital task when they have the active support of each of us. I know that we can give them a service to sell that we can all be proud of.

The new department is also taking a long look at the potato movement. As you know, Maine potatoes are moving very slowly. We will investigate every possibility that can start the sale of Maine potatoes in the market places of the nation.

To accomplish these important goals, we must all start thinking like salesmen. Naturally, all of us will not be doing the actual selling, but I am convinced that by thinking about our jobs like salesmen, we can turn out a service no one can top. And we must have such a service to meet our obligation to the Northern Maine community to continue our growth and prosperity.

Sincerely,



One-time BAR Trackman Holds IBM Post In Liege, Belgium

A former Bangor and Aroostook trackman returned to the United States in August for the first time in 10 years. J. Wallace Blinn, Liege, Belgium, son of Section Foreman and Mrs. Adolph Blinn, Smyrna Mills, has been a salesman for International Business Machines in Belgium since he was graduated from the University of Maine in 1948.

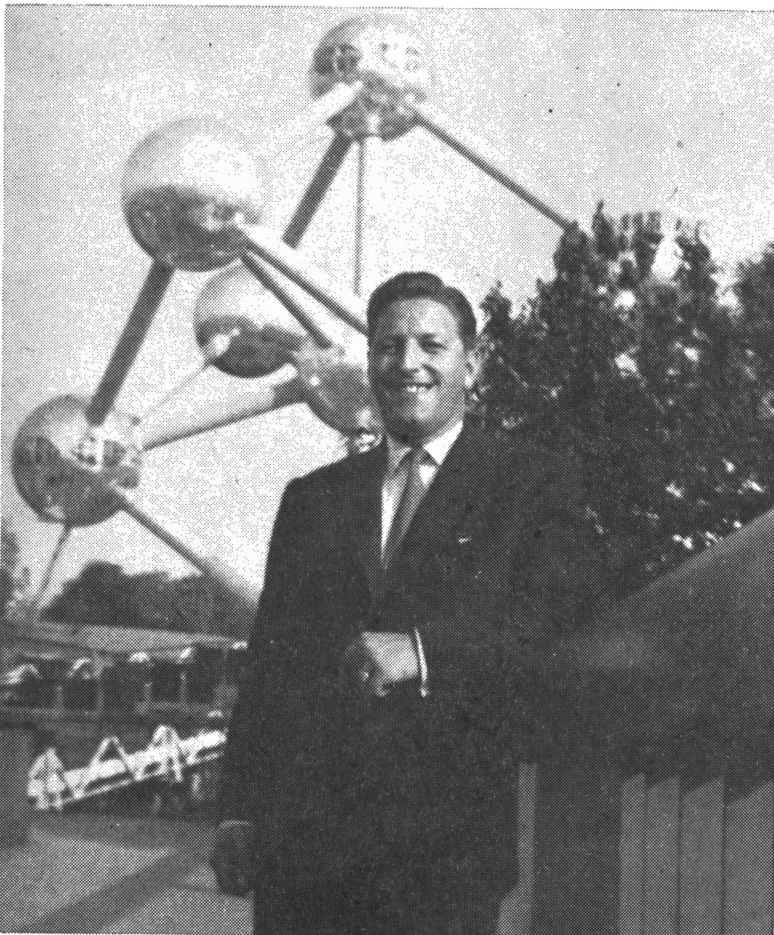
Blinn met his wife, the former Marie Lemineur, in Belgium during the Battle of the Bulge when he was a sergeant in the Medical Corps. They were married in St. Mary's Catholic Church in Houlton in 1947 while Wallace was attending the University of Maine.

He was graduated from Ricker Classical Institute in 1940 and was attending Aroostook State Normal School when the war interrupted his education. He received his B.S. degree in education from the University of Maine in 1948.

Blinn's work takes him throughout Europe and he has traveled extensive-

ly in France, Switzerland, Germany, the Netherlands, Luxembourg and the British Isles. His work with IBM also takes him to the Brussels World's Fair frequently where the company has an exhibition in the Belgium section.

One area where Blinn has found many customers for his business machines is a farming district not far from Liege where the principal crop is sugar beets. Blinn says the farmers are prosperous and boast not only modern agricultural machinery but have offices as well. The area, he adds, produces two crops of potatoes per season.



Former BAR trackman J. Wallace Blinn, son of Section Foreman and Mrs. Adolph Blinn, Smyrna, is pictured before Atomium at the World's Fair in Brussels, Belgium. Blinn, a salesman for IBM, has lived in Liege, Belgium for the past 10 years. Blinn says there have been as many as 250,000 at the fairgrounds in a single day.

Former BAR Man Visits Maine With Troop of Virginia Scouts

A former Bangor and Aroostook brakeman from Warwick, Va., returned to Maine and New Brunswick, Aug. 16, bringing with him 17 Explorer Scouts from Warwick. Donald Starkey, 42, son of Mrs. Richard Lie, Houlton, is a designer in a Newport News, Va., shipyard and has been leading Explorer Post No. 347 six years.

Starkey and his Explorer Post earned the \$2,600. for their two-week trip into the New Brunswick back country by selling Christmas trees last season. The boys and their leader made the trip from Virginia to Houlton by train, arriving here on a morning when the temperature was hovering around the 40 degree mark. The temperature was 100 degrees when the boys left home.

The boys spent the next two weeks under shelter halves on the shores of North Lake in New Brunswick. They stayed next to a cottage owned by Mrs. Bertha Starkey, the scoutmaster's aunt. The building was used as a headquarters. Transportation to and from the campsite was furnished by Bangor and Aroostook employees.

The boys spent their time at fishing and other outdoor activities with several side trips, including one to St.

John, N. B. This marked the first time that any of them, except Starkey's son, Donald, Jr., had visited Maine or Canada.

