

# Mueller Employees Annual Outing

*Fairview Park Decatur, Ills.*  
AUGUST TWELFTH - 1916

# Annual Outing Number MUELLER RECORD

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AUGUST 1916

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THE Mueller Company has had many picnics, and has promoted many social events which have brought together employers and employees on an equal footing, but the picnic at Fairview Park, Saturday, August 12, will always be looked back to as an occasion of unmarred pleasure and complete enjoyment. It was a day when the company members were not Mr. Philip, Mr. Fred, Mr. Robert or Mr. Adolph, but were "Phil," "Fred," "Bob" and "Ot" to all their employees. This easy familiarity which prevailed during the picnic is mentioned merely to show the close bond of sympathy and fellowship which prevails in this company. The employees "jollied" their employers who in turn "jollied" them. They recalled past incidents of the days when the Mueller boys did their day's work in the factory along-side the other men. If the men knew of a good joke on any one of the company, or any "bone head" he made as a working man, they told it and raised a laugh at his expense, and in turn some of the company would expose some break that an employee had made in the earlier history of the company and raise a laugh at his expense.

And the traveling salesmen took advanced liberties with the company and everybody else. They joined hands and surrounded Mr. Adolph and danced around him like a band of Indians, singing improvised songs of good-natured ridicule, while the crowd congregated to witness the fun. Then they "kidded" Phil, Fred, Bob and Frank Cruikshank to the enjoyment of the spectators.

A made to order day could not have been better suited to the pleasant occasion. Every detail of the picnic moved in precise order. Between 8 and 9 o'clock the employees gathered at the factory for the parade, scheduled to be at 9 o'clock. Baskets were checked so that there would be no confusion at the grounds. Company conveyances hauled baskets and packages to the picnic grounds and deposited them in the

check room, so that no one was hampered or worried looking after or carrying bundles.

When the time came to march the column of 600 or 700 employees moved. This precision which has become a part of factory routine, is always carefully observed. It is a sort of second nature now. In a Mueller picnic there is no such thing as an event



TOM LEARY as a RAPIDAC LEADER.

being delayed. It must be "as advertised." Printed programs are always provided and Muellerites depend on the program. The parade this year was vigorously applauded as it marched through the business district to the street car station. First came

A Platoon of City Police.

Mueller Band.

Company Members.

Six Sons of Company Members.

Men who have served twenty years.

Factory Employees.

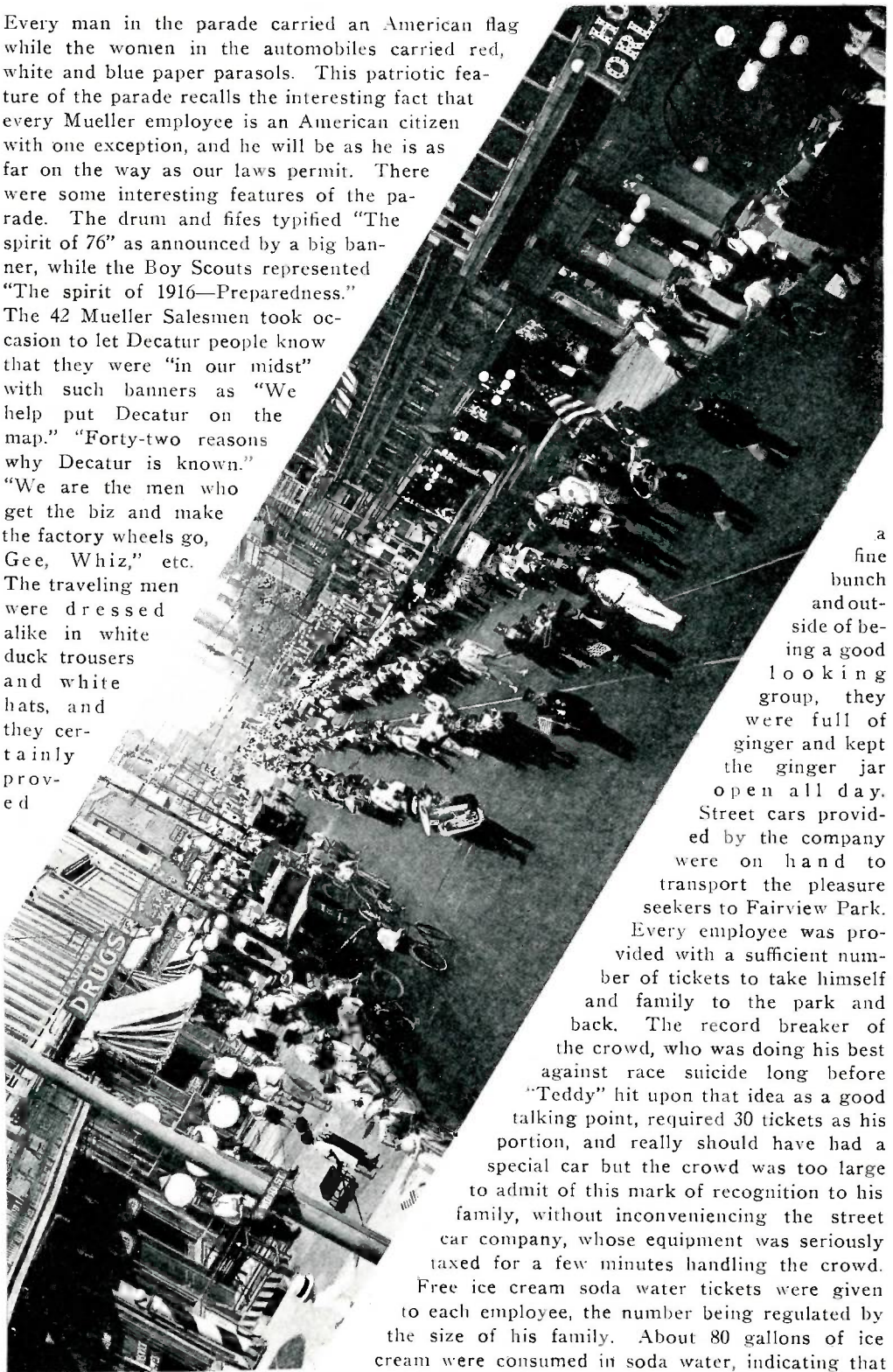
Drums and Fifes.

