

The Mueller Record

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BE A VON MOLTKE

Salesmen Can Learn Good Lesson from Germany's Great Warrior.

Do you know who Von Moltke was?

He was the great war general—the strategist who was always prepared—who anticipated every move of the enemy and planned a campaign to check it. He was far sighted. When the Franco-Prussian war ended, he said, "Germany must remain on a war footing for fifty years to maintain her position." Fifty years have not yet passed. Von Moltke knew what he was talking about.

Read this incident of the thorough preparedness of this wonderful man whose name ranks with Caesar, Frederick the Great and Napoleon:

"They tell of the field-marshal, Count von Moltke, that when on that fateful July day of 1870 an excited aide burst into his private office and gasped out the word that France had declared war, the old warrior looked up from the documents he was reading.

"Upper pigeonhole on the right hand side of my desk," he said. And there, in fact, was the carefully worked out plan for the invasion of France which was soon carried through to a successful issue. Every contingency had been provided for in the Von Moltke plans, which represented the careful labor and study of years. For every possible move of the French army a check had been provided, and it was largely due to the patient and thorough study of the great chief of staff that the German operations were so quickly and so consistently successful!"

Marvelous almost to the point of impossibility. Yet not marvelous at all—simplicity itself. Von Moltke did not wait for war to be declared. He applied himself to the solution of the problem before hand. He set up a hypothetical condition and met it, not generally but in minute detail. The

world's history does not show another case of such thorough preparedness.

What lesson may a salesman draw from this absorbing incident? What thing may he do in plain business that will resemble the great German warrior?

Business is like war. It's a fight for advantage, for supremacy, for leadership. Then the lesson is plain—be prepared.

Von Moltke knew the German army, the German people and the German land. They were his stock in trade. Then he knew the German enemies, their countries and their ways. They were his competitors. He applied his knowledge. Confident of the supremacy of his fighting machine he matched his mind against the French generals. They were as the traveling salesmen. He anticipated their every move and checkmated each one they made.

Every salesman should study these few facts above related. You can be a Von Moltke among salesmen. It all reverts back to the slang phrase—"it's up to you."

You can learn your line of goods, you can learn your competitor's lines and you can learn the ways of your opposing salesmen. You can learn the methods of the men you sell, and can anticipate and successfully combat every argument they urge against you. Go to every customer prepared for sales as Von Moltke prepared for war. Don't formulate your plans of attack and defense after you get into the house. All of that should be preliminary work. The knowledge of goods, of men, and of methods which you must acquire is infinitesimal compared to the knowledge Von Moltke required to win a great war before it was fought.

The difference is in magnitude, the principle is the same.

And the principle is not new. The biggest and most successful salesmen of today have adopted it and are making it win.

Why not you?

QUESTION OF FREIGHT ALLOWANCE

Recently it became necessary for us to define our position on freight allowance to jobbers and we are hereby advising you of same.

A jobber located in one town sold a bill of goods to a customer in another town and asked full freight allowance to destination of shipment.

The jobbers were at once notified that we would not do this but would make allowance to them on shipment to their house.

In reply the jobbers accepted our offer but regretted that "such discrimination should be made on direct shipments to customers, inasmuch as these materials were based on regular prices and we are advised that full freight concession was granted our customers through your representative."

In entering into contract with these jobbers it was distinctly understood that we would not allow freight direct to their customers. This is strictly in accordance with a policy we adopted years ago and was in accordance with the wish of jobbers. In reply to the jobber as above, we stated:

"There was serious objection on the part of the jobbers against the manufacturers allowing freight or delivery on shipments to jobbers' customers. The reason of that objection was that a jobber could go into another jobber's territory and if the manufacturer would allow freight or make delivery on direct shipments it would enable said jobber to get business from the territory which he really was not entitled to.

Just recently we received notice from the Eastern Supply Association, giving copy of resolution which they adopted, as follows:

"Resolved, That it be the sense of this meeting that manufacturers be requested to refrain from allowing freight on direct shipments."