Other camping trips the Explorers have made include Deerfield, Lexington, Blue Ridge and the George Washington National Park in their native state.

The southerners left Houlton August 29 by B and A bus enroute to Washington, D. C. where they saw the Senators play the Yankees. After the ball game, the boys were on their own to get back home, about 40 miles from the capital. School began two days afterward.

Engineer's One-Man Project Resulted In Wildlife Refuge

The story is told of an engineer who went "above and beyond the line of duty" by providing drinking water for wildlife in the Arizona wasteland.

As his train roared through the parched desert north of Wickenburg he saw birds and beasts suffering from thirst. Some time before, a conductor had been taking water to them, and the engineer decided to do the same. Before setting out on each run, winter or summer, he would patiently fill five-gallon cans with water and load them on his engine.

For 25 years he kept it up. Gradually the timid creatures got to know him. Because of his one-man project, the State Game Department officially designated Mathis Junction area as a refuge for wildlife.

—Railroad Magazine

Standard Time Replaced Sun 75 Years Ago On November 18

November 18, 1958, marks the 75th anniversary of the adoption of Standard Time—one of the most significant milestones in the history and progress of America.

Prior to that event the only "time" that existed in this country was local or "sun-time," as it was commonly called, based upon the transit of the sun across the meridian.

Cities and towns operated on a time standard which was related to the Association of American Railroads.

By 1881 Allen was devoting much of his time to studying and promoting a plan for Standard Time, which divides the country into four time zones based upon mean sun-time on the 75th, 90th, 105th and 120th meridians west of Greenwich. The General Time Convention enthusiastically adopted the plan, and it was Allen who issued the Convention's notice directing that all railroad clocks governing the operation of trains throughout the United States be set to the new standard at exactly 12 o'clock noon, Sunday, November 18, 1883.

As was to be expected, not everyone was happy with the changeover. Some described it as "contrary to nature." Others said it was unconstitutional. And one particular preacher opposed it on the ground that it was "a lie."

Just how many local times there were is not known, but the extent of confusion is clearly indicated by the fact that the State of Wisconsin, alone, had 38 different local times, while Michigan and Illinois each had another 27, and Indiana had 23. As for the railroads of the country, a few years prior to 1883 they were operating with as many as 100 different times. In one large eastern city there were actually six varying time standards governing arrivals and departures of trains!

The leading spirit in the railroad movement which led to the adoption of Standard Time was William F. Allen, for many years secretary of the General Time Convention and the Association of Railway Managers, which later became the American Railway Association, a predecessor of

The American people soon accepted Standard Time without question, however, and today it regulates the lives and habits of people in nearly every country in the world.

News About the Bangor and Aroostook Family

Transportation Dept.

Station Agent and Mrs. *Harold Labbe*, Easton find the month of September quite a financial strain every year. Their three children all celebrate birthdays within a few days of each other, from Aug. 26 through Sept. 30.

Malcolm Spencer, son of Section Foreman and Mrs. *Murdock J. Spencer*, is now attending school in Boston.

Chief Clerk and Mrs. *Ben Edwards* and their son spent a week of their vacation at Square Acres, a square dance camp, at East Bridgewater, Mass.

We were sorry to hear of the death of Conductor *George P. Duffy*, 81, in Bangor last month. He was born in Bangor and lived in that community his entire life. Mr. Duffy had 50 years service with the railroad when he retired 15 years ago. He is survived by a daughter, Mrs. *Harold P. Robinson*, Bangor.

Friends of Conductor *Cecil H. Donley*, Houlton, were sorry to hear of his death July 16. He was born in Smyrna, Oct. 29, 1885 and had 43 years service with the Bangor and Aroostook. He is survived by his wife, Mrs. *Faye (Crabbe) Donley*.

Sales Dept.

A third son, *Gregory Daniel*, was born to Mr. and Mrs. *George Rainoff* in Tokyo, Japan this summer. Mrs. Rainoff is the former *Sigrid Kimball*, daughter of General Freight Agent *Earle Kimball*.

J. Fred Smith, passenger sales Manager is back at work after an illness.

Congratulations to Mr. and Mrs. *Dwight A. Sewall* who were married at the Bethany Baptist church in Presque Isle, August 16. The bridegroom is the son of Agent and Mrs. *T. N. Sewall*, Island Falls, and the bride is the daughter of Mr. and Mrs. *Fred Jordan*, Presque Isle. The bride was graduated from Aroostook State Teachers College and is a teacher in Presque Isle. Mr. Sewall was graduated from the University of Maine and is employed as assistant county supervisor by the Farmers Home Administration in Presque Isle.

Car Service Dept.

George A. Willette has joined the staff of the Car Service Department as operator and car distributor. George is replacing *Mac Willett* who resumed his duties as operator with the transportation department.

Manager Car Service, *Frank D. O'Brien* was recently elected Chairman, Railroad Section, of the New England Shippers' Advisory Board.

Engineering Dept.

Signalman and Mrs. *Gordon A. Morton* of Oakfield are the parents of a son, *Perry Wade*, born Aug. 6 at the Madigan Memorial Hospital in Houlton.

Friends of B&B Foreman *K. H. Beals* of Derby were sorry to hear of the death of his father, *Harlen V. Beals*, which occurred Aug. 8. Mr. Beals was a retired carpenter and had worked several years for the B&A.

Miss *Barbara Lake*, daughter of B&B Mechanic *A. J. Lake* of Houlton, has enrolled in the Pelletier School of Beauty Culture in Lewiston.

Friends of Sec. Foreman *Arthur H. Ward* (Ret.) were sorry to learn of his death Aug. 24 at his home in Greenville Junction. Funeral services were held from the home and inter-



B&B Superintendent *R. E. Trickey*, Houlton, congratulates Machinist *Abner F. Robinson* on his retirement October 10. Robinson was born Sept. 12, 1893 in Littleton and entered railroad service in 1920 as a pumpman. He also served as carpenter's helper and B&B mechanic. Prior to entering Bangor and Aroostook service, he was employed by the Maine Central Railroad Company in Waterville. He is married and has two children.

ment was in the Greenville Cemetery.

