Approach your job with confidence—Learn while you earn!

SEPTEMBER 1921
MARTIN HERBERT EISENHART

Mr. M. Herbert Eisenhart came to Bausch & Lomb in December of that stirring and epoch-making year of 1917, when America, thoroughly aroused, had thrown herself into the world conflict then raging in Europe. He joined our organization to assist in meeting the extraordinarily heavy requirements which made it necessary for us to neglect, to some extent, our regular trade—for Uncle Sam was in dire need of optical military goods to equip our army and navy, and Bausch & Lomb was most heavily depended upon to produce this equipment. With the armistice, and the subsequent completion of war work, our organization was again enabled to turn its whole attention to the needs of our regular trade. Both in our war work, and our present preparation more adequately to serve the regular “peace-time” optical trade, Mr. Eisenhart has been an especially valuable adjunct to our organization.

Having been graduated from Princeton University in 1905, and later from the Chemical Engineering Course in the Massachusetts Institute of Technology, he entered the Industrial Laboratory of the Kodak Park plant of the Eastman Kodak Company. In 1911 Mr. Eisenhart was transferred to the manufacturing section of the plant, where he served as Assistant Superintendent of the Chemical Plant until 1913. At this time he was elevated to Superintendent, which position he held until he came to our organization.
City Night School Opportunities

Courses Offered in Almost Every Phase of Industry

The Principal of a boys' school in the middle west addressed the youngsters one morning as follows:

"Suppose you had to have a job today; suppose you had to earn money, and I wanted a boy to shovel my walk. How many boys could do it?"

Five hundred hands went up.

Then he said to the boys, "What are your chances of getting the job?"

They realized that they had one chance in 500.

He said, "Suppose I wanted a boy to paint the walls of this room and do a good job, how many boys could do it?"

About forty hands went up.

He said, "What are these boys' chances of getting the job?"

Then he said, "Supposing I wanted a boy to install the electric chandelier in this room and have it meet the requirements of the Board of Underwriters and pass the City inspection, how many boys could do it?"

One hand went up. The boys understood exactly what he meant by that illustration. He taught those boys a simple lesson in economics. He taught them that there are two kinds of jobs. The jobs that anyone can do, and the jobs that only certain individuals can do through special training.

The principal used the above illustration to impress upon his young students just what special training means in industry, that the better the preparation, the better the chances the man or woman has in this world of not only making progress in a position, but actually obtaining the position in the first place.

It is not so much a question of grasping opportunities when they present themselves as it is to be prepared, so that when the opportunity comes you will be prepared to grasp it. Battles and opportunities are won or lost not on the scene of action, but back in those early days of the individual's training.

Now is the time! It is never too late to learn, but the earlier the better.

Rochester's evening schools will soon be wide open. Some of them will receive entrance applications now.

In our own line of business the Rochester School of Optometry is offering courses in Practical and Theoretical Optics that are probably the best evening courses in optics given in America. For these courses and all other courses given at the Mechanics Institute, the Company will make refunds of from 10% to 50% of the tuition on the successful completion of the courses taken by our folks here in the plant.

Besides the great variety at Mechanics Institute, there are other institutions offering courses. Among these are the University of Rochester, the Rochester Business Institute, the Darrow School of Business, the Public Schools, etc.

Catalogues and other information covering the evening courses given by the various institutions in Rochester are on hand in the Industrial Relations Department, and are at your service. Call up, or come in.

Rochester's Schools Offer Wide Range of Courses

Student in Optics at the Mechanics Institute

Who knows what the future holds?—be prepared. Do your work well, learn and save.
Not even on the "Front Porch," but surrounded by the numerous and homely objects of a back yard in a good old-fashioned American way, President Warren Harding, First Gentleman of the Land and a regular fellow, chats with an old friend.

He said in his address before Congress April 12, 1921, "We can render no effective service to humanity until we prove anew our own capacity for cooperation in the coordination of powers contemplated in the Constitution."

Photograph published through the courtesy of the Editor of G. F. House Organs, The General Fire Proof Company.

Business Conditions and You

Business conditions have been exceptionally dull all over the world, and America has not escaped its share. These conditions have made economy and better workmanship the key note for the year directly ahead of us.

The customers who crowded into the market places a year or two ago are no longer madly buying—buying—buying. They have gone, and in their place salesmen are scouring the country in an effort to get business for their respective houses. Today is a buyer's market, and the seller is at his mercy.