Our salesmen must maintain our policy in this particular. Under no consideration are they to promise freight allowance on direct shipments to jobbers' customers.

CALLING ON ARCHITECTS

One of the Older Salesmen Makes a Good Suggestion.

One of our older salesmen has written us a letter on the subject of "Calling on Architects for Orders," the first paragraph of which says:

"We believe it is the habit of salesmen in calling on architects to interest them particularly in our Self Closing work, to confine themselves to the Self Closing Basin Cocks only. We refer particularly to any job that may be up at the time, say an office building that the architect has and in these cases we overlook or at least do not always take the time to interest them in our compression stops."

The salesman is correct. Our records show hundreds of cases where we have secured orders for self closing basin cocks in a building but nothing else. Of course we are not familiar with all the conditions surrounding the order, but we feel that in a majority of the cases there would have been more business for us had we gone after it in earnest.

We know that this business can be secured. We have orders from salesmen that prove it. These salesmen not only secure the order for the self closing work but other goods, showing that they are alert to the possibilities. All salesmen should give this subject serious consideration. We have the opportunity of increasing sales very materially by a little added effort and no greater expense. If a salesman succeeds in interesting an architect or a contractor in our Self Closing work, and secures an order he should not rest content with that effort. In securing this order he has enlisted the interest of the buyer, and while that interest is aroused the salesman should push other goods. Compression Stops should go with all sales of Self Closing work. It would be a good idea for salesmen in calling on architects to carry a sample compression stop. Of course Self Closing work should be talked first. It makes a good entering wedge, but after that urge the balance of the line—stop cocks, supplies, ferrules, stop and waste, etc. If a salesman can secure favorable consideration of our Self Closing work, on the ground of superiority, he should be able to

convince the architect that our other goods are equally high class.

We want every salesman to bear these facts in mind and seek to increase business in our other line of goods.

Don't be satisfied with merely selling Self Closing work. There can be no time so opportune to convince a man that all our goods are desirable because of their superior quality and mechanism than the very time that you convince a customer of this as regards one particular line.



KEEP IN TOUCH

Attention of salesmen is again called to the necessity of keeping in touch with architects in the capitals of the different states, who may be interested in different buildings being erected for the Panama-Pacific Exposition in San Francisco. Likewise they should keep in touch with all architects who have to do with the erection and control of state institutions. Prospects of business in either one of these two directions should be taken up with your respective sales manager.

We want to get as many of our goods as possible in the Exposition buildings and are always anxious to supply the needs of state institutions. In buildings of this character which have a direct relation to the public, an excellent opportunity is afforded us to demonstrate by actual service the high qualities of Mueller Goods. Salesmen will therefore keep these facts in mind and miss no opportunity to secure the specification of our goods by architects mentioned.



GOING TO SAN FRANCISCO

Mr. A. W. Cash will leave on the 30th inst. for the Pacific Coast, traveling through Arkansas, Louisiana, Texas and other states on the Southern route. He is going to the coast for the purpose of delivering an address at the Pacific Coast Gas Association convention which meets on September 15 to 18. The subject of his paper will be "Problems of Pressure Regulation.

He will be absent from home for six weeks or two months and will return by way of Portland and Seattle.

COMMENTS ON LETTER

Mr. Oscar Gives His Views on the Subject of "Ambition."

The semi-monthly letter sent out by the Sales Department, July 15, 1914, under the subject of "Ambition," called from Mr. Oscar some very interesting comments. Criticisms and comments of this character are beneficial to all. The major portion of Mr. Oscar's letter is given below:

"Personally I have always felt that it is my ambition to help to make a success as far as I am concerned. It is not any particular ability, in fact, I have been studying people for years and especially the ones who have made a success and I find it is more a case of ambition than anything else. The fellow who desires money or what it will buy, but does not have the ambition will usually stoop to any method of getting the money, whereas it is a very rare case to find a man with ambition that will stoop to crooked means to secure money, as with ambition comes a desire to be fair, and the question of fairness depends upon one's moral condition.

