

# GAS AND ELECTRIC NEWS

PUBLISHED BY

THE ROCHESTER RAILWAY & LIGHT CO.

VOL. 6

APRIL, 1919

No. 10



Rochester Series—Hotel Seneca

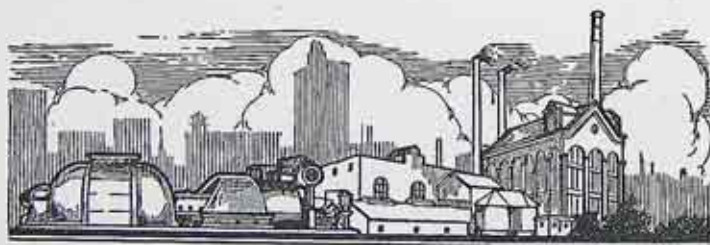
Photo by  
Laddar

## DEAD RIGHT

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“Here lies the body  
Of William Jay,  
Who died maintaining  
His right of way.  
He was right  
As he sped along,  
But he's just as dead  
As if he'd been wrong.

—*Exchange*





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## The Company's New General Manager Herman Russell

THE consistent upward progress of Mr. Herman Russell, who became General Manager of the Rochester Railway & Light Company on February 21st, has been very gratifying and stimulating to his many friends and business associates. His recent promotion, succeeding former Vice-President and General Manager James T. Hutchings, who became President of the Company on Dec. 20, 1918, is particularly satisfactory to all of the Company's employees. This feeling is very general because Mr. Russell, as Superintendent of the Gas Works and later as Assistant General Manager, has, by his personality and his grasp of Company affairs become universally esteemed. In reviewing his career and his recent promotion the phrase, "Honor to whom honor is due," comes naturally to mind, and it is therefore a special pleasure to briefly summarize his career to date.

Herman Russell was born in Manistee, Michigan, in 1878, and grew up in the environment which characterized the pioneer family in what was part of "The Great West." His father Edwin Russell and his mother Fanny L. Russell settled in Manistee in 1871 and were part and parcel of the indomitable group who converted an undeveloped region into what it is to-day.

Mr. Russell received the home training and education of parents who were unusually gifted in making the most of life. His father was a man of wide experience in lumbering and in the general hardware and grocery business. He played a prominent part in developing the white pine industry of which Manistee was the largest center in the United States. Both of Mr. Russell's parents were artistic, were lovers of nature, fond of sketching, painting, photography and writing. The family spent much time in the woods, and general holidays were devoted to ball playing, fishing and other outdoor sports.

Herman Russell grew up therefore in a healthy environment, working as a boy in the lumber business and the store, running the floating logs in the mill pond with his companions, going to school, fishing and taking care of his father's garden. He retains vivid memories of the lumbering industry, the forest fires, the rough and ready woodsmen, the log drives and log rafts,



HERMAN RUSSELL



and the wide open town where the woodsmen spent their winter's earnings in a few wild days. Mr. Russell became a judge of trees, knows the various kinds and their characteristics both standing and as lumber, and will himself make good managerial timber.

Inheriting from his parents a studious mind, Mr. Russell entered college when sixteen years old and four years later completed the first stage of his scientific education in the University of Michigan at Ann Arbor. He was graduated in 1898 and took up Post Graduate work in Chemistry and Gas Engineering, receiving a Master's Degree in 1900. One result of his Post Graduate work was the winning of the first scholarship for \$500 established in 1900 by the Michigan Gas Association. This scholarship was the first serious attempt, established after much debate on the part of educators, to teach Gas Engineering and has led to the establishment of Gas Engineering Courses in the colleges throughout the country. Mr. Russell took the scholarship seriously and visited the larger cities in Michigan to acquire first hand knowledge of the Gas Industry. Through these visits he became acquainted with the experts in the business and mastered the details of gas plant operation.

After leaving College, Mr. Russell immediately entered the Public Utility Business in the employ of the Detroit Gas Company, and in 1902 he was promoted to become Assistant Superintendent of the Company. This position formed a stepping stone to that of Superintendent of the Gas Manufacturing Department of the San Francisco Gas & Electric Company of San Francisco, California, which he filled from 1903 until 1904, while the Company was experiencing some very trying labor troubles. The Gas & Electric Company of Cincinnati appointed him Assistant Superintendent of Gas Manufacturing in 1904, and while there he became interested in Rochester.

The Rochester Railway & Light Company secured the services of Mr. Russell as Assistant Superintendent of the Gas Works in 1905, and in 1906 he was made Superintendent of the Gas Manufacture for the Company. With the increasing growth of the Company, and the consequent need for expansion in the Management, Mr. Russell was again promoted and became Assistant General Manager in 1914. His latest advancement to the very responsible position of General Manager is the logical recognition of managerial ability of a high order, and as such is not only extremely gratifying from the personal point of view, but inevitably assures a very definite and certain increase in the prosperity of the Company.

Mr. Russell has had a guiding hand in many of the major improvements and extensions within the Company. The Gas Works, while under his immediate supervision, was largely overhauled, many improvements were made and much new machinery installed. The new Gas Works—West Station—is the embodiment of the years of study and practice in the art of gas making which he, together with Vice-President Searle, devoted to the subject, and

stands as a monument to the best which has been developed in the United States and in foreign countries.

In the electric field Mr. Russell's efforts have been very successful, for his experience and judgment have aided President Hutchings who personally completed the recent very satisfactory extensions of Stations 3 and 5, and have contributed to the growth of the Company's substations and distribution systems.

It is also significant that many of the purely office functions of the Company have been materially improved under Mr. Russell's direction, notably in the work of auditing, accident prevention, employment, transportation, coke sales, shops and by-product recovery.

As a business man, Herman Russell is a scientist, an engineer and an organizer. A scientist with the strict technique of the business at his finger ends, an engineer with the trained judgment of the man of affairs, and an organizer improving a personnel machine to meet every need and contingency in a large and peculiarly intricate business. He stands well with the Stockholders, the Employees and the Public, who all respect his economic reasoning, his business judgment and his especially well developed sense of justice. Throughout the Industry he is known as one of its best informed gas men.

Personally Mr. Russell is a simple gentleman with unusual endowments of heart and mind. He knows human nature and is quick to recognize good as well as bad qualities in others. Like all scientists he is somewhat retiring, and like other big men of affairs somewhat modest. He is approachable and friendly. He has keen perceptions so that with native sensitiveness, reinforced by knowledge and experience he understands and has sympathy for human problems. As a consequence he often modifies the more or less rigid laws of business to see that deserving employees receive when necessary something more than strict equity. With a personal creed of hard work and fair play, Mr. Russell enjoys a good time and wants every employee under his direction to make the most of life. When he does fish or play golf and tennis it is with an enthusiasm which results in large catches, good scores and renewed health and friendships.

Mr. Russell is affiliated with The American Gas Institute, The National Electric Light Association, and is a member of The Rochester Chamber of Commerce, The Rochester Club, The Oak Hill Country Club, The Y. M. C. A. and other organizations.

It has been said that those who get ahead cannot tell how it is done. This is not true of our General Manager. By example and precept he teaches how to look beyond the day's work, and points out the whys and wherefores which influence the business decisions of the hour. His special precept is, "To become familiar with the work of one's immediate superior." His friends and business associates, especially the organization which he now fully directs, predict that success will always be his, and that his new position will be another round in the ladder of well deserved advancement.



## The Company Stock Sale

CHARLES A. TUCKER

THE Rochester Railway and Light Company has recently announced the opening of a sale of an additional \$500,000 of its 7% Cumulative Preferred Stock, on the same basis as the previous issue of \$1,000,000, at \$100 per share and accrued dividend. Payment may be made at the time of subscription, or on the partial payment plan of \$10 per share per month, thus making it easy for anyone to acquire much or little of the stock, which is deemed an excellent investment, giving a return of 7% on the money.

The proceeds of the sale of this Stock are to be used to pay for extensions and improvements required on account of the industrial growth of Rochester and vicinity. As all will remember, the Company—by direction of the Government—was restrained from much activity during the war, and now wishes to redeem its pledge of going ahead as soon as restrictions were removed. There is considerable new business in sight so construction activity promises to be quite large this year.

In 1918 the Company sold \$1,000,000 of its 7% Preferred Stock to 1,520 subscribers, only 146 of whom were outside of Rochester. There were 1,108 Rochester customers and 266 employees. This was a magnificent showing and indicated the confidence of the Rochester public and employees in this important utility enterprise. Right here it might be stated that this result was obtained largely through the co-operation of the employees with the management in giving service to the public, thus creating in the community a confidence in the Company. The daily contact of employees with customers has a great deal to do with public sentiment towards a company, and it is most gratifying that the result of the previous stock sale evidences

the fact that the Company's employees have loyally carried out the spirit of the organization.