Boy Scouts.

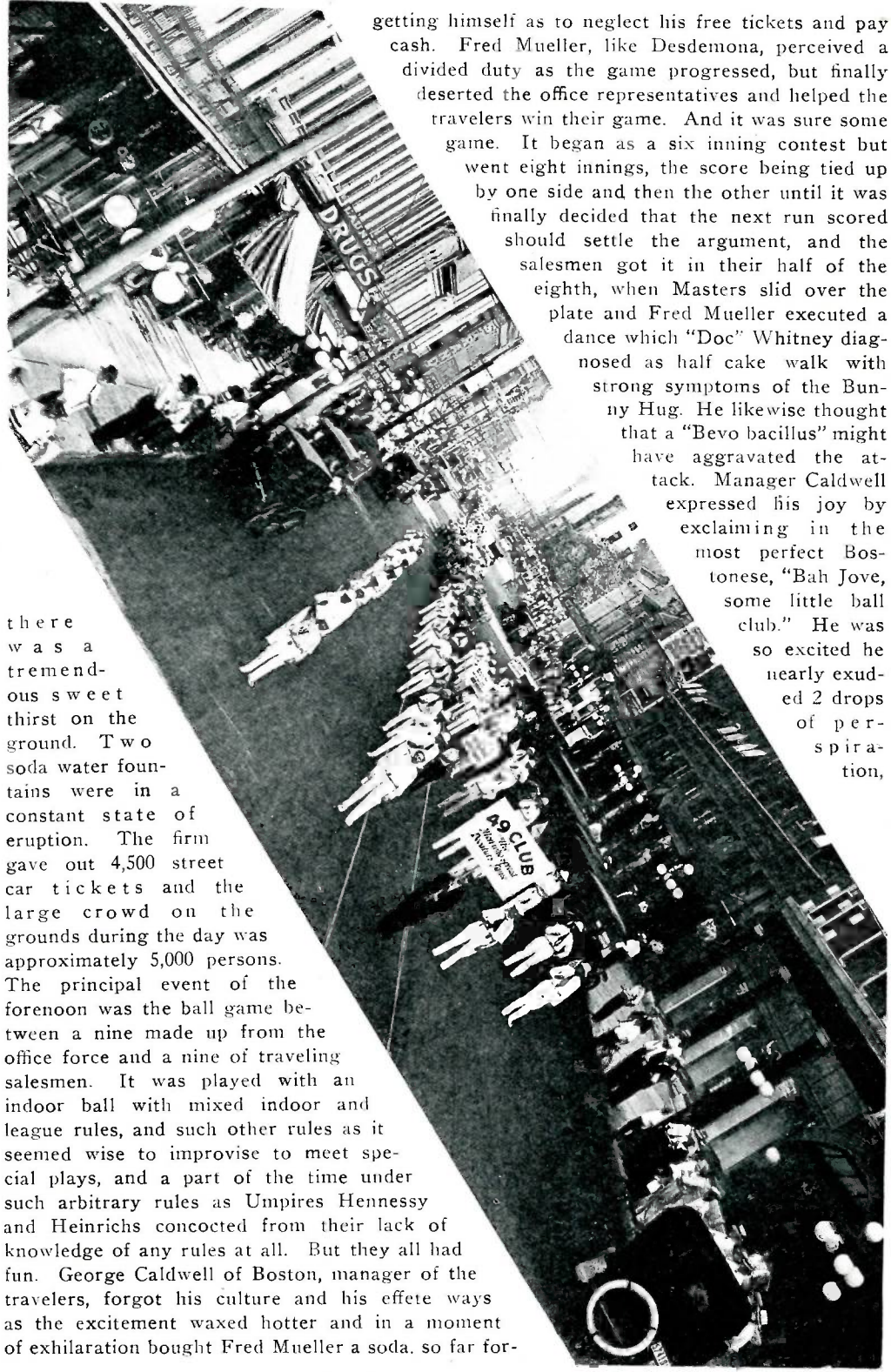
The Traveling Salesmen.

