

C. N. Wagener.

The Mueller Record

Vol. V

AUGUST 23, 1915

No. 62

GETTING BUSINESS

No Matter What the Conditions We Should Have Our Share of Orders.

Its not the best year for business. But there is business to be secured. There is just one way in which this can be done. That one way is through hard and persistent work. It is just like hunting. When a man is afield with a gun he gets plenty of game, provided he can shoot and game is plentiful. If game is scarce he will still get his share but he will travel farther, work harder and be more careful of his aim. He will seek the places where game is more apt to be found. He will call into play all of his resources, all of his field knowledge and all the little schemes he can think of so that he will not come home empty handed. A poor hunter will not do this because he lacks enthusiasm and does not want to put forth extra exertions.

Business is a game and a salesman is a hunter. He should be a good hunter and when he finds orders hard to get he should increase his exertions and hunt in places more remote from the field that is being thrashed to a frazzle by everybody. Like a good hunter he should refuse to give up until he has something to show for his efforts. He ought not to come back empty handed at night.

In times like these we feel that every salesman should put in longer hours if necessary. He should pursue every prospect. If the outlook is bad in the field that is known to everybody, and the returns are poor, turn your attention to the smaller trade in a field which is not worked. Go into the outskirts of the city and drum the little fellows.

No matter how poor business may be as a general rule, it is an established rule that there is always some business, and we ought to have our proportion of it. To get it, however, salesmen must be alert and vigilant.

In some of the larger cities we are not getting our proportion of the trade that is in sight. In this connection we quote from one of the older salesmen who tells of the methods he employs: "There is one way to get business along certain lines in cities where orders are coming slow in the big trade centers. This is by getting out to the little fellow doing cottage work as he is a consumer of stop and wastes, bibbs, etc. A salesman can make it a point to call on one of these early in the morning, probably catch one in the noon hour and another in the evening. This may take time and a salesman may feel discouraged but it is the only way to get this class of business. You must keep drilling at them all the time and you will finally gain their friendship and business.

"In calling on city trade I find that we do not get our proportion of trade. There is only one reason for it, and that is the salesman finds it hard sledding and gets discouraged. He then pulls out and goes to the smaller town where he can pick up some orders. If we once get established in the city we can get business just as well as in the smaller towns.

"In working the city trade I always kept my eyes open and kept asking as I went along, who was doing the work and why. They generally come back with the information I wanted, saying that so and so was getting the business but was working about sixteen hours a day. Without telling why I asked the question, I always made a note of this particular party who worked sixteen hours a day and called on him. A fellow who will work sixteen hours a day is trying to make good and will pay his obligations. By getting in with him in the early stages and granting him a credit you make a good friend and one that will stick to you. Also I always as a rule tried to get information from city salesmen of local supply houses as soon as I had gained their friendship.

"There is one thing certain, we don't get

the business out of larger cities that we should. We think the main reason is that we don't put in the time that we should. A salesman has to be out on the job early in the morning and stay late in the evening to get the best results. When you once get a line on the trade and know who is entitled to credit it is a great help to the salesman. He can then follow up who of the smaller fellows is getting the cottage work."

There are two things that a salesman must see to get business. One is his head and the other is his legs just as the hunter does. The hunter depends on his knowledge of the game and uses his wits to locate it. If it is located he uses his legs to reach it.



CONCERNING METERS

Our policy has always been to be impartial as regards water meters and must continue so.

We are often asked to quote on meters or to recommend one but we always refuse to do so. Under no circumstances will we make a recommendation.

Our answer to inquirers has always been to refer to the trade papers where they will find advertisements of many good meters and that no doubt they can get all required information from manufacturers.

Salesmen must pursue this same policy. Don't favor one meter above another. Tell the inquirer how he may become posted but don't express a personal preference or extol or condemn any individual meter. We want the friendship of meter manufacturers. We have always had it and want to keep it and the surest way for us to do this is to remain strictly impartial.