Thin markets mean close selling and competition. Manufacturers must trim their prices to the barest point, and competition is the keenest it has been in years in every line of business. Competition means that each manufacturer must put the best workmanship and material available into his product, and, at the same time, cut down every unnecessary expense in connection with its manufacture. It is a case of the best product winning, for you can depend on it, your friend, Mr. Competitor, is on the job selling for all he is worth.

"Keen Competition" has a message not only to the manufacturer, but to every man and woman in his organization. It means that everyone working on the product must practice rigid economy, and put forth his or her best effort. It means making the product so well and so economically that the consumer will appraise it as being the best for his use.

Business is what you make it—Let's all get together and BOOST.

This time is SAVING time—dine at our Dining Hall and trade at the Balco Store

Page Four
Hang On to Your Liberty Bonds

Upon entering the war the United States faced a stupendous problem in finance. Equipment and food and countless other requirements were needed immediately.

To raise this money rapidly, Liberty Bonds were authorized.

The market value of the bonds is influenced by economic conditions, or "supply and demand." There has been an unprecedented demand for money, and this demand boosted the rates received for it. At no time in our history have such vast sums been required to carry on American industry—the frequent offering of bonds by railroads and industries serve as an example. Large corporations, numbered among the largest Liberty Loan subscribers, have found it necessary to liquidate during the present business depression by disposing of these bonds. Other smaller Liberty Bond holders have tried to sell their bonds for various reasons, which has thrown more Liberty Bonds on to the market than there are purchasers to buy them. Naturally, therefore, the value of these bonds declined in proportion.

But one point is certain: these daily fluctuations in market values of Liberty Bonds have no effect on the value of the bond when it comes due. Uncle Sam promises to pay its face value at maturity. Also, Liberty Bonds are generally accepted by bankers and others for collateral or security for loans. Therefore, there is no good excuse for selling your Liberty Bonds.

Hang on to them!

Further information on bonds can be procured through the Industrial Relations Department.

Have you been to the Dental Clinic to have your teeth examined? Don’t delay; do it now!
No August Number of The Reflector

We are sorry, of course, but we hope that everyone missed the August Reflector. The omission of that number was made necessary, due to the fact that the plant was closed during the last two weeks of July, when the magazine would be normally on the press. Also, its publication would seem inconsistent with the economic reasons which made it advisable to close the plant for the two week period. This issue will, therefore, necessarily serve for both August and September.

A Better and More Economical Product

None of us here in the plant can be neutral. Each is on one side of the fence or the other. We are either helping out our sales force to bring in orders, or else we are hindering them in their efforts to keep the folks in our plant busy. It all depends upon how each one of us is doing his or her part.

Every time we do our job the best and most economically that it can possibly be done, we are giving our salesmen the best arguments in convincing their prospects and making sales. Every time we neglect our work, and do our job in a slip-shod and careless fashion, we pull the supports out from under our salesmen, and swing good business to Mr. Competitor who, you may depend upon it, is right on the job these days.

Business is what we make it. Each of us can materially help in making it good by backing up our salesmen with the best workmanship and the most economical product so that our customers will be satisfied with our goods only.

"If I Had It to Do Over Again"

How many times have you heard men say that? Fairly young men are saying it today, as they put on their hats and coats and start for the movies, bowling halls, and "just downtown"—and there's a great library in every section of the city and a night school on every corner. Yet we are prone to say, "If I had it to do over again!"

Don't envy an education—have one. Never was there such a time in the history of man, when books were so plentiful or education so cheap. No one is so busy that some time is not available for reading and study. It's up to the man.

A man in any position in any industry has a definite duty before him—both to himself and to his community. He ought to know something about his industry and its problems, as well as his job. In this subject alone, he will find he has much to learn that will mean a great deal to him, in dollars and cents as well as in educational advancement.

Don't say, "If I had it to do over again!", because if you do you are "passing the buck". Your chance is here; every school is trying to get you to come to it, and get the knowledge that is there waiting. You have your chance before you—literally strewn in your path—take advantage of it.
Brazilian Naval Officers Visit Our Plant

THE above photograph will present to you Lieutenant Jose Espindola, on the left, and Lieutenant Octavio Machado, on the right. Both are Brazilian officers, and are from the battleship "Minas-Geraes," which is one of Brazil's war ships, and was brought into the Brooklyn Navy Yards for overhauling.

