

The Mueller Record

Vol. II

APRIL 11, 1912

No. 22

GET IN TOUCH.

Salesmen Must Pay Strict Heed to Water Works Business.

We are advised that a competitor of ours claims that he sold \$400,000 worth of water works goods last year. We doubt very much if he sold over \$200,000 worth. This however, gives us an opportunity to bring to your mind a fact that has been apparent to us for some time, and that is that not only this competitor but others as well, have special salesmen who are devoting themselves to the water works trade. They are doing everything in their power to break down our strength with the water works, and get the business away from us, because they know that this strength has been of material benefit to us.

We therefore want to caution our salesmen to get in close touch with the water works business and stay in touch with it. Upon arrival in a town, see the water works trade first and make every effort to land their business. We cannot over estimate the value of the friendship of these water companies, because in countless cases they are securing the use of our plumbing goods by advocating same. The merit and quality of our water works goods impresses them, and they know that the same quality policy is extended to the other brass goods that we make.

Never forget to call the attention of the water works superintendent to our Self-closing work. Water companies have many complaints from customers of overcharges on their bills, or in cases where a flat rate prevails, the water company is put to the enormous expense of pumping water that is allowed to go to waste through carelessness of users. In either case self-closing work will correct the difficulty. It is a benefit to both the water works and the consumer.

A competitor of ours is advertising his self-closing work to the water works trade,

and we recently sent advertisements to Fire and Water Engineering calling attention to our product. We believe there is an opening for increasing our sales in this particular line by getting the water works men to understand its efficiency in preventing the waste of water. Please bear these facts in mind and from this on make a special effort to retain the friendship and business of all water works companies.



THE QUESTION OF COMPLAINTS.

With a Little Investigation Most Cases Can Be Handled By Salesmen.

Regarding complaints of freight allowance we wish to impress on the salesmen, and emphasize the same, that they must make a thorough investigation before referring such complaints to us. These matters come to us and we go to the bottom of them, our investigation frequently demonstrating that the salesmen had jumped at conclusions and written us in a matter of fact way as if there were no question of the correctness of the complaint. We find that the complaint is not founded on fact, which could have easily been determined by the salesman himself if he had exercised due precaution in getting all the information. As an example of this, we might cite the cases wherein we have recently had stop cocks returned to us with the request from the salesman that we replace the same. And yet we find on investigation that the goods have been frozen and consequently there was no justice in the complaint.

Now if the salesman could hold off complaints of this kind it would be easier to convince the customer that he had no just claim than it is in cases where the salesman simply accepts the statement as a fact and writes us to correct the error or replace the goods. You can readily see that where you concede the point to the customer, it is much more difficult for us to convince him

that he is not in the right than it would otherwise be. In fact, while we may compel his admission that he has no just claim he is quite certain to always feel that we had not treated him squarely because he has your admission that he did have a just claim. Consequently where we have to turn him down, it is natural that he should be left with an unfriendly feeling toward us.

In a recent case we were advised that a certain customer was making complaints that he was entitled to freight allowance on shipments. This customer had been furnished with a statement with his quotation which plainly read "f. o. b Decatur, Illinois, full freight allowance on shipments of 125 pounds or over." The salesman had a copy of this correspondence.

By reference to our shipments on standing orders for this customer we found that two of his shipments had been prepaid but the third had slipped through without being prepaid, but the freight was deducted from the invoice, consequently the customer had no ground whatever for complaint, and a little investigation of the facts would have cleared the thing up on the spot. Yet we had to enter into detail correspondence with the customer, who had been possibly led to believe by the willingness of the salesman to accept his complaint, that he was really entitled to some allowance.

In all such cases as the above we insist that the salesmen get at the facts in the case and be certain that there is some ground justifying a complaint before having the matter brought up with us. Our recent and previous investigations demonstrate to us that a great majority of these cases can be satisfactorily settled when they are brought to the attention of the salesmen if a little care and good judgment is exercised.



GOOD STOCK ON HANDS.

The sales department is informed by Mr. Cruikshank that he has on hand a large stock of Combined, Wastes and Overflows, and Extra Self-closing Basin Cocks D-11902. You are therefore in a position to push these goods to the best of your ability with the assurance that all orders can be taken care of promptly.

FUTURE DELIVERIES.

A Word from the President on An Important Subject.

