

# The Mueller Record

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Several times since the Record was inaugurated we have called attention to our policy as it relates to commissions or graft in any form. We have repeatedly tried to make salesmen understand our position on this question, and yet we still receive inquiries from some salesmen to over-bill goods and render credit memorandum to make the price to which the customer is entitled.

Now, this is a clearly defined method of petty graft which we do not approve of. It's very evident that the person to whom the goods are billed proposes to take the difference between the amount at which they are billed and the credit memorandum. If that is not the purpose we are certainly at a loss to understand why any one would want the goods over-billed. Of course we might act on the theory that we know nothing about it and that the over-billing is legitimate. We know that this is done by some business houses, but we do not approve of that business policy and we do not propose to foster it. When we know, or at least feel, that in over-billing and rendering a credit memorandum, that the person to whom the goods are billed intends to take a rake-off, we are a party to this petty graft. We are a party to it because we are knowingly making it possible for him to dishonestly realize money through our act in dishonestly billing goods.

We want our trade to understand that we are selling goods at the lowest figure, consistent with good workmanship and good material and that we do not want any more than they are actually worth and that we cannot sell them for any less. We want it plainly understood by all our friends and customers that we will demand the best price that we can get for the goods, but that we will not enter into collusion with any one not connected with the business, or in any way make it possible for them to make a profit on our goods. No one who is not financially interested in this company has a right to expect a profit or rake-off of any kind from the company's goods, and those who are financially interested, are entitled to no more than the legitimate profit they can earn in the market on the merits of the goods.

Of course, the man who wants to graft a few dollars does not seem to appreciate the company's taking that position, but we feel confident that eventually as the trade better understands our policy it will result in securing us the very best and most profitable trade in the country.

ADOLPH MUELLER.



## HIGH PRESSURE GAS COCKS

We believe there is a great deal of doubt among the salesmen as to the real object of Drilled Key High Pressure Gas Cocks. In view of that fact, the following from George F. Goodnow, of the North Shore Consolidated Gas Company, Waukegan, Ill., should be of considerable interest:

"The high pressure cocks on the inside of the wall on the end of the service, we require drilled with small

holes to prevent an excessive escape of gas should the pipe be broken in case of fire or other accident beyond this point. I would consider center drilling of these keys desirable, but I do not see any advantage in drilling the keys at the bottom. We have abandoned the use of keys drilled with small holes for outside curb cocks as having no particular advantage and liable to cause stoppage. We now use the curb cock with full opening."

## SEE THE ARCHITECT

## Delivery of Catalogue Should Furnish Occasion for Interview

In delivering catalogues to architects, salesmen must make it a point to secure an interview with the architect or his specification man. Don't leave the catalogue until you are able to accomplish this. It is a great opportunity to make the entering wedge, and future business will doubtless depend upon the impression you make on this initial trip.

Be prepared to do a good line of selling talk for Colonial goods. We believe that the long wearing qualities of our self-closing work will have considerable influence in winning architects to our line of goods. Its success in this particular has been thoroughly demonstrated. On these visits the salesman should carry a Colonial Compression Bibb, finished, and a Colonial Self-Closing Basin Cock. Both articles should be in such shape that they can be speedily taken apart and explained.

A good statement to make is the fact that we use entirely new metal in making our goods. The result of this is a piece of goods free from blemishes or pits. This point can be strongly presented. The new metal means a perfectly sound seat that will wear. In other goods where scrap metal is used a small particle of iron or other foreign substance is likely to leave a pit on the valve seat and a leak is certain to result. This character of a leak cannot be repaired. The moment it begins the usefulness of the cock is forever ruined.