S&C Cook and Mrs. *Donald J. Morton* of Oakfield are the parents of a daughter, *Linda Pearl*, born Sept. 7 at the Aroostook General Hospital in Houlton.

Mrs. *Benjamin Sweet* of Houlton, wife of B&B Mechanic, attended a meeting of the Women's Christian Temperance Union, as a delegate from Maine, which was held in Washington, D. C. the latter part of August. While there, Mrs. Sweet also took part in the program.

Tie Agent and Mrs. *Guy L. Jackins* of Houlton became grandparents for the fifth time when a daughter, *Tamra Joy*, was born to their son and daughter-in-law, Mr. and Mrs. *Richard A. Jackins*, July 24 at Warehouse Point, Connecticut.

B&B Helper and Mrs. *Nathan E. Lewin* of Oakfield are the parents of a son, *Nathan Earl, Jr.*, born Aug. 19 at the Milliken Memorial Hospital in Island Falls.

Trackman *John H. Henderson* (Ret.) died Aug. 8 in a Houlton convalescent home. Funeral services were held from the Dunn Funeral Home and interment was in Evergreen Cemetery in Houlton.

B&B Carpenter and Mrs. *William McGraw, Jr.* of Oakfield entertained 34 people at a family picnic Aug. 17 at their home in Oakfield. Among the guests was one four-generation group, Mr. and Mrs. *William McGraw, Sr.* of Island Falls; their daughter, Mrs. *Richard Porter, Sr.*, of Crystal; her son, *Richard Porter, Jr.* and his infant son, *Mark*, also of Island Falls.

Signalman and Mrs. *Robert L. Davis* of Houlton are the parents of a daughter, *Roberta Lynn*, born Sept. 9 at the Madigan Memorial Hospital in Houlton.

Accounting Dept.

A house warming was held Aug. 2 for *Owen Gould* who has purchased a new home in the Bangor Gardens. Dancing and refreshments were enjoyed. The Goulds were presented with a table lamp. Present were: Mr. and Mrs. *Joseph Cross*, Mr. and Mrs. *Robert Girvan*, Mr. and Mrs. *George Grant*, Mr. and Mrs. *Owen Gould*, Mr. and Mrs. *George Mossey*, Mr. and Mrs. *Mervyn Johnston*, Mr.

Audit Section, has received her 40 year Gold Pass.

Donald Breen is working temporarily in the Freight Audit Section.

Mervyn H. Johnston, Clerk in the Freight Audit Section, has taken the position vacated by *Winifred L. Condon*.

George E. Mossey, clerk in the freight audit section, is now claims and miscellaneous Clerk, formerly the position held by *Mervyn H. Johnston*.

Ouida Long, clerk in IBM Bureau, and *Mary Wood*, secretary to general manager of operations, spent the Labor Day Weekend in Quebec City. While there, they visited St. Anne De Beaupre. They also drove to Worcester, Mass. for the christening of *Ouida's* godson, *Robert Joseph Long*, son of Mr. and Mrs. *Joseph Long* formerly of Fort Kent.

Key Punch Operator *Cora Pelkey*, has recently moved from Old Town into her newly-purchased 41-foot mobile home at Grant's Trailer Court on Union Street in Bangor.

Mr. and Mrs. *William Brown* spent their two week vacation in Delaware, Maryland and York, Pa., where they visited with Mr. and Mrs. *Robert Oberg* and son *Kenneth*. On the return trip, they visited with former BAR Key Punch Operator *Pat Roberts* and husband, *Allan* and with former BAR Machine Operator, *Grover Chukey* and family all of Portland.

Machine Operator *Al McIntosh*, and wife, *Rosamond*, recently moved to Sanford, Maine where Al has accepted a position with the Pioneer Plastic Company as IBM Bureau supervisor.

Rate Clerk and Mrs. George DeShane and family motored to various Maine points of interests during his vacation September 1 through 9th.

Chief Clerk and Mrs. *George F. McKeen* spent a two-week vacation at their summer home in Ellsworth, September 15-29.

Mrs. *Christine DeWitt* has returned from her vacation spent in Dallas, Texas, visiting with Dr. and Mrs. *Douglas W. McKay* and with friends in San Antonio, Texas. On return trip she stopped off in Walpole, Mass. and

visited with her son, *Neal A. DeWitt* and family.

Mrs. *Mildred McNaughton* has returned from her vacation spent at Beech Hill Pond in Otis, Maine.

Mechanical Dept.

Miss *Joan Dorothy Harris*, daughter of Blacksmith and Mrs. *W. R. Harris*, Milo, became the bride of *Vernal Finemore*, son of Mr. and Mrs. *Louis Finemore*, of Bridgewater, at the Methodist Church in Milo Aug. 17. The double ring ceremony was performed by the Rev. *George Broadbent*.

The bride, given in marriage by her father, wore a gown of lace and tulle over satin, with fitted bodice and bouffant skirt, high neckline with pointed collar and long pointed sleeves. Her elbow length veil of imported tulle fell from a crown of seed pearls and iridescent sequins. She carried a bouquet of white glads.

Mrs. *George Hamlin*, sister of the bride, was matron of honor. She wore a waltz-length gown of orchid chiffon over taffeta with fly-away panel in back. Her headband was of white poms and tulle and she carried a crescent bouquet of white poms.

The bridesmaids were Mrs. *James Ladd*, Milo, sister of the bride and Mrs. *Philip Paul*, Millinocket, also a sister of the bride. They wore gowns of yellow, similar to that worn by the matron of honor with identical headbands and bouquets.