In the sale of this third lot of \$500,000 of 7% Preferred Stock is an opportunity for many employees to make a record in its sale. To stimulate activity in the matter a commission of 50c per share is allowed to employees for securing subscriptions, but no commission is allowed on sales to employees.

Is it not a good time for employees to get in line and demonstrate how good they are at selling stock? The experience will be educational to those attempting it and the result will be beneficial to the Company which provides us employment. The writer can imagine how, as these lines are perused, ambition will arise and employees will start out at once with a determination to leave nothing undone until subscriptions have been obtained for at least ten (10) shares. If all will assist to the extent of their capacity, the entire amount will soon be taken and then all will be happy in the satisfaction of having put over a successful sale.

Many of these subscriptions come from those who are already stockholders, and who consequently feel that they have found an absolutely safe investment with a reasonably high rate of return. The records show that this confidence is not misplaced, and that we have in the financial resources of the Company, its tangible physical property kept in first class condition, its strictly high grade management and its much better than average general personnel, a group of assets rarely attainable.

The Rochester Railway and Light Company's Stocks and Bonds will always be very desirable to own, and as time goes on will in all human probability become increasingly valuable.

## Gas for First Class Hotel Service LARGE INSTALLATION AT HOTEL SENECA

B. B. YEOMANS

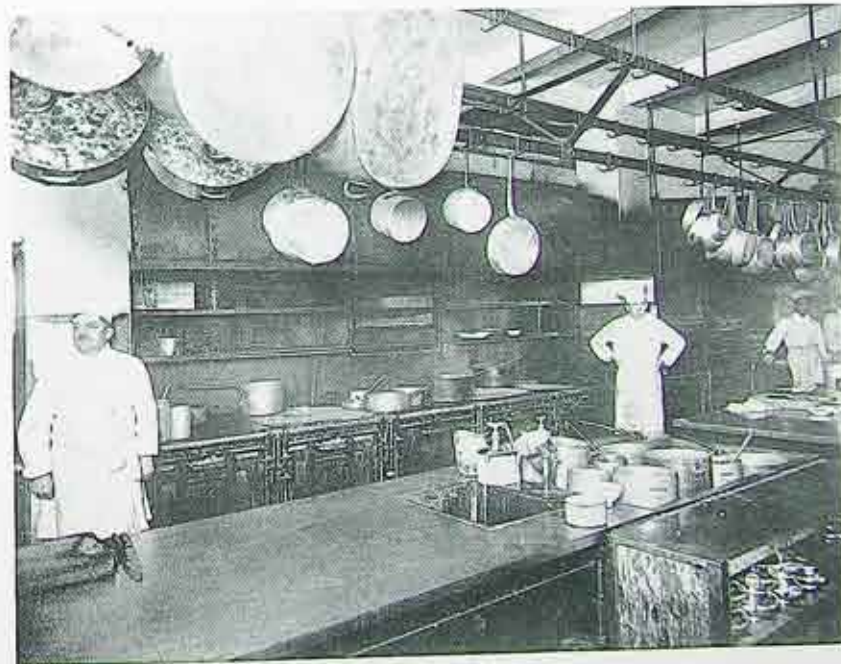
HOTEL SENECA, one of the largest first class hotels in Rochester, proved to its own satisfaction the economic value of an all-gas kitchen. Its new installation not only saves money, labor and floor space, but improves the cleanliness of the kitchen and enables the progressive management to render better service to its guests.

Two sections of Garland Hotel Ranges with semi-solid all-hot tops were installed in the Hotel Seneca the latter part of 1917 to test the merits of gas. The gas consumption on these ranges was measured by a separate meter for a period of several months, and the operation of these ranges was so satisfactory that in May, 1918, the

management placed an order for four additional sections of ranges and a gas broiler to complete the new installation.

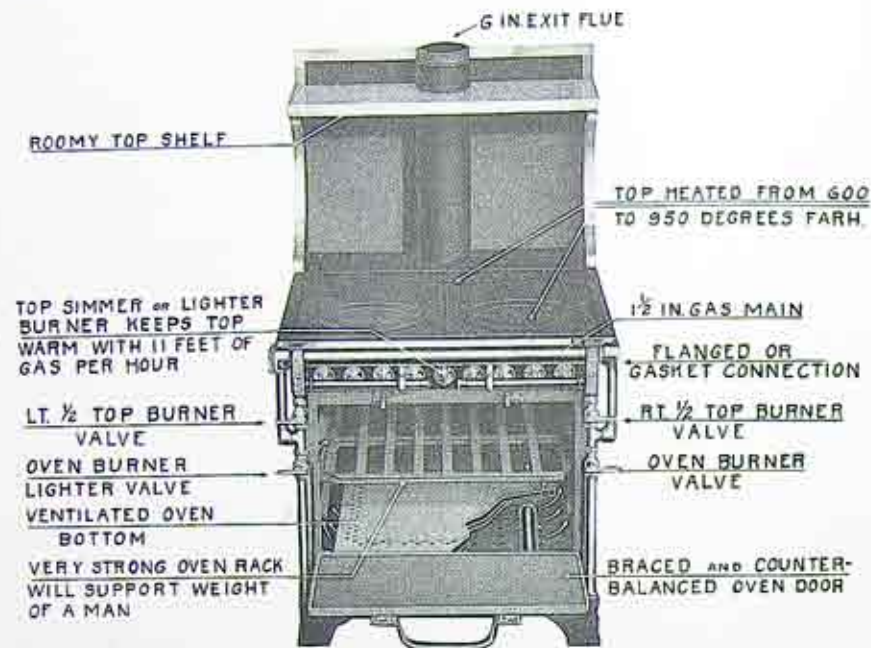
Eight sections of coal ranges were formerly taxed to their capacity to prepare the food, but under the new conditions more work is now being done with less effort on six sections of gas ranges. The Garland hotel gas range combines all of the good features of the coal range with the many advantages of the gas range.

The top of a Garland Hotel Range is divided into two sections. Each section is provided with a polished cast iron plate, each of which is made with an opening equipped with a Boston ring cover. The top plate sections



Six sections of Garland Hotel Ranges and one Boiler—Hotel Seneca Kitchen





Garland Hotel Range

are heated by four burners which are protected from the grease and dirt by the top of range. In addition each top is provided with a simmering burner. Either half of each section can be operated independently of the other. For rush work, the top ring can be removed. The oven is of the ventilated type which quickens the operation of the oven and gives a better distribution of heat. The oven is heated by three independent burners. The front section of the top attains a dull red heat, which lessens at the back. This allows the chef to take advantage of the hot spot in front while using the back for lower temperature work.

The full capacity of the equipment is always available day or night on short notice, since the ranges need only to be lighted and in a few minutes are ready for use. This materially increases the ability of the hotel to render prompt service to their guests at all times.

Gas Ranges require less floor space per section, and the work required can be done on a fewer number of sections. Extra space formerly required for coal ranges is now available for other uses. No coal storage space is required which again places valuable space at the disposal of the management. The construction of the gas hotel range eliminates the former high maintenance cost. The installation at the Hotel Seneca has required no repairs to date. Other installations are now three years old and have not required even one dollar's worth of repairs.

Wherever gas is used in hotel kitchens the readers of this magazine may rest assured that the food is being prepared under ideal conditions, because the coal dust and ashes are eliminated, which is a serious problem when a solid fuel is burned. The working conditions in the kitchen are improved by eliminating the excessive heat which formerly was necessary to

be endured with coal ranges in use.

Mr. Jean M. Chaintreuil, Chef of the Hotel Seneca, has prepared good food for many years under the old conditions, but his statement, quoted below, is a convincing argument in favor of the new type of kitchen. In answer to the question of why he now prefers gas to coal, Mr. Chaintreuil says:

"I believe thoroughly in the use of gas in hotel kitchens because of its absolute cleanliness, its readiness to serve at a moment's notice, low maintenance cost, less floor space, elimination of the firemen who have a tendency to oversleep in the morning, and best of all, on account of the kitchen being much cooler."

Mr. H. C. Heim, Assistant Manager of the Hotel Seneca, has very kindly furnished figures of the comparative average cost of coal and gas operation, and the number of guests served during these periods.

To the cost of coal operation must be added the services of one man as fireman at \$75.00 per month, and a repair item, which in this case, amounted to \$200.00 per year.

The average gas consumption per meal is 6 cubic feet and the cost of gas per meal 43/100 cents, while the cost per meal when coal was used was

91/100 cents, or more than twice as much as by gas. With the cost of operation lower than with coal it only remains to provide the proper equipment and follow up the business with periodic inspections.