Automobiles with Women Employees.

Every man in the parade carried an American flag while the women in the automobiles carried red, white and blue paper parasols. This patriotic feature of the parade recalls the interesting fact that every Mueller employee is an American citizen with one exception, and he will be as he is as far on the way as our laws permit. There were some interesting features of the parade. The drum and fife typified "The spirit of 76" as announced by a big banner, while the Boy Scouts represented "The spirit of 1916—Preparedness." The 42 Mueller Salesmen took occasion to let Decatur people know that they were "in our midst" with such banners as "We help put Decatur on the map." "Forty-two reasons why Decatur is known." "We are the men who get the biz and make the factory wheels go, Gee, Whiz," etc. The traveling men were dressed alike in white duck trousers and white hats, and they certainly provided



a fine bunch and outside of being a good looking group, they were full of ginger and kept the ginger jar open all day. Street cars provided by the company were on hand to transport the pleasure seekers to Fairview Park. Every employee was provided with a sufficient number of tickets to take himself and family to the park and back. The record breaker of the crowd, who was doing his best against race suicide long before "Teddy" hit upon that idea as a good talking point, required 30 tickets as his portion, and really should have had a special car but the crowd was too large to admit of this mark of recognition to his family, without inconveniencing the street car company, whose equipment was seriously taxed for a few minutes handling the crowd. Free ice cream soda water tickets were given to each employee, the number being regulated by the size of his family. About 80 gallons of ice cream were consumed in soda water, indicating that



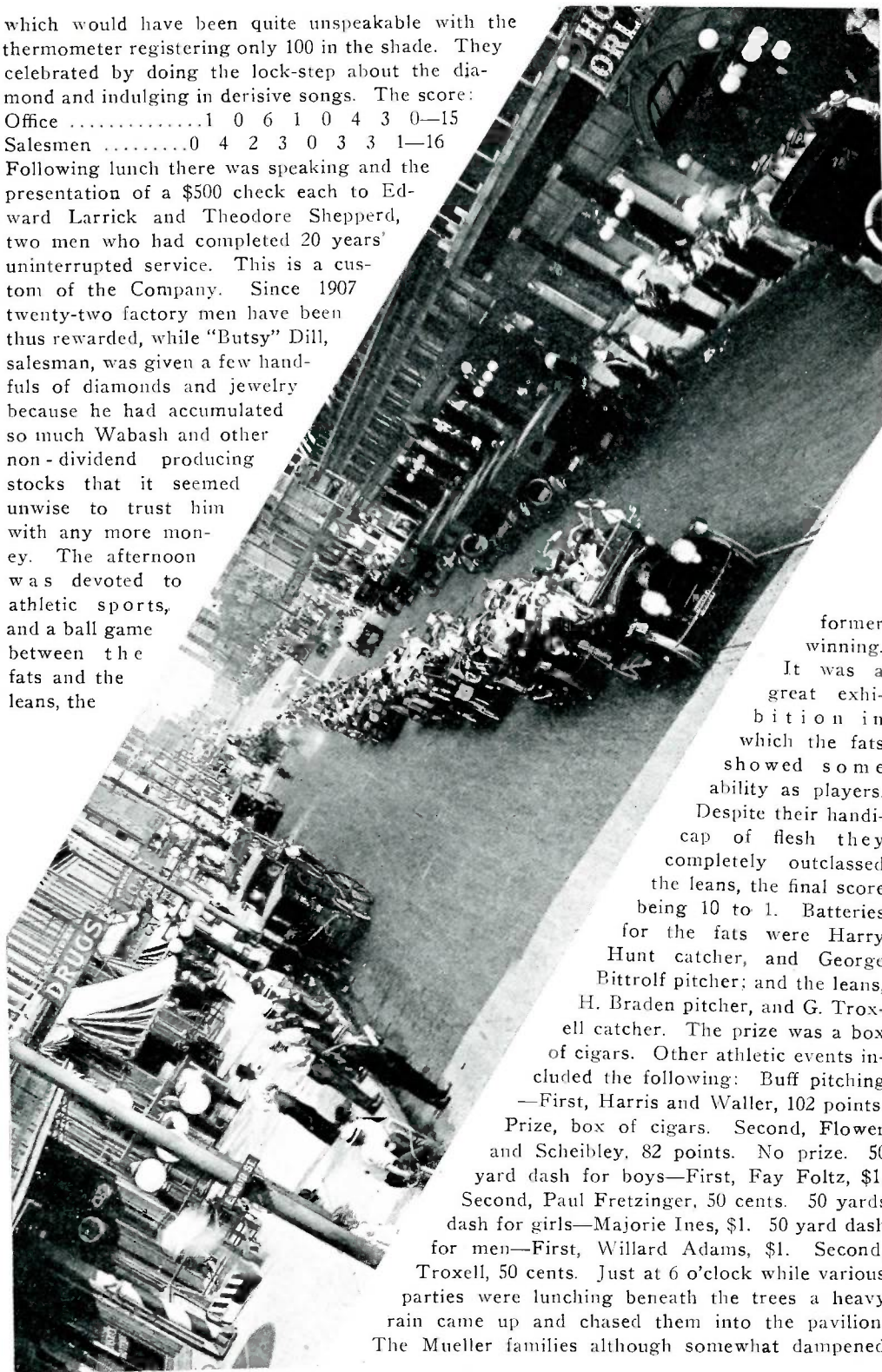
there was a tremendous sweet thirst on the ground. Two soda water fountains were in a constant state of eruption. The firm gave out 4,500 street car tickets and the large crowd on the grounds during the day was approximately 5,000 persons. The principal event of the forenoon was the ball game between a nine made up from the office force and a nine of traveling salesmen. It was played with an indoor ball with mixed indoor and league rules, and such other rules as it seemed wise to improvise to meet special plays, and a part of the time under such arbitrary rules as Umpires Hennessy and Heinrichs concocted from their lack of knowledge of any rules at all. But they all had fun. George Caldwell of Boston, manager of the travelers, forgot his culture and his effete ways as the excitement waxed hotter and in a moment of exhilaration bought Fred Mueller a soda, so far for-

