

The Gillette Blade

APRIL 1918



THE GILLETTE SERVICE FLAG
Seventy-Three Gillette Employees Are with the Colors



GIL

Patriotism, magical emotion, which makes you rise superior to all obstacles, support all weariness, willingly accept all necessary discipline and joyfully face all dangers.

—*Joffre*

The Gillette Blade

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Our Principal Raw Material—Steel

H. E. K. RUPPEL, Chief Chemist

THE number of materials required for the comfort of man increases as the standard of his civilization advances. There are at the present time tribes in Africa whose sole requirements are a rude brush hut and a bone-tipped spear. In contrast to this, consider the vast number of materials used in our own complex state of society. Rash, indeed, would be he who would dare to estimate their number. These numerous materials may be briefly divided into two classes. First, those materials which are dispensable, owing to the facts that substitutes are available. Secondly, those materials which are absolutely indispensable and irreplaceable. Examples of each class will readily suggest themselves to the reader, yet a few illustrations may not be amiss.

We are all accustomed to look upon wheat as a necessary article of diet, nevertheless, it can be replaced by other cereals such as rye, corn and rice. If wheat had never been known, its absence would not necessarily have impeded human progress nor rendered impossible the present complex state of society.

In the same way, many other largely used commodities can be replaced without appreciable loss to the community. During the last century New England owed a considerable share of her prosperity to the pursuit of the sperm whale and sperm oil was regarded almost as a necessity for lubrication. Today this oil is scarcely found on the market.

Few, indeed, are the substances which are wholly indispensable. Save the air we breathe and the water we

drink, iron and steel have proved themselves the most essential to the human race. They represent the most rigid examples of the second class and are quite irreplaceable. Had nature failed to furnish us with iron ore, from which steel is made, she would have rendered the use of most of her other materials impossible. Brass, copper, aluminum and other metals may in a certain few instances replace iron and steel but without steel tools for working them even such substitutions would not be possible. Wooden habitations, except of the most primitive character, cannot be built without steel tools. Lack of steel means lack of all modern machinery upon which man is so dependent for his comfort and livelihood.

Let those of us whose daily task brings them into such intimate contact with steel realize that they are working with that metal which, more than any other, has influenced the destiny of mankind.

Undoubtedly, steel represents the principal raw material in our own business. Without good steel it is impossible to produce good blades and the quality of the blade must ever remain the keystone of our success. In order that there may be no misunderstanding it should be emphasized that the above statement refers to material and not to mechanical operation. We all realize that the blade would be useless without the holder and that the operations involved in making the latter are as important as those involved in producing the former. The difference lies in the fact that, whereas we could, if necessary, replace the raw

material used in the holder by some other metal, we cannot thus replace the steel used for blades.

It is with considerable hesitancy that the writer approaches the definition of steel. Such hesitancy is largely due to the fact that metallurgists are not in complete accord on this subject.

Probably the best definition is that recommended in 1912 by the committee of the International Society for Testing Materials. This definition may be briefly stated as follows:

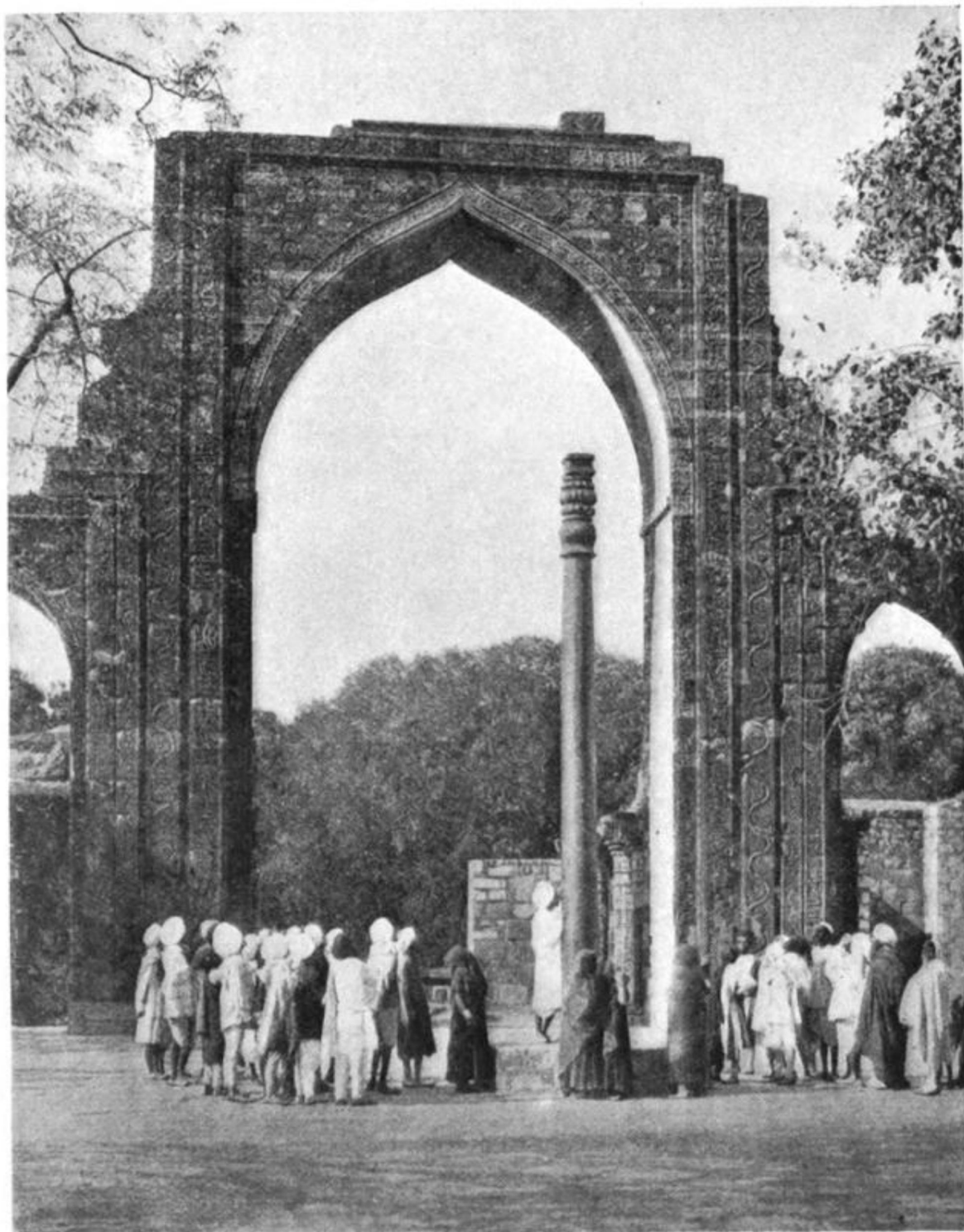
Steel is iron, either pure or associated with other elements, which has been cast from a molten state and which is usefully malleable at some temperature. The term steel also covers an alloy of iron and carbon which has not been cast, but which will harden on quenching and which is suitably malleable within some range of temperature.

The above definition covers practically all the common alloys of iron and carbon except cast iron, wrought iron and malleable cast iron.

All commercial steel contains carbon, which varies from a few hundredths of one per cent to about 1.6%. The amount of carbon is determined by the use for which the material is intended. In general, steel with carbon below 0.6% is used for machine and structural parts and steel with carbon greater than this amount is used for tools.

In addition to carbon all steel contains small amounts of manganese, silicon, sulphur and phosphorus.

The two former are generally added to improve soundness, but every effort is made to eliminate the



THE FAMOUS IRON PILLAR AT DELHI, INDIA

The column shown at the right through the arch is one of the finest specimens of ancient iron forging (See page 7)

two latter, since they are detrimental to the steel. Within comparatively recent years so-called "alloy steels" have come into very general use. In addition to the elements above mentioned, alloy steels contain nickel, chromium, vanadium and tungsten either singly or in combination.

Unlike copper, gold and some other metals, iron does not occur in the free state on our planet. Exception must be made of the small amounts which reach the earth as meteors from the sky and which hold only a scientific interest. Iron occurs in the earth in combination with many other elements, but from a commercial standpoint only a few of them are available. Such a natural combination, from which a metal may be extracted on a commercial scale, is called an ore. Before the metal can be extracted the ore must be mined. The only ores used for the extraction of the iron are the oxides and carbonates, of which the former are by far the more important.

The atmosphere surrounding the earth contains approximately twenty per cent of the gas called oxygen, and this is the substance, or correctly speaking, the element, which we find associated with the iron in the ore to form the oxide.

These ores resemble grains of sand and lumps of rock and are yellow, brown, red or black in color.

The first step in the manufacture of iron or steel consists in mining the ore. This ore is removed from the earth by two general methods; first, by driving shafts and burrowing beneath the surface, and, secondly, by digging the ore directly from the surface. This latter method produces

great yawning pits from which the ore is removed by steam shovels and is used wherever possible owing to its economy. Excavating from the surface is largely practiced in the Mesaba Range of Minnesota, where the Hull Rust Mine is an enormous amphitheatre, half a mile wide and nearly two miles long, into the deepest part of which a ten-story office building could be placed without having the flag pole project beyond the original surface.

We are rightly accustomed to think of the Panama Canal as an enormous excavating operation, and yet in the Mesaba district the average monthly ore removal is equal to about one and one-half times the material removed at Panama during the best month. As a further indication of the enormous production of steel and iron it may be stated that during 1916 about 67,000,000 tons of ore were shipped from this district alone. Nature has been very bountiful in the distribution of iron ores and deposits are found in almost every country.

Iron was used long before the dawn of the historical period. It is found in the Black Pyramid of Abusir, near Cairo, dating about 3000 B. C. In Egypt, Chaldea, Assyria and China its use has been traced back to 4000 B. C. The knowledge of iron seems to have had its origin in Africa, from which place its use spread over Europe from south to north. Among the early Egyptians iron was considered an impure metal and as such was ascribed to Seth, the evil spirit supposed to rule the central areas of Africa. This seems to bear out the theory of African origin.



VIEW OF AN OPEN-PIT MINE IN MINNESOTA

Surface mining such as this is one of the reasons why the United States produces more than half the world's Pig Iron output

Under the name of "ferrum," iron was well known to the Romans, to whom it was of inestimable value in spreading their dominion over the world of that period.