## MEALS SERVED AT HOTEL SENECA

Meals	October, 1918	March, 1919
Breakfast.....	3,670	3,986
Lunch.....	6,391	5,428
Afternoon Tea.....	1,046	1,706
Dinner.....	5,117	5,749
Supper.....	3,205	3,825
Room Service.....	2,250	2,500
Banquet Service.....	1,500	1,200
Total.....	23,179	24,394
Cost of Coal, October, 1918.....		\$120.00
Cost of Gas March, 1919.....		105.00

The Rochester Railway and Light Company has a maintenance department which makes periodical inspections and adjustments free of charge on all hotel and restaurant equipment. It is the policy of the Company not only to sell gas and equipment, but to give service.

The results obtained at the Hotel Seneca go far to disprove the old fallacy that cooking with coal is more economical than with gas.

## A GAS RANGE

is cheaper, cleaner, easier and more dependable, at any time of the year.



## E. B. A. Members Oppose Passage of Davenport Health Insurance Bill

JAMES T. HUTCHINGS, PRESIDENT

WHEN it was brought to the attention of the Board of Trustees of the Employees' Benevolent Association that the Davenport Health Insurance Bill had passed the State Senate and was up for consideration in the Assembly, it was decided by the Trustees after a conference and discussion of the bill that the legislation embodied in the bill was against the best interests of such work as was being done by our Benevolent Association and that, should the legislation as outlined become a law, it would be detrimental to our organization.

The bill as outlined arranged for health insurance to all employees on the basis of a maximum sick benefit of six dollars (\$6.00) per week while in a hospital or sanitarium and a maximum of eight dollars (\$8.00) a week if at home. Further, the insurance fund would carry the expense of medical or surgical attendance, nursing, hospital expense, together with dental service for necessary extractions and the filling of teeth, and would provide insured women and wives of insured men with medical, surgical and obstetrical aid, materials and appliances as might be necessary in maternity cases, and provide a funeral benefit of one hundred dollars (\$100.00).

The broad idea embodied in the bill is, I think we will all agree from our experience with our Benevolent Association, good. The method of carrying on the work is such as to make it very expensive both to the employer and the employee, the cost of maintaining the fund being paid equally by each. One reason for feeling that this would be very expensive is that the funds would be administered by a Board of Directors of seven, three to be elected by the employers, three by

the employees and the seventh to be elected by a majority vote of the six directors previously mentioned. The compensation of this board would be not more than five dollars per day for each day's attendance upon meetings of the Board. This being the maximum, we know it would also become the minimum, and as the meetings undoubtedly would be held daily it is probable that the expense of directors alone would be at the rate of thirty-five dollars per day throughout the working days of the year or a total of \$10,500. The Board of Directors would have the appointing of all officers and employees of the fund and the fixing of their salaries and the making of rules and regulations necessary for carrying on the work of the fund. This method of handling we believe would be very expensive as, under the manner elected, the Board would be chosen for their popularity rather than their ability in handling the work in question.

In the selection of physicians for medical and surgical service, employees would be restricted to a list of legally qualified physicians and surgeons, subject, however, to the right of any physician or surgeon to refuse patients, and under fees to be established. This would preclude the employment of the best surgical and medical service obtainable except at the expense of the sick or injured employee as the most capable surgeon or physician would not seek appointment on such a list.

The methods preferred in the establishment of funds would be—First, there would be established a local fund, one for each county in the State, or counties may be subdivided into districts but each district must have at least 5,000 employees, or, Second, the Commission may establish one or

more trade funds or an additional local fund in each district, or, Third, may establish one or more establishment funds. We feel that the establishment fund has many advantages over any of the other methods as it can be very much more efficiently managed and at a very much less cost. Under the bill establishment funds must receive the approval of the Commission after hearing the local or trade fund affected and only if the majority of the employees subject to this chapter request approval, if the employer's contribution is at least equal to that of all the employees and if its operation will not in the opinion of the Commission endanger the existence of any local or trade fund, and further, if it satisfies the Industrial Commission that it is in a sound financial condition and is not carried on for profit.

The operation under the proposed State scheme as against our Association would be as follows:

In our Association there is no expense except the annual payments to beneficiaries—in the State Funds there will be the expense of salaries of the Board of Directors of seven, of the political organization to carry on the work, and we believe the expense of maintenance would be comparatively at least as one to four.

Under our Association the employees receive definite money payments without any strings to them and may employ whom they please for medical and surgical service. Under the State Fund members are limited to a definite list, definite prices and the personal liberty of choice is somewhat interfered with.

While we believe that employees' insurance will come and within a few years, the Trustees felt that it was a matter which should receive further consideration and study so that when finally adopted it would be a satisfactory working proposition and could be carried out along the lines of minimum expense, and maximum payment for money expended.

## Baseball Season Opens Back up Your Company Team

THE Industrial Athletic and Recreational Association, of which the Rochester Railway and Light Co. is a member, has formed two leagues of eight teams each; one league representing the factories on the east side of the river and the other league representing those on the west side. The baseball season will open on May 17th at South Park. On that date there will be an automobile parade, representing each of the sixteen firms in the League. The Rochester Railway and Light Co. will have a large number of its touring cars in the line and also a number of its trucks to convey the baseball team and its supporters.

Now that the war is over, it is expected that there will be much keener interest in athletic sports in general and there is no reason why the Company should not put a first-class team in the field. The boys have been practicing as much as possible between showers and will be in fighting trim on the opening day.

Season tickets are on sale in all departments. The price of the tickets is exceptionally small—only 25c, and entitles the holder to witness fourteen games and more if a post-season series is played.

All those who can play baseball are urged to get in touch with the Employment Department and particularly to watch the bulletin boards for announcements which designate the nights on which the team will practice. There is a chance for a great deal of good, healthy fun and everyone should avail himself of the opportunity.

If you can play ball, get out and try it with the team. If you can't play ball, get out and be a booster.



## GAS AND ELECTRIC NEWS

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*It may happen that I shall find solace in that which brings sorrow to you; and that which to you speaks of gladness may be fraught with affliction for me. But no matter—into your grief will enter all that I saw of beauty and comfort, and into my joy there will pass all that was great in your sadness.—Maeterlinck.*

### "Going Into Business"

MANY of the individuals employed by the industrial corporations, believe that they have marked business ability, and borrow money from their relatives or friends "To go into business." They invest the few thousand dollars so secured in a store or small manufacturing business of which they actually know very little, unaware of the cold business fact that 95% of such commercial ventures are failures. Some few succeed but

the majority fail, largely because of ignorance, even though they usually work to the limit of their strength.

The ambition to conduct a business of one's own is laudable, but the average man usually neglects to consider the fact that his present employer has invested in him a definite sum on which his wages are the business return, corresponding to what he could take out of a successful business of his own. For instance \$1000 a year corresponds to a return of 10% on \$10,000 capital. This \$1000 when received as wages, is received without risk or business worry to the employee, and for a definite amount of work performed in a certain definite time each day.

The man in business for himself has his financial, plant and organization problems, is concerned with the buying of raw materials and the selling of his finished product. The average man on a salary is not concerned with these things. Someone else provides all the equipment with which he works and carries all the risks incident thereto.

Now, suppose the employee who is willing to risk his own or his borrowed money, and is willing to assume all the business risks which are certain to be a part of any enterprise, and is further willing to work and study to a far greater degree than any employer actually requires, should devote this extra energy to learning more about his own employer's business, seeking to advance thereby his employer's interests. In the great majority of cases this effort will be appreciated by the employer, who not as a matter of reward, but because

he cannot afford to do anything else, will advance the deserving employee to a position of greater responsibility and remuneration.

Many men who have become dissatisfied, and have contemplated going into business, or getting a different job, have through the advice of friends or the example of others who are successful in the job they have, learned this fundamental truth. The result has been a more intense application to the job they have, resulting ultimately in a well paid position which they are proud to hold, and one which makes a small business on the edge of failure look by comparison very poor indeed.

The moral is, "Look before you leap."



### Why Do We Keep on Preaching?

MANY of the Company's employees have taken us to task in a kindly way for the little business sermons we have been in the habit of printing on our editorial pages each month. Some express frank skepticism as to our honesty, and say that the preachments are only "bunk," others assume that we are honest but misguided while still others admit of a varying degree of truth in what we say, but insist that none of it is applicable to themselves and probably very little if any is applicable to anybody else.

Now—there is an ancient adage which says, "Experience is a dear school, and fools only learn therein." This is not strictly true, but it does

lay emphasis on the fact that many otherwise normal men and women refuse to be guided by the experience of others unless it happens to coincide with what they wish to do. It also emphasizes the fact that the really wise ones utilize every bit of knowledge and experience which others have acquired and made available, in addition to their own.