The roller bearing will furnish an excellent argument in favor of our goods. A ball bearing basin cock is quite certain to wear out rapidly for the reason that the balls being of harder metal than the body they will cut a groove. This cannot be avoided where balls are used, but it is an objection that our roller bearings overcome. Our roller bearings have broad surfaces, being practically the width of the track on which they operate, and the result is that what little wear does occur is distributed over all

of the track. The track on the top of the bearing and in the recess of the cap is especially prepared for the service it must perform. These parts are placed under a punch and subjected to a heavy pressure on the tracks. This compresses the metal at those points, and tempers it to a degree of hardness which will resist wear. The same operation makes the tracks perfectly smooth. There are consequently no little protrusions, rough spots or irregularities to cut and grind against the roller bearings. The care taken with this particular portion of our self-closing work contributes largely to its wearing qualities and is a strong talking point as against other self-closing work. We have our factory test equivalent to twenty years actual service, and know therefrom that the amount of wear on either the roller bearings or the track is very slight.

At the Building Managers' convention, held in Cleveland, the adjustable spring feature of the cock appealed to many of the managers, and could be explained to the architects as a strong point of the goods. We believe, however, that we should make it clear that this adjusting feature is to be used only when the spring loses part of its tension.

As a rule, our self-closing work is properly adjusted when it goes out, and it is not advisable for inexpert people to seek to improve on it. The anti-splashing feature of the bibbs furnishes a good argument, especially because of the fact that it is a part of the bibb itself, and leaves no opportunity for sediment to collect, as is the case where little strainers are used on the ends of the bibb.

It might be well to bring out the point that 75 to 90 per cent of plumbers' repair work results from the installation of inferior brass goods. It's the bibbs, basin cocks, etc., of the plumbing system which are used and the one thing that wears out rapidly, unless the goods be of high character like our Colonial work.

This being the case, it is important that the very best goods be specified.

The fact that they cost a little more ought not to be a barrier to their sale, because of their endurance qualities they require little or no expense for up-keep.



### THE OUTLOOK IS BRIGHT

#### Our Self-Closing Work Has Upheld All Our Claims

There is every reason for believing that eventually our self-closing work will be generally recognized as the standard of excellence in material, workmanship and durability. We see great future possibilities in this line.

Mueller Self-Closing Work will compel other manufacturers to better their product or fall behind in the race for business. In a number of instances, however, an improvement will be an impossibility, because of the weakness of the mechanical principle which is the foundation of the work.

Herein is where we now have a potent and important advantage. Our mechanical principle is unexcelled. It has been tried out under practically all conditions that we will have to contend with and not a single failure has been recorded. Just so long as we adhere to our present policy of upholding our product to a high quality Mueller Self-Closing Work will maintain its proud position at the head of the column.

We have reached this position in a little more than five years. It has been accomplished in the face of strong opposition. We don't mean by this that every one is refusing other self-closing work. But the fact of the superiority of our self-closing work is generally recognized wherever it has been installed. It remains for us to educate those now unfamiliar with its merits.

It has been on the market long enough to base an opinion as to its real worth. That opinion is now being strengthened daily by the testimonials of users—many of these being persons whose prior experience with inefficient self-closing work made them skeptical of the efficiency of any self-closing work.

Every day we are receiving letters similar to that from Stacy C. Lamb, superintendent of the San Fernando Building, Los Angeles, Calif., whose 720 Colonial Basin Cocks did not call for one cent of repairs in four years.

Evidence of this character should strengthen your belief in the undoubted superiority of Mueller Colonial Self-Closing Work. It should act as a tonic to raise your enthusiasm and increase your determination to sell this line of goods.

We have the goods, we have the talking points and we have the evidence of the users. You can't talk it too strong. It's a piece of goods that requires no misrepresentation to sell.

All you have to do is to follow that imperishable advice of Grover Cleveland given in three words:

"TELL THE TRUTH."



### GOOD KIND OF ORDERS

#### Push Self-Closing Work on Water Works and Municipalities

We are receiving quite a number of orders for self-closing work from water works companies and from cities for use in public buildings. We are pleased to note this disposition of water companies to adopt our work, and wish the salesmen to encourage this practice at every opportunity.

We believe that our self-closing work could not be brought to the public attention in a more favorable way than through the medium of the water works companies and municipalities. When it is thus presented to the public, these companies and cities stand more or less in the light of a sponsor for our work. Naturally the persons using it when they come to build or buy plumbing brass goods will make inquiries, and if the work has given the service which we are quite sure it will, the water works companies and city officials will speak a strong word of endorsement for it.