Near Delhi in India there is a pillar of wrought iron 24 feet in length erected about the fourth century. This pillar is still in an excellent state of preservation and is frequently cited as an example of the marvelous property of ancient iron to resist corrosion, but the fact is generally overlooked that the climatic conditions of this region are unfavorable for the corrosion of iron.

Although some improvements were made in the metallurgy of steel and iron during the Middle Ages, its use was principally confined to weapons, tools and utensils. The chief strides both in the application and technology of steel occurred during the nineteenth century, which marks the introduction of railroads, steel ships, steel structures, electrical apparatus and innumerable other innovations, all of which require an enormous supply of steel.

After the ore is mined the iron must be extracted. The primitive method of accomplishing this con-

sisted in heating the ore with charcoal on a simple type of forge. The temperature attained in this early process was insufficiently high to cause the iron to melt and it merely became pasty, in which condition the individual particles adhered to each other, forming a porous lump. After removal from the forge this lump was hammered into a coherent metallic mass. Such crude methods are still used by the natives in some parts of India and Africa.

Some of the iron produced by the ancient smith was carburized either fortuitously during the reduction of the ore, or intentionally by means of a subsequent operation. Had this not been the case this early iron could not have made satisfactory weapons, for which it was largely used.

That the Greeks of the ninth century B. C. were familiar with the process used for hardening and tempering of steel is evident from Homer's simile in which he compares the hissing of a stake driven into the eye of Polyphemus to the sound emitted by steel when quenched in water for hardening. Indirectly this substantiates the view that relatively high carbon steel was known at that time.

By far the most of the steel produced today is made from crude cast iron known as pig iron. Pig iron is produced in blast furnaces, some of which are a hundred feet in height, and the name is derived from the method of casting. This process had its origin during the fourteenth century when the smith endeavored to increase his output by increasing the height of his forge and by applying water power to the production of his blast. He not only succeeded in in-

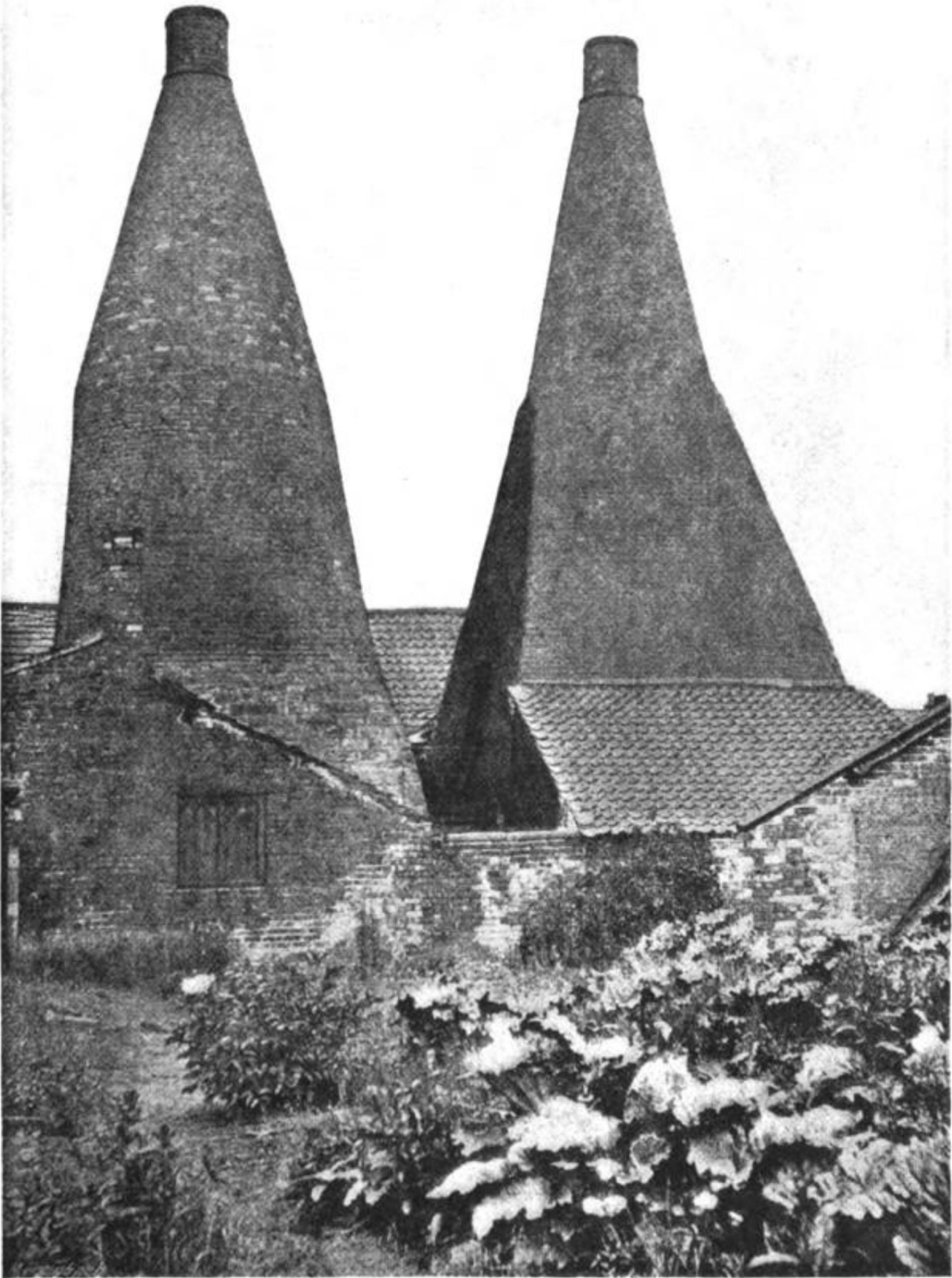
creasing the efficiency of his forge but he actually succeeded in melting the iron, and we can well imagine his astonishment when, instead of a porous lump of glowing iron, he found for the first time a sparkling pool of molten metal, which he soon learned to cast into various complicated shapes.

Alas! how great must have been his disappointment to find that the cast iron thus obtained lacked the malleability of the steel with which he was so familiar and that with all his skill he could neither forge nor weld his new product. The smith of this early period knew no method whereby he could convert his cast iron directly into steel and the first successful process for accomplishing this result was introduced by Henry Bessemer in 1855.

Prior to the above date, steel was made from cast iron by an indirect method, which consisted in first converting the cast iron into wrought iron and then converting this latter product into steel. The wrought iron was not invariably made from cast iron but was sometimes reduced directly from the ore.

Wrought iron is still the raw material most generally used for the production of fine tool steel by the cementation and by the crucible processes. Until very recently all of the highest grade steel was made by the crucible process and this is still true to a very large extent, although the electric furnace bids fair to rival the results obtained in the crucible method.

The cementation process consists in packing the bars of wrought iron with charcoal in a specially designed



CEMENTATION FURNACE BUILT ABOUT 1750
These furnaces at Sheffield, England were built by Benjamin Huntsman who devised the crucible process of steel hardening (see page 10)

furnace and in holding them at a high temperature from seven to eleven days, depending on the amount of carbon desired in the finished product. Many of the readers of this article will recognize the similarity between this process and that of case hardening. In fact the cementation process may be described as a prolonged case hardening operation, the object being the same in both cases, namely to introduce carbon into the iron. After the bars are removed from the furnace, the surface is very much blistered and the term, blister steel, is applied to the material. Such bars are not homogeneous and contain the slag present in the wrought iron. In order to render them uniform they are heated, piled and rolled or worked under a hammer. After this operation the material is known as shear steel. A repetition of the treatment results in double shear steel. The cementation process is centuries old and yields an excellent product, especially after remelting in a crucible.

The second process which still extensively uses wrought iron as a raw material is the crucible process. This method was originally devised in 1770 by Huntsman to remove the slag from blister steel and to render it more nearly uniform than could be done by rolling or working. To accomplish this result he melted blister bar with glass in suitable crucibles.

The use of blister steel in the crucible process is fast disappearing and it is now customary to melt a mixture of wrought iron, charcoal and ferromanganese. Ferromanganese is an alloy of iron and manganese and is

added to improve the quality of the steel.

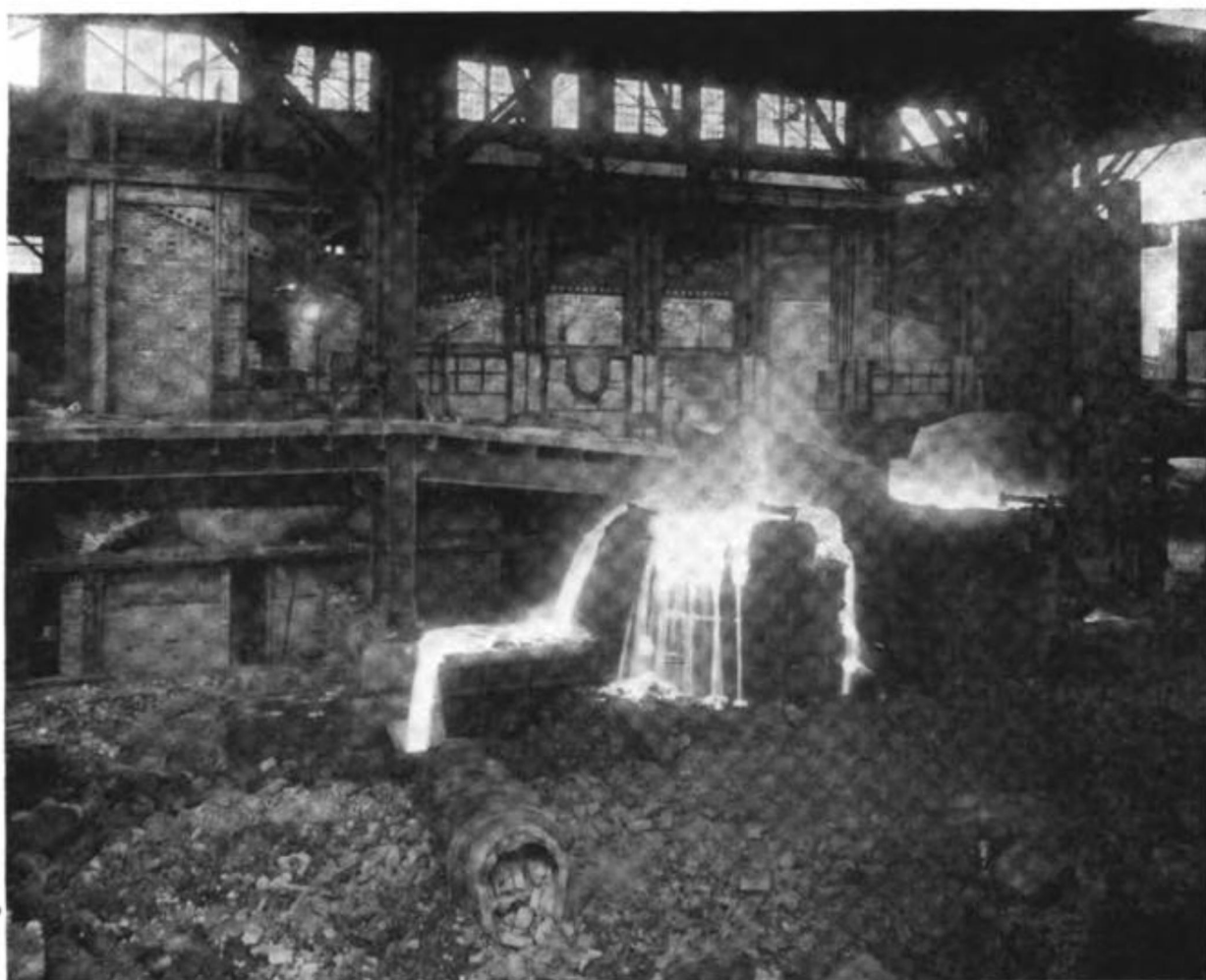
The operation is divided into three periods. The first of which is the melting-down period, during which the contents of the crucible are allowed to become molten. When this is nearly completed, the melter removes the cover from the crucible and examines the contents with an iron rod to determine when the charge is entirely liquid. During this period considerable gas is evolved from the steel and it is said to boil.

