

The Mueller Record

Vol. III

AUGUST 15, 1913

No. 39

MUELLER TAPPING MACHINE

There never was such a tapping machine as the Mueller. Of this there can be no doubt. The truth of this has been proved time and time again. It is so firmly established that it is irrefutable. No well informed person in the water works business will dispute it. Yet we lose orders where we should make sales. There is absolutely nothing the matter with the machine, no logical argument that can be maintained against it. This being the case there must be something the matter with the men who miss making a sale when the opportunity is offered.

It is a wornout saying that "customers are our best advertisers." but it is a true one in this case.

Parsons, Kansas, recently bought a new No. 2 machine. W. K. Hayes, Supt., volunteered a bit of information concerning the old Mueller machine. He said:

"The old machine has been in use about 28 years and has about 2800 taps to its credit."

Here are a few other expressions which recently came to us:

Mr. C. Ulses, Supt. Water Works, New Braunfels, Texas, has a Mueller machine which has been in use 25 years.

Mr. Joe S. Rhodes, Supt. Water Works, Granville, Ohio, has a Mueller machine which has been used 25 years and is practically as good as new.

Mr. Nels G. Sandberg, Supt. Water and Light Plant, Delano, Minnesota, has a Mueller machine 17 years old, which he has operated himself the past 10 years. It is still giving excellent service.

Mr. E. E. Dundee, Supt. Water Works, Wilber, Neb., has a Mueller machine which has been used 17 years and is still O. K.

Mr. W. E. Trull, Supt. Water Works, Garden City, Kansas, used a Mueller machine

26 years, making over one thousand taps, and he adds, "So you see the machine does not owe us anything."

With such witnesses back of the Mueller machine (we have a lot more of the same kind) a salesman has powerful support of his case, if he will only cite these witnesses. The machine's performance speaks for itself. A prospect might doubt the record if merely asserted by a salesman, but he can't with good reason doubt it if the statements of other witnesses are shown him, or it is made possible for him to verify the statements by writing to the witnesses.

A salesman should be able to put up an absolutely unanswerable argument, on our machine. The fact that the price may be higher is positively no argument against it.

We have figured on the basis of a machine lasting twenty-five years, that the cost per day is ONE cent. What cheaper machine could a corporation ask. There is nothing connected with a water works plant which costs less.

In the case of Parsons, Kansas, where a machine was in use 28 years the cost was less than a cent a day, figuring the years at 300 days each. This makes a total of 8400 working days, and this divided into the net cost of our No. 2 machine shows the daily cost to have been .008 and a fraction more.

Take the other proposition of 2800 taps in 28 years' time and the cost per tap is a fraction more than .026. A little more than the cost of a postage stamp. What a powerful argument for a salesman! Show a prospect that the actual cost of making a tap with a Mueller machine, exclusive of the labor, is a little more than the cost of sending one letter through the mail under first-class postage.

Why the demonstrable talking points of

the Mueller machine are simply unlimited. The original cost is nothing, not worth thinking of when the actual cost of the service yielded is made plain by comparison.

We believe 99 men out of a hundred will admit the superiority of the mechanical points of the Mueller machine. If they do this, the thing for us to do is to impress them with the fact that the first cost is really a negative quantity, because it is cheaper at our price than any other machine at half its price, because no such machine will come anywhere near giving the same service.

We have told you before, we tell you again—we want tapping machine business. We want the initial orders. Tapping machine sales mean sales of brass goods. It means continued patronage. Every salesman is urged to make special efforts in the sale of tapping machines. Every salesman must fortify himself with arguments that will convince the prospect. You can't do it by half knowing the machine, and half knowing the talking points. You must know them all. There are enough to refute any question raised against the machine.

The reputation of our house, the reputation of the machine itself, and the good things that the best water works men in the country say about it, simply put the machine in a class by itself—unapproached by any other similar device known to modern water works practice.



ANSWERING LETTERS.

Negligence of Salesmen Complicates Matters for Us.

In looking over correspondence in the Claim Department the fact was brought to light that some salesmen pay no attention whatever to our letters regarding claims. In some instances our letters are not even answered.

This is not business, and it's downright discourtesy. We have a right to expect that letters addressed to you will be answered. You certainly would not refuse to answer a question if we put it to you direct. Then why should you decline to answer a business letter? There is no difference between

the direct question and the letter—we write you simply because we can't ask you orally.