There is no doubt but what ambition is not acquired any more than artistic temperament, or the ability to do anything particularly good. There is a certain amount of it born in all of us, but the one who has ambition to any extent is forced by this hidden quality to do things sometimes that he is a little inclined to avoid. In other words, he might be lazy or have that tired feeling, but ambition spurs him and makes him go and the very act of doing things creates additional ambition.

On the other hand ambition is sometimes a dangerous condition and I often refer to same in talking to employes and others, that I would compare ambition to a steam boiler. A steam boiler with very little steam in it does not accomplish much work, neither is it very dangerous, but a boiler with high pressure can accomplish wonderful work, at the same time must be properly controlled, or it becomes a menace, instead of working toward progress and good."



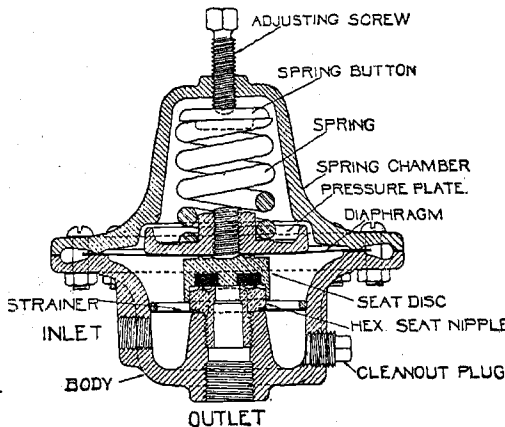
It's better to say "I prevented" than it is to feel "I could have prevented."—Osgood Company.

THE NEW RELIEF VALVE

Mr. Cash Gives Facts Concerning the 13420 Diaphragm Valve.

The cut herewith illustrates the Mueller 13420 diaphragm relief valve for service on cold water, hot water, steam, air, oil, etc.

It is well known to all practical plumbers, steam fitters and engineers and to a majority of our salesmen, that there has not been a reliable and dependable safety valve of the smaller sizes on the market, notwithstanding the many different makes. The failure of the various makes of relief valves to give satisfactory service is not due to poor materials or poor workmanship, but rather because all of them are patterned after the very old type of construction which is such that various foreign substances such as scale, cuttings, grit, mineral deposits, etc., effectually prevent their close operation under the more exacting modern requirements.



The majority of these older type relief valves will operate quite satisfactorily if adjusted to relieve at say—150 pounds pressure with an average working pressure of 50 to 75 pounds, but if adjusted to relieve at only a few pounds above the working pressure they are very easily held open by very slight amounts of mineral or other foreign substance such as would not ordinarily permanently injure the seating surfaces. As modern requirements have become very much more exacting, the Mueller 13420 diaphragm relief valve has been designed and constructed in such a manner as to effectually overcome the various obstructions and

difficulties. It has a large, effective strainer to prevent obstruction and injury to the seat. The settling chamber enables the use of a fine mesh screen without fear of choking, while a cleanout plug permits of the chamber being readily cleaned when occasion requires. The large exposed area of diaphragm against which the pressure acts insures the free opening of the valve seat with only a slight increase in pressure, then when the pressure decreases a corresponding amount, the spring above the diaphragm and seat has enough stored power to effectually push aside or crush any fine substance that possibly has passed through the screen.

We have made repeated tests on several sizes of these relief valves adjusted to relieve at 25 pounds on either water or air, and invariably when the pressure was increased to 25¼ lbs. the valve would open and discharge freely, then when the pressure was run back to 25 lbs. the valve would shut tight without leaking a drop of water or a bubble of air with the outlet pipe immersed in water.

These valves are equipped with half hard rubber seats for cold water, or air, and Jenkins disc composition for hot water, steam, oil, etc. They are furnished with one or more phosphor-bronze diaphragms and spring of proper size to meet the various requirements in relief pressure, each valve having an adjusting screw whereby the relieving pressure may be changed within certain limits.

The outlet pipe connection in all stock valves is one pipe size larger than inlet connection, thereby permitting the use of a pipe of sufficient size to properly convey the increased volume of delivery. These relief valves will be found thoroughly reliable and dependable in preventing excessive pressure in all kinds of plumbing fixtures, range boilers, hot water heating systems and for any kind of service where very close, accurate relief valves are required.