So—here is why we keep on preaching. The nature of our daily work brings us into contact with men who are more successful than the average, and through this intercourse bits of business wisdom are acquired, which because of their very apparent sincerity and usefulness seem too good to be confined to the small group who are so fortunate as to receive them. Thus, we pass them on.

Another adage says, "There is nothing new under the sun." While this also is not strictly true, it applies to much that is and can be written on what we might call "The Mental Attitude toward Business," or "The Rules for Success." Even so, "Truth will never die," and precepts worth while will bear repetition. Sometimes the very fact that we instinctively resent admonition, advice or instruction is proof positive that we need it. Witness the famous retort, "If the shoe fits, put it on."

One of the most common expressions of those who fail to live up to their opportunities is "I did not know," and one of the hardest things to face is the accusation "You knew and did not tell me." It is one of the inconsistencies of human nature to resent advice, and yet feel aggrieved if it is not offered.



### Third Annual Meeting of the E. B. A.

THE THIRD annual meeting and dance of the Employees Benevolent Association of the Rochester Railway and Light Company was held on Thursday evening, April 24th, at the R. B. I. Auditorium. In spite of the inclement weather, the members of the Association, their families and friends filled every available seat.

The meeting was called to order at 8:30 o'clock by Mr. H. P. Gould, Secretary who presided in the absence of Superintendent Wm. C. Gosnell, due to illness. The fixed order of business was the reading of the Superintendent's report and also the Secretary's report for the year 1918. Mr. Tucker, Treasurer of the Association, read the Treasurer's report for the year ending December 31st, 1918, and showed that the receipts were over \$2200 more than the disbursements.

A glance at the list of disbursements immediately impresses one with the wonderful work that the Association is doing. \$6,975 was paid in death benefits—\$2,775 by the Association and 4,200 by the Insurance Company, \$6,003.25 in sick benefits, and \$1,059.36 for accidents both on and off duty, making a total of \$14,037.61. The Association also paid the dues of all members who were on leave of absence for military and naval service, and for this foresighted and broad-gaged policy, \$628.69 was expended. The healthy financial condition of the Association is further shown by the fact that the death benefit fund reserve amounts to \$361.75 and the Association's surplus is \$7,722.85.

An analysis of the summary of sickness of employees for the year 1918 covers about 55 causes of which Grippe and Influenza constitute 50% of the total, Colds over 7%, Rheumatism 4½%, Stomach Trouble over 5%, Tonsillitis over 3%, Kidney Trouble over 2% and Heart Trouble 2%.

The sound financial condition is also indicated by the fact that the Association was able to weather the Influenza epidemic of the past year.

One of the Association's members, Lieutenant Henry O. Sommer was killed in battle September 29th, 1918. Both the Association and the Insurance Company made a death benefit payment to Mr. Sommer's widow.

The Association has also subscribed for \$2000 worth of Liberty Bonds, showing that it backed the government to the limit.

Copies of the Third Annual Report were not distributed at the meeting but will be sent to all employees with this issue of GAS AND ELECTRIC NEWS.

Messrs. R. D. Scobell, F. H. Patterson, H. T. Clement, A. D. Whitley, R. M. Farnham, and F. E. Morey were appointed tellers for the election of trustees. After the tellers completed their work it was found that Messrs. P. J. O'Neill, W. J. Consler, S. Creighton, G. A. Bailey, W. H. White, V. C. Hoddick, W. J. K. Sutherland and Miss Florence Russell were elected trustees for the year 1919-1920.

The following officers were appointed by the management for the ensuing year. Superintendent, F. W. Fisher; Treasurer, C. A. Tucker; Secretary H. P. Gould.

President James T. Hutchings, who always has had a very keen interest in the affairs of the Association, addressed the meeting on the general subject of insurance. Mr. Hutchings said that he felt the E. B. A. was offering such cheap insurance that it was the duty of each individual employee to avail himself or herself of the opportunity of protecting his or her family. He was also very much impressed with the fact that the cost of insurance on the E. B. A. plan was cheaper than the government insurance for the soldiers. He also

reviewed in short the Health Insurance Bill which was brought up for passage before the New York State Legislature. A full account of his views is given on pages 218 and 219 of this issue.

Dr. Walter Calihan gave an address on the subject of First Aid and laid particular emphasis on the necessity of giving attention to the smaller injuries, especially abrasions and cuts which most people do not deem serious. The immediate application of iodine was strenuously advocated. Dr. Calihan also talked on the subject of fainting, fractured bones, sprains, etc.

After the business meeting, which ended at about 10 o'clock, the floor was cleared for dancing. Damon's

orchestra played and 250 happy couples danced gayly to piping tunes.

Refreshments including ice cream and cake were served and the Committee gave each one present a small hand mirror, the back of which had a reproduction of the Allied flags. Arrangements were in charge of the following to whom considerable praise is due for the excellent manner in which the meeting and dance were conducted. R. M. Farnham, Chairman, Mrs. George Hough, Mrs. Mattie Milander, the Misses Francis E. Moore, Mona A. Pratt and Messrs. W. J. Consler, W. N. Whitney and M. E. Quinn. Meetings of this kind require considerable work and the Committee was certainly on the job to shoulder its responsibilities.

### What One Dollar in the E. B. A. has done for a Member's Widow

ON December 28th, 1918, Leo William Miller, employed in the Line Department, made application for membership in the Association and paid the entrance fee of \$1.00. His application for membership was accepted by the Association on January 7th, 1919. On the 15th day of January, one week later, Mr. Miller was seriously injured and hovered between life and death for two months. On the 16th day of March he died.

The proof of death was given to the Aetna Life Insurance Company on the 24th of March and check for \$600.00 was ready for payment on March 28th, 1919. In addition to the \$600.00 from the Insurance Company, Mrs. Miller will receive from the Association the death assessment of 25c per member which will amount to \$175.00, and also the death benefit fund of \$50.00, a total of \$825.00.

With this illustration of protection as an actual example in mind, has any employee a right not to belong to the Association?

You owe it to yourself, to your family to your company and to society.



## Selling Genuine Gas Coke

VICTOR A. MILLER

FOR a year or more the Company has been selling Genuine Gas Coke, and will furnish it to the domestic trade according to the following schedule of prices from April 1st to October 1st, 1919. Customers contracting for "season's supply" will be protected against drop in price on tonnage delivered to them during the period, if any, in which a lower price prevails.

### PRICES

1 to 9 Tons.....	\$8.70 per ton delivered
10 to 24 Tons.....	8.60 per ton delivered
25 to 49 Tons.....	8.45 per ton delivered

### HOUSING CHARGES

Ground Floor.....	\$0.50 per ton extra
One Flight.....	.65 per ton extra
Two Flights.....	.80 per ton extra
Three Flights.....	.95 per ton extra

The terms and delivery are also fully explained herewith.

**Terms:** If contract is signed during April, 1919, for season's tonnage a payment amounting to 10% of total should accompany order. Subsequent payments to be made monthly at the rate of 10% per month until fully paid.

Contracts signed during the months of May, June, July and August, 1919, should be accompanied by payment of 15% of total and subsequent payments made monthly at the rate of 10% per month with the exception of the last payment, which should be for amount remaining unpaid.

The Rochester Railway and Light Co., agrees to give purchaser a discount of 5% if cash is paid within 10 days after date of order, or 2% on total amount of order at end of contract period if payments are made monthly as agreed. Cash discount not applicable on season orders for less than 5 tons.

**Delivery:** It is understood that the customer will permit the Rochester Railway and Light Company to fill the customer's bins any time prior to

October 1st, 1919, and to make subsequent deliveries as needed by the customer. Entire tonnage to be delivered between April 1st, 1919, and April 1st, 1920.

Employees of the Company bringing in signed contracts must make out a "Solicitor's Bill for Commission," Form G-121, to be entitled to commission on orders taken. All employees will be paid 25c per ton on all signed orders taken but will not be allowed the 15c per ton commission on repeated orders. This includes all orders taken by employees for their own personal use.

In soliciting coke orders from prospective customers it is necessary to be extremely careful as to the size recommended for the different heating plants. We recommend the nut size coke for kitchen ranges, base burners, laundry stoves, Spencer heaters, and furnaces with firepots less than 20

SOLICITOR'S BILL FOR COMMISSION		MEMORANDUM OF COMMISSION PAID		ROCHESTER RAILWAY & LT. CO. GAS DEPARTMENT	
NO. _____	ROCHESTER, N. Y. _____	DATE _____	APPLIANCE _____	APPLIANCE _____	DATE _____
ROCH. RAILWAY & LT. CO.		NAME _____	ADDRESS _____	APPLIANCE _____	PRICE \$ _____
SUBSCRIBER _____	DATE COMPLETED _____	APPLIANCE _____	PRICE \$ _____	FIRST INSTALLMENT _____	
ADDRESS _____	ENTRY ON LEDGER O. K. _____	AMOUNT COMMISSION _____			
APPLIANCE _____	BY _____				
FIRST INSTALLMENT _____					
INSTALLMENT _____					
COMMISSION OF ABOVE SALE					
SOLICITOR _____		COMMISSION CHECKED BY _____	SOLICITOR _____	CASH BOOK _____	APPLIANCE LEDGER _____
				COLLECTION DEPT _____	

Form 121—Solicitor's Bill for Commission

inches in diameter and also for furnaces with firepots 22 inches in diameter with hot water coils installed. The stove size coke is recommended for furnaces and hot water heaters having firepots larger than 20 inches.