IN SOCIETY

Mr. and Mrs. C. J. G. Haas figured prominently in the society columns of the Portland papers of recent date. They gave a reception for Mr. and Mrs. H. P. Curtis following their marriage. A picture of the bride and Mrs. Haas appears in the society column of the Portland paper, with the announcement that Mr. and Mrs. Haas and Mr. and Mrs. Curtis will enjoy a two weeks visit at one of the fashionable summer resorts during August.

MR. OSCAR IN HAPPY VEIN

Writes Personal Letters to Men Recently Rewarded with \$500.

At our annual picnic on July 24th, Wm. Seeforth, Nicholas Coy and John Ronan who had served 20 years with the company were presented with \$500 each. Mr. Oscar knew all of these recipients of the firm's generosity, and took occasion to write a personal letter to the men. The letters breathed an air of sincerity and good fellowship and certainly must have made the men feel good. They are reproduced herewith.

To William Seeforth.

"My Dear Bill: I just received a copy of the Decatur Herald giving an account of the Mueller picnic. Surely wish I could have been with you. We also had our annual picnic here on the same day and it was a great success. There were over 700 employes with families in attendance. The conditions here are much more favorable for a picnic. We went down the river 25 miles to Tashmoo Park, just built for this class of work. It was a great sail. Tashmoo park has two fine baseball diamonds, dancing pavilion and all other amusements.

"It hardly seems possible that it was twenty years ago, in fact a little more, that you and I broke ground at our present factory location in Decatur. I surely remember those days with a great deal of pleasure and the fact that you and I went to school together, and that you have stuck to us most faithfully and have advanced in your position. I believe, as I remember, I worked some examples for you when we were kids in school, and you always looked after my fighting propositions, and I believe I had the best of the bargain. At the same time, as I remember, there wasn't anyone who could put a bluff over on you. I surely missed being with you and hope that we will live a long time and be together more often in the future.

"With much respect, I remain."

To Nicholas Coy.

"My Dear Nick: I am surely pleased to receive copy of the Decatur Herald with your picture showing that you have been in our employ twenty years. I can hardly realize that it has been twenty years since

I personally engaged your services with our Company and you remember old Barney and how you drove that horse. It surely is a pleasure to realize that we did not always make mistakes when engaging the services of people, and we surely did not make any mistake in your case. It is a great deal of satisfaction to have you with us and to feel that you are one of the protectors of the business, far more than an employe, one to whom we will look to more and more as years go by, for your assistance and advice and your help in any line of work which you may be following. It is indeed a pleasure to realize that you will be with us for a great many years to come as you are still a very young man.

"With kindest personal regards, I remain."

To John Ronan.

"My Dear John: I was surely pleased to see your picture in the Decatur Herald and to realize that you have been with us a great many years, some of the best years of your life, and I hope you have found it a satisfaction to be with our Company. I surely remember with pleasure the fact that when I was a little chap how you often picked me up. You were a big boy then. I question if you could do it now. You are one of that kind of men that do not make much fuss or bluster about your work, in fact you might not be noticed immediately among a large number of men, but by your faithful and constant attention to work, you have been noticed, and we all have a great respect for you, and hope that you will be with us for many, many years to come.

When I look at this paper and see the pictures of Bill Seeforth, Nick Coy and you, and begin thinking of some of the older boys in the shop that I personally worked with, it makes me feel that I would like to be back home and with you once again.

"With kindest personal regards, I remain."



THE BUREAU OF STANDARDS

Something About the Tests Made with Our Goods.

Concerning the Bureau of Standards, Washington, D. C., which has been testing

some of our goods, Mr. C. T. Ford writes as follows concerning same:

"The Bureau of Standards bears similar relations to mechanical branches that the agricultural department bears to the farmers and the soil. The former tries to tell you where your defects are much the same as the latter does. The Bureau of Standards brings together experts in all lines and have a wonderful plant equipped with the best machinery and appliances for testing all kinds of machines and materials. Our tests were brought about by a visit of Mr. Fred Mueller about three years ago and later by Mr. Cash. They had purchased a lot of our gas hose cocks for their laboratories. At Mr. Fred's suggestion we had a lot of our old style Solder Nipples tested. This was very successful. They pulled them to pieces and gave us the exact power that was required to do it. This test has caused us to improve our Solder Nipples very much.