getting himself as to neglect his free tickets and pay cash. Fred Mueller, like Desdemona, perceived a divided duty as the game progressed, but finally deserted the office representatives and helped the travelers win their game. And it was sure some game. It began as a six inning contest but went eight innings, the score being tied up by one side and then the other until it was finally decided that the next run scored should settle the argument, and the salesmen got it in their half of the eighth, when Masters slid over the plate and Fred Mueller executed a dance which "Doc" Whitney diagnosed as half cake walk with strong symptoms of the Bunny Hug. He likewise thought that a "Bevo bacillus" might have aggravated the attack. Manager Caldwell expressed his joy by exclaiming in the most perfect Bostonese, "Bah Jove, some little ball club." He was so excited he nearly exuded 2 drops of perspiration,

which would have been quite unspeakable with the thermometer registering only 100 in the shade. They celebrated by doing the lock-step about the diamond and indulging in derisive songs. The score:

Office .....1 0 6 1 0 4 3 0—15  
Salesmen .....0 4 2 3 0 3 3 1—16

Following lunch there was speaking and the presentation of a \$500 check each to Edward Larrick and Theodore Shepperd, two men who had completed 20 years' uninterrupted service. This is a custom of the Company. Since 1907 twenty-two factory men have been thus rewarded, while "Butsy" Dill, salesman, was given a few handfuls of diamonds and jewelry because he had accumulated so much Wabash and other non-dividend producing stocks that it seemed unwise to trust him with any more money. The afternoon was devoted to athletic sports, and a ball game between the fats and the leans, the



former winning.

It was a great exhibition in which the fats showed some ability as players.

Despite their handicap of flesh they completely outclassed the leans, the final score being 10 to 1. Batteries for the fats were Harry Hunt catcher, and George Bittroff pitcher; and the leans, H. Braden pitcher, and G. Troxell catcher. The prize was a box of cigars. Other athletic events included the following: Buff pitching

—First, Harris and Waller, 102 points. Prize, box of cigars. Second, Flower and Scheibley, 82 points. No prize. 50 yard dash for boys—First, Fay Foltz, \$1.

Second, Paul Fretzinger, 50 cents. 50 yards dash for girls—Majorie Ines, \$1. 50 yard dash for men—First, Willard Adams, \$1. Second, Troxell, 50 cents. Just at 6 o'clock while various parties were lunching beneath the trees a heavy rain came up and chased them into the pavilion. The Mueller families although somewhat dampened

took it all in good part, and hastily reset their table and concluded their feast, taking the ducking with laughter and joking and counting it as an incident of the day, an example which others followed and thereby robbed the weather man of any satisfaction he might feel at breaking up a picnic party.

And then followed the dance until 11:00 o'clock. It was a jolly evening in spite of the out-door dampness and every feature of the picnic was carried out except the splendid moving picture show which the company had provided to be given on the lawn for their employees. This had to be abandoned. The continuous round of pleasure inaugurated at 9:00 A. M. ended at 11:00 P. M. and with it a tired but happy crowd

sought their homes, with many pleasant recollections to remain with them throughout the year.

In addition to the various free entertainments provided, the company allowed each employee a half day's pay.

The company never overlooks the little folks on picnic day. There is always a noisy toy for them, and this year it was a squaker balloon. One of the sights of the day was the distribution of these. The little ones nearly mobbed Harry Hunt in their efforts to get the toy, and there was a lot of good natured scuffling, mingled with shrieks of delight. Throughout the day big paper balloons were sent up, and these with the play ground apparatus kept the children in a state of tense excitement.