The intermediate stage is spoken of as the killing period, during which silicon from the crucible is absorbed by the steel.

When the charge has been properly killed, the melter withdraws the crucible from the furnace with a pair of long tongs and pours or teems the molten steel into a mold, where it is allowed to solidify. This is the third or final operation and is known as the teeming period. The solid block of newly made steel, when taken from the mold, is termed an ingot.

The materials used in the crucible process must be exceptionally pure, since the only refining which takes place is the elimination of the slag from the wrought iron and the possible removal of dissolved gases. Owing to the cost of the raw materials and of the labor, this process is now confined to the manufacture of high grade steel to be used for cutlery, tools and other similar commodities.

The crucible process is essentially a quality process and the quantity of steel produced by this method is insignificant when compared with that made by the Bessemer and open-



MOLTEN STEEL FLOWING FROM THE FURNACE

How 150 tons of steel are handled as it runs from the new furnace of the Central Iron and Steel Company, Harrisburg, Pa.

hearth processes about to be briefly described.

With the increasing demand for steel, a desire arose among metallurgists for a more economical method capable of yielding a larger output and one by which pig iron could be converted directly into steel without first transmuting it into wrought iron.

As already stated, these demands were first met by Henry Bessemer, afterwards Sir Henry Bessemer, who invented the process which is still called by his name.

Two modifications of this method, known respectively as the acid Bessemer and the basic Bessemer, are in use.

The acid process requires pig iron low in sulphur and phosphorus, since it does not eliminate these elements. In the basic process sulphur and phosphorus are eliminated and hence a more impure iron can be used. As a matter of fact a certain amount of phosphorus is essential to furnish the heat in the latter process.

Of the two modifications the acid process is the more extensively used

in this country, owing to the relatively pure ore available for making pure pig iron.

The operation, generally referred to as blowing, is carried out in large egg-shaped vessels called converters. These vessels taper rather abruptly near the top to form a spout. The diameter of this spout is approximately equal to one-fourth the diameter at the middle. Converters are so mounted that they can be tilted around a horizontal axis.

The first step in the acid process consists in bringing the converter to an almost horizontal position and in charging it with molten pig iron of suitable composition. It is then restored to its upright or vertical position and air under pressure is blown through the charge. At first scarcely any flame is visible at the top, but in a short time an orange flame appears which gradually becomes white. During this stage the charge emits a noise resembling distant thunder. The white flame dies down rather suddenly, giving place to a dull brown flame which marks the end of the blow. A blow requires approximately ten minutes. Ferromanganese is then added and the whole charge is teemed or poured into a ladle from which it is distributed to the ingot molds.

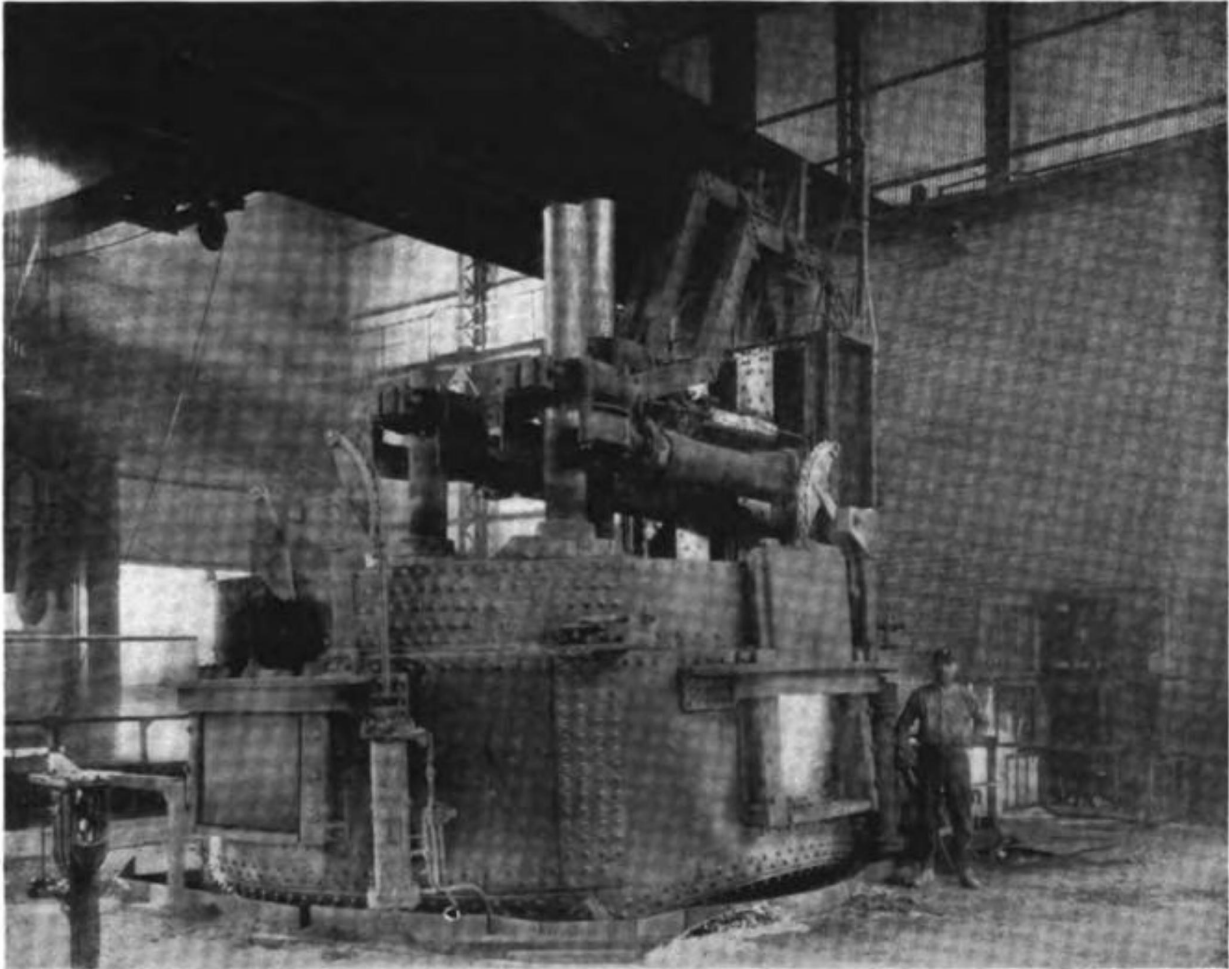
The basic Bessemer process is carried out in much the same general way as the acid process. In addition to the raw materials used in the latter process, lime is added to remove the sulphur and phosphorus. The operation is divided into two stages known as the fore-blow and the after-blow. As above stated, the basic Bessemer process is of relatively small importance in this country.

Owing to the short time required to complete a blow, it is difficult to control the operation and hence steel made by either modification of this process has some rather undesirable qualities and in consequence they are being displaced by the open-hearth process in which the operation can be more accurately controlled.

The open-hearth process was first successfully used by Martin Brothers in France in 1865.

As in the Bessemer process there are two modifications, acid and basic. Pig iron, steel scrap and iron ore constitute the raw materials of the charge in both modifications of the process, but in addition lime is required in the basic charge for removing the phosphorus and sulphur present in the pig iron.

The operation is carried out on a large shallow hearth heated by producer gas using the regenerative system. The regenerative system of heating consists in passing the hot burnt gases through a pile of fire-brick before conducting them to the stack. The fire-bricks are arranged with flues resembling a checkerboard, from which it takes the name of checkerwork. Such checkerwork is situated at each end of the furnace and the arrangement is such that the air and gas may be passed in either direction. When the burnt gases have sufficiently heated the checkerwork, the gas and air currents are reversed so that the unburnt gas and air pass through the hot fire-brick before entering the furnace. By thus pre-heating the air and gas a considerable economy is effected in the fuel consumption.



THE LARGEST ELECTRIC STEEL FURNACE OPERATING IN THE WORLD

A 20-ton Heroult type steel furnace producing as high as 27 to 30 tons. Over 200 electro-chemists witnessed the pouring of a heat from this furnace at the Duquesne plant of the Carnegie Steel Co.

The following description applies to the acid open-hearth process which requires a pig iron low in phosphorus and sulphur.

Pig iron and steel scrap are first charged into the furnace and are melted down. Iron ore is then gradually added to remove the carbon and silicon from the pig iron. The carbon burns to a gas, just as coal does in an ordinary fire, and passes out of the stack in the gaseous condition. The silicon forms a compound with the iron ore and floats to the surface as a liquid slag. Samples of the melt are taken at intervals and allowed to

solidify. From the fracture, the melter judges when the carbon has been reduced to the desired amount. This method of testing is by no means infallible and it is now customary to make a rapid determination for carbon in the laboratory.