On the question of future delivery Mr. Adolph Mueller has written the following, which all salesmen are expected to keep in mind:

The limit of future delivery should be ninety days. And on any future delivery order taken there must not be indicated on same that we must ship ahead of time. All we desire to have indicated by our salesmen is whether or not there would be any objection to shipping ahead of time if we so desire.

That is, he should specify very distinctly that the order must not be shipped before shipping date, or that the customer does not object to having the goods shipped before shipping date. But when he so indicates this it is not obligatory on our part to ship ahead of time, but we desire to have this right whenever it is possible. There has been some criticism on shipping ahead of time, and some of the salesmen have taken advantage of shipping date and allowed four months future. And in some cases they want us to ship immediately and make terms in accordance with the future shipping date.

Please bear this matter in mind in order to prevent annoyance and trouble in the office and unnecessary correspondence with customers.



GOOD RESULTS FOLLOW.

Trade Manifests Interest in Addresses Before State Convention.

We are in receipt of the following letter: "Have just read your notice in the Plumbers' Trade Journal, and would like to have your catalogue of brass goods. Also please state who is your Pacific Coast representative."

(Signed)

J. T. MALLETT,
San Jacinto, Calif.

The notice referred to above was an address delivered by Mr. Adolph Mueller at the meeting of the Illinois Master Plumbers in Decatur. It is quite certain that the stand taken by this company on the character of its goods, and the best business methods for plumbers, made a distinct impres-

sion on Mallet. This with other letters and similar expressions of appreciation and approval, are excellent evidence of the good that will come from having a member of this company attend state conventions and talk to the plumbers in a friendly way, giving them such advice as we know to be good, through an experience in active plumbing work and ideas gained from the trade through our position as manufacturers. A plain, sincere, earnest talk to a master plumber from a manufacturer conveys to him the interest we have in his welfare in a way that could not otherwise be accomplished. It is the "word of mouth" message to him that we are interested in his progress and prosperity, and we feel certain that the ultimate result will be not only the cementing of old business friendships but the acquirement of many new friends. We are convinced that this policy of the company will ultimately result in great benefit to them.

Every convention Mr. Adolph Mueller has attended he has made it a point as far as possible not only to address the plumbers, but to mingle with them and talk to them personally about their affairs, and in every instance he has been not only accorded respectful attention, but has been assured of the interest and appreciation they felt. His talks this year have been confined largely to business methods which will enable the plumber to pursue his work with assurance of a profit, by getting down to an actual knowledge of his costs and then figuring in his legitimate profits. On the contrary, it has placed Mr. Adolph in a position to get first hand knowledge from the plumbers, which will be of great benefit to the company.

We have another direct instance of the good that is coming from this policy. Mr. E. Barrett of the Barrett Hardware Company, of Joliet, Ill., was impressed by Mr. Adolph's address to the Illinois Master Plumbers, with the result that Mr. Whitney found on a recent visit to Joliet that Mr. Barrett was advertising in the local papers, urging our goods on account of their quality. In one of these advertisements he calls attention to the very important demand that stop cocks should be of the best quality and workmanship, because the cheap and inferior kinds whose keys stick, are apt to be

ruined in turning. After making this point in his advertisement Mr. Barrett says: "Now at very slight additional expense a good stop cock could be installed which would be practically indestructible, such goods as are made by the Mueller Company, made of new metal, heavy-weight, keys carefully ground, and every one absolutely tested to 200 pounds water pressure, while adding slightly to the first cost of the job, in the long run will prove much cheaper than those which would have to be replaced in a year or two."

Still another instance of the good feeling is shown by the following letter from Charles A. Blaney, of Kalamazoo, Mich.:

"Although the writer thanked you personally, I wish at this time on behalf of the Master Plumbers of Kalamazoo, to tender our sincere thanks for your kindness in coming to our state convention, and favoring us with your grand discourse and advice along the lines of what the Master Plumbers should do. I am sure the plumbers of the state will all profit by what you told us, and I trust you will be able to pay Kalamazoo another visit in the near future at which time I will have more time to show you more of the beauties of our grand little city."



THE METER TESTER.

Three Hundred and Twenty-One Prospects Left.

Among the recent sales of Water Meter Testers are the following:

Ottumwa, Iowa, Water Works.

Greenville, Ohio, Water Works by Rowley, complete outfit.

Badger Meter Mfg. Co., Milwaukee, Wis., by Smith.