We want every one of our salesmen to distinctly understand that he must answer letters addressed to him concerning orders and claims. And we want them answered if they come from the Claim Department just as readily as if they came from the president's desk.

Customers make all kinds of claims to us. They say that salesmen agree to certain prices which do not show in the orders. In other cases they will claim that the goods shipped were not in accordance with instructions. We are up against this thing every day.

How do you suppose we can straighten these matters out when you refuse or neglect or forget to answer our letters? Every time you do this you leave us at the mercy of the customer, unless we want to arbitrarily decline to accede to his claim. It leaves us to grope in the dark. We simply have to guess what to do. Guessing is not good business, and there is no necessity for it, if those connected with the business will give us the information asked for.

With the facts in hand we can proceed intelligently. Without them we cannot.

What we have said about claims and orders applies to collections. You must advise and assist us in this regard. We have many copies of letters to salesmen about collections which remain unanswered.



DAILY ROUTE SHEETS.

In order that there may be no confusion regarding the sending in of daily route sheets, we wish to again call the salesman's attention to the fact that it is a rule of this company that each and every salesman send to the office each day, a daily route report on Form No. 5214, showing the date, place of mailing, and whether the route we have is correct, or giving us a new route. We insist on this being done, and no salesman is exempt from this ruling. In each and every case where this route report is not received by us a fine of ten cents for each day will be assessed, this fine going into the Forty-Nine fund, which is turned over to the Treasurer of the Forty-Nine Club at the end of the year.

READ THE BULLETINS.**Keep Familiar With Your Book and Save Us Trouble.**

Salesmen should read their bulletins. They should likewise re-read them occasionally to keep same fresh in their minds. We now have a great many bulletins. In many instances they contain information which is a part of our established selling policy. Therefore every salesman should be so familiar with his bulletin book that he can turn to any particular bulletin at any time.

He should adopt a policy of looking up his bulletins whenever a question is raised which is not in line with our policy. By doing this he can many times dispose of a question at the time a sale is made, which if brought up afterwards may cause friction.

Here is a case in point. One of the old salesmen sold a tapping machine and took an old one in exchange. Bulletins SO-177 and SO-370 clearly state that every new machine on which an old one is taken in exchange will be figured at the list and discount, and the regular allowance made for the old machine. It is clearly indicated that we must have at least full list price of the machine with complete outfit. Provision is made in these bulletins whereby purchaser may change specifications, taking other extras which will bring up the list price to the regular list.

However, this sale went through without any such demand for a change of specifications and the customer now wants a credit on $\frac{1}{2}$ and $\frac{5}{8}$ " drills and taps which he claims he does not need.

This means correspondence, explanations, etc., with possible dissatisfaction on the part of the customer, all of which could have been avoided, had our position been fully explained according to our policy and bulletins.

It is good policy therefore that salesmen keep familiar with bulletins. In transactions out of the regular, let your first thought be your bulletin book. Consult it and see if any conditions are imposed, and above all let the customer understand the conditions.

Then he will have no come-back—no chance to think that he did not get a square deal, and no suspicion that we have taken any unfair advantage of him.

PIECE OR DOZEN.**A Word About Changing Our Plan of Writing Orders.**

Several of the salesmen have recently sent in orders written up by the dozen. This matter was called to the attention of one salesman who explained that a customer requested it. As the customer was a new one the salesman wanted to oblige him.

This was all right but salesmen should remember that our policy is to have orders written up by the piece.

If a customer wants his order to show dozens this can be done by enclosing the number of dozen in parenthesis, following the entry of the number of pieces.

But always write your order by the piece. It certainly should be an easy matter to show a customer that it is a simpler proposition to figure 100 pieces at 50c each, as compared with 8 1-3 doz. at \$6.00 per dozen, or \$50 for the lot.

We have been through the mill on the dozen proposition. It made us lots of trouble and caused us much expense. We have tried the piece plan for the last seven years. It has been less troublesome and much more satisfactory all around.

If the customer insists on having dozens specified, do so in parenthesis, as has been suggested, but give us the order in pieces.

**GASOLINE MELTING FURNACE.**

We have the following letter from W. L. Jett regarding our gasoline melting furnace:

"I have just received some information from the Department of Water, City of San Diego, Cal., that I think will be of some assistance to you.