When the steel has reached the desired composition, the slag is run off or tapped and the molten steel is drawn off or teemed into a large ladle to which ferromanganese or other alloys are added to increase soundness or to produce alloy steels.

The basic open-hearth process is used to a considerable extent and, as

stated above, in addition to the raw materials of the acid process lime is required to remove the phosphorus and sulphur. In fact two slags are generally made, the first to remove phosphorus and the second to remove sulphur. The conditions prevailing in the furnace must be different for each slag.

The time required for making steel in the open-hearth is a matter of hours and hence the operation is under accurate control. In fact, the steel may remain under the blanket of slag for a long time without suffering any ill effects.

Open-hearth practice is considerably more expensive than Bessemer and the two processes are sometimes combined under the name, duplex process.

Compared with the crucible process, the open-hearth is better adapted to large production and is also less costly. On the other hand the quality of crucible steel is generally higher than that of open-hearth steel.

In order to combine quality and output with a reasonable degree of economy, the electric furnace has been applied to steel making and has made wonderful strides within the last fifteen years. A detailed description of the different types of electric furnaces used in steel making would involve a technical description scarcely warranted by the scope of the present article. The high quality of the steel produced in the electric furnace may be attributed to the neutral atmosphere existing in the furnace and to the possibility of obtaining very high temperatures under accurate control.

The mode of operating depends on

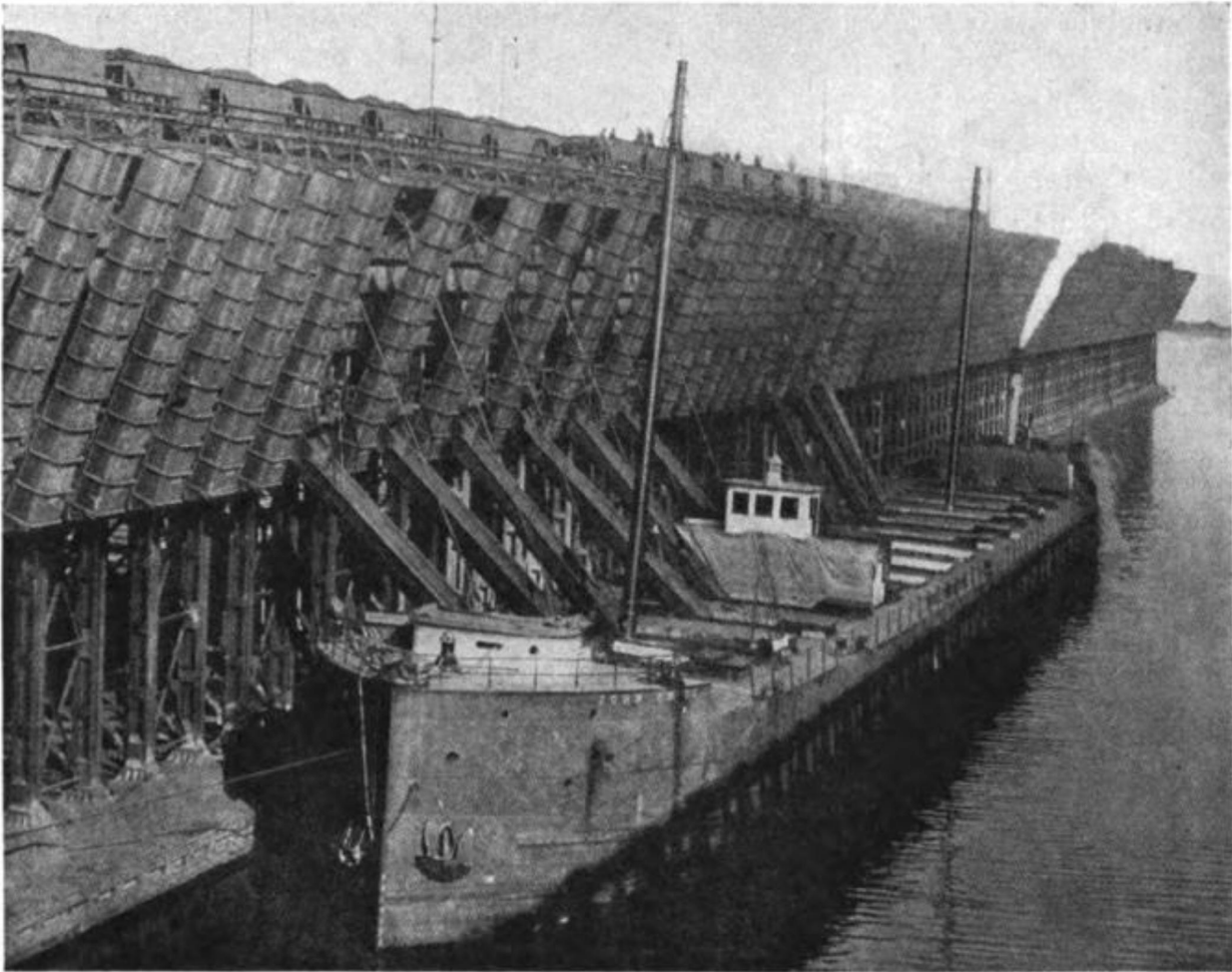
the raw material available and varies from the simple melting of high-grade steel scrap, without any appreciable refining, to the conversion of pig iron into steel. The operation in the latter case very closely resembles that used in the open-hearth. In many instances the electric furnace is limited to the ultimate refining of molten steel already partially refined by one of the other processes. It is very well adapted to the manufacture of so-called alloy steels.

After the ingot, made by any of the above processes, has solidified, it usually passes to the soaking pit, where the temperature between the inside and outside is equalized.

The upper part of every ingot contains a cavity known as a pipe and it is necessary to remove enough of the top to eliminate the imperfection. This operation is called cropping. Should this pipe not be removed, it would exist as a flaw in the finished product made from the ingot and as such would, in many cases, prove a menace to human life.

Many finished products like rails and structural shapes are rolled directly from the ingot at the mill, but a considerable amount of steel is forged or rolled into sheets, bars and other forms which serve as raw material for innumerable industries.

Rails, structural shapes and some other products are used just as they come from the rolls, but a considerable amount of steel, intended for subsequent fabrication into finished products, is heat treated after being rolled or hammered. Heat treatment is employed to secure certain definite physical properties in the finished product. Among the chief results de-



LOADING ORE AT ONE OF DULUTH'S GREAT PIERS

The largest of these docks is nearly half a mile long. An ore loading record of 378 tons a minute was established in 1909 at one of these piers.

sired are softness, resistance to impact or shock and extreme hardness.

Annealing is the process of softening steel and consists in holding the steel above a red heat for a definite period of time and allowing it to cool very slowly. The proper annealing temperature is determined by the composition of the material. Sheets, rods and other forms intended to be shaped cold must be annealed to eliminate the brittleness imparted by the rolls.

Tool steels are too hard to machine after rolling and must be annealed. This process is generally carried out by the steel maker.

A steel of definite chemical composition may vary very greatly in its physical properties depending on the heat treatment employed. To improve such physical properties the steel is quenched or rapidly cooled from a suitable temperature and drawn or reheated to a temperature lower than that from which it was quenched. This treatment when properly carried out strengthens the steel and makes it more resistant to impact. As a result it enables us to use parts of smaller cross-sections without decreasing the factor of safety and the process is being extensively employed for projectiles, guns, gears,

automobile and machine parts. In fact, it is this heat treatment applied to alloy steels which has rendered the light weight automobile possible.

Tool steel, as it comes from the rolls, is too hard to machine properly, but not hard enough to be used for working other metals. As above stated, this steel is softened or annealed and is then forged or machined to form the finished tool. This soft tool must be hardened and tempered. Hardening is carried out by cooling or quenching the tool from a red heat generally in oil or water and tempering consists in reheating it to a relatively low temperature to remove the brittleness imparted by hardening.

Many steel parts, intended to re-

sist abrasion, are made from low carbon steel and case hardened. Case hardening consists in increasing the carbon at the surface by heating the steel with charcoal, bone meal or other carbonaceous materials. When such steel is quenched the surface hardens but the centre or core remains soft and consequently tough.

In conclusion, the writer would state that he has endeavored to select only the more salient features and that he has avoided, as far as possible, any detailed scientific or technical discussion.

He sincerely hopes that he has succeeded in presenting at least a bird's-eye view of the subject to the reader.

THE AVERAGE MAN

Contributed by CLINTON I. PROUTY, Sales Department .

Kindly insert in next BLADE enclosed copy, which I know has always done me good and may be of use to others.

The man who is an average man:
Not built on any peculiar plan,
Not blessed with any peculiar luck,
Just steady, and earnest, and full of pluck.

When asked a question he does not "guess,"
He knows, and answers "no" or "yes";
When set a task that the rest can't do,
He buckles down till he's put it through.

Three things he's learned: that the man
who tries
Finds favor in his employer's eyes;

That it pays to know many things well,
That it doesn't pay all he knows to tell.

So he works and waits; till one fine day
There's a better job with bigger pay.
And the men who shirked whenever they
could,
Are bossed by the man whose work made
good.

For the man who wins is the man who
works,
Who neither labor nor trouble shirks,
Who uses his hands, his head, his eyes:
The man who wins is the man who tries.

PERSONNEL
of the
Directorate of the
Gillette Safety Razor Co.
BOSTON, MASS.