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### THE PROGRAM

- 9:00 a. m.—Parade.
- 10:00 a. m.—Address of welcome, Mayor Dan Dinneen (see page 6).
- 10:30 a. m.—Baseball, Office vs. Salesmen.
- 12 m.—Dinner.
- 1:00 p. m.—Address, President Adolph Mueller (see page 7).
- 1:30 p. m.—Address, A. G. Webber (see page 11).
- 2:00 p. m.—Presentation to G. A. Caldwell.
- 2:00 p. m.—Buff pitching tournament.
- 2:15 p. m.—50-yard sprint for boys under fifteen years.
- 2:30 p. m.—50-yard sprint for girls under fifteen years.
- 2:45 p. m.—50-yard sprint for men.
- 3:00 p. m.—Baseball, Fats vs. Leans.
- 6:00 p. m.—Supper.
- 7:00 p. m.—Dancing.

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### THE COMMITTEES

The following committees had charge of the picnic and its success was due to their efforts, but this success of course, would have been impossible except for the splendid co-operation of all the employees:

- General Arrangements—Philip Mueller, Fred B. Mueller, Robert Mueller, Adolph Mueller, Frank W. Cruikshank and A. M. Cobb.
- Reception—Frank Schutz, W. E. Pease and 20-year men.
- Athletics and Field Sports—William G. Cranston.
- Dancing—E. W. Larrick.
- Music and Amusements—Harry H. Hunt.
- Parade—George Stoy and J. W. Layman;

assistants, Bert Jackson, John Shelton, Hal Maxwell and B. J. Marty.

- Cashier—C. G. Auer.
- Advertising and Street Cars—C. N. Wag-enseller.
- Automobiles—Otto Halmbacher and Robt. H. Mueller.
- Refreshments—W. T. Mason and Karl Merris.

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### FRED WAS FAST ON HIS FEET

The majority of the Mueller employees don't know that Fred Mueller was at one time an athlete of no mean ability. In these days he does not unbend himself to over-exertion on the field of sport, not because he would not enjoy it, but because of the unwisdom of it. There are certain limitations which men of his height and weight must respect. There was a time, however, when he helped make sporting history. As a member of Rescue Hose Team No. 1 he helped bring many trophies to Decatur. This team for years held the championship title of the United States both in running and in hose coupling. They were hated, admired and feared at tournaments throughout the country. In those days Fred could do his 100 yards pretty close to 10 1/5 seconds and 200 yards in 20 1/4. In after years as manager of the Mueller Sporting Goods house, he was a patron and promoter of all kinds of healthful outdoor games. His nephew Lucien (Duke) Mueller, a son of Philip, "takes after Uncle Fred" in taste and physique. He was full back on the victorious Cornell football team last year, and now enjoys that distinct college honor of "captaining the eleven" for 1916.

## Address by Mayor Dan Dinneen



**W**HILE I believe that upon an occasion of this kind the average person would be perfectly satisfied to have the speaking part of the program omitted, still I believe it is only right and proper that there should be some expression of welcome and appreciation on behalf of the City to the Mueller Manufacturing Company and its employees.

No doubt the City of Decatur owes a great deal to the Mueller Manufacturing Company, and likewise the Mueller Company owes a great deal to the City. From a small factory a few years back, they have grown to one of the largest manufacturing companies in the country, employing about 1,000 people and advertising Decatur through the distribution of their goods all over the world.

Decatur owes the members of the Mueller firm a great deal in another way; since the organization of the firm, by its founder, until the present time, there has been no enterprise or public-spirited movement in

the interest of the city of Decatur and its people, but that the members of the Mueller firm have been prominent in their support, both morally and financially.

The firm's policy towards their employees, which has had a great tendency to bring about a more harmonious feeling and contented spirit among the workmen, means a better and more responsible citizenship,—and there is probably no concern in the country who, each year, adds the names of several members to its 20 years honor club. This is not only a matter of congratulation and inducement to the employees and the firm, but also to the City of Decatur as well.

The only criticism I have for the Mueller firm is the fact that they have taken so many of our live wire citizens in the capacity of salesmen and have kept them away from Decatur so long,—but, as a matter of course it is a matter which essentially affects their ever increasing business.

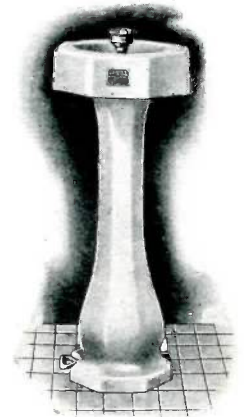
I am glad to welcome you to Fairview Park, as it is your park and it belongs to you and you pay for it. It is always the effort of the city to make it as attractive and pleasant for you as possible, and we know you will have a good time today and hope that next year, as the circus man says, "You will come back bigger, better and grander."