Father's in his monoplane sailing 'round
the moon;
Mother's in a taxicab, won't be home till
noon;
Brother's in his motor boat on the silent
sea—
The cradle rocks by motor in the nursery.

✦ ARIZONA TOWN PLEASED

Newspaper Comment on Mueller Meter Tester About to Be Installed.

On August 5th, Salesman James Smith took an order for two only meter testing tables, for the water department of the City of Milwaukee.

Salesman W. L. Jett succeeded in effecting the sale of a water meter tester to the city of Douglas, Arizona, and the people there are very well pleased with the prospect of having a machine with which they can determine the correctness of their meters. The city of Douglas will inaugurate a thorough system of inspection of every meter in use in the city and have also erected a special building for taking care of the meter tester. The local paper of Douglas commenting on the purchase of our machine and the work to be done, by the Water Department, says:

"At a meeting of the city water commission held during the fore-part of the week, the commissioners opened bids for the construction of a small building to house the new meter testing machinery of the water department. The bid of J. M. Sparks was found to be lowest and best and this will be recommended by the commissioners to the council, at the first August meeting, for acceptance.

While the construction of the building is a minor detail of city progress, (the machine which it will house will mark a new era in the affairs of the water department.) As soon as the meter tester has been installed, which will probably be about the middle or latter part of August, the employes of the department are to commence a thorough inspection of every water meter in the city. When a meter is suspected of over or under registering the amount of water consumed, it will be taken out and another installed in its place. The defective meter will then be tested and the machine will tell to the minutest fraction how much the meter has been undermeasuring or over measuring the water used. In the meantime the water department will make tests for any one, when the machine has been installed.

In this manner the department will be enabled to ascertain to a certainty, just

how much water is being consumed. The work of looking for "leaks" will then be started.

This latter work has already started, it is stated, with the result that several people have been found to be stealing water from the city, which is a serious offence, comprising a misdemeanor both under the state statutes and city ordinances. The maximum penalty for this offense is a fine of \$300 and imprisonment for six months.

One case has already been tried, the offender, whose meter had been removed, but who had been using a rubber hose as a connection, pleading guilty. He was fined \$10.

Several other cases are expected to be filed within the next few days, it is stated, and a campaign against this kind of theft will be inaugurated by the department."



ANOTHER GOOD TALKING POINT

We are advised by Manager T. F. Leary of the San Francisco branch that the Board of Education of that city now specifies our Self-Closing work and that the city institutions, including the jail, also use this class of goods. This is another good talking point added to the arguments for our Self Closing work. Among the larger cities of the country—New York, St. Louis, Pittsburg and San Francisco have adopted Mueller Self Closing work.



BUSINESS LOOKING UP

During the past few weeks we have had out dozens of letters to architects and contractors regarding some contemplated changes in the warehouse and office building. About 50 per cent of the replies show that architects and contractors are getting busy again as they claim they cannot take on any more work this season. This indicates a good outlook for future business in our line.



A CORRECTION

Please note that the discount given in Bulletin S. O.-487, Section P, does not include extra Screws and Covers.

METER TESTER SALES

New York Has a Record of Eleven Since First of Year.

Since the first of the year the New York office has done a very handsome business in the sale of water meter testers. Their total sales for the year, up to August 1st amounted to eleven, and the majority of them were sold in the Eastern territory. One of them was shipped to the Honolulu Iron Works. The single sales have been mentioned occasionally in the Record, but a complete list has not been published and is therefore appended:

- Keene Water Works, Keene, N. H.
 - Honolulu Iron Works, Honolulu.
 - Middlesex Water Co., Woodbridge, N. J.
 - Spring Brook Water Supply Co., Pitts-
ton, Pa.
 - Lebanon Water Works, Lebanon, Pa.
 - Trenton Water Works, Trenton, N. J.
 - Ambler Spring Water Co., Ambler, Pa.
 - Board of Water Works, Geneva, N. Y.
 - Weymouth Water Works, E. Weymouth,
Mass.
 - Panther Valley Water Co., Lansford, Pa.
- Since the above report was made by the New York office Jos. A. Hayes has sold a meter tester outfit complete to the Ben-wood & McMechen Water Co. of Harris-
burg, Pa., making a total of eleven testers sold by the New York office so far this year.