We therefore advise salesmen to be alert to every possibility to sell goods to water companies and municipalities.

## METER TESTER CAMPAIGN

### Time Limit Extended One Month— Get Busy and Find a Buyer

There are too many good prospects in sight to close the meter tester contest as originally intended.

Consequently we will extend it one month. That will give all salesmen a chance to keep after the trade while we have it worked up.

We have up to date the following record of sales:

Springfield, Ill.—T. F. Leary.  
McKeesport, Pa.—James Smith.  
Galesburg, Ill.—M. T. Whitney.  
Jamestown, S. D.—W. C. Heinrichs.  
Portland, Me.—G. C. Caldwell.  
Manhattan, Kas.—W. L. Jett.

During the past few weeks we have kept hot on the trail of the trade. Every prospect has been worked by circulars and letters, and we have used all the argument we could command.

As near as we can judge, the trade is in better shape to approach on the subject than it has ever been.

Under these conditions we want you to all get busy. Don't give up if there is the slightest chance to make a sale.

If you cannot close a meter tester deal because of the lack of appropriation on the part of the water company, you are authorized to allow 90 days' time in order to bring the payment of the tester into the next quarter. This applies to meter testers only during this contest.

Put a little ginger in the game and play it like you were a sure thing winner. There are enough arguments to make if you get them down pat. Enthuse yourself to the point that you can enthuse your prospect. There is nothing to say against the tester. There is everything to say for it. We are getting letters every day from those who have bought testers. They are all in the same strain. Not a dissenting voice. It's a unanimous decision. Everybody get busy now. Swell the sales to a total of twenty before the contest closes. We can do it if we will pull together hard enough.

Here is an extra bit of argument to use—it was received only a few days ago:

From Water Department, City of Spokane, Washington:

"One of your meter testing apparatus has been in service in this department for over two years. It has given complete satisfaction—in testing the product of the factories as they are purchased, and in demonstrating to the consumer that the particular meter in use on his premises is accurate."

From the Department of Public Works of Buffalo, N. Y.:

"A year ago we purchased one of your Water Meter Testers. We had had an old one in use for a number of years, but desired one with the latest improvements. We have been more than pleased with the new tester—it makes the work of testing meters much more simple and we find the meter department much more anxious to test meters. With the results we among other things found some 6 inch meters that were under-registering 50 per cent, and I believe the having of this new tester will mean not less than \$10,000 a year to our department.



## SOME RECENT ORDERS

The following order came for material for the Lincoln Hotel at Lincoln, Nebraska:

Eighty pair D-12901, 40 pair D-12004, 14 only D-9055, 14 pair D-25038, 16 pair D-25005, 4 pair D-25009, 60 pair D-25008, 66 only D-8661, 150 D-12003, 150 D-12983, 150 D-12982, 150 D-9106.

Mr. Stebbins advises that this hotel will be equipped entirely with our Colonial Self-Closing Basin Cocks, and that all the plumbing brass goods in the hotel are Mueller Goods.

We are in receipt of an order for 53 pairs 11902. These will go into the Forestal Hotel, corner of Eighteenth and Lincoln Streets, Denver, Colo.

An order for 180 Self-Closing Basin Cocks 12902 has been received. They are to be installed in the Yarbrough Hotel at Raleigh, N. C.

We have received an order for 108 of 11902 for use in St. Louis schools.

We will furnish 1000 of 11901 for the Heissen Building, Dearborn and Harrison Streets, Chicago. This is one of Chicago's latest skyscrapers.

**A WORD ABOUT SPECIALS**

**Get Away from Them and Stick to the Regular Line**

Stick to the regular line. There is less trouble and more money in it for us. Every few days we get an order for some special goods which necessitates lots of extra work. It disarranges the routine of manufacture.