Undoubtedly you will have a great many inquiries in regard to egg size coke and in case customers insist on ordering the egg size we will send a demonstrator to ascertain whether it can be used successfully in the particular heater for which it is intended. The egg size is too large for use in domestic heating plants.

In making out contracts for season's supply of coke it is quite essential to furnish all the information in

connection with the delivery and unless this is done the contract will be returned so that the information can be furnished by the employee turning in the order. Employees turning in orders without Commission Slip will not receive the commission on such orders.

Necessary contract forms and commission slips can be obtained from the Coke Sales Dept.

If there is any further information you desire in connection with season's contracts for domestic tonnage the Coke Sales Department will be pleased to furnish it upon request and assist you in any way possible to obtain business.

ROCHESTER, N. Y. \_\_\_\_\_

THE ROCHESTER RAILWAY AND LIGHT COMPANY

The seller, agrees to deliver at \_\_\_\_\_  
in the city of Rochester, N. Y., and upon the purchase price being paid in full, as hereinafter specified, to store and deliver to \_\_\_\_\_

The purchaser, residing at \_\_\_\_\_  
in said city, a bill at each of the following:

COKE REQUIREMENTS FOR YEAR APRIL 1, 1919 TO APRIL 1, 1920

Time	Size	Delivery	Price	Amount
	Stove	OE	Ground Floor One Flight	
	Stove	OE	Two Flights	
	Stove	OE	Three Flights	
	Stove	OE	Ground Floor One Flight	
	Stove	OE	Two Flights	
	Stove	OE	Three Flights	
	Stove	OE	Ground Floor One Flight	
	Stove	OE	Two Flights	
	Stove	OE	Three Flights	
TOTAL				

For which the purchaser agrees to pay the sum of \$ \_\_\_\_\_ Dollars,  
as follows: \$ \_\_\_\_\_ Dollars on signing this contract, remainder of which is hereby acknowledged, and \$ \_\_\_\_\_ Dollars at the main office of the seller on the \_\_\_\_\_ day of \_\_\_\_\_, 1919, and each succeeding month thereafter until the whole purchase price is paid.  
Buyer agrees to give purchaser a discount of 5% if cash is paid within 10 days after date of order, or 2% on total amount of order if payments are made monthly as agreed.

Witness the hands of the parties \_\_\_\_\_ at \_\_\_\_\_, N. Y. \_\_\_\_\_  
ROCHESTER RAILWAY AND LIGHT CO.

APPROVED \_\_\_\_\_  
Gen. Mgr.

Blank form for purchase of coke

## Last Call for Victory Gardens!

NOW is the time to get busy, next month will be too late! Help your family cut the high cost of living by growing your own vegetables. The things you raise yourself taste best. Continue to be patriotic, the world needs the surplus. Many Company employees have fine gardens.

Are you one of them?



## Domestic Sales Department— Report for 1918

**I**NSPECTION work and demonstration was not prosecuted as vigorously in 1918 as in the year previous. War conditions reduced the force on the Domestic Sales floor, making it necessary for the demonstrators to spend a part of their time inside. Miss Moore was obliged to take a seven months rest, leaving Miss Walsh alone to look after demonstrations.

The public demonstrations the first part of the year were held in the Thrift Kitchen at 15 North St., where most of the work was on general war conservation, laying special stress on wheat substitutes. The Thrift Kitchen was the first of its kind in the state and was used as a model for similar kitchens in other cities. Mr. MacSweeney's suggestion in 1917 that certificates be given for regular attendance was carried out and so great was the interest shown that 116 certificates were awarded. Mr. James G. Cutler presented the certificates at the end of the first course and Dr. Ralph Williams at the end of the second. Both were very well pleased with the work.

Later, at the beginning of the canning season, the demonstrations were taken to Convention Hall. Although not so well attended as the year before, still the results were very satisfactory. Miss Walsh had charge of a booth at the Industrial Exposition and gave out much valuable information. In November demonstrations were resumed in the Thrift Kitchen but as the County Defense Committee went out of existence with the closing of the war, the work was given up the last of December with regret on the part of the Committee, the Demonstrators and the Housewives of the city.

Owing to lack of space in the Company's office it will be impossible to hold any public demonstrations. New

range inspections and demonstrations, however, will continue.

New Inspection Calls.....	304
Special Calls.....	68
Demonstrations in Homes.....	22
<b>Total Calls.....</b>	<b>394</b>
Public Demonstrations.....	88

### ELECTRIC APPLIANCE REPORT

January 1st to December 31st, 1918

3 lb. Irons.....	38
6 lb. Irons.....	903
8 lb. Irons.....	10
Heating Pads.....	22
Ironing Machines.....	11
Luminous Radiators.....	221
Percolators.....	36
Table Grills.....	40
Toasters.....	94
Vacuum Cleaners.....	401
Washing Machines.....	186
Specials.....	240
<b>Total.....</b>	<b>2202</b>

### SALES OF GAS APPLIANCES

January 1st to December 31st, 1918

	Ranges	Furnace Connections	House Piping	Water Heaters
Office.....	263			213
Brown.....	130	22	25	96
Dowd.....	42	3	19	76
Gardner.....	39	2	13	64
Goldberg.....	60	2	73	65
Reynolds.....	80		77	68
Rodgers.....	55	5	21	105
<b>Total.....</b>	<b>669</b>	<b>34</b>	<b>228</b>	<b>687</b>

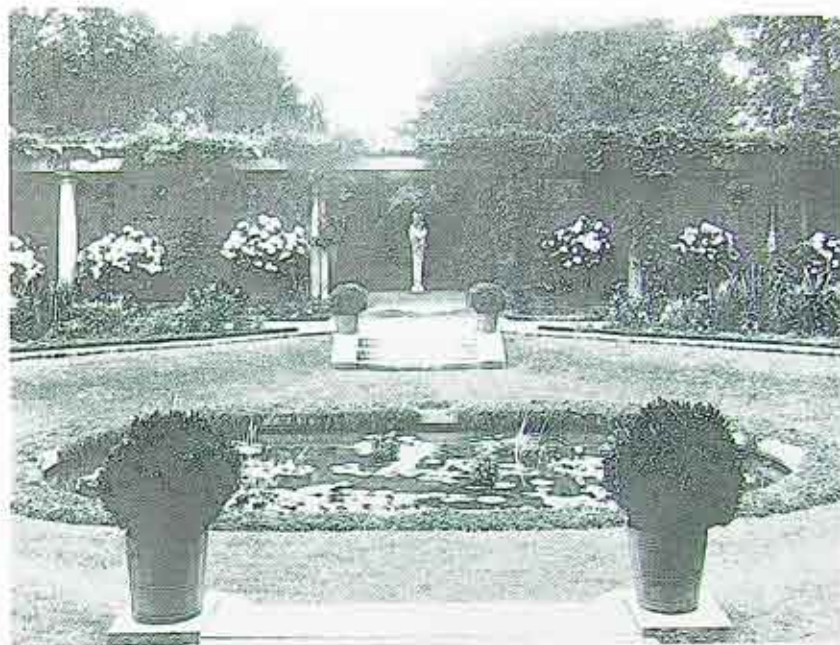
Fixtures.....	23
Furnace Connections.....	34
Gas Irons.....	215
House Piping.....	228
Radiantfire.....	193
Ranges, Cabinet.....	393
Ranges, Ordinary.....	276
Service.....	310
Water Heaters.....	687
Sundries—Gas Heaters, Hot Plates, Laundry Stove.....	650
Lamps—C. E. Z., Reflex, Junior.....	2586
<b>Total.....</b>	<b>5595</b>

### INCANDESCENT LAMP REPORT 1918

Incandescent Lamps sold.....	245,902
Gross Revenue Sales.....	82,448.28

## Flowers the Year Around

HAROLD O. STEWART



Perfection in Landscape Gardening in the Grounds of Mr. George Eastman

**I**T IS often said that flowers make the outside of a home just as attractive and pleasing as pictures, curtains and furniture the inside. Moreover, a few flowers, well arranged, will brighten the interior of the whole house. Contrast brings this out most forcibly. Every day I go by two houses placed side by side in the middle of a fairly large sunny lawn. One is painted a cold gray and hasn't a single plant, shrub or tree in the entire yard. The other is a rather dark green house with white trim. Here we see a low hedge and a narrow border of flowering plants along each side of the yard. Across the rear are tall shrubs, larkspur and some carefully chosen hollyhocks. Low growing flowers are planted along the walk. The house itself is surrounded with flowering

shrubs, plants and a few vines on ornamental trellises. Even the porch has its artistic flower boxes and hanging baskets.