While the "Minas-Geraes" was in dry dock, during the month of July, these two officers visited our plant for the purpose of becoming more thoroughly familiar with the construction and the use of our Range Finders and other optical instruments with which their ship is being equipped.

They inspected those departments which are directly involved in the manufacture of the instruments that are being made for the Brazilian Navy through the agency of our Government.

They are both staunch boosters for B & L, and tell us that they have had considerable experience on the sea in the use of our naval instruments, and that they appreciate the excellent results that can be secured with them.

Before leaving, the lieutenants, probably inspired by our Charlotte bathing beach, presented the editor with the photograph, showing the bathing beach in their home town, Rio De Janeiro.

EVERYONE SERVED

BY 12:10

No Hustle — No Confusion

A good hot dinner here is no break in the chain. It's just like eating all your three meals at home.

— And by 12:10, at the latest, you are served.

It is actually less expensive to dine here than to bring your lunch or to go home to dinner—to say nothing of buying a meal uptown—And look at the time you save!

Think of the havoc poor food will play with your constitution, if consumed regularly throughout the year! One look at our kitchen is ample assurance of the best and cleanest of wholesome foods.

Start your afternoon right by dining right—Patronize your restaurant.

Regular Dinner - 25c

Special Counter Service as well.

BAUSCH & LOMB DINING HALL

— Many a man who did not think of "Safety First" is today on crutches —
Early Settlers
A Group of Men, Who for Nearly 40 Years, Have Served With B & L

Men in any business, who have stayed in the game and developed year after year, are the nucleus of all industry. It is about them, that the business end of our universe revolves. They are the elements that give business its stability, make it possible for industries to develop, give the investor, large or small, confidence in his investment and keep up the standard of industrial performance. To such men, a community, a state or a nation owes untold blessings and conveniences—for they are the backbone of any country.

And here we have a group of such men. Some have served 39 years; some 37 years—all are Early Settlers, and each has had a hand in our growth from the days when our plant was a small beginning until now, when it leads the world in the manufacture of optical goods.

The men in the above photograph and the number of years they have been with our Company are as follows:
Top row left to right—Charles Balk, 37½ yrs; Anthony Karp, 38 yrs; Joseph Fouquet, 37½ yrs; Albert Vragel, 37 yrs; Gustave Wogatske, 38 yrs.
Bottom row, left to right—William Fleischer, 26½ yrs; Edwin Braun, 37½ yrs; Henry Meier, 37½ yrs; John Aldinger, 37 yrs.

A Slight Resemblance
Chris Kleinz: "Why is a girl like an arrow?"
Bill Sours: "I don't know, why?"
Chris: "Because she's in a quiver till her beau comes."

When Absent, Sick or Otherwise
It has come to the attention of the Mutual Benefit Association officials that many members of the Association in the plant are not certain as to what to do when they become ill and are forced to remain at home.

As has been set forth before in these pages, everyone who is absent for any reason should notify the Employment Office by phone or otherwise, without delay. If the person is sick and is a member of the M.B.A., he or she should notify the Employment Office to that effect. If this is done his or her M.B.A. money will be taken care of, and no difficulties will arise.

Strict compliance with this regulation will save a lot of inconvenience and misunderstanding on the part of the person who is ill, and, at the same time, will assist the Mutual Benefit Association officers in keeping their accounts.

Inconvenience of Closed Dining Hall Noticed
Although the plant as a unit was closed during the last two weeks in July, there were some few people in the plant who necessarily had to remain "at the guns." Not enough, however, to justify the continuance of the Dining Hall service.

These folks, we are sure, will testify to the inconvenience of having no first-rate Dining Hall handy right here under our own roof.

It sometimes requires the deprivation of some accustomed convenience to make us realize what a convenience it really is. Often, after the glamour of newness wears off a new convenience, we sometimes become so accustomed to it as to take it for granted, forgetting the inconvenience which existed before it was placed at our elbow awaiting our beck and call. It would be well for all of us to pause here long enough to appreciate the many conveniences we, as members of the Bausch & Lomb organization, enjoy.

Our Dining Hall Mentioned
In an article appearing in "Belting," dated July, 1921, special mention is made of the belt conveyor in our Dining Hall. Under the title "Belt Conveyor in Plant Restaurant—Where Next?" a large photograph is published showing our Dining Hall and a detailed picture of the belt conveyor, giving some idea as to how it operates.