We believe that our line is sufficiently varied to meet all reasonable requirements of the three trades to which we cater. In a majority of cases where specials are demanded it is not because they possess superior points over our regular line, but because the special is a fad with the man demanding it.

Here, then, is the salesman's opportunity. The employment of a little tact and diplomacy will frequently result in the patron abandoning his special pattern and accepting in its stead the regular goods. When a man has some special in mind, do not belittle it. On the contrary agree that the idea is a worthy one, but at the same time point out that the regular goods will serve the purpose just as well and at less trouble to us and less expense to him.

It appears to us that the trade can be educated to the fact that we have our regular line of patterns which have been adopted as the most serviceable, after years of study of conditions, and that to deviate from them means an additional outlay without the accomplishment of any real good.

We wish to eliminate as far as possible, this practice of sending specials through the factory and request therefore that you combat the idea whenever it is presented to you.

But do this in a way that will not be disparaging to the patrons' ideas.



**BUSINESS OUTLOOK**

While trade conditions continue rather quiet it is reassuring to know that the conditions are essentially sound. There has been good weather in the crop area and within the last week abundant rains through the middle west, which will serve to improve

and practically assure a good corn crop.

The general disposition of buyers is to proceed cautiously until the general trade outlook is better defined. The buying is generally in smaller quantities, perhaps, than under more normal conditions, but there is a good deal of it. Most buyers proceed on the theory that it is better to re-order than to buy in large quantities. The whole trend of business seems to be toward a permanent improvement. The final disposition of the reciprocity bill, which has agitated the country for months past is a factor tending to the betterment of trade. It will probably require some time to determine whether this bill is going to be beneficial to this country, but the mere fact that it has become a law enables business interests to proceed along some definite line of endeavor.

Dun's last review of existing conditions is cheerful in tone and in nearly every line finds improved conditions with better outlook, but with all business being handled very conservatively.



**SLEEVES AND VALVES**

Sleeves and Valves are carried in stock in the following sizes:

- 2 2-in. valves to open to right.
- 2 2-in. valves to open to left.
- 3 4-in. valves to open to right.
- 3 4-in. valves to open to left.
- 1 6-in. valve to open to right.
- 3 6-in. valves to open to left.
- 1 8-in. valve to open to right.
- 1 8-in. valve to open to left.
- 1 4x2 sleeve.
- 4 4x4 sleeves.
- 6 6x4 sleeves.
- 6 6x6 sleeves.
- 3 8x4 sleeves.
- 2 8x6 sleeves.
- 1 10x4 sleeve.
- 1 10x6 sleeve.
- 1 10x8 sleeve.
- 1 12x4 sleeve.
- 2 12x6 sleeves.
- 1 12x8 sleeve.
- 1 16x6 sleeve.

## THE COMMODITY REPORT

### Specially Listed Goods That Should Help to New Business

We have the commodity report for the month of June, which shows the sale of 6,530 pieces of plumbing goods that have been specially listed.

There are several good reasons for inaugurating this plan. In the first place this particular list of goods constitutes some very good selling articles. In the second place they are all profitable. This being the case they should in many instances pave the way for additional business.

It is therefore good policy to push this line but you are not expected to do so to the exclusion of the regular line of goods. That much must be thoroughly understood. Get orders for these specially listed goods whenever you can and especially so where there is a prospect that such an order will act as an entering wedge to produce other business. We are satisfied that if this list of selected goods is judiciously handled our sales of these goods will not only be large, but that lots of business in regular lines will be uncovered.

### SOME IN TROUBLE

#### All Brass Companies Have Not Had Smooth Sailing

It has not been smooth sailing for all brass companies this summer, and a number of changes are taking place.

At Cleveland the United Brass Mfg Co. has gone into the hands of a receiver, the Superior Savings & Trust Co. having been appointed to take charge of the brass company's affairs.

This action was the result of a petition filed by W. J. Schoenberger and Charles A. Stone, Jr., against Charles A. Stone. The petitioners ask for an accounting.

The trade papers state the proceeding was the culmination of a disagreement between the parties mentioned. Whether this difference is of a personal or financial character is not

clearly stated. It would appear, however, to be of a financial character since an accounting has been demanded.