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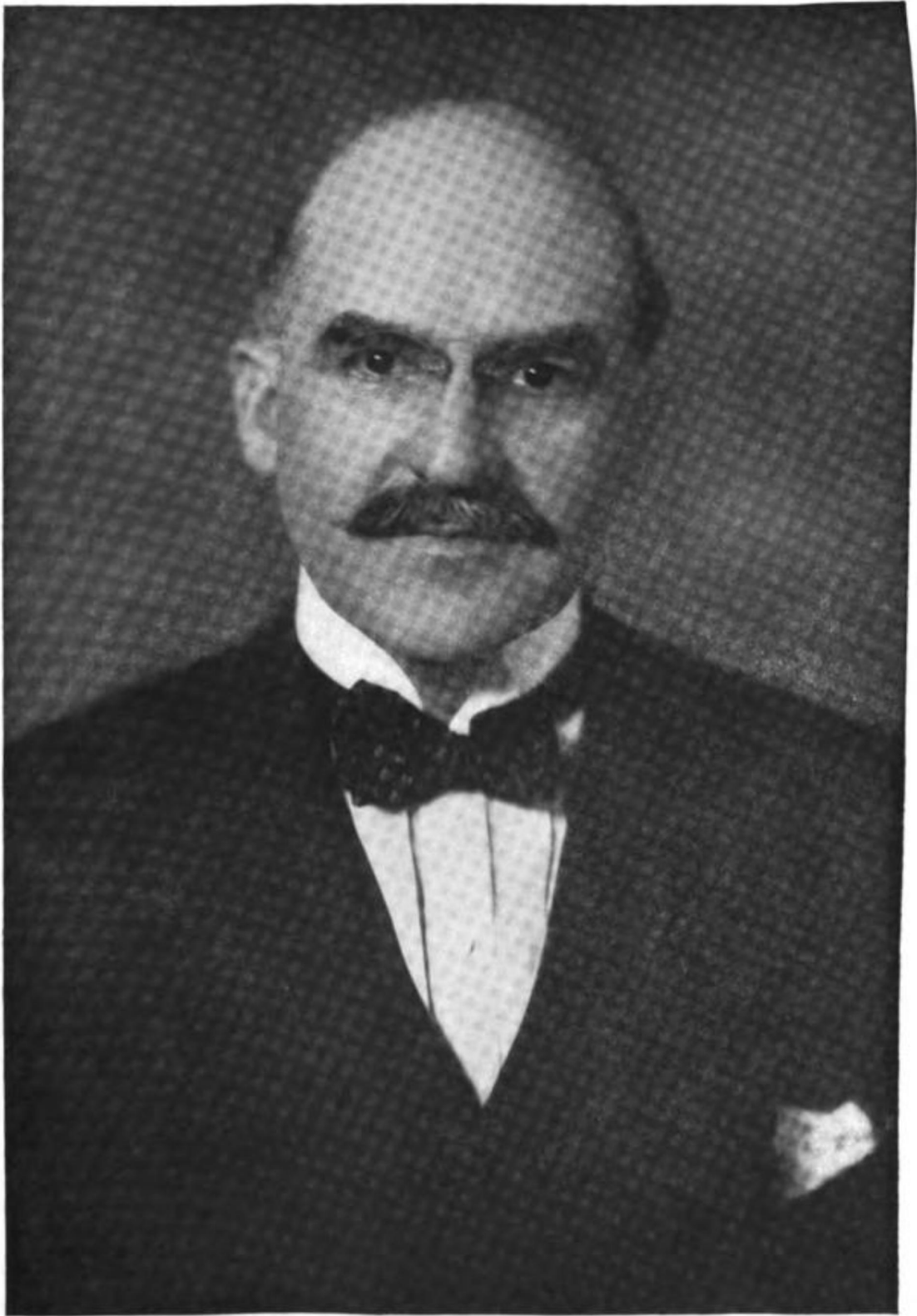
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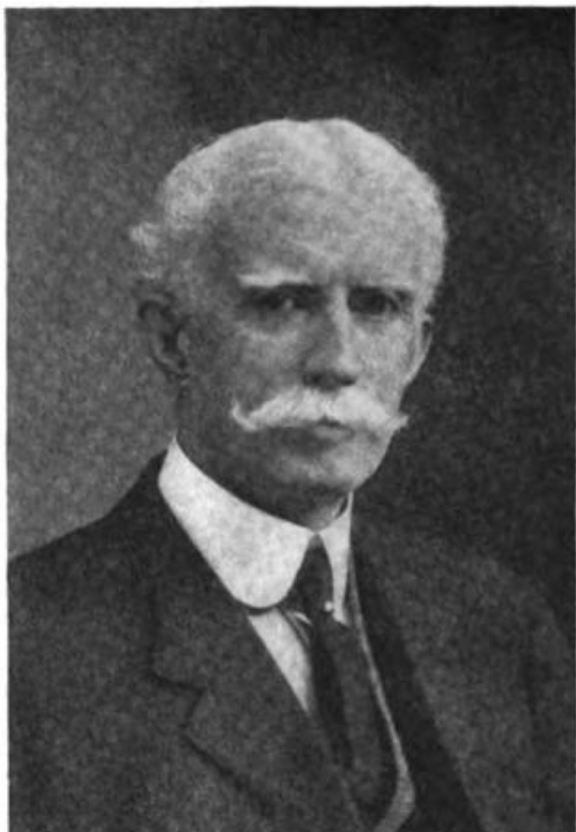
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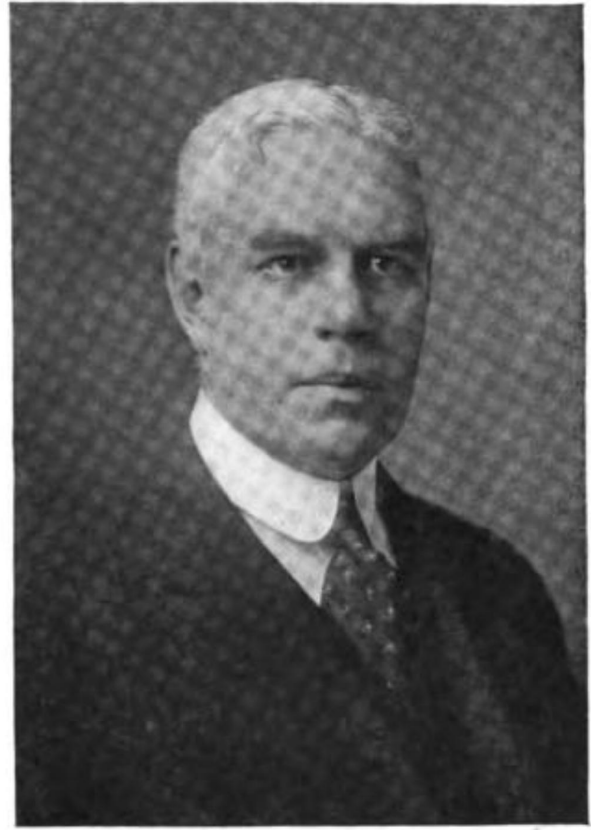


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**of the Gillette Safety Razor Co.
whose portraits appear on preceding pages and Bradley W. Palmer**



MR. H. E. K. RUPPEL

Chief Chemist, Gillette Safety Razor Co.

MR. RUPPEL, Chief Chemist, in charge of our Analytical Laboratories and who is the author of "Our Principal Raw Material—Steel" which appears in this issue of *THE GILLETTE BLADE*, was born in Brooklyn, N. Y., June 20, 1881. He received his early education in the public schools of that city preparing for college at the Boys' High School, Brooklyn, and entered Dartmouth College in 1899, graduating in the class of 1903 with the degree of Bachelor of Arts.

While attending Dartmouth he specialized in physics, chemistry and mathematics, continuing his work in physics throughout the years of 1903 and 1904. As a result of this extra effort on Mr.

Ruppel's part he was given the degree of Master of Arts. In order to still further complete his education in science, he entered the Massachusetts Institute of Technology where he did graduate work and received the degree of Bachelor of Science in 1906.

December 1st, 1906, Mr. Ruppel entered the employ of the Gillette Safety Razor Company where he has had charge of their Laboratory and has directed the analytical work of this company ever since.

Mr. Ruppel is a member of the American Chemical Society, American Electro-Chemical Society, American Society for Testing Materials, International Society for Testing Materials.

My Conversion to Self Shaving

CHARLES E. KENNEDY

ONE year ago a nephew—who has since been mentioned in my will—told me of his safety razor. How often, when searching for contentment, we quite overlook the big little things of life only to stumble fairly upon them by chance! How often during the past year, while whistling blithely at the youthful countenance of fifty years in the mirror of my bathroom with Gillette in poised hand, have I quoted, with mental apologies to Dean Swift, "He gave it as his opinion that whoever could make two (Gillette) blades to grow where only one grew before deserved better from his country than the whole race of politicians put together!"

Thirty years in the thrall of barber shop! Thirty years of barber shop talk, of splutter, choke, and worst of all, shop joke. Thirty years of scheming to find time for a shave, all swept into painless history by the chance remark of a once quite ordinary but now pedestaled nephew!

Merely from a sense of gratitude to the House of Gillette I would tell the story of my long, long fight with a Vesuvius of whiskers—how they grew and grew on me—how the more I gave them the cut direct the more they continued to grow upon me, following me like an avenging spirit, shadowing me sleeping and waking! In its telling I feel that I am but relating the experience of hundreds of thousands of my fellow men the world

over, some of whom are still groping in outer darkness.

CHAPTER ONE

IN WHICH THERE IS NO EARLY RECOLLECTION OF ANYTHING BUT AN OCCASIONAL HURT-FUL HAIR CUT

Tradition in my family has it that when in 1867 I first saw the light of day (or more strictly speaking, of night, for I was born at 2.30 A. M. of a Friday morning) my head was almost totally destitute of hirsute growth. When the older children observed this, to them, extraordinary deficiency, they were assured that time would remedy it. Our very oldest sister, Jennie, to lighten the transient gloom that had settled upon the family because of my apparent baldness, prophesied that some day I would have the most abundant hair of any of them. How true was this careless prediction has since been verified in countless barber shops strewn all the way from New York to San Francisco, to far Winnipeg in the north, to say nothing of Atlanta, Georgia. I have suffered in them all!

Our native village boasted no "ton-sorial parlor." When the boys of my family wanted a haircut, or when mother thought we required one, we were yanked into a highchair, smothered in a big kitchen apron, and to the accompaniment of clanking

shears and the occasional rap of knuckles against the side of our heads, were despoiled of our locks. How well I remember those tears, mixed with fine hairs rolling down my piteous face, and the exquisite itching between shoulder blades caused by still other fine hairs that sifted between my neck and the strangling apron! How I mentally took oath, by bell and book, that when a little bigger I would run away, join a band of robbers and live in a cave where they would let one's hair grow to any length!

And yet, as I look backward upon my lifelong fight with whiskers those transient days of childhood hair cutting become idealized into a dream of unmolested peace. To be sure I agonized for a half hour under mother's dulled shears once a month or so—but wait, that was as nothing to the eternity of time spent later in a barber shop first once, then twice a week and then every day, lasting for full three decades!

CHAPTER TWO

IN WHICH I AM INTRODUCED TO BILL FURST'S BARBER SHOP IN A BIG WESTERN CITY

When at the ambitious and deeply confident age of nineteen an older brother got for me a situation as night clerk in a newspaper office in a Western city I anticipated a vigorous and successful battle with the seemingly easily vanquished dragons of society. If I digress to explain that in time the problems of life were fairly satisfactorily solved, it is only to emphasize the one long drawn out

hirsute battle that ceased only with the termination of my half century.