Last year through our campaign on water meter testers we created a better market for them and were successful in selling a large number of outfits. We did this by extra effort and extra advertising, and while we made possible these sales through these efforts, we at the same time unearthed a great many prospects.

These are still considered as possible customers, and we desire all salesmen to exert themselves to secure orders from these prospects. A list of those in your territory will be sent you by the sales department.

THE MUELLER RECORD

ONLY ONE BEHIND.

Whit's Socks Closed Up Gap in the March Inning.

Both teams in the tapping machine contest are showing better form. The last inning (March), was the best since the opening of the contest, although the showing was hardly up to what we had expected. April ought to be a cracker-jack month. With the season's settling down to a long stretch of good weather, and outdoor work opening up throughout the country, the demand for machines should be materially increased.

Only four members of the teams have failed to secure a hit, but all the rest have found their batting eye, and are walloping out hits in a way that sounds good to the sales department.

Billy Ford is showing the best form, having already landed thirteen times. Stebbins, Wason and Leary are tied for second place, with Tranter, Dill and Capt. Caldwell close up in third place.

Billy Ford also showed the best in the last inning, scoring four hits, with Morrow and Brown next with three each.

Whit's side is now wide awake and going hard; securing seventeen hits for the March inning, while Caldwell's colts got 12. The chances are in favor of Whit's Socks going in the lead before the month is out. They are just one behind now.

The feature of the month on Whit's side was the awakening of Brown. Private advices say he got mad at something Sam Davis did, and the next day he landed a machine at Kingsville, Texas, and later he came across at Hearne and Stephenville, Texas. Morrow landed three times at San Diego, California. Dill got a double at Seattle, and Pilcher scored at Ansonia, Conn., and Troy, New York, while Tranter did likewise at Port Tampa and Tampa, Fla. Singles were made by Rowley at Lafayette, Ind., White at Manitou, Col., Wason, Hollis, Oklahoma, Hastings at Watertown, N Y., and Smith at Sparta, Wis. Total, 17.

For Caldwell's side Ford scored his "homer" by sales at Kingston, S. C., Biloxi, Miss., Atlanta and Athens Ga. Leary and Heinrichs were the next highest the former getting in at St. Louis and Pacific, Mo., and the latter at Moose Jaw. Singles were made

by McCarthy, South Easton, Pa., Clark, Arthur, Ia., Jett, Flora, Ill., and Cameron at Ford, Michigan.

The score:

	MS.	1b.	2b.	3b.	HR.	Po.	E.
Whitney, c.....	0	0	0	0	0	0	0
Morrow, lf.	4	0	0	0	1	0	1
Sippell, rf.	1	1	0	0	0	0	0
Brown, cf.	4	0	0	0	1	0	0
Tranter, 2b.	7	0	0	1	1	0	2
Smith, 1b.	3	0	0	1	0	0	2
Rowley, 3b.	3	0	0	1	0	1	2
Pilcher, ss.	4	0	0	0	1	1	2
Stebbins, p.	8	0	0	0	2	0	2
Hastings, p.	2	0	1	0	0	0	0
C. T. Ford, p. ...	4	0	0	0	1	0	4
Wasson, p.	8	0	0	0	2	0	0
Dill, p.	7	0	0	1	1	0	1
White, p.	3	0	0	1	0	0	1
O'Rourke, p. ...	0	0	0	0	0	0	0
Totals	58	1	1	5	10	2	17

	MS.	1b.	2b.	3b.	HR.	Po.	E.
Caldwell, cf.	7	0	0	1	1	1	1
Hays, rf.	3	0	0	1	0	0	2
Jett, lf.	2	0	1	0	0	0	1
McCormick, 2b..	1	1	0	0	0	0	1
Aubinger, 1b. ...	2	0	1	0	0	0	0
Cameron, 2b. ...	1	1	0	0	0	0	0
Leary, ss.	8	0	0	0	2	0	4
Hennessy, c. ...	0	0	0	0	0	0	0
W. B. Ford, p. .13	1	0	0	0	3	0	5
Kirkwood, p. ...	6	0	1	0	1	0	2
Clark, p.	5	1	0	0	1	1	2
McCarthy, p. ...	5	1	0	0	1	0	0
Heinrichs, p. ...	6	0	1	0	1	0	2
Harte, p.	0	0	0	0	0	0	0
Totals	59	5	4	2	10	2	20