"Then they undertook the testing of our water and steam regulators. The steam test has about been completed. It was so satisfactory to them that they specify our steam regulators on all of their new buildings and are using them where they need good regulators in tests. They had a half inch on their vulcanizing testing machine. They found it delivered too much steam so they ordered a $\frac{3}{4}$ inch pattern which works perfectly. It is more perfect than anything they have ever been able to secure.

"They told me that the testing of a regulator is a very difficult task as there are so many things to interfere with the perfect working of a regulator, and there has not been a machine made that will record the working of a regulator. The results are obtained through personal observation.

"In the case of the solder nipples they had a machine that recorded the exact power required to destroy a solder nipple. This test was given in exact figures. In the case of the regulators all that they can give us is that for all practical purposes our regulator works perfectly.

"I would suggest that where any of the boys find a customer who is not satisfied with our guarantee that they have the customer write to the Bureau of Standards, and this bureau will give them the result of their tests."

TAPPING MACHINE CONTEST

Record of Sales Shows Some Good Work
By New Men.

In the tapping machine contest New York has four men who have scored 100 per cent or better. Decatur has four and San Francisco one. There are a few others coming up.

New York furnished a detailed account of the sales in the eastern territory but it is too long to include in the Record. It is interesting, however. Among the men who have exceeded their quota are Mr. Clark of the New York territory and Messrs. O'Dell and Campbell of the Decatur territory. This is of particular interest because of the fact that all are new men with us and all are in new territories. They have been doing good work in the water works field and it is apparent that they have been aggressive in pushing sales of tapping machines.

Some of the older men have shown the results of personal effort in this contest. Credit is given each salesman whether the sale be personal or mail order. The personal element is a big factor in consummating a sale, and in this particular we have the example of Mr. Caldwell. While he has not yet reached his quota all of his eight sales are credited as personal.

Harry Harte is the high man of the selling force, having exceeded his quota by four machines.

The quota of each salesman in this contest is based on data in our files and on past experience. It has not been placed too high in any instance. We know that there is marked activity in the water works field this year and that a large number of new plants are being established. The opportunity for new business is offered us and we must get it.

No salesman is to fall below his quota. Mr. Adolph says that each man is expected to not only reach his quota but to exceed it.

Salesmen should realize the importance of doing this. Every new machine we place this year means a new customer on our books who will buy from us in future years. A Mueller tapping machine sold is like a seed planted in the ground. It will grow and multiply the account in years to come. That is the fundamental reason of

selling our machines. Every sale means, not only current business, but business for future years. Don't leave a stone unturned to effect the sale of a machine.

There is another point. Every Mueller machine sold in a small town is a standing advertisement for us. It is especially true that in the small towns a water works superintendent is a big man in the community. His word and opinion are respected. Every time he tells a consumer or citizen that he uses a Mueller tapping machine and Mueller brass goods he is advertising us among people who will later need plumbing goods.

New York.

Salesman.	Quota.	Shipped.	Percent.
Clark	6	7
Ford	15	16
Hennessy	9	10
McCarthy	6	6	100%
Hastings	17	15	88%
Poole	16	14	87%
Caldwell	11	8	73%
Powers	3	2	66%
Sippell	5	3	60%
Fairfield	12	5	42%
Hayes	8	2	25%
Du Pree	5	0

Decatur.

Salesman.	Quota.	Shipped.	Percent.
Bean	11	4	36.36%
Beck	8	5	62.5%
Cameron	12	12	100%
Campbell	10	10	100%
Cash	5	1	20%
Clark	15	6	40%
DuBois	18	13	72.22%
Eggleston	20	10	50%
Ford	19	14	73.68%
Sullivan	10	3	30%
Harte	11	15	136.30%
Hays	22	11	50%
Masters	10	8	80%
McCormick	17	16	94.11%
Moore	15	8	53.33%
O'Dell	14	16	114.28%
O'Rourke	15	3	20%
Pedlow	10	3	30%
Ross	17	15	88.23%
Smith	16	10	62.5%
Thornton	16	14	87.50%
Whitney	11	7	63.63%

San Francisco.