Miss *Georgia Hamlin*, Milo, niece of the bride was junior bridesmaid. Her gown was blue and white with blue velvet bow and streamers in back.

The bride's mother wore a dress of champagne colored crepe with white accessories and a corsage of yellow roses.

The bridegroom's mother wore rose lace over taffeta, with a corsage of yellow roses and white accessories.

Gaylon Finemore of Concord, N. H. brother of the bridegroom was best man. Ushers were *George Hamlin*, *James Ladd*, Milo, and *Philip Paul*, Millinocket, brother-in-law of the bride. *Neil Hamlin*, nephew of the bride was junior usher.

A reception was held in the church vestry immediately following the ceremony.

Following a wedding trip the couple will make their home in Milo.

The bride is employed in the A. E. Blanchard Insurance Office and the bridegroom is a teacher in the Milo Schools.

Carl O. Carlson, 71, died suddenly at his home in Derby last month. He was born in Sweden, August 18, 1886. He was a member of the Odd Fellows of Milo and was a retired machinist from the Bangor and Aroostook R. R.

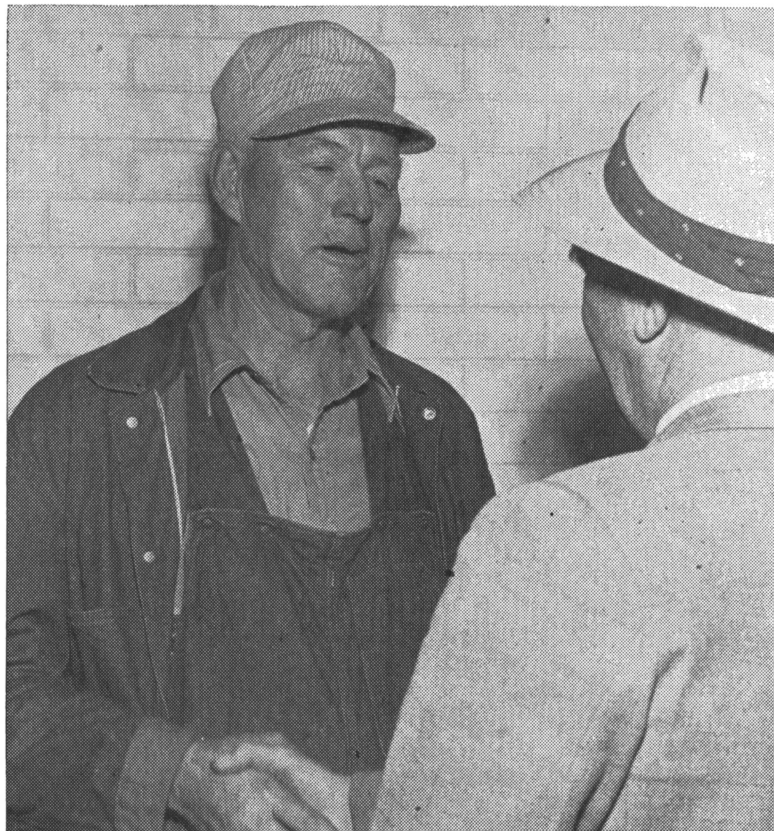
Mr. and Mrs. *Charnel Gero* and children, *Carole*, *Linda* and *Dennis* have moved from Derby to their new home in Milo on Knowles Avenue which he recently built. Gero is a Painter at Derby.

Millman and Mrs. *Albert Cyr*, Derby, accompanied by his sister and husband, Mr. and Mrs. *John Nelligan* of Old Town, spent their vacation in Montreal, Quebec and St. Anne, Canada.

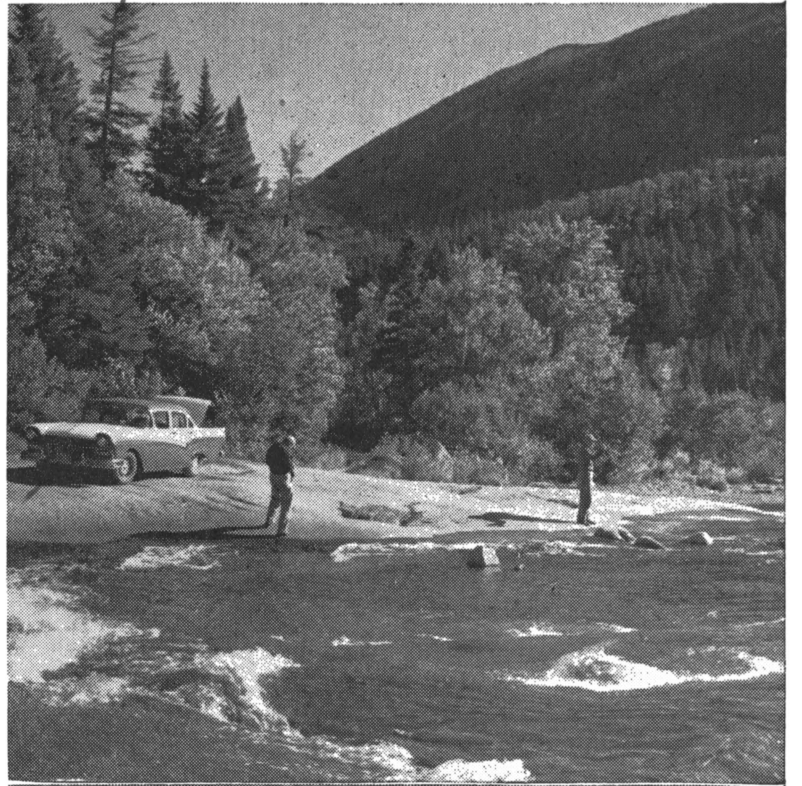
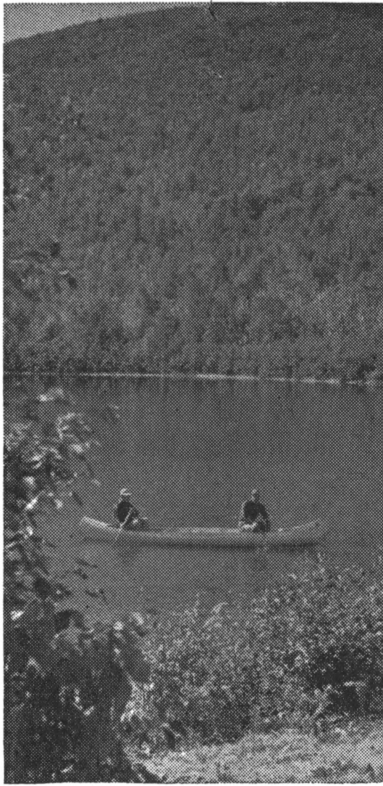
Friends of Car Repairer Helper *George W. Black*, (Ret.) Derby, were sorry to learn of the death of his wife, at a Bangor hospital.