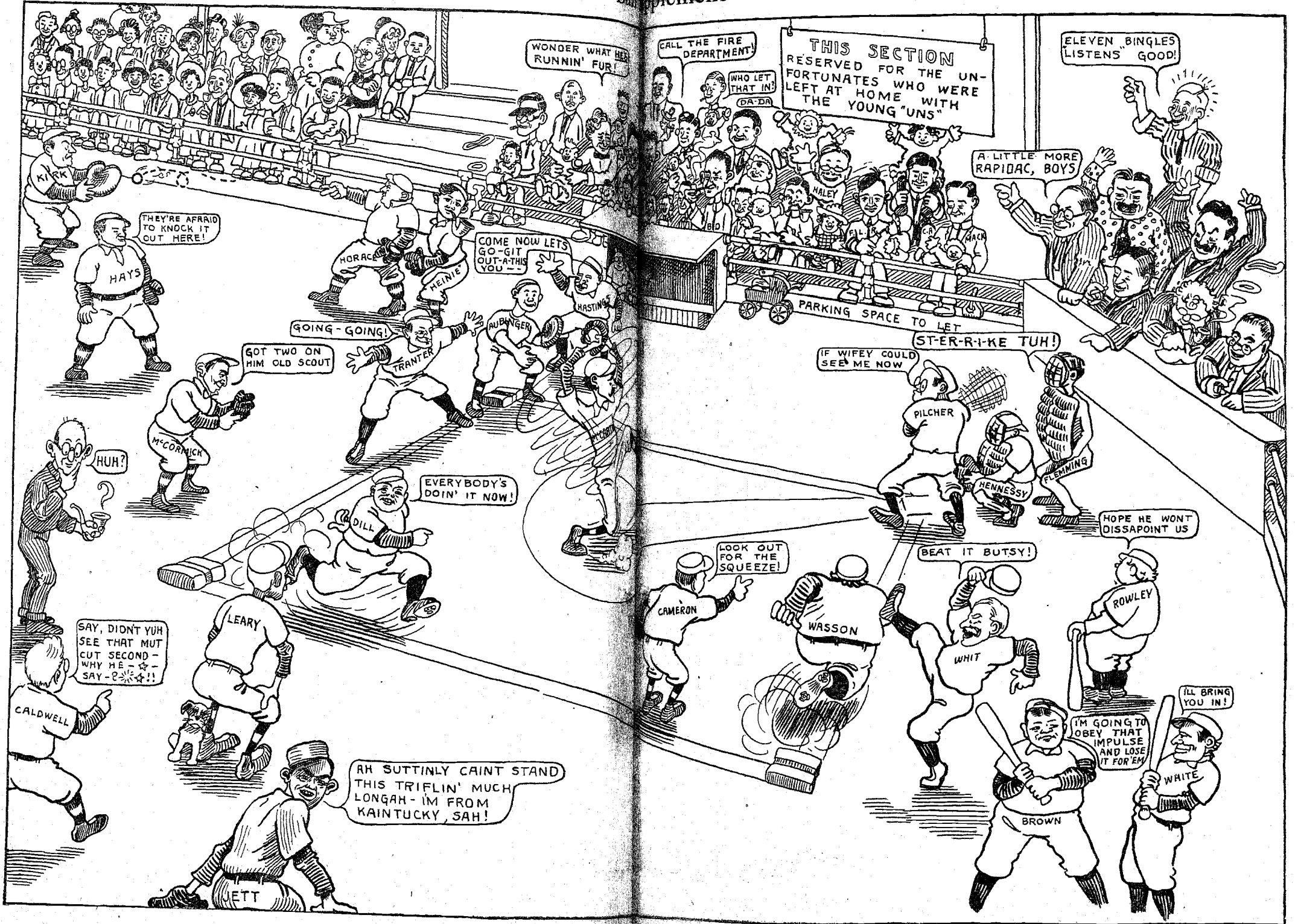
Decatur Sales ..45	0	0	0	0	0	0	0
New York Sales13	0	0	0	0	0	0	0
Grand Total ..175	6	5	7	20			

Score by Innings—	1	2	3	4	5
Whit's Sox	8	8	3	22	17—58
Caldwell's Colts	17	14	8	8	12—59



When a man who had held an executive position is suddenly compelled by freak of fortune to take his place in the ranks and is unable to immediately adapt himself to rules (many of which he has undoubtedly enforced in his own office) it shows that his attainment to the first position was largely luck.