The Century Brass Co., owned by the Pierce, Butler & Pierce Co at Syracuse, New York, is to be sold out, so we are informed by our New York office. Mr. E. L. Pickens, manager of the Century, gave the information to Mr. Oscar on a recent visit. In planning a trip to England he called at our New York office to make arrangements for selling some of our goods while abroad. The Century Brass Co. has been making some bath cocks and a few bibbs, but their chief product has been connected wastes and overflows.

We are informed by J. H. McCormick that the Regar and the Rickersberg Co. of Cleveland will combine.



### STATIONERY REQUISITIONS

All requisitions for stationery must come as individual letters addressed to F. L. Riffin. It is only by following this plan that you can expect prompt service.

When this plan is not followed out the chances are against your request ever reaching the stationery department, and your requisition is very apt to go unfilled.



### SEND SAMPLES

The attention of salesmen is called to the fact that at the last annual meeting it was decided that you should secure samples of any service clamp made by any other manufacturer, and having a groove on the lower side for the packing where it comes in contact with the pipe. Salesmen should also send samples of material used for packing and give any other information as to how it is attached to the main.

You are also instructed to send samples of different style traps which you think we ought to make.

All of the above should be directed to the patent department.

### THE BUILDING MANAGERS

The convention of Building Managers at Cleveland, O., was attended by J. H. McCornick and E. A. Mann, who had charge of our exhibit. While it was not as large as the one made at Galveston, it was very comprehensive including a fair representation of our different lines.

The only other plumbing exhibit was a small one made by the Bashlin people and it did not begin to attract the attention that the Mueller exhibit did.

Among other features we showed a water strainer, self-closing work and regulator under water pressure, and this proved a very attractive feature. The pressure was taken at from 80 to 90 lbs, and held without variation at 10 lbs. and this performance seemed to favorably impress all the building managers who called at the booth.

There were lots of good things said for Mueller Self-Closing work by these delegates and there is a prospect of a number of good orders resulting later on.

There seemed to be a disposition among some of the bigger managers to wage war against plumbers and insist on being permitted to buy direct. Action looking to this plan was taken, but it remains to be seen what the result will be.



### GIVE ALL THE DATA

Some of the salesmen are not exact in specifying the names of customers to whom we sell goods and the result is annoyance and delay in the book-keeping department, in addition to giving unsatisfactory service to the customer.

As an example, we get an order for goods to be shipped to the Oskaloosa Water Works and it is so entered on the books. Some time later we get an order from the same people, but this time it is specified as the Board of Public Affairs, Oskaloosa, or as the City of Oskaloosa Water Department. The chances are that this will be entered up as a different company. We then have

the same company on the books twice and have no means of telling which name is correct.

This difficulty can be avoided if the salesman will exercise care in getting the name of the company correct and thereafter following it without deviation.



### A LINE FROM M. F. KIRKWOOD

"Mueller Record: To the many members of the '49 Club, who have written me so many kind expressions of sympathy, I am sincerely grateful.

"That my confining position in bed prevents me acknowledging personally, these communications is my only excuse. Improvement goes on slowly, but I am progressing to the satisfaction of the surgeon and hope by the time the next Mueller Record is issued I will be fighting for business in the first division.

"(Signed)

"MURRAY F. KIRKWOOD."



### A NEW COMPANY

The Nopack Brass Co. at Bellefonte, Pa., has been incorporated under a Delaware charter with \$100,000.00 capital stock. John J. Bowen of Bellefonte is the head of the new corporation. The object of the company is to make all kinds of plumbing brass goods.



### REGULATOR ORDERS

Two regulator orders received recently are more significant than important. They came from Newark, New Jersey, where the Foster Regulator Company is located. The Celluloid Company is located only two blocks from the Foster plant.

They ordered two special valves for light pressure to open with the pressure instead of closing against it.

The Clark Thread Company, which already has about \$150.00 worth of our reducing and other special valves, placed an order for three Manganese Bronze Valves to be used on super-heated steam.