Salesman.	Quota.	Shipped.	Percent.
Jett	6	7	116.6%
Haas	4	2	50%
Shaw	4	0	0%
Shimer	0	0	0%
Leary	0	0	0%



THE SARNIA PICNIC

Mueller Employes Have a Good Time at Tashmoo.

The Sarnia office furnishes the following account of their picnic which was held at Tashmoo park, Saturday, July 24th:

Seven hundred people boarded the steamer City of Toledo, Saturday morning, July 24th, for Tashmoo park as members and guests of the Employes' Aid Society of the H. Mueller Mfg. Co., Ltd., on their third annual picnic. Not a mishap occurred during the whole day to mar in the slightest degree the perfect enjoyment of a perfect outing. Arriving at Tashmoo park about eleven o'clock, the ball game was immediately put on between the factory boys and the office staff. This contest was an uproarious event, marked by excessive "rooting." Judged by the score—23 to 27, the ball game didn't approximate the work of a National league, but it was fought every inch of the way, and up until the fifth inning, the box of cigars was anybody's. Owing to the heat and the excessive strenuousness in this inning the office boys didn't carry on exactly according to Hoyle, with the result that the factory chalked up several tallies which eventually decided the game.

This was the lineup of the ball game:

Factory—Dwyer, pitcher; Draper, catcher; Lau, first base; Nelson, second base; R. Nelson, third base; Atchison, center field; Wise, right field; Cooper, left field; Aldridge, shortstop.

Office—Shaw, pitcher; Thrift, catcher; Riggin, first base; McMann, second base; Prowse, third base; Jerowski, center field; Martlin, right field; Proctor, left field; Murray, shortstop.

Umpire—Munroe.

Jack Shaw, the Office pitcher, retired at the end of the fourth in favor of Chas. Murray.

No member of either team succeeded in

batting out a homer, but the razor offered for this feat was handed to Prowse, who scored a three bagger.

The perfect dancing floor and the excellent music provided were enjoyed by a good many during the afternoon. The bathing beach was also popular as the facilities at this point are of the best.

Immediately at the conclusion of the ball game, the other events were pulled off, under the direction of the events committee, and such was the length of the program that it was not concluded until just before the boat left for home at 5:20. From that time until just before the boat reached South park there were contests of various sorts decided on the boat, so that the events committee were the busiest men imaginable from the time the picnic party reached Tashmoo until the arrival in Sarnia.

The following committees had charge of the picnic:

Prize Committee—E. W. Allen, chairman; C. W. Murray, J. Shaw.

Reception Committee—O. B. Mueller, chairman; F. L. Riggin, C. G. Heiby, W. H. Bartlett, P. W. Blair, R. S. Thrift, B. E. Palmer.

Field Events and Races Committee—W. H. Bartlett, chairman; John Burkam, C. W. Barber, F. J. Flinkbeiner, R. VanHorne, C. W. Padgitt, S. J. Schultz.

Publicity and Program Committee—F. L. Riggin, chairman; A. H. Ashton, S. F. Tichborne.

Baseball Committee—J. Aitchison, chairman; C. Cooper, C. W. Havers, T. E. McMann.

Dancing Committee—C. G. Heiby, chairman; A. M. Carroll.

Following are the successful contestants in the various events:

100-yard race, married men—Mr. Allen, Mr. Canbray, Mr. Laphan.

50 yard race, married ladies—Mrs. E. Allen, Mrs. Lane, Mrs. Resig.

100 yard race, single men—Mr. Lebel, Mr. Murray, Mr. Gray.

50-yard race, single ladies—Miss E. Lau, Miss R. Blair, Miss G. Goodall.

Potato race for married ladies—Mrs. Lane, Mrs. Canbray, Mrs. Cooper and Mrs. Brown, equal.

Four prizes were given for this event on

account of there being a tie for the third place.

50-yard race for girls 12 to 16 years—Miss E. Lau, Miss Overholt, Miss Cooper.

100-yard race for boys under 16—O. McMann, Bernhardt Mueller, C. Potter.