Congratulations and best wishes to *Barbara W. McClain*, daughter of Mr. and Mrs. *A. G. Weymouth Sr.* and *Benjamin Doble*, who were united in marriage at the United Baptist parsonage in Dover-Foxcroft, Aug. 7. They are making their home in Milo.

Continued on page 6



Trackman *Eddie Lagassie*, section 482, Madawaska, receives his gold pass from Roadmaster *E. D. Ross*. Lagassie was born June 8, 1896 at Madawaska and entered railroad service in 1918 as a trackman. Prior to his railroad service, he was engaged in farming. Lagassie is married and has 12 children.



Above, left, Bob Elliot and outdoor writer Ted Janes detrain at Millinocket for first leg of a memorable fishing trip through northern Maine wilderness. Above, center, Janes tries his luck at South Branch Pond. Above, right, mountains and pointed spruce combine to form magnificent background as Carl Fenderson photographs Janes at Soudnahunk Stream. Photographed by Ludden on bottom of overturned canoe beautiful trout, salmon and togue from Fish River Lake show what Aroostook lakes have to offer.

An Outdoor Writer Looks At Northern Maine

By Kenneth S. Ludden

One of the pleasantest chores of a public relations man in this section of the country is showing off our great north country to an outsider. If he happens to be one of the country's top-notch outdoor writers, it's doubly enjoyable to show him what northern Maine has that just can't be found anywhere else.

This particular chore of mine started one warm, summer morning when I received a short note from Bob Elliot of the Maine Department of Economic Development. The results of that note were stories this summer in two of the nation's top outdoor magazines . . . good stories that told sportsmen of the wonderful fall fishing, the beautiful country, and the best way to travel . . . by Bangor and Aroostook train and bus.

The author of these excellent stories is Ted Janes, well known to outdoor magazine readers. His feature articles appeared in the June 1958 *Field and Stream* and September 1958 *Outdoor Life*.

There is considerable planning connected with a successful trip for a sports writer of Ted Janes' calibre, and this much was done before we got word that he could come to Maine the middle of September.

Ted boarded the BAR Pullman in Boston and was joined at Portland by Carl Fenderson, publicity man for the State Fish and Game Department, and Bob Elliot of the D.E.D. I met them at Millinocket station when No. 1 pulled in.

After picking up some groceries for next morning's breakfast, we started toward Mount Katahdin and Baxter Park. After a call on Chief Ranger Helon Taylor, who accompanied us part way through the park, we were shown some spots where the view of Mt. Katahdin was really spectacular.

After a home cooked meal at a sporting camp at Daisy Pond we continued through the park, by Soudnahunk Stream to Soudnahunk Lake where we spent the evening fishing—with considerable luck.

All the while we were taking pictures with Ted's article in mind. We

were fortunate enough to strike that blue and gold fall weather with a deep blue sky and enough white clouds to make the blue look even more blue.

Between the four of us we toted eleven cameras ranging from 35 mm's to press cameras and they were all used at one time or another. Literally hundreds of pictures were taken on the trip about equally divided between black and white and color. Many appeared in *Field and Stream* and *Outdoor Life* to illustrate the two stories.

Our first night was spent in a warden's camp near the north eastern border of the park. The frosty night air made the heavy sleeping bags that had been left at the camp for us by the cooperative wardens feel very welcome.

After breaking camp the second day we continued to South Branch Pond and out of the Park at Patten.

Railroad Men See Oddest Sights; Have More Fun Than Anybody

Railroad conductors become accustomed to odd sights as part of their working day, but Conductor Gilbert Cates did a double take when he came to the three children riding train No. 8 out of Presque Isle August 8. The three children, two boys, one 10, one 4, and a girl, 8, watched him solemnly as he punched their half-fare ticket to Augusta, Ga. Each child wore a name tag. And they were quite alone.

Conductor Cates, on questioning the youthful trio, discovered that they were the children of a couple employed by the World of Mirth, then playing at the Northern Maine fair. He also discovered that their parents not only sent them on a 1500-mile journey alone but had also neglected to give them any money for food during the four-day trip.

The food situation was immediately taken care of by Cates and several passengers. Cates then contacted Director of Public Relations, Howard L. Cousins, Jr., in Bangor and told him of the problem.

Cousins informed Travelers Aid and he and a representative of that organization met the Bangor and Aroostook train when it arrived in Bangor that evening. The children, when questioned, said they were go-

Following route 11 we then traveled to Portage and flew to Fish Lake in time for evening fishing there.

The third day we were unfortunate enough (or fortunate enough, depending on the point of view) to have a dull day with occasional rain that made photography impractical. The fortunate part was that we could devote our time to fishing instead of spending most of our time taking pictures.