"They report that on the lead melting furnace or Mueller Fast Worker, our D-23321, that they melted 101 joints of 6" pipe with 7 gallons of gasoline.

"This might come in good place some time and the foreman down there says he will give us a lot more information on same when he gets a chance to use it more."

**BOOSTING.**

Boost and the world boosts with you: beef and you beef alone.

AN OPEN SPECIFICATION.

Tom Leary Furnishes a Bit of Information From the Coast.

General Manager T. F. Leary of the Pacific Coast Branch, writes the home office as follows:

"The California State Architect and Engineer have adopted the following suggestion for open specifications for plumbing on state work:

"The bids, to be considered, must include a bid on goods herein specified, but the contractor may submit alternative bids on not more than two other lists of fixtures he considers equal to those specified, provided he appends the name of the make and the plate numbers of each fixture he offers as a substitute. The architect or owner reserves the right to award the contract to the lowest responsible bidder on goods specified or on any accepted substitutes proposed in the alternative bids submitted above. After the award no substitution of fixtures for those described or specified will be allowed."

This is particularly interesting to the manufacturers of quality goods. You will notice it allows sufficient leeway for competition, but provides a distinct description of what is to be substituted; that the architect or owner reserves the right to award the contract on either the goods specified, or on any accepted substitute, and that after this decision no changes will be considered.

We believe it will be well for each salesman to have several copies of this to show to architects, particularly state institution architects.



IN THE EMERALD ISLE.

Billy Ford Writes Entertainingly on Reaching Liverpool.

Billy Ford and his sister are now in the had never seen. Who can doubt their in-have never seen. Who can doubt their instant recognition of Ireland's outline stamped on Billy's American constitution. And who can suppress curiosity for the surprise they will manifest at his glad sartorial accomplishments, for Billy is a butterfly of fashion—a regular, downright sartorial

symphony of fine fabrics and harmonious colors, a la J. Hamilton Lewis, minus whiskers.

With all these embellishments he will prove to his Irish relatives, that American birth and American environments have not put his heart out of tune with true Irish ideals. And he is bound to have a good time, which we all hope he will.

A brief letter has been received from him. It was written at Liverpool under date of July 29th, soon after landing. He says:

"I arrived in Liverpool on Saturday evening, and escaped seasickness. Many were sick aboard, but take the voyage as a whole, it was quite pleasant. We have been resting in Liverpool for the last few days, but expect to leave tonight for Dublin. My sister was quite sick on the voyage, but is now entirely recovered, and we look forward to a great deal of pleasure during the rest of our visit. I called today at S. Doulton's place, and had a very pleasant interview with the man in charge. I think that this concern is one of the largest manufacturers in England of enamel work as well as vitreous ware, and they also manufacture the complete line of plumbing brass work. I noticed several quick compression work on their various lavatories. I inquired how long they had made this class of goods and was informed that it must be from 10 to 15 years old. He advises me that the quick compression work is not allowed by the water department of the City of Liverpool, and they have no sale for this work whatever in Liverpool. He advises for his reasons for not using this class of work that it causes a concussion, and owing to it going full open at one quarter turn, the water splashes from the bowl. I find in this city that the hotels do not have running water installed in various rooms, and from the present observation I hardly think that the sanitary conditions are equal to the appliances which I know are used in America."



IN TEXAS.

Mr. Robert Mueller left on August 5th on a business trip to Texas, expecting to be absent four or five days. He returned home on the 11th.

ANOTHER GOOD RESULT.

Southern Plumbers Have Been Benefitted By Good Advice.

Mr. C. T. Ford sent us a copy of a letter from a plumber at Winston-Salem, N. C., which is gratifying in view of the fact that Mr. Adolph made an address to the plumbers of that state last spring, in which he urged co-operation, better business methods and prices which would produce a profit instead of a loss.

This plumber says the master plumbers of Winston-Salem instead of the old cut-throat methods of the past, have adopted better business methods whereby their business has improved and their collections will be better, and says "It will not be many months before we can discount our bills instead of begging for an extension of time as we have done in the past."

He adds that we may rest assured that "Mueller will get the majority of our business."

It's a certainty that the addresses made by Mr. Adolph before state associations have greatly strengthened our position with the plumbers.