## A Sanitary Bubbling Fountain

The Mueller Fountain is the antithesis of the unclean, undesirable, contaminating public drinking cup, with which every community was so long acquainted, but which now, happily for our finer sensibilities and our health, is being relegated to oblivion.

The flow of water is through a central opening and narrow openings radiating toward the edges of the bubbling head. The water bubbles up, covering the head to a half inch, and from this veil of water one may drink without danger of miscellaneous sprays dampening the face and clothing. The flow of water is controlled by a self-closing valve—the principle being identical with that of Mueller's celebrated self-closing faucets. This valve is operated by a pedal at the base of the fountain.

In many places these fountains have been presented to schools or organizations as a memorial or to towns or public institutions to commemorate events. With proper inscription on plate this is most appropriate. Perhaps some one in your town would like to follow out this idea.



30115

## Address by Adolph Mueller



**B**USINESS is the expression of activity along the lines which directly or indirectly have to do with the production, distribution and consumption of things desired by the human race. The fundamental and underlying principles must be known and applied to any undertaking, be it great or small, if success is to be attained.

The street peddler of shoe strings may be proportionately successful with the automobile manufacturer if he applies good business principles and sound judgment to his calling. In fact this country has produced many successful men, whose beginning was on modest and humble lines of this character. The world has wondered at their success and sought the cause. Many have been unable to account for it, and yet the solution is not difficult. In critical analysis of cases of this character it will always be found that the man who succeeded did so, not through any particularly superior talents, but through close attention to detail, to industry, to thrift, and adherence to a determination to succeed by observing the rules of business.

In the scientific application of business principles it has been demonstrated that today a business organization must be harmonious and perfect. Its efficiency must be maintained at the maximum. There must not be guesswork or trust in chance. Everything must be in regular order and plans must be laid out with mathematical accuracy to insure their fruition. That plans will do this must be foreseen. The results must be known beforehand. And when such plans are mapped out it becomes the duty of each individual in the organization to work in harmonious co-operation. A failure to do this is frequently the rock against which a business is wrecked.

We are all prone to arrogate to ourselves a knowledge of business rules and laws. The man who has been successful has the right to do this, but the man who has never tried his hand at business is not a competent witness. We generally admit that the rules are simple and well known, but the fact is that statistics show that these rules, if simple, are not correctly applied in a majority of cases.

The Federal Trade Commission appointed by the United States Government, has made a preliminary investigation and analysis of 260,000 corporations engaged in manufacturing and mercantile pursuits in business with the most astounding results. Of this number 200,000 have eked out an existence and 100,000 of them did not earn a penny. Of 60,000 successful corporations doing \$100,000.00 a year, over 30,000 failed to charge off any depreciation whatever. Only 10% of our manufacturers and merchants know their actual cost of manufacturing or selling their products. Forty per cent estimate—that is, guess—at their cost, while 50% have no method of ascertaining the same, but price their goods arbitrarily. Their selling price is based upon what their competitors are doing. The result is frequently price-cutting with its certain demoralization of the industry in which they are engaged. There were 22,000 business failures in the United States last year, which would seem to indicate that business rules, if simple, are not so generally understood as we are led to believe they are.

We believe in having an exact knowledge of our Company's business and endeavor to ascertain this knowledge by the installation of a system which will give us the correct cost of our product. This does not work a hardship to a single employee, neither does it result in a reduced wage, but it does mean an elimination of waste. This exact knowledge obtained through systematizing our business points out the places where waste occurs, enabling us to make needed correction, and establish methods designed to produce maximum efficiency in production and better wages to employees. This is the real economy of systematizing a business.



The industrial history of this country does not show a parallel to the present time when manufacturers are striving so earnestly and so anxiously to improve the conditions of their plants so that they will offer more convenience and comfort to the people employed therein. The better class of factories of this country as a result of these efforts, are more sanitary, more attractive and more healthful than the home of the average working people. We can, we think, point with justifiable pride to our own plant. At no small expense we have sought to beautify the surroundings by planting and cultivating shrubs and flowers in the parkings or boulevards. Cynical persons may think and say that this does not help the employee. We feel that it does. We believe it is a benefit to have our grounds thus adorned. It robs the buildings of their blankness, it gives a touch of color to the scene and adds a breath of fragrance to the air. It broods a restful spirit to the locality and adds a bit of nature to the surroundings and all of these things combined please the eye and refresh the spirit of the employees.

On the interior we provide large and convenient rest rooms, filled with steel lockers and first-class shower baths. The working man who was perhaps formerly compelled to seek a public bath at his own expense to maintain personal cleanliness now has as good or better at no expense to himself. These conveniences are his to use as he elects, and an attendant devotes his entire time to keeping them strictly clean and sanitary.

These instances in our own factory are merely examples of what other factories throughout the country are doing for the betterment of their employees. It may be stated that as a rule the American factory employees of today are better paid and conditions surrounding their work are superior to those in many other lines of employment.