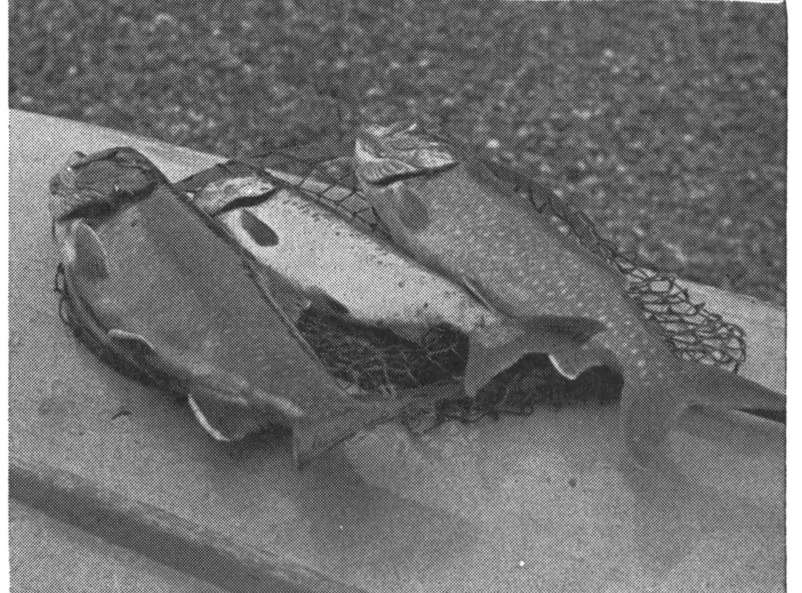
It was on this day that the most magnificent trout I've ever seen was caught. A four and one-half pound male in brilliant spawning hues, added to a nice togue and a salmon, gave us just the props we needed when we resumed our photography the next day.

After a morning of photography on our third day out, we returned to Portage, took pictures of the party boarding the Ashland branch bus and the trip was over.

ing to a boarding house in Augusta to attend school until they could join their parents in Florida in the winter after the carnival closed.

A call was put through to Augusta and arrangements made to have the children met on their arrival. Cousins then called Robert Cowan, passenger traffic manager of the Boston and Maine railroad, who met the children in Boston. Cowan arranged for meals for them, transportation across Boston and put them on a train for Washington, D. C. Travelers Aid people met the children again in Washington, and put them on the train for the final heat of their journey.

All of which proves a favorite theory of ours . . . that railroad people are the most resourceful and the nicest people we know.



I feel that trips such as this do a wonderful job of selling for northern Maine. State and railroad cooperation made it invaluable publicity. The double page spreads of full color photos that were carried by *Sports Afield* and *Outdoor Life* are bound to bring people to our territory and vacationing is big business.

Derby Foreman Wins Suggestion Award

Continued from page 1

Furlong's initial award was based on savings resulting from the new method tried on 83 cars, with more award money to come later. Under the new award formula Furlong will share in the savings over a three-year period . . . 50% this year, 25% next year and 15% the following year.

You don't necessarily have to use a pick and shovel to find the precious meals one needs to live. Suggestions like Maurice Furlong's prove that sound thinking, a pencil and a suggestion blank can provide the same reward without the back-breaking effort.

Christmas Party Date Set

Owen J. Gould, chairman of the Accounting Department's annual Christmas party, has set the date of the affair for Dec. 13. The party will be held at the Pilots Grill in Bangor.

Tickets may be bought from: C. E. Day, Don Breen, Win Bracy, Christine DeWitt, Shirley Brewster, Gil Jameson, E. R. Jennison, Harry Porter, Carro Davies and Dick Shaughnessy, all of Bangor; Walter Chase, Derby; Gloria Dunn, Houlton, and Constance Glinkerman, Presque Isle. The cost of tickets is \$2.50 per person, Gould said, and reservations must be made prior to December 6.

Railroad Looking For Contract Shop Work

Effective immediately, Earl W. Towne, Derby contract shop supervisor, will spend up to half of his time soliciting new business. He will start his rounds of Maine and then cover additional areas in nearby New England states.

The B. A. R. set up the Derby Contract Shop in 1947 when deselization cut materially the machine shop work required by the railroad. At that time some of the existing machinery was modernized, some scrapped and new additional units purchased to provide a complete shop set-up that could handle almost any fine machine work. The skilled machinists that had served the railroad so well were thus assured of continued work in the contract shop.

The new shop quickly established a name for itself for the excellent work turned out. Several important contracts were obtained involving defense work as well as industrial items. This outside work made possible further expansion and modernization of the shop.

The Derby machine shop has grown steadily and so far 1958 has been one of its most productive years. However, with the increased capacity of the shop, active solicitation for more work will put this project on an even sounder basis.

The shop is well equipped for medium heavy manufacturing and repair work. It also has an oil fired normalizing furnace which is the only one of its kind in northern Maine.

With the increase in work that can be brought in by a solicitor in the field, the contract shop appears to have a bright future.

Mechanical Dept.

Continued from page 4

Bobby Ellison, 13-year-old son of Carman and Mrs. J. W. Ellison of Milo has earned over \$60.00 this summer from his worm business. He started selling to fishermen around the first of May, prior to the opening of the season and just recently started selling nightcrawlers. Bobby has sold over 6,000 worms to fishermen, and has even been wholesale supplier at times.

With the money earned, he has bought a sleeping bag, baseball glove, a life jacket and a bicycle. He has a bank account at the Merrill Trust Co. to keep track of his affairs.

Congratulations to Mr. and Mrs. James L. Ladd, Milo, on the birth of a daughter Lana. The Ladds have a son and daughter. The grandparents are Mech. Supt. and Mrs. V. L. Ladd, and Blacksmith and Mrs. W. R. Harris.