I had not been long in the newspaper office until a dudish day clerk who wore a very high paper collar and who patronized me with all the lordliness of a city bred youth suggested that I needed a shave. "Go up to Bill Furst's shop in the Forest City House," he said. "I am a regular customer of Bill's. Just tell him I sent you," and he rubbed the faint down on his chin in a very mannish way. Well, my face did look a little fuzzy, which coupled with a wish to appear acclimating myself to city ways, made me fall in with the hint, and I found my way to Bill's basement shop.

The trouble began then and there, and I soon became a regular Saturday visitor. Let us pass over the next two years during which time I grew small mustaches trained according to the fashion of the day to point out horizontally from each nostril, and when waxed, looking much like a couple of exclamation points laid on their sides.

My barber shop days were now Wednesdays and Saturdays, and from the more frequent shaving at the hands of careless youths who gazed at me through the mirror and talked sporting news instead of watching the grain of my beard, I had developed that pest of all pests, a number of ingrowing hairs. A small matter to waste good paper and ink writing about say you? Well, little matters have caused a great many homicides, and have even determined the outcome of important battles. Any man who has suffered the goug-

ing of small pincers in the hands of a blunt fingered barber at a half dozen points around his neck in the search of ingrowing hair without a desire to dismantle the shop has more than my allowance of patience and forgiveness of spirit! This pest of the barber shop habitué was not in my case laid even temporarily in the grave until my thirtieth year when I fell into the hands of an operator who had enough sense to trace the grain of an ordinary beard and conduct his razor accordingly. The trouble recurred at intervals, however, during my entire thirty years of barber shop terror; but today—oh today—thanks be to the name Gillette, each and every one of the hairs in my grizzling beard grows outward to the sun!

CHAPTER THREE

IN WHICH MY FREQUENT PROMOTIONS LESSENED SHAVING ANXIETIES NOT IN THE LEAST

Running along from my early experiences in Bill Furst's barber shop until I reached my twenty-fifth year I earned, or at least got, frequent promotions in the newspaper office. But the trouble was, the more these increasing responsibilities were fastened upon me the more frequently I required a clean shave, with its consequent distress and loss of time!

As a newspaper reporter I was obliged to attend many functions, to interview different celebrities, even to write up swell weddings, for this was before the days of women writers on Western newspapers. Now, it

was all right to hang around police court or to follow up fires with a few days leakage of whiskers in evidence, but when assigned to do a wedding or concert, cleanliness of face was deemed necessary.

When I was promoted to the position of city editor the increased hours and responsibility, coupled with the time wasted in barber shops, began to tell upon my health. So, within a couple of years I was driven one day to make a fateful choice—either to brazenly defy the current dictates of local fashion by growing a full beard or resigning my job of fifteen hours per day on the newspaper. Long and prayerful consideration in the bosom of my family, and alluring offers of combined salary and commissions, led to my accepting the position of advertising manager upon a less prosperous daily in the same town.

CHAPTER FOUR

IN WHICH I FOUND IT HAD BEEN BETTER TO ENDURE THE ILLS I HAD THAN FLY TO THOSE, ETC., ETC.

For several months I surely did enjoy that advertising work. The hours were long, but there were intervals when I could lounge in the barber shop and obtain a fairly easy separation from the ever oncoming, heart-rending Niagara of whiskers.

Then, just as I had begun to feel somewhat at peace with the world and its many mercies, chief of which were two girl babies who would escape my life torture in the whisker line, the Imp of Unrest came and

perched upon my shoulder! It whispered in my ear that a larger and more profitable financial horizon could open up to me in the field of expert advertisement writing. You see, I had made quite a hit preparing copy with a punch in it for certain local merchants, some of my work even being reproduced with eulogies in Uncle George Rowell's then incipient *Printers' Ink*.

To make a long, and to me, painful story short, I became occupied in various metropolitan centers exploiting the overworked bug, "The drop of ink that makes all the world think"—a really and truly advertising "expert." It was then I journeyed and fell among—hotel barbers! Up to this dire epoch in my war with sanguinary fiends of the razor, I could mostly choose one who, after sufficient survey and experiment over my features, reduced the pulling to a minimum. True, such ones occasionally moved away or inconveniently died just when all ingrowing hairs had been eliminated, but upon the whole they spread some little happiness along the path of hirsute despair. Not so in the hotel barber shops of strange cities. In spite of increasing income and fame I gave up and in sheer desperation hurried home, leased a decaying newspaper which, incidental to my frequent trips to the barber shop, occupied all my waking and some of my sleeping hours.

CHAPTER FIVE

IN WHICH I AT LAST FIND THE
PEACE THAT PASSETH ALL
BARBER SHOPS

And now a few more words about

this nephew of mine. He always was a likeable young fellow, quick of wit, ever with ear bent in the direction of novelty, especially in invention. When in a casual talk he spoke of his Gillette safety razor I paid heed only to say that the word "razor" always got on my nerves. For better effect let us Swiss Family Robinson this further family talk as we smoked our Christmas cigars.

NEPHEW: "There are razors and razors, Uncle, even among safety razors."

UNCLE: "Yes, Nephew, and there are barbers and barbarians even among barbers."

NEPHEW: "I am not speaking of barbers, Uncle."

UNCLE: "And I don't want even to think, much less talk about them on this day of peace and good will to all mankind!"

NEPHEW: "For six months I have shaved myself with a Gillette safety razor and saved hours of time, a good many dollars, and I am sorry to say—no, I am glad to say—saved a lot of profanity."

UNCLE: "For thirty years I have been a slave of the barber, paid shaving bills and tips running into hundreds of dollars, lost thousands of dollars of valuable and unrecoverable time and saved—no profanity!"

NEPHEW: "Yes I know, but just the same I am going to send you over my Gillette tomorrow. Try it out and let me know about the—profanity."

Again let us shorten the story. I did try it, and fell into the land of contentment. Why, the comforts of this last year have given me a new

lease upon life. To those past enemies, my beard and the barbers, I extend commiseration and forgiveness. While the one continues to grow, I now meet them smilingly on their own ground each morning and with-

1645 East 115th Street,
Cleveland, Ohio

out pain or invective Gillette them rapidly away. The other, the barbers, I visit without rancor in my soul when I need a haircut or the soothing hand of a manicurist. Verily "the world moves on!"

Safety Razors Are in Demand Among Soldiers

THE safety razor is having its inning these war-time days. Among tens of thousands of Christmas gifts sent to soldiers in military training camps safety razors have more than held their own. The demand for razor blades has been unprecedented and thousands of razors sent to soldiers in camps have been supplemented with extra sets of blades.

Shaving outfits also have shared largely in gifts sent to soldiers. Even in the trenches of Europe clean shaves are said to be required. A soldier who spent two and half years on the battle front and is now in

Cleveland, recently declared:

"Any soldier, particularly an officer, who wants to improve his standing will keep his face shaved. The men who really want clean faces somehow manage to shave even under gun fire. I shaved regularly when I was not in a hospital disabled. The American soldiers in particular pride themselves on clean shaven faces. I have seen thousands of troopers with blood stained and trench dirty faces, but beneath the blood and dirt you found clean shaven faces. I have seen soldiers torn to pieces while shaving themselves." — *Cleveland Plain Dealer.*

THOUGHTS TO THINK ABOUT

1. All the problems under the sun, may be solved, one by one.
2. Haste hurries successward, but is hindered on its way; Progress makes haste slowly, but gets there first.
3. Find a fault and correct it, that's noble and true; excuse it, neglect it, it soon will be two.
4. He has opinions, strong ones but no pride of opinion, no arrogance.
5. His eyes contain the penetrating light of truth before which all disguises fall away.
6. 'Tis the little things of life that make or mar happiness.
7. It is better to be small and shine, than large and cast a shadow.



JOHN J. BURKE

In Charge of Credit Department, Gillette Safety Razor Co.

THE life of a credit man is no bed of roses. If he does his duty, he is a bonehead in the estimation of every salesman in the organization. Their private opinion, oftentimes publicly expressed, is that the firm would be a thousand times better off if they would "put somebody in the credit department who had breadth of vision and progressive ideas."

But if by chance the poor credit man swallows some of the alluring bait dangled in front of him in the form of big orders from doubtful sources, then he has the bosses to reckon with.

A credit man who can show a very small percentage of losses to his firm is a valuable asset. And the fact that our percentage of loss through bad

debts is in an extremely small ratio with the sales and is growing smaller each year, even though the business is increasing, is the best indication that Mr. Burke is thoroughly alive to the responsibilities of his position in our Credit Department.

Mr. Burke was born March 9, 1873, in South Boston, Mass., and was graduated from the Lawrence School, South Boston, in 1888. He came to work for the Gillette Safety Razor Co., March 3, 1908, taking charge of the Adjustment Department. In March, 1911, he was placed in charge of the Credit Department which position he has held for seven years with credit to himself and with profit to the company. He is married and has two children.

The Gillette Trade-Mark

F. E. DORR, *Draughting Department*

IN the summer of 1908, Mr. Pelham called me over to his office, which was in the Kimball Building at that time, and told me the "Company wanted to register the word 'Gillette' as a trade-mark so that it would cover all their goods, such as the razor, brush, soap, blade, toilet articles, etc. The word 'Gillette' must be so designed and arranged that it would be accepted for registration and answer for anyone of the articles the Company should make."

I thanked Mr. Pelham for calling on me for such an important mission and on returning to the draughting room, which was on the third floor of Building A at that time, reported the outcome of my visit to Mr. Parry. All Mr. Parry said was, "Go to it," and I did.

About two days later, Mr. Gillette by chance came into the draughting room, and seeing his name in various forms all over my drawing board, stopped and wondered what I was doing. Before he had a chance to speak, I told him I was working on a trade-mark for the Company. He smiled at my designs, and as I look back and think of some of the things I had

drawn for a trade-mark, I could hardly blame him. I had for one, a back ground of Gillette blades, with "Gillette" in fancy letters, which, he told me, would be good only as a trade-mark for blades. Next he questioned a design with the word "Gillette" in large letters with a broom passing through the letter "G," meaning, "A clean sweep for Gillette." After giving my broom design a good laugh, I began to believe my talent as a trade-mark designer was a failure. By further search Mr. Gillette found the diamond shaped outline, with the name Gillette in the centre and the arrow piercing the letters. He asked me the meaning of the arrow through the letters. I told him my idea was that the arrow was forging ahead, carrying Gillette with it. He told me I need not go any further as I had struck upon the design that pleased him. My sketches were then handed to Mr. Pelham and the Gillette Diamond Trade-Mark was selected by the officials and is now used on every article the Company manufactures and is known all over the world.