Men's three-legged race — Lebel and Gray, Aitchison and Laphan, Allen and Glassford.

15-yard race for children under 15 years—M. Shelters, M. VanHorne, A. Lawson.

Peanut race for boys and girls under 16 years—A. Harrison, O. McMann, G. Corrigan.

Smoking contest—Mr. J. Brown.

Egg race for ladies—Mrs. Cooper, Mrs. Chanler, Mrs. Allen.

Men's shoe race—A. Baird, Mr. Paphan, E. Allen.

Ladies' shoe race—Mrs. Watson, Miss McMannus, Mrs. Lane.

Sack race—C. Murray, Mr. Glassford, Mr. Laphan.

Mule contest for ladies—Mrs. Ashton, Mrs. E. Allen.

Boys' race under 12 years—Master Johnson, Master Ashton.

Pie eating contest—A. Harrison.

Cracker eating contest—Miss Porter, Mrs. Canbray.

Oldest couple—Mr. and Mrs. Towner, of Stratford, guests of Mr. and Mrs. Wright; ages 79 and 72 respectively.

Running high jump—Chas. Murray.

25 yard race, children 7 years and under—Master Ashton, E. Coolls.

Dancing contest—One step, Mr. Kahn and Mrs. Couden; old style waltz, Mr. Mueller and Mrs. Heiby; hesitation, Mr. Prowse and Miss Burgess.

In the contest for the best looking young lady at the picnic, there were so many entries that it was found impossible to make a choice, therefore the prize was donated to the lucky number in a raffle, which was held by Mr. W. H. Bartlett.

Most beautiful baby—Marion E. Bennett.

Youngest baby—Lillian Hudson.

Miss Veronica Kelly won the raffle held at the office of the company the next day, the prize being a dozen photos donated by Mr. W. A. Couse.

Everyone agreed that this was the most successful picnic the Sarnia Company has held yet. The weather was perfect and

everyone went home expressing the wish that they might be at the picnic next year.



THE ARCHITECT'S PORTFOLIO

We think some of the salesmen are laboring under a misapprehension as regards the architect's portfolio. We are not in a position as yet to furnish a wide variety of illustrations. The illustrations which we can furnish at the present time, that is the illustrations that have been specially prepared for this portfolio, are such as shown in the portfolio sent out to salesmen.

We are receiving requests for these portfolios fitted with a wide variety of illustrations. To supply these would mean the destruction of a great many catalogues.

A line of goods to be illustrated in the portfolio has been laid out but it is going to take some time to get it in shape, owing to the large amount of preliminary work before the half tone engraving can be made.

Within a short time now we will be able to furnish illustrations of the small drinking fountains.

So that the salesmen may understand something of the process you are advised of the following necessary steps:

First, all goods must be carefully checked up through the drafting room to see that they are O. K. Then they must be photographed with the usual delays accompanying this class of work.

Next, the photograph goes to an artist at Chicago for retouching and then is returned here for an O. K.

Next, it goes back to Chicago to be made into a half tone engraving.

Then it goes to the printers. It is not smooth sailing in all of these processes. In fact nearly each one is attended by delays which necessitates correspondence and explanation.

However, salesmen are assured that the work will be pushed just as speedily as it is safe to push important work of this kind, and just as speedily as the limitations of the advertising department will admit of.



Gabe—What is an optimist?

Steve—An optimist is a cross-eyed man who is thankful he isn't bowlegged.

DECATUR ORDERS

From the Light, Water and Sewerage commission of Griffin, Ga., through W. B. Ford for one 23140 Tester complete with table.

From the Connell Plumbing and Heating Company of Kansas City, Mo., for one ½ inch pressure regulator and one 1½ inch pressure regulator to be used in the United States postoffice at Chanute, Kans.

From E. P. Butler of Tuscaloosa, Ala., for 36 pairs of 11902 to be installed in the Alston building of that city.

From the State Normal school of Warrensburg, Mo., through L. S. Masters for 2 pairs of 11902 to be installed in that institution.

From E. A. Hill of Jonesboro, Arkansas, for 100 of D-11902; 50 9-16" D-26321; 25 D-25112; 12 ¾" D-6414; 24 ½" D-6414; 12 ⅝" D-6401. These goods are for the new Warner Hotel.