Charley Ford, commenting on the letter here referred to, says:

"It proves your visit to North Carolina was not in vain. I know of other cases in this town of like nature. Your visit to these people was just what they needed. I hope you will make more of these visits."



THE JULY CONTEST.

W. L. Jett Pulls Off a Double-Header Victory.

The result of the July contest was very much in favor of W. L. Jett, who is now known on the coast as "Gas Jett." He pulled off a double-header, scoring first on gas cocks and also on service clamps.

The following are the winners, and a tabulation of the sales of each man:

D-8303, First Prize—Mr. W. F. Hennessy; 708 sold.

Gas Cocks, First Prize—Mr. W. L. Jett; 4,365 sold.

Self-Closing Work, First Prize—Mr. W. C. Heinrichs; 750 sold.

Fuller Work, First Prize—Mr. C. H. DuBois; 214 sold.

Service Clamps, First Prize—Mr. W. L. Jett; 1028 sold.

Water Tapping Machines—Mr. C. H. DuBois and Mr. James Smith tied on this, each selling three machines and the prize will therefore be divided.

SALESMAN	D-8303	Gas Cocks	S. C. Work	Fuller Work	Water Tappers	Service Clamps
E. B. Cameron.....	342	12	24	27	2	4
H. F. Clark.....	96	120	88	42	0	250
D. J. Mueller.....	0	0	0	0	0	0
P. W. Scribner.....	400	6	0	97	0	10
W. B. Ford.....	24	0	154	6	0	0
E. G. Ince.....	0	205	2	0	0	0
H. G. Miller.....	24	0	62	78	1	57
E. E. Pedlow.....	48	144	32	180	0	0
J. H. McCormick.....	144	0	12	0	0	0
C. H. DuBois.....	96	12	68	214	3	24
D. E. Rowley.....	3	1	258	12	2	8
T. E. Beck.....	48	3	0	45	0	0
H. J. Harte.....	252	0	226	0	0	27
E. S. Stebbins.....	72	232	5	33	2	0
F. L. Hays.....	12	0	12	0	0	0
M. T. Whitney.....	18	280	228	62	1	275
R. M. O'Rourke.....	160	25	50	30	1	108
L. M. Cash.....	54	0	9	30	0	0
S. Thornton.....	39	98	10	1	2	12
James Smith.....	0	460	93	5	3	606
L. A. Bland.....	42	75	4	2	2	113
H. A. Staley.....	72	0	42	0	0	0
W. C. Heinrichs.....	122	0	750	0	2	405
Floyd Johnson.....	26	0	0	12	0	0
T. F. Leary.....	0	0	0	0	0	0
W. L. Jett.....	384	4365	0	0	0	1028
C. J. G. Haas.....	48	0	28	20	0	0
C. H. Peters.....	0	0	0	0	0	0
G. A. Caldwell.....	246	0	164	0	0	161
W. N. Fairfield.....	12	0	0	0	2	0
R. M. Hastings.....	440	0	12	43	2	0
R. H. Powers.....	186	0	43	0	0	0
W. F. Hennessy.....	708	0	130	90	1	0
N. E. Sippell.....	268	0	33	30	1	0
W. F. McCarthy.....	73	0	1	48	0	45
C. T. Ford.....	30	0	0	0	0	61
C. J. Tranter.....	440	0	403	0	1	0
Total.....	4929	6038	2923	1107	28	3194

For the remainder of this month we should like to see all salesmen put forth their best efforts. We have a good stock of goods on hand and can fill orders promptly. Every salesman should put forth his utmost efforts to aid us in reducing this stock. Incidentally you may win a prize or perhaps two like Jett did.



TO THE COAST.

A. E. Saylor who has been the head of the Upkeep Stock Department, left on Wednesday, August 6th, for San Francisco, where he will take a position in the Pacific Coast Branch.

His successor at Decatur is Olga Funk.

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.

**A MYSTERY SOLVED.**

Frank L. Hays sends in the following clipping:

Clerks of Yesterday.

What has become of the old-fashioned dry goods clerk who used to carry the bolt of dress goods out on the sidewalk so the lady customer could get the sunlight effect?—Cleveland Plain Dealer.

He solves the problem by saying: "The clerk has gone to join the railway conductor who wore box-toed shoes, strung a log chain across his vest to hold his watch, and had a sweetheart at every station."