Sporting Extra—Base Ball Supplement Mueller Record



WHIT'S SOX IN A SLIPPER ONE BEHIND

IMPROVE THIS OPPORTUNITY.**Endeavor to Get Members For American Water Works Association.**

Enclosed with this issue of the Record, each salesman will find two application blanks for membership in the American Water Works Association. We desire every salesman to make an earnest effort to secure two members for this society. The work should be accomplished before June, as the annual meeting of the Association is to be held in Louisville, June 3 to 8.

This is a representative body of American Water Works men, including in its membership men whose lives have been devoted to the work, and who possess a wide general and technical knowledge of the needs of water works plants. Their meetings are of the utmost importance to every man in the business because it affords him an opportunity to obtain through the papers and discussions a practical knowledge of immense benefit to him in the conduct of his plant. It's information of undoubted authenticity because acquired through study of the necessities of the business, and practical operation of plants.

The good will and friendship of this Association is of great importance to this company, and we know of no better way to promote and maintain it than by showing to the association our interest in its welfare. We cannot show this in a better way than to put forth an earnest effort to increase its membership. Consequently, we want every salesman to make a special effort to secure these members before the first of June.

**IN THE END—MUELLER.****Our Goods Now Being Used Where Once Refused.**

We recently sold to Pettit & Galoway Co., Little Rock, Arkansas, 24 D-11904, the same to be kept in stock for Mr. Duncan of the State Bank Building. This building was formerly under the management of Mr. J. M. Walshe. At the time of its construction we made a vigorous effort to secure the specification of our goods. Mr. Walshe recognized their merits and favored them, but there were obstacles in the way which prevented their adoption, and Chicago Ful-

crum work was used. This was about three years ago. At that time Mr. Walshe consented to our placing samples of our Self-closing cocks in his office, in order that he might test them out. These cocks made good of course, and the others have already shown signs of going to pieces, and replacements are necessary.

It is our understanding now that our goods will gradually replace the Chicago Fulcrum work.

This information may be of benefit to you when you come in competition with this particular class of goods.

**MAKE THE TERMS PLAIN.****Misunderstanding Because of Similarity of Figures and Sounds.**

The necessity of being explicit with customers in quoting our terms has been brought to our attention through a recent transaction in which a misunderstanding occurred. A good customer of ours claimed that he had been made a price of 75 and 5 per cent, while the salesman insists that the quotation was 70, 5 and 5 per cent. If the quotation were made verbally it would be very easy for the customer to confuse the 70, 5 and 5 and 75 and 5, and would leave an opening for a dispute. In fact such a mistake is a natural sequence because of the similarity in figures and sounds of the two different prices. It would be especially likely to occur with a man who is not accustomed to discounts.

To avert the possibility of a recurrence of the trouble as in the case mentioned, we would urge all salesmen in quoting discounts to do it with pencil and paper, so that there cannot possibly be any confusion as to relative similarity in figures and sounds.

**OLD STYLE TAPPING.**

Down in Central City, Kentucky, Mr. R. M. O'Rourke has discovered a water company which makes its taps by the use of ordinary chisels, which necessitates the turning off of the water in the mains whenever a tap is made.

There is certainly an opportunity there for the sale of a tapping machine.

EVIDENCE OF MUELLER QUALITY.

We are in receipt of the following letter from Dr. J. F. Miller, of Palmer, Illinois:

"I have a double barrelled shot gun that needs a new stock on it. What do you charge for putting one on? It is a Belgian hammer gun. I also have a Winchester pump gun that needs a little adjusting—sometimes it fails to pull off. If I send one I will send both. You put a stock on a gun for me about twenty-five years ago, and it is a good stock yet."

The above letter indicates to you that the matter of quality is no new fad of the Mueller family, but it always prevailed in every branch of the business in which they have been engaged.

The members of the company certainly feel a pride in the fact that the work of a quarter of a century ago is still in good and serviceable condition.

**SALESMENS' QUOTA.**

F. L. Hays, Jr., Heads the List for February

Of the three salesmen who beat their quota in February only one remained in the race for March, that being Frank Hays.

Messrs. O'Rourke and Cameron were the two next highest in the matter of exceeding their quota. The record for the month shows:

F. L. Hays beat his quota.....	45.12
R. M. O'Rourke beat his quota.....	23.98
E. B. Cameron beat his quota.....	12.38

Others came up to their quota but did not exceed it. This month shows another opportunity for all salesmen to make a good showing, as there is a great deal of business throughout the country.