A NEW EMPLOYEE'S OPINION

Somerville, Mass., March 23, 1918.

GILLETTE SAFETY RAZOR Co.,
GENTLEMEN:

I have been in the employ of the Gillette Safety Razor Co. since April 19, 1917, in the Buffing Room and, as it was suggested in the last issue a little item in THE GILLETTE BLADE from any employee would be

appreciated and given space, perhaps this would make a little interesting reading for my co-workers whom I think will appreciate this article.

I will be brief and simply give my impression of what I think of one of the best regulated factories in the United States. Coming here last April 19th, a "perfect stranger" looking for work, with but a

small experience at buffing. I was set to work by that prince of good judgment, Mr. Rice, in the aforesaid Buffing Room. He and his two foremen are always ready to give a helping hand to any employee who will try to work for the interest of the G. S. R. Co., even if they are not so *swift* as the more experienced hands. My impression of the firm, its treatment to employees, etc., is all that any fair-minded man could wish, so I trust you will give a workman's impression of the surroundings of your great

plant, as it may do no harm and perhaps may do a heap of good, as I have been treated fine since joining the ranks and *doing my bit* for said firm.

If you think that this employee's impressions are worthy of consideration, give them a space in your columns in the next issue *as they are sincere*. I will not give my name as it is a very common one, but I guess you will "get me" when I tell you my number—1850.

Very respectfully, 1850.

Somewhere in France, Jan. 28, 1918.

MR. LOUIS GALE,
DEAR MR. GALE:

Received the package from the War Committee of the G. S. R. Co. yesterday and was much pleased with it. We are just turning in our old issue of sweaters and I would have been without any but for the timely arrival of the package.

Mrs. Johnson is some instructor all right as the sweater was a very good one and must have taken some time and pains to finish it. All of the Gillette boys are well and when the time comes will be there with bells on. I ran into Pickering and Glasheen from your department uptown last week. They had received their first package and were tickled with it. I have had it pretty soft for the last three weeks as a fellow in my room had the measles, but a little while ago the doctor came in and said that our vacation was over, so it's me for a long drill tomorrow.

I guess that before long we will be in the trenches, but you can't scare this bunch. They think that the sooner they go in the sooner the war will be over. As for myself I don't expect to bring you any grain gold for a long time. How is Eddie Hoar and is he still knocking the pins like he used to? We paraded through the town yesterday and it was a great sight to see everybody salute the flag. Most of the fellows can "parlez vous" now and its fun to hear them trying to pronounce some of the words. As this is all I can think of I will close now and with best wishes for the success of the War Committee,

I remain sincerely,

CORP. ALBERT W. PAGE,
Co. B, 101st Inf., Am. Ex. Forces.

P. S.—The initials on the paper around the sweater were B. P. If you let me know

whose they are I will thank her in a letter.
Censored.

Hampton Roads, Va., Feb. 6, 1918.

MR. LOUIS GALE,
DEAR LOUIS:

Just a few lines to thank you for the package you sent. It was just what I needed and it is good of you to think of me, and you don't know how a fellow that is away from home appreciates such thoughtfulness. This is a big camp here and getting bigger all the time. The part I am in is the aviation section and is a training school for aviators. There are about thirty or forty planes here now and room for hundreds more. I don't think I will be here long as I signed for sea duty and not for the aviation. However, I may get transferred to the aviation and that will mean a lot of red tape so I guess I will go where I am sent. We get great feeds down here and sometimes get chicken. For instance, today we had for breakfast, boiled rice, scrambled eggs and fried potatoes, coffee; for dinner, pork chops, corn, gravy and potatoes, soup; for supper, beef stew and pudding, including tea or coffee and sometimes cocoa. So you see we are not so badly treated after all. I wouldn't mind staying here for the summer. We don't do much, only drill and guard duty. Give my regards to all the boys at the shop and I will appreciate anything you may wish to send, as this is a new camp here and you can't spend any money at all unless you go into Norfolk, which is about once a month. I received the last "BLADE" and it was good to look at.

Yours sincerely,

E. A. PAGE,
Fourth Company, Aviation, U. S. Naval Operating Base.

Major William J. McCarthy First in Action

ALL Gillette folks read with interest the report recently brought back by Lieut. Drohan returning from the 101st Infantry, now in the first-line trenches in France. An interview credited to Lieut. Drohan and printed in the *Boston Post*, Monday, March 25th, reads:

FIRST BATTALION GOES IN

"We reached the front. There was the rumble of artillery, the roar of guns. To the first battalion fell the honor of first entering the front-line trenches, while the other battalions remained in support.

"The sector taken over by our first battalion was in that part of the

Marne known as the Aisne. Captain McCarthy, acting as major, led the boys. Hardly had they reached the line than they were in action. Not much, true, but action. German snipers shot away. Our snipers answered. Artillery roared and shells were constantly passing overhead."

The Acting-Major McCarthy referred to is our former purchasing agent, who left the United States last fall as Captain in command of Company B, 101st Infantry, formerly the Ninth Massachusetts Infantry. It is no surprise to read of his advancement as the military bearing of William J. McCarthy impressed on the minds of all his acquaintances his splendid soldierly qualities.

Recent Additions to Gillette Roll of Honor

JOHN J. CURTIN, Buffing Dept.
WILLIAM C. DAUNT, Machine Shop
THOMAS S. FRASER, Buffing Room
ISRAEL JASPER, Machine Shop

JAMES McLAUGHLIN, Grinding Dept.

ARTHUR MELLEN, Printing Dept.
ANTONIO SMALDONE, Machine Shop
PHILIP B. WILLIAMS, Machine Shop
GEORGE R. BROWN, JR., Salesman

New Addresses of Gillette Boys

Foley, John J.
Co. D, 101st U. S. Infantry, American Expeditionary Forces, via New York Post Office.

Pearson, Sgt. Frank M.
Co. H, 3rd Regiment, Pioneer Infantry, Camp Wadsworth, Spartanburg, S. C.

Glasheen, James L. (Made Corp.)
Co. H, 101st U. S. Infantry, American Expeditionary Forces, via New York Post Office.

Butler, Thomas W.
Motor Truck Company No. 444, Camp Wadsworth, Spartanburg, S. C.

Kairit, John W.
Battery F, 55th Artillery, C. A. C., Fort Strong, Boston, Mass.

Cashman, Frank
504 Engineer's Corps, Service Battalion Co. A, American Expeditionary Forces, via New York Post Office.

Wright, Samuel T.
S. S. U. No. 562, Convois Automobiles, Par B. C. M., American Expeditionary Forces, via New York Post Office.

Kearney, William H.
Motor Car 304, Block 1-20, Camp Hill, Newport News, Va.

Harris, F. D.
Camp Johnson, Receiving Co. No. 9, Jacksonville, Fla.

The Salesman

CLAUDE H. BRADNER

THE salesman who neglects his toilet and his tailoring handicaps his possible efficiency; the salesman who so orders his life that his brain is working under protest, and therefore not up to the gauge of his capabilities, is reducing his mark on the commercial score-board; and the salesman who does not KNOW and, looking into the eyes of the other man, can not truthfully say: "This is just as I represent it to be" is lowering his colors to a record which accompanies the mediocre and commonplace.

The salesman does not have "FAITH" in his proposition. he KNOWS. He is an intellectual Missourian, and "can show" and is willing to "be shown." Faith has been relegated to the realm of the speculative. It is the good will of the business of the Ecclesiastic. True, it is the virtue of believing something which can not be proven, and does not have place in the field occupied by the salesman.

The salesman who does not KNOW and who can not demonstrate to the world that he KNOWS is not a SALESMAN.

No mendicant ever became a salesman, and no salesman should ever become a mendicant. A spendthrift of money he may be (and generally is), but he values the most precious of all possessions—TIME, and makes the most of it.

At the head of the list of all the professions is certainly that of salesmanship. It is the salesman who keeps aglow the furnace fires of the factory and the forge; it is the salesman who keeps on every sea, headed for every port, the laden ships of commerce; it is the salesman who makes possible the great cities, who builds the railroads, and gives employment to the myriads of workingmen throughout the land.

THE SALESMAN! No time-server or sycophant is he. He neither fears nor favors gods or men, but **STANDS ERECT, THINKS, ACTS, AND DOES HIS WORK.**

LONG LIVE THE SALESMAN!

Safety

RALPH E. THOMPSON, Superintendent

THE "Safety First" thoughts should be revised in all of us. Lately the extreme carelessness of employees, not only for personal safety, but for the safety of fellow employees, has impressed me as being little short of criminal.

We are providing belt guards, tool guards, double levers on punch presses and taking all the steps possible to properly protect our employees from injury, yet upon repeated occasions, I find that someone has failed to keep the guard in place or use the guard as instructed.

I also find empty trays, or other foreign matter, projecting or blocking the aisles, which should always be kept absolutely clear, thus jeopardizing the safety of those having occasion to pass through.

We are busy. We are all pitching in to do our bit to get out production, and we are crowded, but that does not constitute an excuse for not "playing the game safe." It is all the *more* reason why no chances should be taken.

Our record of injuries, in the past few months, is not up to the Gillette Standard and is giving the management no little concern. If it were possible, we would have it arranged so that no one could ever possibly be injured. Unfortunately, however, this is impossible for us to do as a company. Every employee must recognize his or her responsibility and do their part individually, as per the following instructions:

1st—Take the necessary precaution to see that you do not injure yourself.

2nd—See that no act or carelessness on your part might cause an injury to others.

3rd—In cautioning fellow employees to be careful.

4th—By suggesting to your foremen or the Superintendent's Office, ways or means which would add to the safety of any machine, stairway, etc., which would tend to reduce accidents.

I might add to item No. 4 that we are only too anxious to have our employees point out dangerous operations on machines so that we may provide guards or otherwise reduce the risk. One does not have to be an inventor and every idea suggested will be thoroughly investigated by us and no one need be at all bashful in calling unsafe conditions to our attention.

In closing, I wish to state that all employees cut, scratched, or injured, no matter how slight, must go to our hospital for treatment. Too many assume that a slight scratch is not worth the trouble of going to the hospital, but in several instances this neglect has cost the employee dearly.