The key to success is made out of brain food.
Carneaux as a Commercial Necessity

The natural color of the Carneau (Car-no) is Red and White or splashed with White. The Carneau in its natural color is just as good a breeder, but not so attractive and beautiful in color as the choice Solid Reds.

Of all the many breeds of pigeons the Carneau is the world's favorite. However, it is not only the beauty of the birds, but their squab breeding qualities. Until you eat a nice, fat Carneau squab, you'll never realize what you have missed. Why did Esau sell his birthright to his brother for a mess of pottage? Had he sold it for a mess of squabs, it would be understood—worth the money.

Fifteen years ago squabs were practically unknown in the United States. Now there is an unlimited demand for them. Each squab contains from two to five ounces of protoplasm, elixir, liquid of life, without which nothing can live. This liquid is life-giving and the tissue builder. The presence of a large amount of this liquid in squabs is the cause of their growing so fast. In four weeks they will weigh from one to one and one-half pounds.

To the nerve-squanderer, brain worker and the weak person, squabs produce a more natural relief than does medicine.

Carneaux eat nothing but pure, clean grain, which makes them the cleanest meat producers, and have the most delicious and appetizing meat in the world.—Dan Smith.

Gives Thanks for Remembrances

The 91st birthday of Mr. John J. Bausch was quietly and peaceably spent by him with his immediate family at his home on St. Paul Street, just a few blocks north of the plant, and in the vicinity of Huntington Park.

The day was featured by many gifts of flowers received from individuals and organizations in the plant, and Mr. Bausch wishes The Reflector to publish his most sincere thanks and appreciation for the many remembrances.

The Old Family Rocking Chair

Did you know that the rocking chair was “discovered” in this country?

It has been for years the throne of the mother, the grandmother, and the great-aunt—and occasionally grandpa has taken a whirl in it.

It has been recently discovered that it also makes another contribution to the benefit of mankind, in that it materially aids in the circulation of the blood—hence, for those who cannot otherwise keep their blood thoroughly stirred, it is a good proposition. It appears that, when a person is sitting in a rocking chair, the effort to keep the chair rocking to and fro and the resulting motion causes enough exercise in the muscles of the body to have a beneficial effect on the circulatory organs. This may be the reason that older people “take” to the rocking chair, since their powers of exercise are limited, and this being a restful and quiet way to work up circulation. Although our elders may not have thus figured it out, they are undoubtedly conscious of the fact that they feel better for having rocked.

Whether this be so or not, long live the rocking chair!

Many Are Pleased

With the wonderful “buys” that can be made at the Special Sales—and real money saved—these sales change every two weeks—keep in touch. Do not miss any of them.

BALCO STORE

Did You Know That

There are in the United States today 1,000 privately owned aircraft. More than 100 companies operate airplanes carrying passengers. In about 6 months time about 80,000 persons have been carried and about 1,000,000 miles flown. Those accidents, which have occurred, have been traced either to carelessness in operation and inspection or the lack of properly regulated terminals.

The photographic camera is being used extensively in industry and in assisting geographical surveys.

Page Nine
How fast the time flies and how rapidly improvement comes in the development of man-made contrivances! In the face of what we have learned about the vastly important part photography, the balloon and the swift aeroplane played in the recent war, it is difficult to turn the pages of history back to the period of our Civil War and imagine aircraft and the camera put to military uses in this early stage of their development.

Nevertheless, history shows us, back in 1862, during the early days of the Civil War, a military photographer ascending in a captive balloon behind the Union lines in front of Richmond, endeavoring to register on a sensitive film a picture of the rebel defense! His name was Black and it is said that his first exposures were ruined either by movement or the escaping gas from the balloon gas bag. These difficulties were soon overcome and a perfect negative made showing a wide expanse of battlefield—from Richmond to Manchester on the west and to Chickahominy on the east (about twenty miles). The James River, the other streams, roads and the disposition of troops were all clearly set forth.

It is interesting to note how these photographic prints were used in connection with the operations around this rebel stronghold.

Two prints were marked off into 64 similar squares, each square being numbered to correspond with its like square on the other print. One of these prints was retained by General McClellan, who was in command of the Union forces, while the other was taken aloft by the aeronaut. The latter, acting as an observer, telegraphed to the General all movements which took place behind the enemy lines, designating the location by the numbered squares on the photograph.