But the efforts of manufacturers have not been confined to sanitation alone. They are sparing no expense in the installation of safety devices and they are looking into the future welfare of their employees by providing pensions for old age.

They are in fact doing many things in these lines which stamp them as thoughtful and practical.

Along the line of pensions and protection of employees in times of inactivity resulting from disability, the benefit organization among employees stands out prominently. We think it a wise policy. These organizations offer to the individual in a measure provision against unforeseen circumstances which temporarily incapacitate him for labor. We believe that in every business organization where a benefit society exists every employee should ally himself with that benefit society. He should be willing to do that much in his own behalf, when employers who as a rule can see and realize the necessity for providing for the future are so willingly arranging for pensions, etc. We believe that as a rule manufacturers are the most aggressive and generous citizens of any community and they probably are the most frequently misunderstood, unappreciated and abused.

Most of the larger factories have a "Safety First" Department whose duty it is to keep abreast of the times in the installation of safety devices. Every reasonable safeguard is now provided to protect employees from personal injury. Men who are in daily contact with machinery grow careless, and it is to provide against this thing that manufacturers, who should in no sense be responsible for this carelessness, are moved to spend thousands of dollars equipping their plants with safety devices. No manufacturer nowadays wants his employees maimed and crippled. He wants them to remain able-bodied and efficient.

The papers the other day announced that Swift and Company had set aside \$20,000,000 as a pension fund for employees retiring from service at a certain age after 25 years' service. There was no compulsion about this, no legal obligation. It was wholly voluntary. It is doing something for men that they forget or cannot do for themselves—provide for their old age. Our Company has thought of a plan of this kind, but it is a big undertaking for a moderate-sized enterprise. Yet it is not unlikely that some day some such plan may be successfully worked out.

While manufacturers have been working along these lines they have had to combat serious obstacles, prominent among which has been unfavorable legislation. During the past 10 years they have been made a target. A certain element in legislative halls

has secured the enactment of laws which are unnecessarily burdensome. Manufacturers ask for a square deal only; they are not asking for the best of it. A continuation of this policy, however, can not but be detrimental not only to the interest of men who are willing to risk their money in business enterprises, but to the working man whose livelihood depends upon such investments. This policy to criticise, condemn and legislate in State and Nation against manufacturers should stop. GIVE INDUSTRY A CHANCE. Encourage investments and make it worth while for a man to risk his all. He should not be asked or expected to take all the risks in the face of laws that make it next to impossible to realize a fair return on his money. Industry must be fair and honest in its reports to the Government, and manufacturers should be willing to allow proper government officials to scrutinize their business at any time the Government sees fit to order such investigation. We have nothing to conceal.

In many of the large manufacturing institutions, especially in the Eastern cities, there are foreign-born workers, who are taught in schools in connection with these factories, the fundamentals of the English language and the principles of American citizenship. This is only another instance of what manufacturers seek to do to improve and elevate their employees and make them good citizens. We have not found it necessary to install schools in our factory, but we are firm believers in American citizenship and are very glad indeed to state that, with one exception, all of our employees are citizens of the United States, and the exception has taken out the first papers and declared his intention of renouncing all foreign potentates so that within the course of a few years more every individual connected with the Mueller Institution will be a full-fledged American citizen. We not only believe in this, but we believe that in stress of war or threatened war, those fitted for military duty should enlist and do their share in upholding American principles. We believe this to the extent that we recently notified our employees that those who enlisted in military service up to a certain per cent would receive the difference between the price paid for soldiers by the Government and the wage they were earning. We also make provision for taking care of the family of any soldier who

should unfortunately lose his life in service by paying his family for a period of a year the difference between the amount of pension allowed by the Government and the wage we are paying the decedent. We are already carrying out this policy in the case of Henry Romans, an enlisted man in the United States Army, who was recently recalled to the service. We have made a provision to pay those who enlist for state duty at encampments or other military camps for a period of such enlistment the difference between the pay he receives while in camp and his regular salary. This position taken by our Company would in event of a full complement of the per cent allowed to enlist, cost us between \$25,000 and \$30,000 a year, if the situation should arise which would call out the 5 per cent of the men in our employ. We feel that in making this sacrifice the example should be followed by our employees who should willingly make sacrifices for their government and we should also instill in members of our own families and those with whom we are associated as workers in our factory the spirit of loyalty to the Government.

Along these lines there has been much said on the subject of preparedness, and especially as it applies to our army and navy equipment. It is impossible for any Country to construct and maintain a plant during a time of peace which would be large enough to turn out the necessary munitions or supply the Country's army and navy in time of war. It would seem, therefore, that our country should look to privately owned manufacturing plants to furnish the greater quantity of these supplies, and it is necessary for our Government to cooperate and encourage manufacturers to install a unit of production of munitions and other supplies, in a great number of manufacturing plants throughout the United States. On our part we have announced to the Government our willingness at any time to turn our plant over for this purpose in case the necessity should arise. But like all peace-loving American citizens we trust that no such emergency will make it necessary for us to do this.