CEDAR RAPIDS JOINS

The city of Cedar Rapids has joined the ranks of Muellerites by a recent ruling that all corporation cocks used in Cedar Rapids must bear the Mueller trade mark, which means of course that Cedar Rapids will have less trouble and better service from underground connections than ever before.



A STRANGE SIGN

W. E. Knotts of San Francisco sends us a copy of a strange sign which he encountered in San Francisco. It reads as follows: "Don't go elsewhere to get cheated—Come in here." Mr. Knotts fails to advise us whether this was on the door of a plumbing shop dealing in competitive goods or not.

SARNIA NEWS

Aid Society.

Robert Mueller, Jr., sends from Sarnia the following clipping from a local paper:

At a meeting of the Employes Aid Society of the H. Mueller Manufacturing Company held last evening, officers were elected as follows:

- President—W. H. Bartlett.
- Vice President—P. W. Blair.
- Secretary—C. Firestone.
- Treasurer—Robt. S. Thrift.

From the reports read the society is progressing most favorably and great interest is being manifested by the members.

Picnic.

The employes of the Sarnia Company held a picnic on Saturday, August 15th, but we have received no report of the same. The employes of the Decatur company will have their annual picnic at Fairview park, in the western limits of the city, on Saturday, August 22nd. Plans are now being made for that event and it promises to be one of the most successful picnics we have yet held. It is proposed to make it strictly a family affair and but few outsiders will be entertained. The company will provide street car transportation for all employes and supply each employe and each member of his family with ice cream and soda water tickets for the day. The Mueller Band will furnish music during the day and at night there will be an orchestra for the dancers. The program of baseball and other field sports is being arranged.



PERSONALS

Mr. Robert Mueller devoted a portion of the week of August 11th to a fishing trip at Three Lakes, Wis., with his son Ebert.

Mr. Fred Mueller has been traveling in the East for several weeks past.

Mr. Oscar Mueller is expected from Sarnia for the picnic on the 22nd.



Why not be a top-notch-er? A top-notch-er is simply an individual who works only for the interest of the institution of which he is a part, not against it.—Fra.

DECATUR ORDERS

From Emil Carlson, Benson, Neb., 10 Extra S. C. Basin Cocks with plain handle and plain brass nut, for the Benson High School.

From the Standard Plumbing Co., Maryville, Mo., for 64 $\frac{1}{2}$ " Fin. D-8633 Compression Stops; 12 $\frac{1}{2}$ " Fin. D-8403 Plain Bibbs; 12 $\frac{1}{2}$ " Fin. D-8404 Hose; 12 Fin. N. P. $\frac{1}{2}$ " D-8407 Flange; 12 Fin. N. P. $\frac{1}{2}$ " Adj. Set Screw Flange; 2 (1 Hot, 1 Cold) D-11909 S. C. Cocks. These are to be installed in the Benedict Convent, Clyde, Mo.

From Rundle-Spence Mfg. Co., Milwaukee, Wis., 6 pairs 12004 $\frac{1}{2}$ " N. P. S. C. Bibbs, Indexed Hot and Cold; 6 pairs 12902 S. C. Basin Cocks Indexed Hot and Cold. These are for the Park Street School, Milwaukee.

Also 6 pr. -12004 $\frac{1}{2}$ " Fin. N. P. S. C. Bibbs Indexed Hot and Cold; 8 pr. D-12902 S. C. Basin Cocks Indexed Hot and Cold. These are for the 8th St. School, Milwaukee.

From the U. S. Water & Steam Sup. Co., for 140 11902 Basin Cocks to be installed in the St. Regis Hotel, Kansas City, Mo., cost \$150,000.00. Architect Owen & Payson.