Nadar, a Frenchman, is given credit as being the first to take photographs from balloons. There seems to be evidence also that he took pictures showing the famous siege of 1870 to 1871, during the four months invested by the Germans. This work, however, was microphotographic work and it is said that the balloon played no part in the making of these small positives. It is generally conceded that the first real aerial photography, performed as an auxiliary to military operations, was accomplished by Black during the siege of Richmond in 1862.

After the manufacture of optical glass, higher type lenses and more practical cameras developed, and better results were procured in all branches of photography.

It appears that in 1877 attention was brought to our War Department of the usefulness of photography in mapping out the enemy’s lines from the air, and a special balloon-supported camera for doing the work was submitted for the department’s approval. The device was an especially-made camera—attached to a gas ball 8 feet high—with plates set on a horizontal revolving disk, the whole operated by means of electric wires woven into a rope which held the captive balloon. This was the invention of Mr. W. Woodbury and was eventually rejected by Government officials.

Generally speaking, more attention was paid to kite photography than to balloon photography, which appeared to receive less attention than it deserved. M. Batut of France (in 1887) seems to have been the first of the many experimentalists to take photographs from balloons, but the work along that line was interrupted by the introduction of aeroplanes and navigable balloons or airships.
A. O. A. Convention

MOST of us will recall the summer of 1919 when the American Optometric Association held its annual convention in this city.

This year, beginning Monday, June 27th, the 24th annual convention was held in New York City, with headquarters at the Waldorf Astoria hotel, and was characterized by “The Optical Journal” as being a “marvel,” and included “without doubt the greatest exhibit of optical machinery and supplies and optometric equipment that has ever been made.”

The Bausch & Lomb exhibit at the Convention was complete. Included in it were range finder prisms, photographic and microscopic lenses and a great variety of other products manufactured here in our plant, including a range of high-grade optical glass, representing the greatest triumph of American manufactured optical glass ever shown, from the densest flint to the lightest crown glass. Here, also, was exhibited for the first time the new Bausch & Lomb automobile headlight lens, which is not only absolutely non-glaring, but has the greatest light transmitting power.

The Goggle Eye Club Cuts Mellon

THE Goggle Eye Club has just recently closed the biggest financial year in its history. The Club is composed of 63 thrifty men of Bausch & Lomb, who have been banded together in a common determination to SAVE—and they are certainly succeeding in their purpose. The savings and earnings of the Club were distributed at the close of their financial year.

During the year beginning June 20th, 1920, to June 20th, 1921, its 63 members paid into the treasury $10,202.25 for dues on an aggregate of 385 shares of the organization’s stock. The shares have a value of 60¢ each, and the dividend this year for 385 shares totals $228.00.

The earnings of the Club are set forth as follows by the Financial Secretary, William J. Hartung, and Treasurer Frank J. Bettin.

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<tr>
<td><strong>Total</strong></td>
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The F. A. Hardy Company Executives Visit Plant

On Monday, August 15th, 22 of F. A. Hardy executives, branch managers and salesmen visited our plant, as one of the regular scheduled places of interest to be seen on their tour of eastern optical centers.

The F. A. Hardy Company is one of the largest optical jobbing firms in the world, and are dealers in B & L products. The home office of the Company is in Chicago with branch offices in Atlanta, Georgia; Dallas, San Antonio, Waco, Wichita Falls, Texas; Denver, Colo.; St. Paul, Minn; and San Francisco.

It is the custom of the Company to hold their sales convention in Chicago. This year, however, they have introduced a unique series of educational and sales meetings. Starting from Chicago on a private Pullman sleeper and an observation car, they journeyed east with the object of visiting all the important optical points of interest, and to conduct their sales and educational meetings en route on the train. In this manner they are enabled to benefit by their visits to the various optical plants; to learn first hand the manufacturing processes, and at the same time to use their time on the train for constructive sales meetings.

The private cars went through to Boston, and, using this as a center, various New England optical plants were visited. On the return trip the Hardy representatives stopped in Rochester, where they visited our plant and were entertained by members of the Company and our organization.

Catalogues and information on evening courses at the Industrial Relations Department.
P. O. H. Sausage Roast
Island Cottage

It was a difficult task to get this bunch away from their “hot dogs” and other eats long enough to take a photograph, but—here they are. Precision Optics Headquarters is composed of a crowd of live wires and hardly a season passes that a party of some kind isn’t held. The photo bears ample testimony of “good times”.