Mr. and Mrs. Charles P. Field have been recent visitors to their native state of Maine. Mr. Field is a retired AAR car bill clerk and has been making his home in Lake Placid, Florida. While in Maine they spent a week at Ebeeme Pond, visited with Mrs. Field's nieces in Dover-Foxcroft and were house guests of Mr. and Mrs. Charles Scanlon in Milo. They visited old friends such as Mr. and Mrs. Ray Burton, Mr. and Mrs. Harold Fletcher, Mrs. Mable Maguire, and were dinner guests of Mr. and Mrs. Max Place. They reported a very pleasant trip. Mr. Field will be 85 years old in March.

Congratulations and best wishes to Alfred G. Weymouth, Jr., Milo and Hazel Van Tassel, Houlton, on their marriage at the Baptist Parsonage in Houlton, July 12. They were married by the Rev. Robert Decker, formerly of Milo. The bride is a teacher in Houlton and the bridegroom is employed in the Car Shops, Derby.

The Derby Mother's Club has just received a generous contribution in memory of Mrs. Anne Paul, who died recently. The money is to be used by this organization to help carry on its work for men in the service. The donation came from the shipmates of Mrs. Paul's son, Allan Paul, who is serving aboard the USS Gearing.

The Mothers' Service Club was organized 14 years ago. The first meeting was held in Mrs. Paul's home and she served as the first President.

Eight of Mrs. Paul's nine sons have been in the service.

Sheet Metal Worker Albion E. Lovell, Derby, who has been on sick leave since Dec. 18, 1957, retired Aug. 26, 1958. He entered the service Aug. 11, 1924 as a laborer and became a Sheet Metal Worker July 20, 1926, a position he held at



Mrs. Nora F. Duran, clerk, car accounting department, is receiving congratulations and best wishes for a happy retirement from Chief Clerk R. P. Shaughnessy. Mrs. Duran was honored at a dinner at the Brass Rail in Bangor on August 27 by fellow employees and presented with a purse. She is retiring after 40 years' service with the BAR. Mrs. Duran was educated in Bangor schools, is a member of Queen City Lodge #970 and will make her home in Bangor.

the time he retired. Beanie makes his home in Milo.

Timekeeper Ruby K. Page, (Ret.) Mechanical Department, Derby, has recently realized a life-long ambition when she made an eight-week automobile trip through the west, visiting the National Parks, touring the entire west coast and returning east through the Canadian Northwest, visiting Lake Louise and Banff. She traveled over 11,000 miles and says she even rode on a glacier in a snow-mobile. Her traveling companions were her two sisters. Ruby visited the office in Derby the latter part of August. She makes her winter home in Malden, Mass. and spends her summers at their Cold Stream Cottage.

Friends of Mrs. R. T. Olson, wife of Hostler R. T. Olson, Oakfield, will be pleased to know that she has returned home from the Milliken Memorial Hospital, Island Falls, where she has been a surgical patient.

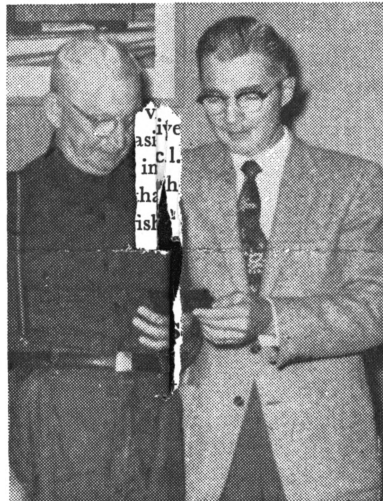
Machinist L. W. Ellis, Oakfield, spent part of his vacation in Portland as guest of his sister.

Machinist and Mrs. C. S. Clark, Oakfield, have returned from Modesto, California where they visited their son, Carroll and family. Enroute they also visited Mr. Clark's sister, Mrs. May Willes in Vernal, Utah.

Carman Gang Leader, and Mrs. R. J. Crandall, Oakfield, have returned from a trip to Massachusetts and Connecticut where they visited relatives and friends. Upon their return they were accompanied by their

daughter Bonnie, who had been visiting relatives in Conn. for several weeks

Rodney Cameron, son of Carman Gang Leader and Mrs. R. J. Cameron has been a patient at the Milliken Memorial Hospital, Island Falls. His friends wish him a speedy recovery.



Alfred G. Weymouth, Sr.

Alfred G. Weymouth, Sr., Derby, receives his 40 year Pass from Francis D. Murphy, Jr. Asst. Mech. Supt. at the Bangor and Aroostook Shops, Derby. Weymouth entered the employ of the railroad July 29, 1918 as a Stationary Fireman. In 1924 he entered the Electrician Craft as a 2nd Class Electrician which position he now holds. The Weymouths have five children, three of whom are living in Milo. One son is employed in the Shops in Derby.

Margaret Swallow, daughter of Carman Gang Leader and Mrs. M.

Swallow, Oakfield, has entered the University of Maine.

Richard McGraw, son of Mr. and Mrs. W. B. McGraw has also entered the University of Maine.

The Houlton Riding Club had their final horse show of the year at Hogan's Farm on Sept. 7. Ribbons were won by the following: Karen Clark, riding Cochise; Dennis Clark, riding Ginger; daughter and son of Hostler and Mrs. B. E. Clark, Oakfield; and Marilyn White, riding Dewey, daughter of Electrician and Mrs. R. A. White, Oakfield.

Stores Dept.

Manager Purchases and Stores Paul H. Day attended the A.A.R., Data Processing Procedures convention in Huntington, W. Va. While there he visited the comptroller's office of the Long Island Railroad, Jamaica, N. Y. and inspected the installation of the first railroad of "RAMAC", No. 305, where they will carry Purchases and Stores records.