**BRASS TUBING PRICES.**

At the last annual meeting of the salesmen some of the salesmen put up strong arguments in favor of the brass tubing made by the Hungerford Company of New York City.

Mr. Robert stated his belief that the Hungerford Company were only large jobbers. Since then it has been learned that this company is merely a branch of the American Brass Company.

We intend to get prices on tubing from several companies including the Hungerford, just as soon as our samples are complete.

We are now buying a great deal of our tubing from the firms who are members of the American Brass Company, and as the Hungerford Company is also a member, we doubt very much whether they can quote us a better price than the others.

However, we are only too glad to try the matter out.

**NECESSARY TO SEE ENGINEER.**

Horace Clark advises us that the Des Moines Bridge Company, Des Moines, Ia., does not recommend any tapping machine on water works contracts which they secure, but that the engineer on each job must be seen, relative to the installation of Mueller Goods.

This information is printed for your benefit in case you come across a contract secured by this company. In that event it is the engineer you want to see in reference to the installation of our goods.

**RE-READ MINUTES.**

All salesmen are notified to refer back to the January issue of The Record and re-read the decisions made at the last annual meeting. We find that some salesmen are not observing these decisions. For instance, we have received orders for mixed lines on which quantity price had been given, which is not in accordance with our decisions.

We believe it essential for salesmen to re-read these decisions because they affected many points, and with the lapse of a few months filled with various business transactions, these points will escape you unless you refresh your mind.

**CHANGE IN RAPIDAC WORK.**

It has been decided to change the handle on Rapidac basin cock D-9463, so that the ornamental top of the handle will be removed and make it correspond to the ball top.

The handle on D-9461 will remain the same.

NEW YORK NEWS

BIG BUSINESS IN SHORT MONTH.

New York Office Proud of Mr. Tranter's February Record.

We are advised by the New York office that Mr. C. J. Tranter's sales for the month of February amounted to \$20,626.00, and the New York office feels a justifiable pride in the belief that this record will exceed that made by any other salesman. It certainly is a fine record. We are not in a position to make comparison because we do not keep a record of the sales of our salesmen. Our record is kept by the shipments.

We have, however, received some large orders this year through the efforts of our salesmen. One salesman secured a contract which will in all probability run into \$30,000, and last year another salesman secured an order from a jobber which amounted to \$11,000 worth of plumbing goods.

The shipments were made during a period of about three months. This reminds us of one splendid contract which was secured by the late Mr. Murphy when he was one of the traveling sales force. He contracted with the Monterey Water Works, Mexico, for goods amounting to \$25,000. Year before last we had one contract with the City of Los Angeles Water Works which made a carload shipment. As we stated before, owing to the fact that we do not keep the record of the salesmen's sales, we are unprepared to make any comparison with Mr. Tranter's good work. We appreciate the fact that if anybody equalled or exceeded him they had to do some good traveling.



NEW YORK ORDERS.

From the South Shore Gas Co., Babylon, L. I., 500 only $\frac{3}{4}$ " D-13170 Brass Regulators, through E. W. Aubinger. These were sold at a price about 10 per cent higher than prices quoted by competitors. In the early

part of the year the New York office sent this company three samples of regulators, and they gave such good service that the nice order mentioned herein was secured. The action of the New York office in sending these sample regulators had a good deal to do with securing the order.

From R. M. Hastings, 100 D-12902 Colonial Self-Closing Basin Cocks for A. D. Burns, of Bradford, Pa. These goods are to be installed in the Holley Hotel, the owner of which specified them through the efforts of Mr. Hastings.

From B. F. Holmes & Co., plumbers, Providence, R. I. 184 D-12904 through Mr. G. A. Caldwell. These goods are to be installed in the Smith Building, the architects of which are Martin & Hall, of Providence, R. I.

From the Farmer Cole Co., Raleigh, N. C. 184 D-12902 Self-closing basin cocks, through C. J. Kelly. These are to be installed in the Bland Hotel, at Raleigh.

From Drake-Avery Co., Ltd., 22 John St., Hamilton, Ont. 108 D-12902 Colonial Self-closing basin cocks and 30 $\frac{1}{2}$ inch D-12002, the same being for the Hamilton Golf Club and the Waldorf Hotel.