Alvin Meyer and Ralph Bittner of ID Department spent their vacation canoeing in and about the Thousand Islands. They came back with many fish stories—but we didn’t see any fish and we couldn’t see their stories.

Ethel Tindle, OD Department, is suffering from a terrible cold, probably caught while riding in her Dodge car. Careful, careful, Ethel.

Frank Klingler: “Ed, why is the letter A like 12 o’clock at noon?”  
Ed Rice: “I dunno.”  
Frank Klingler: “Because it is in the middle of Day.”

In spite of the present depression, cupid’s business seems to be rushing. In OG Department Loretta Gerhard and Elmar Wical, as well as Mabel Gottschalk and Arthur Frankenstein, have announced their engagements. Heartiest congratulations to both couples.

Miss Vivian MacLaren, Production Department, was married on June 30th., to Edward Tschorke. The ceremony took place at the home of the bride in Webster, N. Y. Members of the bride’s department presented her with a handsome mahogany clock, and the girls entertained her at dinner and at a theatre party.

REFLECTOR wishes bride and groom lots of good luck.

Mary Cook, announces her appreciation to her friends in MK Department for the beautiful flowers sent to her during her illness and the many kindnesses shown.

Your Little Wife
Who plans to make your future bright?  
Your little wife.

Who cooks to tempt your appetite?  
Your little wife.

Who tells her women friends that you are one grand husband through and through,  
Who’s the best girl you ever knew?  
Your little wife.

Who pats your cheek when you get home?  
Your little wife.

Who smoothes the thin hair on your dome?  
Your little wife.

Who looks at you, her brown eyes clear,  
And, snuggling to you extra near,  
Says—“This is pay day, ain’t it dear?”  
Your little wife.  
—Selected

Mr. Stork, in spite of the fact that he waited a long time, demonstrated the fact that he had not forgotten the home of Eddie Fehrenbach. On July 5th he made a call at Eddie’s place and left a blushing baby girl. Congratulations, Ed, we have heard that she is as pretty as a picture.

Marinus Remein: “Bob Durning’s lady friend says that Bob is just like Kolynos tooth paste.”

Geo. Tschume: “How’s that?”

M. Remein: “I suppose he’s good to the last squeeze.”

Here’s Henry Jr.!

A photograph snapped in the yard of Henry Gardner’s home, showing his son, all smiles, sitting for the picture. His name is “Henry”, Junior of the family. He is the “first born” of “Hank” Gardner and his wife who, as many will remember, was Celia Sherre of the Warehouse Stock Department has ushered into the world a new savings club, with Henry Vogel as President and William Kunz as Treasurer and Secretary. About 75% of the department has already joined and it is expected soon that 100% will be reached. This is fine work on the part of OC Department and we hope later to have a more complete report on its activities.

OC Department has ushered into the world a new savings club, with Henry Vogel as President and William Kunz as Treasurer and Secretary. About 75% of the department has already joined and it is expected soon that 100% will be reached. This is fine work on the part of OC Department and we hope later to have a more complete report on its activities.
"I say, doctor, did you ever doctor another doctor?"

"Oh, yes."

"Well, tell me this: Does a doctor doctor a doctor the way the doctored doctor wants to be doctored, or does the doctor doing the doctoring doctor the other in his own way?"

Walter Last:—"Times have changed."

George Gloor:—"Yes, it's a long way from grandfather's clock to a wrist watch."

Ray Decker was struck senseless by the wonderful hair cut paraded by Phil Neuer. He kept at Phil until he found out where the job was done. As a result, OC Department has another hair cut a la convict. Hope it grows in before the cold weather, Ray.

Dan Smith says, "Figures won't lie."

"They can't the way the girls dress these days."

You'd never know it, would you? No, she isn't trying to appear as Mary Magdelene, not Florence. She's sporting the only apparel she could find—a bed sheet—after her magnificent slap-stick comedy dive which landed her in the foamy deep at Braddock's Bay. Florence proved to be a poor judge of distance when she tried to reach from a rowboat to a cottage on the shore. She landed exactly in the middle of the two things.

This event was one of the thrillers furnished the Pay Department girls who weekend at the Bay recently. Mrs. Augusta Willig was chaperon. Even the strictest of chaperons would have had a difficult time—keeping Florence from her morning bath.