**HAS TO PROVE IT.**

We had an order from Texas the other day for water strainers, and the following paragraph was appended:

"Please send descriptive matter about this particular material, as these people would think that I am a fool in trying to sell them something like this, without letting them see that other parts of the country are using them."

ORDER FROM CHRISTIANA.

Some of the Things Our Customers Said to Us in a Letter.

From far away Christiana, Norway, we have received a nice order for regulators including the following sizes of 13160: One each of 2", 1½", 1¼", 1" and ¾" sizes.

Here are a few of the things our customer said to us in his letter:

"Aut. Rorlaeggerforretning. Armaturfabrik. Mek. Vaerksted, Jern & Metalstoperi. Lager av lloyds & lloyds ror og fittings."

The only thing we can interpret is "Lager," and we don't believe at that the customer was talking about the thing we are thinking about. We are certain of this because Mr. Cash is a strict and uncompromising prohibitionist, and he read the order without calling a local option meeting.

By the way, Mr. Cash could read Sanskrit, if it happened to be anything about 13160.

**POSITION WANTED.**

We are advised that Mr. A. W. Archer, superintendent of the water works at Colgate, Kansas, is open to a position.

Mr. Archer is reported to us as being a capable man, and every salesman hearing of an opening will report the fact to us.

Mention was made some months ago that A. A. Tucker, an experienced man in the water works line, and a good friend of ours, was open for engagement. Mr. Tucker has not yet succeeded in forming a connection with any water works plant. If you should hear of an opening please advise us at once.

**THIRD EDITION D CATALOG.**

We have now had complete delivery of the Third Edition D Catalog and it is being sent to the trade.

The third edition is exactly like the second so far as illustrations and printing are concerned. The index has been changed and a numerical index added. The new catalog is printed on lighter paper, in consequence of which it is not nearly so thick or so heavy as the second edition.

DECATUR ORDERS.

From the White Plumbing & Heating Co., of Charleston, Ill., through C. H. DuBois, for 2 D-8702 and 18 D-11909 to be installed in the First Nat. Bank Building.

From D. W. Yarbrough of Atlanta, Ga., for 100 D-12902 to be installed in the Gendles Building.

From the Monument Plumbing Supply Co. of St. Louis, Mo., through E. E. Pedlow, for 28 D-9045 to be shipped L. Wolff Co., Chicago, for installation in the Children's Hospital, St. Louis, Mo.

From S. Grunwald of Omaha, Neb., through E. S. Stebbins for 264 D-12907 to be installed in the Citizen's Hotel Building at Hastings, Neb.

From D. C. Ching, Warden of the Jefferson City, Mo., penitentiary, for 12 D-12901 "to be put in the pen—for life."

From O. T. Carr, of Gainesville, Texas, through F. L. Hayes, for 18 D-11902, 7 D-11902 Cold, and 12 D-8303 to be installed in the Hotel Turner.

From the Iowa State University 24 D-8403 and 150 D-8735, also 75 hose connections.

From J. Wooley & Sons of Evansville, Ind., through D. E. Rowley, for 36 D-25007, 22 D-25003, 48 D-6264 and 58 D-11904 to be installed in the Y. M. C. A. Building.

From George W. Sutherlin of Topeka, Kansas, for 30 D-11909 to be installed in the I. O. O. F. Home for the Aged, at Manhattan, Kansas.

From Lewis & Kitchen of Chicago, for 14" D-13140 and 14" D-14410 to be installed in the Lincoln School of West Allis, Wis.

From Thos. W. Morgan, Warden of the United States Penitentiary at Leavenworth, Kansas, 4 D-9213, 12 D-9203, and 24 D-7003. These goods are also going into "the penitentiary for life."

From Lohman Bros. of Los Angeles, Cal., through W. L. Jett, for 144 D-8349, 288 D-8303, 24 D-8183 and 288 D-8194.

From Rundle Spence Mfg. Co. for 2 pair D-11904 to be installed in the School for the Deaf, at Milwaukee.

From Joe F. Quigley of Galesburg, Ill., through L. M. Cash, for 50 D-11901 to be installed in St. Joseph Academy.

From Central Supply Co., through D. E. Rowley for 30 D-12906 and 24 D-12002 to

be installed in the Indiana Soldiers and Sailors' Home, Knightstown, Indiana.