From Baily Farrell Mfg. Co., through H. J. Harte for 12 D-11902 to be installed in the Peoples Gas building at Pittsburg.

From Crane Co., of Springfield, Mass., for ½" D-13160 and one 2" 13160 for the U. S. postoffice at Brattleboro, Vermont.

From the city of Henryetta Water Department, Henryetta, Okla., for one D-23141 Tester complete.

From Crane Company of Spokane, Wash., for 22 pairs D-9462; 12 D-9476, and D-25092 to be installed in the Glacier Hotel at Browning, Montana.

From R. L. Dawson Construction Company of Kansas City, for 6 basin cocks and 2 bibbs to be installed in the Graphic Arts building of that place.

From the Kilpatrick Plumbing Co. of St. Louis, for 20 ¾" D-6264; 12 ½" D-6264; 12 ½" D-9205. These goods are for the Mullanphy Emigrant building at St. Louis.

From the Owensboro, Ky., Water Company through H. F. Clark for a No. 24 Drilling Machine.

NEW YORK ORDERS

From the city of Chambersburg, Pa., through Joe Hayes, a water meter tester complete, making nine outfits sold by the New York house since January 1st.

From Noel Bros. of Farmville, Va.,

through C. T. Ford, the following goods: 12 only D-8346 Bath Cocks with ½" D-25036 Supplies; 12 only N. P. D-11703 S. C. Bibbs; 2 only D-8315 Pantry Cocks.

From L. J. Fowle, of Boston, through G. A. Caldwell, for 66 D-12902 indexed Basin Cocks with 3" shank for use in the Boston postoffice building.

From John J. Kennedy of Syracuse, N. Y., 266 D-9045 Colonial basin cocks to be installed in the new factory of Rumsey & Co., at Seneca Falls, N. Y.

From J. L. Mott Company, through W. F. Hennessy for 36 D-12902 Self Closing basin cocks to be installed in the Western High School at Washington, D. C.



SAN FRANCISCO ORDERS

W. L. Jett sold to the city of Los Angeles Water Department: 4 only No. 2 Machines (4 over quota on No. 1, 2 and 3); 3 only No. 20 machines.

Salesman T. F. Leary sold to Fensky Co., San Francisco, Cal., for Polytechnic School, S. F.: 94 only ¼" D-15904 N. P. Hose Gas Cocks; 3 only ⅜" ditto; 4 only D-9398 N. P. Rapidac Pantry Cocks with porcelain index H. & C. handles and hose spout; 18 only D-9477 N. P. Rapidac Double Bath Cocks less regular spout and with regular pantry cock spout on top of cock and less couplings and nuts; 24 only D-9477 N. P. Double Bath Cocks less regular spout but with basin cock spout instead, same length and style spout as used on D-9463 basin cock, less tailpieces and nuts; 7 only ½" D-9206 N. P. Rapidac Hose Bibbs with taper shank and less hex.

Salesman T. F. Leary sold Jas. Pinkerton, San Francisco, for Polytechnic High School, S. F.: 16 only D-9477 N. P. Double Bath Cocks less regular spout with regular pantry cock spout on top of cock and less couplings and nuts; 36 D-8701; 50 ¼" Hose Cocks.

Salesman W. L. Jett, sold A. H. Busch Co., for Bremser & Ellis, Long Beach, for the Husband job on which other make of goods were specified; 48 only D-11916 Index Brass Hdle., Plain nut, drilled ½" O. D.; 34 only D-11743 Sink Bibbs, less hex, taper shank.

From C. J. G. Haas, through Rautman

Plbg. & Htg. Co., for 30 additional D-9463 Rapidac Basin Cocks for the Fischer Bldg., Seattle, Washington.