Guy Rolph: "Say, Bill, did you ever do any public speaking?"

Bill Johnson: "I once proposed to a girl over the telephone in my home town."

Take Heed Ye Autoists!

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

Jule Heberger: "What are you taking for your cold, John?"

John Priendal: "Make me an offer."

We have a report from OF Department that everything is OK.

A certain parson of this city performed a most happy matrimonial operation on August 13th, in joining together, for better or for worse, now and forever, the hands of Melinda Fuhrman, of the Purchasing Dept., and Henry Mohserle, of our Chicago Office, who was formerly a member of our Production Dept. The wedding was a very pretty affair in which several B & L folks participated in the capacity of bride's maids, ushers and "best man."

We don't just know which one deserves the greatest congratulations, so we'll give both our heartiest, and wish them the greatest happiness in their new home in Chicago, where "Hank" is plugging away, selling B & L products.

The Pay Department girls recently held a stag-ess picnic at Cranberry Pond, and the group below rested long enough from their fun to pose for the REFLECTOR. It's the first photo they've had in our pages and we're glad of the opportunity to run it.

A real live bunch of girls are these, and they're never inactive. In the winter months they turn to basketball and are the biggest rooters the Balcos have.
B. & L. Boy Scouts Have Fine Time At Camp

The lads of the Bausch & Lomb Scout Troop 73, composed of boys from the Mail and Errand Service, were given a rare treat this summer by the Company. Each was given a week at Camp Oretiana, the Camp of the Boy Scouts of America located at Canandaigua Lake.

The Camp has a beautiful location on Canandaigua Lake and is a miniature village of army tents. Each tent shelters 10 husky youths.

Everyday was chuck full of fun. The average program runs as follows: Reveille—Morning Exercise—Swimming—Flag Raising—Breakfast—Fatigue—Tent Inspection—Freedom until 11:00 o'clock Swim—Dinner—Freedom until 4:00 o'clock Swim—Supper followed by Camp Fire Circle and Entertainment—Taps 9:30—the end of a perfect day.

Every possible precaution is taken by the Scout authorities at Camp to prevent accidents. The Camp is well arranged and most efficiently managed by men who understand boys, and know what they like, and who understand the enforcing of the proper amount of discipline. Plenty of grown-ups are at the Camp to see that the lads are properly taken care of and the food is excellent.

The Camp is open to visitors and scarcely anyone who goes to Lake Canandaigua fails to include a visit to it.

Becomes United States Citizen

"The Reflector" takes this opportunity to congratulate Nathan Davis of PA Dept. on his successful passing of the United States examinations for citizenship, and to welcome him as a brother American. We believe that he will do his small share in making this country a better place to live, and at the same time remind ourselves that it is our duty to continue to do our full part in making conditions in America better and better. This is our country, and it is just what we make it.

A Suggestion for Your Department—Try It.

A suggestion appeared in one of the popular industrial magazines regarding a permanent department fund to take the place of collections in various emergencies. "Pass the hat" on the various occasions that arise from time to time in the department is often embarrassing for some individuals. There is invariably an honest doubt as to just how much should be contributed by each person, and the difference in opinion frequently gives rise to argument and ill feeling—generally the result of misunderstanding.

The collections for flowers, wedding presents, etc., are eliminated by a permanent fund, which is started and maintained by a contribution of $.10 per month by each individual in the department. A committee is placed in charge of the fund and, when the proper occasion arises, money is drawn and the flowers or other gifts are purchased. Thus, "Passing the hat" is made unnecessary, and everyone has contributed equally. Incidentally, the matter is very speedily and easily taken care of.

The Best Game of All

"You're sick of the game!" Well, now, that's a shame. You're young, and you're brave, and you're bright. "You've had a raw deal!" I know, but don't squeal. Buck up, do your damnedest, and fight. It's the plugging away that will win you the day, So don't be a piker, old pard! Just draw on your grit; it's so easy to quit; It's the keeping-your-chin-up that's hard. It's easy to cry that you're beaten, and die; It's easy to crawfish and crawl; But to keep on and fight until it comes right— Why, that is the best game of all! —Robert W. Service

The man who puts safety last usually goes to the hospital first.