From J. Ray Gallagher of Urbana, Ill., 10 D-8303 N. P. Indexed Cold; 3 $\frac{5}{8}$ " D-9022 Rg. N. P. To be installed in the business building owned by G. N. Cunningham, Urbana.

From Dornblatt Plbg. Co., Athens, Ga., two dozen Col. S. C. Basin Cocks. For the Southern Mutual Life Ins. Co. Building.

From L. M. Rumsey, St. Louis, Mo., for 1 No. 13160 Cold Water Regulator for the Barnes Hospital, St. Louis.

From McEvilly & Flynn, E. St. Louis, Ill., for the Froebel School, St. Louis: 12 D-11902 N. P. Basin Cocks, Hot and Cold; 4 D-11902 N. P. Cold Basin Cocks; 2 $\frac{1}{2}$ " D-11703 N. P. Bibbs; 2 $\frac{1}{2}$ " 9108 S. S. Flanges for same; 6 $\frac{1}{2}$ " D-10551 N. P. Bibbs with Porc. Handles.

From Bailey-Farrell Mfg. Co., for H. J. Heinz Building at Pittsburg, for 60 D-12902 Col. S. C. Cocks.

From Royer & Schlie for the French School Building, Decatur, Ill., 54 D-12902 N. P. with Index H. & C.; 19 pair $\frac{3}{8}$ " Basin Supplies; 4 pr. $\frac{1}{2}$ " same; 7 $\frac{3}{8}$ " D-12911 N. P.; 7 $\frac{3}{8}$ " D-8664 N. P.; 4 $\frac{3}{8}$ " D-9055 N. P.

for top; 4 pair $\frac{1}{2}$ " D-25036 N. P.; 4 pair $\frac{1}{2}$ " D-8897 N. P.



SAN FRANCISCO ORDERS

Through Mr. C. J. G. Haas, for Mr. H. B. Hebden, Spokane, Wash., for 18 pair N. P. D-11901 Extra S. C. Basin Cocks; 18 pair N. P. $\frac{1}{2}$ " D-11710 Extra S. C. Bibbs to be installed in the Sumner Apartments, Spokane.

For the Turner Co., San Francisco, through T. F. Leary for 24 D-12902 H. & C. $\frac{1}{2}$ " O. D.; 24 $\frac{3}{8}$ " D-8194-99005 N. P. To be installed in the city jail, San Francisco.

From Frederick W. Snook Co., through T. F. Leary for 48 D-12901 N. P. Basin Cocks for the Wellington Hotel, San Francisco.

Through Mr. Leary, from Frederick W. Snook, plumber, for Clift Estate Hotel, owned by Clift Estate, San Francisco: 208 Special Bath Supply Spouts with 416 $\frac{5}{8}$ " Special D-8646 "C" N. P. Body and "D" N. P. Neck, flange and body and 4-16 same with heavy all porcelain indexed handles, Hot and Cold. 588 D-9463 N. P. Rapidac Basin Cocks drilled $\frac{1}{2}$ " O. D. Also for Call-Sharon Building, San Francisco: 508 D-11901 Tee Handle Plain Nut Extra S. C. Basin Cocks, drilled $\frac{1}{2}$ " O. D.

From Frederick W. Snook Co., San Francisco, for 80 D-11901-95803 N. P. Basin Cocks with Tee Handles; to be installed in the Geary & Fillmore Apartments, San Francisco.

From W. L. Kreuzscher, Anaheim, Cal., for German American Bank Building: 10 D-12908; 4 $\frac{5}{8}$ " D-9002 Rg. N. P.; 12 D-8350 with D-25053 Supplies.

From Holbrook, Merrill & Stetson, San Francisco for the Conway Apartments, Marshfield, Oregon: 44 D-11909-96069 N. P. Basin Cocks; 21 D-9449 N. P. Rapidac Bath Cocks; 21 9-16" D-25053 Unijoint Offset Supplies.