From the Watt Plumbing Co., Tulsa, Okla., through F. L. Hays, for the following goods: 182 D-11902 with 1/2" D-25918 supplies, 7 D-11902 cold, 24 D-8794 with D-25047 supplies; 48 1/2" D-8193 stop cocks and 24 D-25111, to be installed in the new hotel owned by Mitchell & Jenal, Tulsa, Okla.

From A. J. Kennard of Roanoke, Va., for 54 D-11921 self-closing pantry cocks and 6 only D-11710 self closing bibbs to be installed in the Jefferson Hospital at Roanoke, Va. The architects of this building are Miller & Mahood of Roanoke. The approximate value of the building is \$40,000. Each room is to have a pair of Mueller self closing cocks.



OUR SELF-CLOSING WORK.

It Has Been Adopted By Bell Telephone Co., at St. Louis.

Mr. Pedlow advises that he has finally succeeded in having Mueller Self-closing Work written on the file records for specifications in the Engineering Dept. of the Bell Telephone Co. at St. Louis, for all of the buildings which they put up throughout the southwest. These plans are all drawn in St. Louis and we understand that our goods will always be specified. Salesmen are requested to keep a lookout for buildings which are being put up by the Bell Telephone people and to let us know where they are located and all about them so that we can be sure that our goods go in.

Misery loves company, but we do not love the kind of company that makes us miserable.



WHAT HE NEEDED.

The amateur golfer had not been doing very well and toward the close of the round he turned to his caddie and said, "Let me see: is that 197 or 198 strokes?"

"I dunno," was the disgusted reply, "what you need is an adding machine, not a caddie."

SARNIA LETTER

Writing under date of July 23rd, Mr. Oscar Mueller supplies the following information concerning the new plant at Sarnia. He says:

"Upon my return from New York on the 21st inst. I found that considerable progress had been made during my absence.

"Among the late arrivals from Decatur are Frank Powers, Herman Bennett, John Jevoroski, James Elmore and Robert H. Mueller, otherwise known as "Bobbie." All the boys have taken hold with a will, and are showing up in first-class form, but they are not all on their regular line of work. In fact they do anything that will advance the general work, such as pipe fitting, carpenter work, and in fact everything that is necessary. A keen and most satisfactory interest has been shown by all new arrivals, and we are proud to say that we are getting an organization that will be hard to beat.

We might also mention that there has come to live with John Burkham a boy who has made application, and while his age precludes him from an immediate position in the plant, John says he knows that he will be able to fill a good position when we have a vacancy. I wish to state that his weight is eight pounds.

"We have had our power plant in operation for some days and all motors connected and in operation. We have started on the piping in the tunnel and hope to have it completed within a few weeks. With this done the entire plant will be completed.

"Peté Blair is breaking in some brass finishers and we have been able to add a few men to numerous other departments. Three moulders are working in the foundry and things are taking on a business-like aspect there.

"Orders are coming in very satisfactorily, considering there has been but one man in the field, W. C. Heinrichs. We have recently added T. W. Merriam, who will

cover the eastern part of Canada from the St. Clair river eastward. Mr. Merriam is at present in Decatur receiving instructions and in a few days will be gathering orders. (Since Mr. Oscar wrote this Mr. Merriam has completed his work here and is now hitting the trail.)

"We have had considerable foundry work offered us in the way of castings. Our investigations lead us to believe that the brass foundries in Canada as a rule have not been very satisfactory. The majority of the castings we have seen have not been up to the Mueller standard of quality.

"The weather conditions here this season have been ideal and the Mueller colony here has been very happy.

"OSCAR."



INSTITUTIONAL BUSINESS.

The attention of salesmen is called to the new orders received during the past few weeks. You will find therein a number of orders listed for state and government institutions.

This is a class of business we want. All salesmen should keep in touch with all possible orders of this character. State and government business is desirable because it is so absolutely safe and because the best stuff is demanded as a rule.

In addition the advertising value of having our goods in public institutions is no mean asset to the business.



A CORRECTION.

In the introduction to the July contest E. B. Cameron was credited with being second and H. F. Clark third in sales of self-closing work, all of which was wrong as the table showed.

M. T. Whitney was second and P. W. Scribner third.