Has your department had an accident lately? If SO, be more careful; if NOT, be more careful
BUFFALO WHIRLWIND SIGNS IRON BOUND CONTRACT
WITH OUR BASKETBALL TEAM—WAS WITH ORIOLES
FIVE YEARS.

Ray Knapp, for five years the star of the Buffalo Oriole basketball team, and one of the greatest long distance shots playing the court game, has been signed up to jump center for the Bausch & Lomb basketball team the coming season. Signing up the Buffalo wizard took exactly three months time, and when the signature of the speedy Ray had been fixed to a contract, "Bill" McCarthy heaved a sigh of relief.

Knapp is popular in Buffalo, where he is a big drawing card. Bill wanted him for the Balcos but wasn't keen for allowing Ray to play Buffalo ball. Finally a contract was tendered which was satisfactory to both manager and player and Ray signed up. Knapp will play only with the Balcos but Bill had to guarantee him that B & L would use him in every game played this season. In order to get Knapp, McCarthy had to stipulate that Ray would be used in all games, whether needed or not.

Knapp is no stranger on our court, nor on the Armory floor. In the Balco-Oriole series last winter, Ray zipped in ten field goals. He always gave the Centrals a lot of trouble—in fact, Ray has proved a thorn in the side for every team he has played against. He is a real fellow off the court but a fighting demon in a game. He is bound to be popular with Balco followers.

Knapp and Howie Ortner have always been rivals. When Knapp was in Masten Park, Ortner played with Lafayette High. As amateurs Knapp played with the Alerts, and Ortner with the Black Rocks. These teams were bitter rivals. Then Knapp joined the Orioles and Ortner played with the Hewitts, then the Balcos. Now, after a span of years, they're signed up by the same club.

A wicked pair Howie and Ray? Watch them this coming season.

SPORTS

BALCOS SIGN RAY KNAPP TO JUMP CENTER.

BUFFALO WHIRLWIND SIGNS IRON BOUND CONTRACT
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FIVE YEARS.

On August 1, 1920—a year ago—Babe Ruth had made 37 home runs.

Babe has a record to shoot at that he'll never equal. In 1902, Catcher Justin "Nig" Clarke, of the Corsicana team of the Texas League, against Texarkana, made eight home runs in eight times at bat in a single game. Sixteen home runs were made in this contest. Three members of the Corsicana team had eight hits each. Corsicana won the game 51 to 3. It was this same team which set a record of twenty-seven consecutive victories, recently tied by Baltimore. Clarke later caught for Cleveland, and a few years ago was with the Rochester club for a short time.

Fred Merkle's prize bone play was not made in a World's Series game, but against the Chicago Nationals. Fred ran from first base to the club house on "Moose" McCormick's pinch-hit single to right field, and Artie Hoffman played the ball in to Johnnie Evers. (This answers Bill Seiler's inquiry).

In last year's World's Series Sherrod Smith had but two runs scored on him in two games—one in each—yet Brooklyn won but one game he pitched.

Coveleski who won three games for Cleveland, gave but two base on balls to Brooklyn batters in twenty-seven innings, which is a marvelous feat for a spit-ball pitcher.

Time makes a great difference—in purses. Dempsey and Carpentier took down $500,000 for their fight. In 1862 Corbett and John L. Sullivan divided but $25,000 between them.

The biggest purse ever taken down by John L. was in 1889 when he beat Jake Kilrain in 61 rounds. Sullivan got $20,000 as his share.

The American League has won ten world championships; the National League, six. Chicago Cubs won two of the six—in 1907 and 1908.

Detroit Americans won the American League pennant in 1907, 1908, and 1909, yet never won the world's title. The New York Giants copped in the National in 1911, 1912, and 1913, and were beaten each year by the American league winners.

In 1907 Detroit failed to win a game against Chicago Cubs, and in 1914 the Philadelphia Americans couldn't cop a single game from George Stalling's Boston Braves. In all other world's series, the loser of the title has at least won a game or two from the winning outfit.

Our Factory English Classes not only teach English, but prepare foreign-born folks for citizenship
LEADERSHIP

REASON, experience and instinct guide man through the intricate paths of life, while man in turn directs the destinies of that which he creates.

Stationed at the helm of every industry, are men upon whom the success or failure of the enterprise depends.

Youths of yesterday, imbued with the instinct for achievement, educated in the hard school of experience and rounded out by the necessity of clear reasoning, to-day stand at the head of this organization and lay its plans for the future.