### MANY TESTIMONIALS

#### Substantial Evidence of the Good Qualities of Our Self-Closing Work

We are giving you herewith a number of letters recently received. They furnish you with an excellent idea of how our self-closing work is regarded by those who are using it. In this lot you will note that with one exception a plumber has never been called to look after any of the various installations. In that one instance it evidently was some trivial attention for the owner of the building did not regard it is unusual. You will find among these letters some strong endorsements which it may prove profitable to quote to prospective buyers. We would not suggest to customers to write to any of these gentlemen, but of course, every letter is bonafide, a fact that can easily be established if any question is raised. All these letters were received the past month, but the dates have been omitted.

Hotel Frederick, Huntington, W. Va.

We have in use your self-closing lavatory cocks and find their operation very successful, especially for hotel use. They are strong and durable and give us perfect satisfaction.

We might add that we have a new hotel at Lynchburg, Va., which will be in the course of construction within the next two or three months, and we will specify your self-closing cocks for the entire building.

Yours very truly,  
**FREDERICK HOTEL CO.**  
 R. L. Oneal, Pres.

A. Herz, Terre Haute, Ind.

The Mueller Colonial Self-Closing Faucets which we have been using on all our lavatories for the past four years have been very satisfactory and we have experienced no trouble of any kind with them.

Yours truly,  
 A. HERZ.

I. O. O. F. Building, Indianapolis, Ind.

We have about 450 Mueller Colonial Self-Closing Faucets that have been in use for over three years and are giving very good service. I cannot ask anything better.

Respectfully,  
 H. J. McCULLOUGH, Engineer.

James Building, Chattanooga, Tenn.

Unsolicited, we think it fair, to tell you that in 1907 the plumbing work in this building was finished. The basins in this building amounting to something over 250 were equipped with your Colonial Self-Closing Basin Cocks.

We are glad to tell you that we have not had a single leak since they were installed, and have not spent one dollar on repairs in any way in their maintenance. If you have had the same success in other buildings with these basin cocks you are certainly to be congratulated.

Yours very truly,  
 FRANKLIN HARRIS, Manager.

First National Bank, Boston.

Answering your inquiry of recent date we beg to advise you that your self-closing faucets in use in this building have given satisfaction since their installation when the building was erected in 1908.

Yours very truly,  
 B. D. BLAISDELL,  
 Assistant Cashier.

Central Supply Company, Indianapolis, Ind.

It is a pleasure for the writer to inform you that the Mueller Brass Plumbing Goods that were installed in our residence some two and a half years ago, are giving perfect satisfaction. We are having no trouble with the same.

We cannot praise them too highly because they are doing the work without any expense whatever being attached to their operation.

The use of these goods only convinces the writer that well made goods are the cheapest in the long run.

Yours very truly,  
 L. C. HUESMANN,  
 President and Manager.

Danio Hotel, Oswego, N. Y.

I have had my new lavatory fitted up with your Colonial Self-Closing Faucets, in service for two years, and they have given perfect satisfaction in every respect so far. I would suggest to any one putting faucets in a hotel or any public place to put in self-closing ones. They save lots of water, also lots of trouble for people will let faucets run and sometimes cause all kinds of damage.

Very truly yours,  
 J. E. DANIO.

From Peabody Hotel, Memphis, Tenn.

We have been replacing the faucets in the Peabody with your Colonial Self-Closing Faucets as fast as old ones wear out. We have probably not used any of them over a year, but up to date they have been entirely satisfactory.

Yours very truly,  
 B. S. PARKER, Supt.



Wahkonsa Hotel, Fort Dodge, Ia.

No doubt you will appreciate a word from the management relative to the Mueller Colonial Self-Closing Faucets which we have used in the above hotel since its opening. Wish to state the same are giving us excellent satisfaction and you are to be congratulated on marketing such a satisfactory device.

Yours very truly,  
R. W. JOHNSON.

Pacific Hotel, Jacksonville, Ill.