Miss Verlie C. Brayson, daughter of Trackman and Mrs. Daniel H. Brayson, Fort Fairfield, has entered Arcadia University, Wolfville, Nova Scotia. Miss Brayson was graduated from Ft. Fairfield High School last June and was an honor student for four years.

Asst. Mgr. Purchases and Stores Harold F. Bell has returned home after attending a one-week course in Purchases and Stores training at the Electro Motive Division Training Center, Lagrange, Illinois.

Supervisor of Stores W. F. Alexander attended the A. A. R., Material Handling Convention in Chicago, Ill. While there he visited the Hyman-Michaels scrap yard.

Printer and Mrs. George C. Crabtree are receiving congratulations on the birth of a grandson, Randy Lee Johnston, son of Mr. and Mrs. Ronald Johnston (nee Lorraine Crabtree)

of Hartford, Conn. Mr. and Mrs. Crabtree have returned home after visiting their daughter and her husband for a week.

Mr. and Mrs. William Thies of Maryland have been guests of his brother and wife, Asst. Supvr. of Stores and Mrs. H. A. Thies of Bangor.

Accountant Paul W. Nutter was a delegate to the Maine State Fish and Game Association and attended a meeting in Hallowell, Maine. Nutter represented the Three Rivers Fish and Game Club of Milo.

Walter (Butch) Chase, son of Assistant to Supervisor of Stores and Mrs. Walter S. Chase, has returned home after attending the Joslin Boys Camp in Charlton, Mass., for three weeks.

Section Foreman Elmer C. Lindsay, Dean, has retired after 30 years service with the Bangor and Aroostook. He was born July 10, 1900 at Vanceboro and was educated in New Brunswick schools. He is married and has four children.

Railroad Wins Second Oscar

Continued from page 1

University. He was assisted by Paul Haase, Managing Director, Controllers Institute of America; Edna Beilenson, President of the American Institute of Graphic Arts; and Nicholas E. Crane, Past President, New York Society of Security Analysts, Inc.

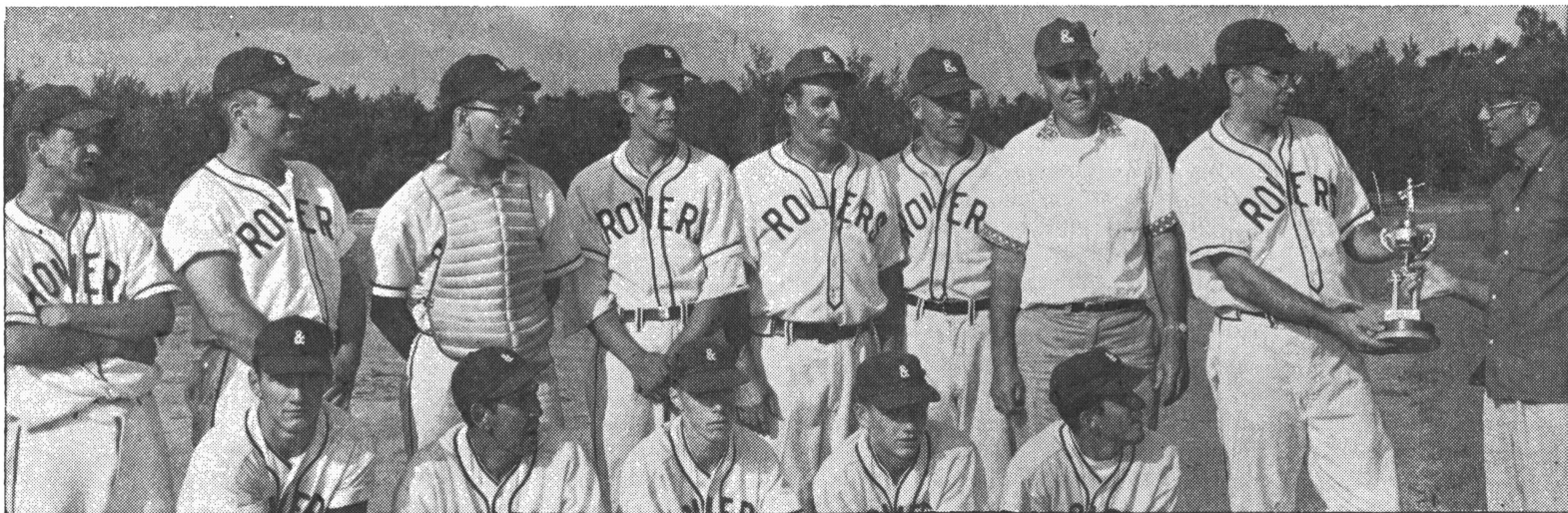
The screening of reports was under the direction of Ralph A. Rotnem, president of the New York Society of Security Analysts, Inc., with the cooperation of 26 investment analysts, all members of the New York Society.

Richard J. Anderson, editor and publisher of "Financial World," will present the "Oscar-of-Industry" at an awards banquet in New York on October 27. Attendance by more than 1,400 business and financial leaders from all parts of the United States, Canada and Latin America, is anticipated.

Robertson Meets Chairmen

Continued from page 1

assembled group that we all have a common goal. This goal is to make a strong, solvent organization which will provide a highly efficient service to our customers, thereby assuring jobs for everyone, and to show the owners of the company a fair return on their investment.



Forrest Clapp and Kenneth Beals hold R. B. Dunning Co. trophy awarded B & A Rovers for first place in the Central Valley League. The Rovers won 18 of their 20 games played this season. Pictured, kneeling, from left to right, are: Jim Chase, Charles Solomon, Richard Carver, Paul Beals and Bob Stone. Pictured, standing, from left to right are: Joe Paul, Jim Ladd, Mike Knox, Gary Robinson, Mac Peters, Hal Newman, Linwood Jackins, Forrest Clapp and Kenneth Beals. Not present when the photograph was made were Harold Hanson and Venton Beals.

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