It is quite easy to grow flowers in ones yard or house during every month of the year. Flowers from bulbs such as the crocus will be found on the lawn in March. In April and May the various kinds of flowering bulbs such as the narcissus, daffodils, jonquils, hyacinths and tulips follow each other in rapid succession. Some hardy plants such as arabis and candy tuft blossom in April. Most plants bloom at some time during the period from May to September inclusive. Unless there are very heavy frosts in the Fall, some of the hardy plants such as chrysanthemums and anemones will blossom throughout November. During each month of





Artistic arrangement of shrubbery around porch—East Boulevard

the last winter, a certain variety of early anemone could be seen in blossom in local gardens.

Bulbs can be grown indoors from November to May. Paper white narcissus commence blooming in November. Roman white hyacinths will flower in December. Other bulbs will blossom during the next four months. Paper white narcissus are grown in water. The other bulbs should be planted in pots in October and put in a cool spot. They may be placed either in the cellar or in a shady place out doors. They should be covered with a heavy layer of leaves which will prevent the bulbs from sprouting until they are well rooted and keep them from drying out.

The early varieties require about six weeks to produce good roots, while some of the others require three months. After the roots are well

formed, the pots should be brought into the house and placed in a sunny window.

*Available Plants*—In order to have flowers throughout the year, it is necessary to use seed plants, bulbs and wooded plants or shrubs. Seed plants consist of three general kinds.

First, those called annuals which bloom the same year the seeds are planted and then die in the Fall. The second kind is known as the biennial which blossoms the year after the seeds have been planted. The plant dies soon after the blossoming period. The third kind of plant is known as the perennial. This is a hardy plant. It lives through the winter and for a period of several years. Some of these plants will blossom the first year if the seeds are planted very early.

Bulbs furnish most of the blossoms between the first of December and the first of May. Those for winter

blossom in the house are rather difficult to secure as only the very best imported bulbs will be successful. These same kinds of bulbs when planted out of doors need not be of the imported variety as almost any bulb will blossom outside. Various kinds of summer flowering bulbs such as cannas, lilies, gladiolas and dahlias, all make a very attractive addition to the garden.

Wooded plants or shrubs are for the most part very hardy and will withstand the ordinary winter. In this class would be included such plants as roses, spiraea and butterfly bush.

*Selection of Seeds and Plants*—In case one does not know what kind of flowers to plant in his garden, the accompanying table will furnish some suggestions. The first column gives the name of the flower, the second the type, the third the height which depends largely on the variety selected,

the fourth the color, and last column the months during which the plants should bloom.

It should be noted that with some plants, both annuals and perennials can be obtained. In general, they are so different in appearance that one would not know the two plants had the same name. In selecting seeds and plants buy only from high grade seed houses and nurseries. There is very little difference in cost but a vast difference in results. Avoid "bargains" in seeds and shrubs.

*Where to Put Gardens*—In general gardens look best when placed up against the lot lines, fences or the house, rather than in the middle of the lawn. Practically all flowers must have plenty of rain and air and at least five hours of sunshine daily.

If the flowers are to be grown primarily for cutting, such kinds as have long stems should be chosen. Such flowers as asters and sweet peas are



Attractive porch flower boxes and border shrubbery—Arnett Boulevard



more suitable than vines or plants with short stems. If flowers are to be grown to beautify the yard, a much greater variety can be selected.

In case the garden is planted to hide unsightly objects both in the yard and in neighboring yards, tall quick growing plants with dense foliage, such as golden glow and hollyhocks, should be selected for quick cover and wooded plants should be put in the ground for a permanent screen.

**Garden Plan**—Long narrow beds are to be preferred in order that flowers can be more easily picked and taken care of.

On a lot one hundred feet deep and fifty feet wide, with a house located in the center, a narrow garden can be made along the side and rear lot lines in the shape of a horse shoe. The front edge of this garden should be a series of graceful sweeping curves and the garden itself should have an average width of four feet, with a minimum of three feet and a maximum of five feet. The tallest plants should be placed in the rear with low plants such as verbena, mignonette and alyssum along the front. Midway between front and back should be planted with clusters or groups of plants of varying height, taking into account the height of the front and back of the garden. As a rule clusters or groups of plants look better than rows in this mid section. Several clusters of each kind of plant should be scattered over the garden so that no part of it will be without blossoms at any time.

As the ground is rather dry around the porches and walls of the house, all plants should be placed at least one foot away. Several different kinds of hardy shrubs should be placed around the porch and house rather than just one kind in order that the blossoming period may be longer. Curved edges are preferable for these beds. Seed plants should be placed in front of these shrubs.

An ornamental trellis or two supporting rambler roses, wistaria or honeysuckle, add greatly to the attractiveness of a porch or house.

**Preparation of Soil**—A spading fork should always be used as an ordinary spade or shovel does not break up the soil nearly as well. The spading should be done as early in the Spring as the soil can be worked without caking. It must be well broken up and all lumps eliminated in order to insure good results.

If flowers are to be grown where vegetables have been raised, little work will be required on the soil. However, if the garden is to be entirely new the soil should be turned over to a depth of at least ten inches, the sod being turned under and upside down. If the soil is mostly clay, it should be lightened by spading in about one inch of sand or sifted ashes together with manure or leaves. This should be thoroughly worked into the soil to a depth of about six inches. Unless this is done, the soil will cake badly after every rain, making it almost impossible for young plants to grow. If the soil is light or of a medium consistency, the sand or ashes should be omitted. Powdered lime-stone is particularly valuable on almost all soils. It tends to loosen up the soil making it more granular. It drives out cut worms and eliminates the acid compounds in the soil. Spading should be done as early in April as possible.

**Planting Seeds**—Seeds should be planted the first part of May. The soil should again be gone over with a spading fork just before planting in order to further break up the soil. All lumps and stones should be removed, the ground smoothed with the back of the rake and the seeds sprinkled very sparingly over the soil. In almost every garden the quantity of seed planted is many times greater than necessary. It should be remembered that almost any plant will cover a six inch square and the most of

them a twelve inch square. The seeds should be covered with finely sifted earth and pressed down with a board. As a rule 1/16 of an inch of earth will cover all but very large seeds. The seeds will not be able to send their sprouts up through the cover if it is too thick. Most plants should be above ground in side of two weeks. In order to get best results, they should then be thinned out, either by transplanting or pulling out the excess plants. With asters a spacing

for seeds except that it should be worked to a depth of twenty inches. The roots should be carefully spread out and covered with a few inches of pulverized earth. Care should be taken to avoid air pockets by working the soil around the roots with the hands and then by partly filling the hole with water. After the water has soaked in, the hole should be filled with earth. Shrubs should be severely cut back when transplanted.

**Wild Garden**—As wild flowers gen-



Residence of Mr. G. A. Tucker—Reservoir Avenue

of one foot between plants should be adhered to. The soil should be kept broken up and pulverized around the plants, as it tends to cake after a rain and it is most important that this breaking up process be done quite frequently; once a week will give very good results. All weeds should be kept out of the garden as they take the moisture and nutrition which belong to your plants.

**Planting Shrubs**—The soil should be prepared in the same manner as

erally grow in shady places, such a garden can be placed in that part of the yard which is quite shady. Such plants as trillium, violets, jack-in-the-pulpit, lady-slipper, asters, roses and columbine can be transplanted very readily. Blue violets and lilies-of-the-valley make a most attractive combination when planted together.

**Sources of Information**—A large amount of information on gardens may be obtained from seed house and nursery catalogs which can be had for



the asking. Books and magazines on gardening are to be found at all the Public Libraries. The "Garden Magazine" and the "House and Garden" Magazine will both be found there. Judging from the looks of the books

in our Libraries, they are used a great deal. The following table, containing a large variety of flowers suitable for garden or lawn, is arranged according to the months in which they commence to bloom.