Some time ago the Mueller Colonial Self-Closing Faucets were installed on the lavatories in this hotel. Just a line to say they are giving complete satisfaction and we are very much pleased with their use. They were installed two years ago and have proved satisfactory in every way.

Very truly yours,  
H. C. FOULK, Prop.

Hotel Brewster, Freeport, Ill.

I have had the Mueller Colonial Self-Closing Faucets in constant use for two years on my wash basins in lavatories. They do the work satisfactorily. Have had no trouble or expense with them since they were installed.

Yours respectfully,  
S. L. FRIEDLY, Prop.

Meridian Life Ins. Co., Indianapolis, Ind.

We beg to enclose herewith a few souvenir postal cards, on the left of which is a cut of our building, which we hope will be of interest to you, as you may ascertain from your records that the Mueller Colonial Self-Closing Faucets are in use on the lavatories in this building, having been in use something over eighteen months, and incidentally, we are pleased to advise that the service is entirely satisfactory.

Assuring you that we are well pleased with the Mueller faucets, we are,

Yours very truly,  
RICHARD S. POSEY,  
Manager.

New York Military Academy, Cornwall on Hudson, N. Y.

The Colonial Self-Closing Faucets which we installed about four years ago in the lavatories at Bard Hall, our department for young boys, have given excellent service. In fact, I cannot remember that we have ever found it necessary to do anything to them in that time. They have had hard and continual usage and have remained tight and satisfactory in every way.

I selected this faucet after carefully comparing several makes and patterns and am pleased that my selection proved so satisfactory.

Yours very truly,  
SEBASTIAN JONES,  
Superintendent.

The Jefferson Hotel, Macon, Mo.

Your self-closing faucets are the right thing in the right place. In fact, we would not know what to do without them. The great saving in the water bill alone fully pays many times cost of same. So we cheerfully recommend them to any one as we have used them for two years and they are just the same as the day they were placed.

Respectfully,  
THE JEFFERSON HOTEL,  
J. H. Thompson, Manager.

Mansard Hotel, Bowling Green, Ky.

We have had the Mueller Colonial Self-Closing Faucets on the public lavatories in this hotel during the past three years and they have been satisfactory in every respect.

They have effected a saving of more than half of the water we formally used, and have never given us any trouble.

They have required the services of a plumber only once, and that was six months ago when constant service required their re-adjustment. We enclose herewith views of interior and exterior of the hotel.

Very respectfully, MANSARD HOTEL,  
G. M. Williamson, Manager.

Citizens Bank, Pine Bluff, Ark.

We beg to advise that the self-closing faucets which were installed in our lavatories in our new bank building are giving satisfactory service. We believe they are great savers where water is used in abundance and we are more than pleased with the results in the use of your faucets.

Yours truly,  
M. E. BLOOM, Cashier.

Missouri Trust Building, St. Louis, Mo.

We have replaced some and are gradually replacing all our water faucets in this building. We are using your Colonial Self-Closing Faucets.

We have found them very satisfactory and believe they have materially reduced our water bill, as the old style faucets leaked badly and gave us a great deal of annoyance.

Yours truly,  
BERNARD W. MAGINN, Man.

Midland Hotel, Lawton, Okla.

It may be of some interest for you to know that we have used the Mueller Colonial Self-Closing Faucets in our hotel, the Midland, since it opened about eighteen months ago. Speaking to you from the standpoint of the manager, I wish to advise you that I have yet my first complaint to find.

We have not even had occasion, so far, to make any repairs on these faucets. This may be of some benefit to you and should I ever have occasion to buy faucets of this kind, I would certainly use Mueller Colonial Self-Closing Faucets. Yours truly,

J. W. FEWELL, Manager.

### SAD CASE OF WILL JETT

#### Lost His Roll the First Night in Kansas City

Saturday, July 22d. Will Jett sallied forth for Kansas City to cover Murray Kirkwood's territory for a month. He had \$50.00 expense money and Monday morning he wired that he had lost that and a check for \$50.00. We sent him more money.