Salesman C. J. G. Hass sold the following goods for the Oregon Agricultural College, Eugene, Ore., to be used in buildings connected with the college: 4 N. P. $\frac{1}{2}$ " D-9220 Rapidac Bibbs; 2 N. P. $\frac{3}{4}$ " D-8701 Sill Cocks; 2 N. P. D-9487 Rapidac Bath Cocks with D-25053 supplies; 4 N. P. $\frac{1}{2}$ " D-9219 Rapidac Bibbs; 2 Rgh. $\frac{3}{4}$ " D-6414 Stop and Waste; 2 N. P. $\frac{1}{2}$ " D-9269 Rapidac Bibbs; 3 N. P. $\frac{1}{2}$ " D-9253 Rapidac Bibbs; 1 N. P. $\frac{1}{2}$ " D-9254 Rapidac Bibbs; 1 N. P. D-9487 Bath Cock with D-25053 supplies.

Salesman W. L. Jett, order from Barrett-Hicks Co., Fresno, Cal., for the Elks Club of that city. Architect, Frederick Swartz. 6 D-9487 with D-25053 supplies; 5 D-25111 Rgh. N. P.; 16 D-11909 all cold; 13 D-11909 all hot; 25 D-8194 N. P. $\frac{3}{8}$ " x 7-16" O. D.

From C. J. G. Haas, through the Gauld Co., Portland, Oregon, for the Meister Apts., of that city: 50 only N. P. $\frac{1}{2}$ " D-9205 Rapidac Bibbs. C. A. Duke, Failing Bldg., Portland, is the architect.

Salesman B. H. Shaw to Carl Doell, Oakland, plumber for Somarston Bros. Apartment House, Oakland, Calif., the following goods: 94 only D-11909 N. P. S. S. Basin Cocks with index porc. hdls. and drilled $\frac{1}{2}$ " O. D.; 76 only $\frac{1}{2}$ " D-11743 N. P. S. C. Bibbs with brass lever hdl. and index nut with taper shank and less hex.; 108 only $\frac{1}{2}$ " No. 1 D-8194 N. P. Stops tapped $\frac{1}{2}$ " O. D. S. J.; 80 only $\frac{1}{2}$ " No. 1 D-8193 ditto tapped 9-16" O. D. S. J.; 40 only D-9487 N. P. Rapidac Bath Cocks with D-25053 N. P. Supplies; 76 only $\frac{1}{2}$ " D-9075 N. P. Comp. Wash tray Bibbs; 76 only $\frac{1}{2}$ " D-8646 Rgh. N. P. Partition Stops with D-9134 handle, index Hot and Cold and with N. P. stem and flange; 300 only $\frac{1}{2}$ " D-9109 N. P. Spum Flange; 40 only D-25111 Rgh. N. P. Comb. W. & O.



HEINIE IS BACK

W. H. Heinrichs is back with the Decatur Company. At the present time he is doing special work and is now in the Northwest. He will probably continue in this line for the remainder of the year. Later he will be assigned to a regular territory.

AN ERROR

Mr. Fleming calls attention to the fact that in last month's Record a number of orders which should have been credited to New York whereas they appeared under the Decatur heading. Of course the fact that they were New York orders was apparent at a glance. This error is a common one in the printing office, where it occurred in putting the type together.

Another error which Mr. Fleming notes is that Mr. Sippell's percentage in the tapping machine contest was figured at 45.45 whereas it should be 60.



THE WORD INTEGRAL

Mr. Adolph calls attention to the fact that this word is being generally mispronounced with the accent on the second syllable and with a short "e."

The dictionaries give the word accented on the first syllable with a long "e" in the second syllable. The word is pronounced as though spelled "in-tee-gral" accenting the "in."



Safety First.

"Dearest," he said, "can't I get you a nice diamond ring for Christmas?"

"No, darling," whispered the far-seeing young thing; "I will take the ring now. Let Christmas bring its happy surprises, just as usual."



On Hens.

Bostonian (to farmer)—Is it correct to say a hen "sits" or "sets?"

Farmer—I don't care whether she "sets" or "sits." What I want to know is, when she cackles does she lay or does she lie?



"What makes you assert that Blinks is not refined?"

"Why, he thinks all automobiles smell alike."



Mrs Hiram Heighcedes (in fashionable restaurant)—Hiram, that waiter is so obligin', you'd better give him one of them apples in your valise.