The hospital is run so that our employees may have attention at once and we must insist that all injuries be properly dressed there as soon as possible. Also, if anyone gets cut out of the factory, go to the hos-

pital and let us see that the wound is properly cared for.

Let us therefore take "Safety

First" to heart and all pitch in to see how *few* accidents we can possibly have—no matter how slight.

GILLETTE EMPLOYEES TO WED

It has been announced that Miss Azilda Rogers, of the Gillette Handle Department, and Mr. Frank Kelley, of the Gillette Shipping Department, will be married Sunday, April 28th.

O'CALLAGHAN—ROGERS

Miss Nellie O'Callaghan, of the Gillette Order Department, was married Easter Sunday to Mr. Fred Rogers. Miss O'Callaghan left her duties at the Gillette office March 23rd.

DUNN—MULLIGAN

Miss Sadie Dunn, of the Gillette Blade Packing Department, was married Sunday, April 7, to Mr. John C. Mulligan. Mrs. Mulligan was attended by Miss Catherine Dowdal, of the Gillette Blade Packing Department as bridesmaid.

REPORTED RECOVERING

We are all glad to know that Miss Sadie Nelson, who has been very ill with pneumonia for the past two months, is recovering. Miss Nelson has been employed in the Grinding Department for the last twelve years.

WELCOME BACK

Bill Standish was home ill with a bad cold for more than a week. We are glad to welcome him back and congratulate him on his speedy recovery.

Oscar Sorenson, one of our oldest employees, and who rarely misses a day, is back at work after being away ill for about a week.

MR. GUSTAVE BORGSTROM

Mr. Gustave Borgstrom, brother of Miss Ruth Borgstrom, of the Blade Packing Department, passed away February 2nd at the age of 27 years. Miss Borgstrom has the sympathy of all her associates in her bereavement.

MISS HULDA PETERSON

We are all sorry to learn of the death of Miss Hulda Peterson, who was employed as a Print Inspector in the Grinding Department. Miss Peterson passed away on March 3rd and was buried from her home in Charlestown, Mass., March 6th.

MISS CATHERINE McCONNAN

We are sorry to announce the death of Miss Catherine McConnan, of the Hardening Department. Miss McConnan passed away at her home in South Boston, March 16th, after a few days illness with pneumonia.

SAVE COPIES OF "THE GILLETTE BLADE"

With the appearance of this the fourth issue in its present form of THE GILLETTE BLADE we suggest to our readers that they carefully preserve their copies for binding at the end of the year. The many business articles and war letters from "our boys" with the Colors form an interesting record of happenings associated with our organization and they will prove interesting and valuable to refer to in time to come. Don't forget to put your copies away each month for safe keeping.

YOUR CONTRIBUTIONS WELCOME

THE GILLETTE BLADE has come to stay. The interest all are taking in it has more than justified its continuance, but we must extend the activity represented by obtaining contributions from our employees.

These contributions may be articles on how we can improve our conditions, or suggestions affecting our product, or anything that would be of interest to other employees. THE GILLETTE BLADE is circulated just among ourselves and it seems to me that some of the factory "gossip" should be written up and handed to your foreman, who will see that it is turned over to the editor for publication. I am personally very deeply interested in having more factory news contributed each month than they can possibly print, so that the factory will be more than represented in each issue.

RALPH E. THOMPSON, *Superintendent.*



THE WORST IS YET TO COME

"I want a box of cigars for a fair, slim gentleman, please."

A REASON

May: "You seem to prefer the beach to the piazza."

Maud: "Yes, I prefer to be burnt by the sun than roasted by the gossips."

FOREARMED

He: "Do you think we can keep our engagement secret for a while?"

She: "Certainly, dear. Everybody has promised me they'll not say a word."

OW!!

Flashy Youth: "I wish I knew what that pretty typewriter girl was buying who just went out. I suppose it was something for me."

Dept. Store Salesgirl (sizing him up): "I think it's quite likely. She bought a steel hat-pin."

ONE TO BE PITIED

A tender-hearted little girl was looking at a picture of Daniel in the lions' den. She suddenly began to cry, whereupon her mother said:

"Are you crying for the poor man, dearie?"

"No, I'm crying for that little lion over there in the corner. He isn't going to get any at all."

VALUABLE

Mrs. Hayrix: "Fer the land's sake, Hiram, what be that air contrapshun?"

Hayrix: "It's a present our boy John sent us from the city, Hanner. He writ on a card it wuz a barometer."

Mrs. Hayrix: "Oh, I've heerd tell uv them things. I wunder which way yew screw th' thing when yew want it t'rain?"

CHEER UP

Many a girl thinks she has broken her heart when she has only sprained her imagination.

UNNECESSARY

"My husband is particularly liable to seasickness, captain," remarked a lady passenger. "Could you tell him what to do in case of an attack?"

"'Tain't necessary, Mum," replied the captain. "He'll do it."

DANGER

Miss Newly Rich (who has just returned from a trip to Egypt): "Oh, the pyramids were wonderful, and just covered with hieroglyphics."

Grandma: "Sakes alive! Did ye git any of 'em on ye?"

SELFISH

Employee: "Sir, I'd like a raise, I've just been married and—"

Employer: "So you want more money for your wife?"

Employee: "No sir; I want it for myself. She knows just what I'm getting now, you see."

WELL UNDERSTOOD

A gentleman meeting in the street a colored man who had formerly worked for him but had been discharged some six months before, inquired: "Well, Josephus, what have you been doing of late?"

"I'se done been working in a girage."

"Then," said the gentleman, "I suppose you know all about an automobile."

"Yes, I reckon I does," Josephus replied. "I'se worked over um, and under um, and all round um, and I allows I knows pretty much all about um. Der is only just one ting about um I don't understand."

"Well, and what might that be?"

"I doesent see how dey gits um to go wifout hitching a horse to um."

BE TRUE TO YOURSELF

This above all: to thine own self be true,
And it must follow, as the night the day,
Thou canst not then be false to any man.

THE TRUE MEN

Great men are the true men, the men in whom nature has succeeded. They are not extraordinary; they are in the true order. It is the other species of men who are not what they ought to be.

FREEDOM

O Freedom! thou art not, as poets dream
A fair young girl, with light and delicate limbs,
And wavy tresses gushing from the cap
With which the Roman master crowned his slave
When he took off the gyves. A bearded man,
Armed to the teeth, art thou; one mailed hand
Grasps the broad shield, and one the sword;
thy brow,
Glorious in beauty though it be, is scarred
With tokens of old wars; thy massive limbs
Are strong and struggling. Power at thee
has launched
His bolts, and with his lightnings has smitten thee;
They could not quench the life thou hast
from heaven!

TURNING THE GRINDSTONE

When I was a little boy, I remember, one cold winter's morning, I was accosted by a smiling man with an axe on his shoulder. "My pretty boy," said he, "has your father a grindstone?" "Yes sir," said I. "You are a fine little fellow," said he; "will you let me grind my axe on it?" Pleased with the compliment of "fine little fellow," "Oh yes, sir," I answered. "It is down in the shop." "And will you, my man," said he, patting me on the head, "get me a little hot water?" How could I refuse? I ran, and soon brought a kettle full. "How old are you? and what's your name?" continued he, without waiting for a reply; "I am sure you are one of the finest lads that ever I have seen; will you just turn a few minutes for me?"

Tickled with the flattery, like a little fool, I went to work, and bitterly did I rue the day. It was a new axe, and I toiled and tugged till I was almost tired to death. The schoolbell rang, and I could not get away; my hands were blistered, and the axe was

WELL SAID

Hope is the dream of those who are awake.

TACT AND TALENT

Talent is something, but tact is everything. Talent is serious, sober, grave and respectable; tact is all that, and more too. It is not a sixth sense, but it is the life of all the five. It is the open eye, the quick ear, the judging taste, the keen smell, and the lively touch; it is the interpreter of all riddles, the surmounter of all difficulties, the remover of all obstacles. It is useful in all places, and at all times; it is useful in solitude, for it shows a man his way into the world; it is useful in society, for it shows him his way through the world. Talent is power, tact is skill; talent is weight, tact is momentum; talent knows what to do, tact knows how to do it; talent makes a man respectable, tact will make him respected; talent is wealth, tact is ready money. For all the practical purposes of life, tact carries it against talent, ten to one. It puts on no looks of wondrous wisdom, it has no air of profundity, but plays with the details of place as dexterously as a well-taught hand flourishes over the keys of the pianoforte. It has all the air of commonplace, and all the force and power of genius.

Editor.—If we are not born with talent we can at least cultivate tact.

not half ground. At length, however, it was sharpened; and the man turned to me with, "Now, you little rascal, you've played truant; scud to the school, or you'll buy it!" "Alas! thought I, "it was hard enough to turn a grindstone, this cold day; but now to be called a little rascal, is too much."

It sank deep in my mind; and often have I thought of it since. When I see a merchant over polite to his customers,—begging them to take a little brandy, and throwing his goods on the counter,—thinks I, that man has an axe to grind. When I see a man flattering the people, making great professions of attachment to liberty, who is in private life a tyrant, methinks, look out, good people! that fellow would set you turning grindstones. When I see a man hoisted into office by party spirit, without a single qualification to render him either respectable or useful—alas! methinks, deluded people, you are doomed for a season to turn the grindstone for a booby. *Franklin.*

If any of our readers are interested to know from what sources these selections are taken they may ascertain same by applying to the Editorial Department of "The Gillette Blade."

THE TEN COMMANDMENTS OF THE "BOSS"

DON'T lie. It wastes my time and yours. I am sure to catch you in the end, and that end will be the wrong end for you.

Watch your work not the clock. A long day's work makes a long day short and a short day's work makes my face long.

Give me more than I expect, and I will give you more than you expect. I can afford to increase your pay if you increase my profits.

You owe so much to yourself that you can not afford to owe anything to any one else. Keep out of debt, or keep out of my place.

Dishonesty is never an accident. Good men, like good women, never see temptation when they meet it.

Mind your own business and in time you'll have a business of your own to mind.

Don't do anything for me that hurts your self-respect. Anybody who will steal for me will steal from me.

It's none of my business what you do at night. But if what you do at night affects what you do the next day, and you do only half as much as you should, you'll last only half as long as you hoped.

Don't tell me what I like to hear, but what I ought to hear. I don't want a valet for my vanity but a guardian for my dollars.

Don't kick if I kick. If you're worth while correcting you're worth while keeping. I don't waste time picking specks out of rotten apples.