From Myers & Mahoney Plumbing Co., 75 Union St., Portland, Maine, 500 $\frac{1}{2}$ " D-11803 Self-closing Stops. These stops are to be used in connection with the bubbling drinking fountain of this company.

From Andrew T. VanCleve, Ocean Grove, N. J., 625 $\frac{1}{2}$ " D-8183 Compression Stop Cocks with D-9089 Handles, through Mr. W. J. McCarthy. These are to be installed in the Monterey Hotel, Asbury Park, N. J.

From Orrin & Poole, Boston, Mass., plumbers, 196 3-8" Self-closing Bibbs and a large quantity of Compression work through G. A. Caldwell. These goods are to be installed in the Waitt & Bond Cigar Factory to be erected in Boston. Densmore & LaClear, architects specified our goods in this contract.

From S. P. Gourlay, of Welland, Ont., for 50 D-1192 Self-closing Cocks, and a quantity of Rapidac work, through R. M. Hastings, and are to be used in the Dexter house at Welland. The owner, Mr. J. Cooper, has promised Mr. Hastings to use our goods exclusively.

From Locke-Stevens & Co., Boston, Mass 48 D-12902 Basin Cocks, through G. A. Caldwell. These goods are to be installed in the New England Telegraph & Telephone Building at Portland, Maine. Densmore & LaClear, architects. We have also secured an order from the same plumbers for 144 3-8" Fin. 12002 Bibbs to be installed in the Lyons Shoe Factory, Boston, Mass. Plans drawn by the above architects.



SOME RECENT ORDERS.

The following are among the recent self-closing orders:

From the University of Notre Dame for 12 3-8" D-11910 and 100 D-12901.

From the Chicago office for 150 D-12902 Indexed hot and cold. This is the first installment of these goods for the \$1,500,000 Mallers Building, Chicago.

Eighty-four D-12902 for the \$150,000 Sharpless Building, Chicago.

W. F. McCarthy sold an order for 160 D-12902 Basin Cocks to Edwin Stipe, of Easton, Pa., the same to be installed in the Karlton Hotel in that city.

From D. E. Rowley for 50 D-11902 to be shipped to Ed Kunze, of Owensboro, Ky., for the Rudd House.

From H. T. Kilpatrick of St. Louis, 8 each ½" D-8909 and 8910 Finished, 108½" D-1202 Finished, 6 D-12902 and 6 D-9046 indexed hot and cold. These goods will be used in the Rankin Trade School, St. Louis.

From Hughes & Co., plumbers, Spokane, Wash., 146 D-11902 for the Halliday Hotel, which is being remodelled.

From the U. S. Supply Co., of Omaha, Neb., 144 D-11905 for the Bachelor Hotel.



It is claimed by a firm that has to fight that criminal nuisance of refilled bottles that they get directly less than 50 per cent of the actual returns from their advertising. But even this is so large that they continue to spend thousands annually.

TAPPING MACHINE TRADES.

Make Customers Understand the Allowance is F. O. B. Decatur.

In order to avoid unnecessary correspondence, misunderstanding and expense we wish to call attention of salesmen to the fact that in trades for tapping machines, the allowance of \$17.50 means f. o. b., Decatur.

Whenever a trade is made and this allowance is agreed upon make it plain to the customer that the old machine must be delivered f. o. b., Decatur. Thus there will be no chance for argument afterward.



PERSONAL MENTION.

Mr. F. B. Mueller has returned to Decatur after his annual visit to Hot Springs, Arkansas.

F. L. Hewitt and Loren Burleigh are at the New York office in connection with the installation of the new system. (Mr. Burleigh earns his pin money while there by exhibiting in the evenings at a museum as "the Living Skeleton from Illinois.")

Mr. Adolph Mueller has visited the state conventions of Iowa and Michigan plumbers during the past few weeks, delivered addresses, and will this month go to Oklahoma City to attend the convention there.



A PRIZE WINNER.

George T. Cole, head of the tempering department, won a \$20.00 cash prize for the best 300 word article describing the safest and best method of hardening three large hobs.

The prize was offered by the Colonial Steel Company, and there were many competitors.



USED IN THE LODGE.

T. F. Leary advises us that our Self-closing work is being used in the new \$53,000 hotel to be known as "The Lodge," which is being erected by the Tyrol Investment Company of St. Louis.

The plumbers are Ryffel & Ratz Plumbing Co. 26 pairs D-1290. The goods were secured through the N. O. Nelson Co.