The Kansas City Star later published the following item of Will's first night in Kansas City:

#### HE LOST \$50.00 IN A THEATER

W. L. Jett, who travels for the H. Mueller Mfg. Co. of Decatur, Illinois, attended a Twelfth Street Theater last night. He mised \$50.00 in cash and a check for \$50.00 when he came out.

Of course Jett could not help it. He was Kentucky broke and now he is Missouri broke. He has been advised, while in the state of the James boys, to stay away from theaters, and to go to bed immediately after supper. With the new expense money we sent a porous plaster with directions to place the money next to his body and cover it with the plaster. If he does this he is certain not to lose it unless he loses himself, and no one can pry him loose from the "kalc." We felt compelled to take this extreme course. We reasoned from past performance, figuring the possibility of having to send \$50.00 every three days for 30 days. That would mean \$500.00 expense money for the month. Too much! We are not looking for expenses—we are looking for profit. These poetical tributes have been penned by friends of Jett, in the hope that they will lighten the grief he naturally feels:

There was a young man from Kaintack  
Who generally played "poke" in good luck:

But he met a big bloke  
In K. C. and went broke  
And to his firm hot air tales did chuck.

—Horace Clark.

When Willie went to K. C.  
He was feeling very gay,  
He had fifty on his person  
And swelled up, I should say!

He lit a big Perfecto  
And went to take a stroll  
While he ogled all the ladies  
He thought not of his roll.

A man who had light fingers  
Touched him like a flash,  
And when Willie gained his senses  
He had nary bit of cash.  
—W. B. Ford

One upon a midnight dreary  
Bill Jett pondered weak and weary.  
He was broke and he was leary  
Of the wild west he was skeery.

Sad, oh sad, he bawled in sorrow  
"I must wire the firm tomorrow—  
What will they think of the story  
It's so old it's very hoary.

But it's the best that I can fake  
And I trust that it will take.  
It's so simple that it's funny  
To tell them I've lost the money.

Dear good friends won't you relent  
And not ask me where it went?  
You with hearts so full of pity  
Surely won't suspect the "kitty."  
—Wilbur Simpson.



### KEEP US POSTED

#### Let Us Know When We Have An Advantage

We are advised that a number of brass concerns at Cleveland, such as the Atlas, Monarch and United Brass have been charging for boxing and cartage.

This has been reported to us by a number of our salesmen and in order that all may have the benefit of the information it is being published here.

As a rule, salesmen are very prompt to notify us of cases wherein competitors make an extra concession or a little better price, but are not always so particular about informing us when we have an advantage.

We should be kept fully posted in either event.



### NAMES FOR CATALOGUES

Each salesman has been forwarded a bunch of express receipts showing him the names of the persons in his territory to whom the second edition of the D catalogue has been sent.

You are directed to look these receipts over and then supply us with the names of other persons in your territory who may be entitled to a copy of the new catalogue. We have an abundant supply and want to get these catalogues into the hands of every one entitled to a copy. In sending names let us know what discount sheet is to accompany the catalogue.

When this has been done you may destroy the express receipts as they are valueless.



### PERSONALS

Charles T. and Will B. Ford were here during the middle of July on their vacation.

On the 17th and 18th, M. T. Whitney, T. F. Leary and D. E. Rowley came in, and with the Messrs. Ford, joined the firm in a conference concerning the patterns of lavatories to be adopted.

Mr. Whitney has nearly regained his former health.

Will Jett of the Illinois territory, left Saturday, July 22d, for the west, to cover portions of M. F. Kirkwood's territory, during the time that Mr. Kirkwood is incapacitated for business because of his broken leg.



### THE QUESTION BOX

From E. B. Cameron:

How much floor space does the Meter Tester require?

About 7x10 feet.

Are all the sizes of 14401 (strainer) tapped on the side for a cleanout pipe?

The 14401 is made only in the old style, that is with the cleanout plug at the bottom. We are expecting to issue a booklet on the strainers and in doing this we will perhaps show one tapped at the side but this will be as a special and not as a regular line.