NAME	TYPE	HEIGHT	COLOR	SEASON OF BLOOM
Crocus	Bulb	4"-6"	Various	March to April
Snow Drop	Bulb	4"-6"	White	March to April
Hyacinth, 1	Bulb	8"-15"	Various	April to May
Daffodil, 2	Bulb	10"-18"	Yellow	April to May
Jonquil, 3	Bulb	10"-18"	Yellow	April to May
Narcissus, 4	Bulb	14"-24"	White	April to May
Tulip, 5	Bulb	12"-36"	Various	April to May
Calla Lily, 6	Bulb	24"-36"	White, Yellow	April
Easter Lily, 7	Bulb	24"-36"	White	April
Forsythia	Shrub	3'-5'	Yellow	April
Arabis, P	Plant	6"-10"	White	April
Anemone, P	Plant	10"-36"	Pink, White	Nearly every month
Spiraea	Shrub	2'-6'	White	May, June
Snowball	Shrub	3'-12'	White	May, June
Alyssum, A	Plant	6"-12"	White	May
Lilac	Shrub	3'-15'	Various	May, June
Columbine, P	Plant	12"-20"	Various	May, June
Pyrethrum, P	Plant	12"-20"	Red to White	May, June
Poppy, A, P	Plant	12"-24"	Various	May
Heliotrope, P	Plant	12"-24"	Purple, White	May to September
Pansy, A	Plant	5"-10"	Various	May
Rose	Shrub	10"	Various	June
Deutzia	Shrub	4'-6'	White	June
Mock Orange	Shrub	5'-10'	White	June
Weigela	Shrub	3'-7'	Red, White	June, July
Honeysuckle	Vine	.....	Various	June, July
Canna	Bulb	2'-6'	Various	June to October
Dahlia	Bulb	2'-6'	Various	June to October
Petunia, A	Plant	8"-24"	White to Red	June
Zinnia, A	Plant	10"-20"	Various	June
Canterbury Bell, B	Plant	15"-30"	Various	June to August
Fox Glove, B	Plant	18"-36"	Various	June to July
Calliopsis, A	Plant	18"-24"	Yellow to Red	June
Gypsophila, A,P	Plant	18"-24"	White	June to September
Salpiglossis, A	Plant	12"-24"	Various	June
Mignonette, A	Plant	6"-18"	Yellow	June
Stocks, A	Plant	12"-24"	Various	June to September
Sweet Peas, A	Plant	2'-4'	Various	June to September
Portulaca, A	Plant	4'-6"	Various	June to September
Candytuft, A,P	Plant	6"-12"	Various	June
Sweet William, P	Plant	6"-12"	Various	June to August
Gaillardia, P	Plant	12"-20"	Orange-Red	June
Coreopsis, P	Plant	12"-20"	Yellow	June
Batchelor's Button, A	Plant	15"-24"	Blue	June
Iris, P	Plant	18"-36"	Various	June
Peony, P	Plant	18"-30"	Various	June
Aster, A,P	Plant	12"-24"	Various	July
Marigold, A	Plant	8"-30"	Yellow, Orange	July
Nasturtium, A	Plant	8"-16"	Various	July
Phlox, A,P	Plant	8"-30"	Various	July
Verbena, A	Plant	6"-10"	Various	July
Snap Dragon, A	Plant	10"-20"	Various	July
Larkspur, A,P	Plant	2'-4'	Blue	July to September
Schizanthus, A	Plant	24"	Various	July to August
Dianthus, A	Plant	6"-12"	Various	July
Scabiosa, A	Plant	12"-30"	Various	July
Calendula, A	Plant	12"-18"	Yellow to Orange	July

NAME	TYPE	HEIGHT	COLOR	SEASON OF BLOOM
Balsam, A	Plant	12"-18"	Various	July
Tritoma, P	Plant	16"-24"	Orange, Red	July
Anchusa, P	Plant	2'-3'	Blue	July to September
Hollyhock, P	Plant	5'-7'	Various	July to September
Butterfly bush	Shrub	3'-6'	Lilac, Pink	July
Gladiolus	Bulb	2'-4'	Various	July
Tube Rose	Bulb	2'-3'	White	July to September
Cosmos, A	Plant	2'-6'	Red, Pink, White	August
Salvia, A	Plant	18"-30"	Red	August
Chrysanthemum, A,P	Plant	12"-36"	Various	August
Shasta Daisy, P	Plant	12"-18"	White	August
Althea	Shrub	3'-12'	Various	August
Hydrangea	Shrub	3'-6'	Various	August
Clematis	Vine	.....	Blue, White	August
Wistaria	Vine	.....	Purple, White	August, September
Datura, A	Plant	24"-36"	White	August

NOTES—1, 2, 3, 4, 5, 6 and 7 will blossom in doors as follows: 1—December to April 2, 3—January to April 4—November to April 5—February to April 6 and 7—April  
A—Annual B—Biennial P—Perennial Dash after month means until killed by frost.

## News from "Over There"

St. Nazaire, France,  
March 20, 1919.

Well, Mr. Fisher, regards to yourself and everybody, would certainly like to be there. Here's hoping.

Sincerely yours,  
COE VOSBURGH,

Mr. F. W. Fisher,  
c/o Rochester Railway and Light Co.,  
Rochester, N. Y.

Dear Mr. Fisher: A few days ago while reading the newspaper, I ran across an editorial about the boys in the A. E. F. writing to friends at home and it came to me that I promised you I would write, but somehow or other I never did but honestly one of the reasons was I could never think of anything interesting to write about.

I came over here with the 310th Inf. Machine Gun Company, 78th Division and was with it until about a month and a half ago. Seven others from the Regiment and myself had the misfortune to be transferred from the 310th to this place.

This is a large port of embarkation where troops enroute for the U. S. perform their last rights in France such as being deloused, inspected, etc.

I am working in a Sales Commissary here in this camp taking in the francs, have the official title of cashier.

Up to the time I left the Machine Gun Company I used to receive the GAS & ELECTRIC NEWS once in a while, certainly was very interesting, many thanks.

Our Division was in the St. Mihiel offensive, in reserve at the start of the drive then on the night of September 15th we went in. In October we were transferred to Argonne, participating in the Meuse-Argonne drive, our Company being relieved on November 5th so we were not in the lines the day the armistice was signed.

March 28, 1919.

Dear friend Bert:

Your letter came and I was glad indeed to hear that you are all well and that Billy is back to work. I'll bet he is glad too, because there is quite a little difference between working in civil life and working for Uncle Sam.

The ship I am on is a converted torpedo boat. There are about two hundred aboard, and while the boat got us over allright, it will never go back alone.

Can you tell me your nephew's name, and his company and regiment? Perhaps I can look him up as they all embark here for the States.

I have been lucky Bert, but not in the right way, I was appointed chief Electrician, but I would rather have been discharged.

I have two packages of Mail Pouch left and can make it last a long time by mixing it with plug or Prince Albert.

I am going on liberty next week sometime, and then I'll pick out a present for you. Well Bert, I'll close now with regards to all, and hoping my letter will find you well.

Respectfully yours,  
FRANK C. TURKEY,  
U.S.S. Carola No. 4.



## Industrial Sales

The Hahnemann Hospital recently purchased three sections of Garland Hotel Ranges.

The Oak Hill Country Club has completed alterations to its kitchen, and installed three sections of Garland Hotel Ranges as well as one Garland Broiler and a Vulcan Bake Oven.

Messrs. J. H. Bliss, 322 East Ave., Sam Russo, 461 State St., and the Putnam Candy Company, 255 Main St. East, have each purchased one Vulcan Bake Oven. The Putnam Candy Company also has installed two furnaces for making candy.

The Ernest-Noeth Dairy Lunch Co., 196 Main St. E., which operates the Manhattan Restaurant, has installed four sections of Garland Hotel Ranges for use in its kitchen. This installation will displace their former coal equipment, and make it an all-gas kitchen.

## Electric Generation

Another arc transformer is being installed at Station 1 to be used as a spare.

The interior of Station 1 is receiving its first coat of white paint which adds, if possible, to its usual neat appearance.

Due to the closing down of Symington Plants A & B, circuit No. 630 has been disconnected at Station 1 and replaced with a small single phase service.

The 2500 K.W., 60,000 to 11,000 volt power transformer at Station 33 which was ruptured last November has recently been repaired and is again ready for service.

Due to very favorable water conditions it has been possible to carry the entire electric load on the hydraulic equipment for nearly two months. However Station 3 forces are putting their equipment in first class condition in anticipation of a long dry spell beginning about July 1st.

After considerable work and numerous tests the General Electric Company has been able to reduce to a minimum the flash-overs on the two 1,000 K.W. railway rotaries at Station 1, thus eliminating about seventy-five per cent of the interruptions to the Railway System in the North-eastern section of the City.

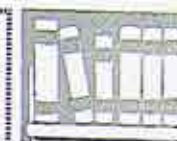
Two railway generators, one 500 K.W. and one 300 K.W. capacity, have been removed from old Station 5 and connected to No. 7 water wheel at Station 4. To make this installation possible, it has been necessary to remove four of the old bipolar Edison generators of about 700 K.W. total capacity. This also made possible the removal from service of nearly 400 feet of leather belting with its attendant power loss of transmission. Due to the co-operative efforts of the Construction Forces with the Station's Operating Force under Mr. Leonard V. Begy's supervision, the equipment is proving an economic success.