From the N. O. Nelson Co., through T. F. Leary, for 8 $\frac{5}{8}$ " D-12008 S. C. N. P. Hose Bibbs, with Adj. Cast Brass Flange; 22 D-12901-95924 N. P. Basin Cocks, for the Auditorium addition for San Francisco Civic Center.

From Gilbert & Son, Visalia, owners and plumbers, through W. L. Jett, 4 D-9447 with

D-25052 Supplies; 4 D-25111; 8 D-9433 Basin Cocks drilled $\frac{1}{2}$ " ; 8 $\frac{1}{2}$ " D-9205 N. P. Taper Shanks; 12 $\frac{1}{2}$ " D-8005-76075, for the Odell-More Apartments at Visalia, Calif.

From Herman Lawson, through T. F. Leary for 12 D-12902 Basin Cocks, to be installed in the city engine house or San Francisco.

From Max Gundlach, through W. L. Jett, for 134 D-8303 H. & C. Drilled $\frac{1}{2}$ " O. D.; 184 $\frac{1}{2}$ " O. D. $\frac{1}{2}$ " O. D. D-8194 N. P.; 80 $\frac{1}{2}$ " O. D. D-8193 N. P.; 40 D-8350 with D-25053; 40 D-25111 Connected Waste. For the Tegeler Hotel, Bakersfield, Cal. Architect, R. L. Clark,



NEW YORK ORDERS

For Engleby Bros. Co., of Roanoke, Va., through C. T. Ford: 43 D-11902 Self Closing Basin Cocks, to be installed in the Frye Office Bldg., Roanoke. Also a large quantity of ground key and compression work to be installed in the same building.

For Davenport College at Lenoir, N. C. through C. T. Ford, 6 D-8764 with D-25047; 6 D-25115 W. & O.; 74 D-8303 Basin Cocks; 15 $\frac{3}{4}$ " D-6413 Stops; 2 same $\frac{1}{2}$ " ; 14 $\frac{1}{2}$ " Metal Plated 8393.

From W. P. Donaldson, Greensboro, N. C., through C. T. Ford, to be installed in the Hotel McAdoo, that city: 24 D-8346 with $\frac{1}{2}$ " D-25053 Supplies; 24 D-25111 W. & O.; 48 D-11901 S. C. Basin Cocks.

From the New York office, to be installed in the county jail at Newburgh, N. Y.; 15 D-11901 with Tee Handles. This is only a part of a large order, balance of which they expect to receive in the near future.

To Mr. R. L. Slauter, Jacksonville, Fla., for the Waverly Hotel Jacksonville, 100 pair D-11902 Self Closing Basin Cocks.



Larry—A remarkable statistic here, old chap, showing that every time I breathe some one dies.

Harry—Great Scott, man! Why don't you chew cloves?



Drug Clerk—"Did you kill any moths with those moth balls I gave you?"

Disconsolate Customer—"No. I tried for five hours, but I couldn't hit a one."

SEND IN THE NEWS

We have several times called on foremen, and managers of the different branches to send in items of interest for the Mueller Record each month. There has never been other than a feeble response to these requests. We feel that San Francisco, New York, and Sarnia should regularly be represented in the columns of the Record. There must be each month, items in each of these places which would be of interest to the other offices. In fact the Record offers an excellent opportunity for the interchange of ideas and the publication of news items concerning the company, and we hope that hereafter they will be sent in more generously than they have in the past. All such items designed for publication should reach Decatur not later than the 10th of each month.



FOURTEEN MISTAKES

To attempt to set up our own standard of right and wrong, and expect everybody to conform to it.

To try to measure the enjoyment of others by our own.

To expect uniformity of opinion in this world.

To look for judgment and experience in youth.

To endeavor to mold all dispositions alike.

Not to yield in unimportant trifles.

To look for perfection in our own actions.

To worry ourselves and others about what cannot be remedied.

Not to alleviate, if we can, all that needs alleviation.

Not to make allowances for the weakness of others.

To consider anything impossible that we cannot ourselves perform.

To believe only what our finite minds can grasp.

To live as if the moment, the time, the day were unimportant.

To estimate people by some outside quality, when it is something within which makes the man.

—Judge Rentoul.