Efficiency must not be materialistic, prosaic, or utilitarian; it must be idealistic, humane, and passionate, or it will not win its goal.

Charles W. Eliot.



## Auditing



New Business			
Net Increase in Consumers in First Two Months of 1919			
	Dec. 31, 1918	Feb. 28, 1919	Increase (Dec.)
Gas.....	79,037	78,392	645
Electric.....	28,907	29,018	111
Steam.....	88	90	2
	108,032	107,500	(Dec.) 532

Net Increase in Consumers in Twelve Months Ending Feb. 28, 1919			
	Feb. 28, 1918	Feb. 28, 1919	Increase (Dec.)
Gas.....	78,596	78,392	204
Electric.....	27,945	29,018	1,073
Steam.....	51	90	39
	106,592	107,500	908

### Statement of Consumers by Departments as of Feb. 28th.

Feb. 28	Gas	Elec.	Steam	Total	Increase
1908	37,981	6,050	—	44,031	—
1909	41,640	6,529	—	48,169	4,138
1910	46,458	7,458	—	53,916	5,747
1911	52,177	9,105	14	61,296	7,380
1912	57,146	11,076	19	68,241	6,945
1913	62,058	13,890	23	75,971	7,730
1914	67,023	16,312	29	83,364	7,393
1915	70,114	19,580	37	89,731	6,367
1916	71,748	22,610	41	94,399	4,668
1917	75,623	25,666	48	101,337	6,938
1918	78,596	27,945	51	106,592	5,255
1919	78,392	29,018	90	107,500	908
Inc. in 11 Yrs.	40,411	22,968	90	63,469	63,469

### Net Increase in Consumers by Months

	1917	1918	1919
Increase in January.....	194	54(Dec.)	69
" "February(Dec.)19.....	56(Dec.)	463	—
	175	110(Dec.)	532

### Subscribers to 7% Preferred Stock

Number of Subscribers, March 1.....	1,527
Number of Subscribers, April 1.....	1,526
Number of Shares, March 1.....	10,019
Number of Shares, April 1.....	10,079

### Miscellaneous Data

	Feb. 28, 1919	Feb. 28, 1918	Increase
Miles of Gas Main.....	488	487	1
Miles of Overhead Line.....	1901	1907	(Dec.) 6
Miles of Underground Cable.....	1,127	1,093	34
Miles of Subway Duct.....	998	990	8
No. of Street Arc Lamps.....	1,638	1,714	(Dec.) 76
No. of St. Inc. Lamps.....	8,798	8,623	175
Total No. of St. Lamps.....	10,436	10,342	94
No. of Employees.....	1,290	1,339	(Dec.) 49
Amt. of payroll(Mo.).....	\$136,799.31	\$118,455.70	\$18,343.61

### E.B.A. for Month of March 1919

Receipts	
Bal. on hand March 1st, 1919.....	\$1,950.21
Dues—Members.....	8557.16
Dues—Company.....	557.16
Fees—Members.....	19.00
Fees—Company.....	19.00
Assessment No. 17—23 Mem.....	5.75
Assessment No. 17—23 Com.....	5.75
Group Life Insurance.....	32.86
Members' Additional Life Insurance.....	7.00 1,203.68
Total.....	\$3,153.89
Disbursements	
Sick Benefits.....	494.86
Accident off Duty Benefits.....	48.29
Accident on Duty Benefits.....	56.53
Assessment No. 22.....	1.50
Dues March, 1919.....	4.80
Accounts Payable.....	1,200.00
Group Life Insurance.....	44.61
Medical Examiner's Expense.....	18.00
Members' Additional Life Insurance.....	5.55
Members' Military and Naval Expense.....	29.74 1,903.88
Bal. on hand March 31, 1919.....	\$1,250.01
Members, February 28th.....	756
Members, March 31st, 1919.....	771



## Personals

Company men who have been in the Service and have returned since the last issue of GAS AND ELECTRIC NEWS, are:

LEE J. BAIRD	ARTHUR McDONALD
JOSEPH FARLEY	MAITLAND S. PASLEY
HERMAN FICHTNER	JAMES C. PLATT
BERN. T. FLANNERY	ROBERT J. POCKETT
ELMER GARDNER	SALVATOR PRESUTTO
CHARLES HENRY	E. SANTANGELA
JOHN L. KOHL	WALTER B. SLOBBER
CHAS. V. MILLER, JR.	ALLEN V. STEPHENSON
	BERNARD YOUNG

Everyone in the Company extends a glad "Welcome Home" to Mr. J. P. Haftenkamp who has been in Y. M. C. A. work overseas for nearly a year.

Mr. Haftenkamp has been appointed Superintendent of the Gas Department, and will have supervision over both manufacture and distribution.

Mr. Donald Thorn, of the Mailing Department, recently spent a week end at his home in Clyde.

The young ladies, of the Mailing Department, chaperoned by Mrs. Edna Wilson had a very pleasant theater party not long since.

On January 30, 1919, a little girl, Betty Jane by name, came to gladden the home of Mr. and Mrs. Homer Edwards of Station 1.

The marriage of Miss Edna Anna Wegner and Mr. John Beach Allington, of the Industrial Sales Department, on April 4, 1919, is announced.

The engagement of Miss Irene M. Stickney, of the Auditing Department, and Mr. George Jurens of Avon, South Dakota, is announced.

The Employment, Safety and Claim Department, is now pleasantly located in new offices. The large room in the Annex, formerly known as the Assembly Hall, has been remodeled to meet the needs of the Department which had greatly outgrown its former quarters in Room 12.

Lieutenant P. B. Seymour, formerly of the Auditing Department, and now with the Army of Occupation in Germany, writes that he is well and wishes to be remembered to all his friends in the Company.

Miss Schaffer, Miss Connor and Mr. Royce of the Employment, Safety and Claim Department, and Mr. Sanderson, Chief Clerk, took lunch at the Commissary a few days since. They speak so highly of what is served there that many others at the Main office contemplate a visit to the place in the near future.

A number of the girls from various departments attended Madam Bertha Holley's talk on Art and Economy in dress, at the Rochester Ad Club Rooms, April twenty-third. Mrs. Mildred George of the Coke Sales Department was a model representing the blonde type. We may expect to see many new designs in artistic "gowns" about the office in the near future.

Mr. C. G. Brown has resumed his duties with the Company after an extended absence on account of illness.

Mr. W. H. Earle spoke before the Kiwanis Club at the Seneca Hotel, April 8, 1919. His talk was on the New Gas Plant and was illustrated with lantern slides.

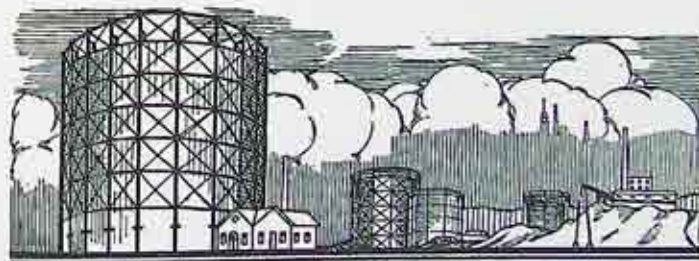
Messrs. Charles H. Stone, Richard E. Kruger, John A. Ryan, Norman Prince, Herman J. Halstrick and Miss Emily Cutler attended the meeting of the American Chemical Society in Buffalo, April 8-11.

Mr. Claude C. Armstrong who has been one of the operators at Blossom Road Holder for several years has resigned. He is returning to Canada to operate a large farm with his brothers.

A personal in the March issue of GAS AND ELECTRIC NEWS referred to Mr. William C. Burt as Fireman at East Station. This was an error and should have read—Foreman at West Station.

HE who every morning plans the transactions of the day and follows out that plan carries a thread that will guide him through the labyrinth of the most busy life. The orderly arrangement of his time is like a ray of light which darts itself through all his occupations. But where no plan is laid, where the disposal of time is surrendered merely to the chance of incidents, chaos will soon reign.

VICTOR HUGO





## A Limited Number of Vacuum Cleaners at Cost to Employees

We have a number of electric vacuum cleaners without power driven brush, which we will sell to Company employees at cost.

The following well-known makes are represented in the list:

*Aladin*  
*Liberty*  
*Magic*

*Special Prices from \$18.50 to \$22.50  
without attachments.*

*The Regular Prices from \$30.00 to  
\$48.00.*

This offer presents an excellent opportunity for acquiring a high class suction cleaner at an exceptionally low price.

*The Number is Limited—  
First Come—First Served*

**Domestic Sales Department**