Conducting a business along right channels should be without limit as to results and resources and with honesty and justice of purpose as a policy a business should be successful. Profit, as a fruit of honest

labor does not and should not necessarily mean the piling up of dollars, but should include within its scope harmonious relations, contentment, a better feeling, and the fellowship and brotherhood of man. This feeling should prevail in our factory as well as our community. It is only when we are better understood and our motives correctly interpreted that a fair and just appreciation may be had.

In closing I wish to state that we have two men, Edward Larrick and Theodore Shepperd who have for twenty years faithfully and conscientiously worked in the

interest of the Mueller Company. Following a custom which was established in 1907 it is my pleasure to hand to each of these gentlemen a check for \$500.00 as a practical appreciation by this Company of their faithfulness and loyalty. This makes twenty-two men which this Company has thus rewarded, and as I have stated it has become a custom of the Company, but should not be accepted as an established policy, although so far as I know now, at least so long as the Company finds itself in a position to do so, others may look forward to the completing of twenty years' service as a time which will bring its reward.

A very considerable portion of Decatur's population watched and applauded the parade through the business section of the town. The Muellerites have learned to march. They have out-grown the "hay-foot, strawfoot" period.

"Well, give me cherry this time," said a young woman at the free soda fountain at 4 P. M. "I've tried every other flavor but that." There were some sixteen flavors. And the girl danced until 11 P. M.

## The Mueller Building, New York City

The Eastern Division of the Mueller Company is located at 145-149 West 30th street, New York City. It is known as "The Mueller Building."

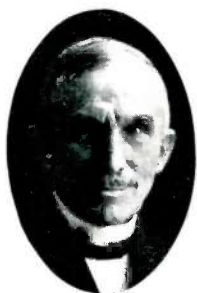
It is most advantageously situated as relates to hotels and railway stations, and is just a trifle over a block from Broadway.

The Eastern Division was opened in 1904 at 254 Canal street, but the quarters there were outgrown and in 1914 the new building on West 30th street was occupied.

Oscar B. Mueller has always had the management of the Eastern division.



## Address by Attorney A. G. Webber



**T**HIS call to address you is unexpected, and not according to the program. I was in the employ of Mr. Hieronymus Mueller in 1872, when two or three men and myself constituted the entire force.

It is always a pleasure for me to pay tribute to the memory of this distinguished man. Hieronymus Mueller was probably the best expert mechanic that ever came to Decatur. He was not only a superior mechanic, but he was in every sense a good man.

His spirit lives and dominates his children, who are giving the inspiration and the brains to make the business of this Company a financial success; and the mechanical genius of Hieronymus Mueller is the mechanical pattern of perfection in your factory and remains the standard by which its goods are made.

Without the knowledge or the authority of any officer of this Company, I desire to present to you my individual vision of the future policy of this Company towards its employees, a sort of business prophesy, if you please, which I feel will not prove false, nor endanger me of being stoned to death as a false prophet. It is this: I know the spirit of the men at the head of this Company, and I feel confident, that if the men in the employ of this Company, can and will, by their increased, hearty co-operation in efficiency, constantly lower the cost of production and increase the superiority of the goods of this Company, over the goods of its competitors, then these advantages bestowed by the employees, in the near future will bring about

some just and equitable profit-sharing system by this Company, between its stockholders and its employees, whereby the surplus net earnings of labor, after the fixed charges and the wages are deducted, will be equitably divided between the stockholders and the employees. To this extent I am a socialist. I believe that labor should be paid the best wages possible, and in addition thereto the net surplus earnings of labor should also be equitably divided between the employer and the employees. This is my concept of equal and exact justice between capital and labor.

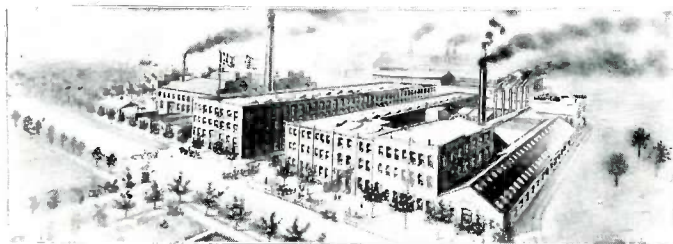
Every person employed owes it to himself to produce the best and largest amount of work consistent with the preservation of his powers. No man has anything to speak for his promotion except the superiority of his work. This is the only real bond of interest which ties employer and employee. Nothing else will do it. Each employee should do this in self-defense. You owe it to yourself. This will assure to you a more prosperous future with this Company.

This Company is limited and restricted by the competition of other manufacturers of like goods. The problem of making it possible for this Company to adopt such a system of profit-sharing depends very much upon the sympathetic co-operation of the employees rendering such conscientious and larger amount of service, thereby reducing the cost of production and increasing the superiority of the goods, and in that way make it possible for the company to increase its net surplus earnings from which labor will receive its just recognition and additional returns.

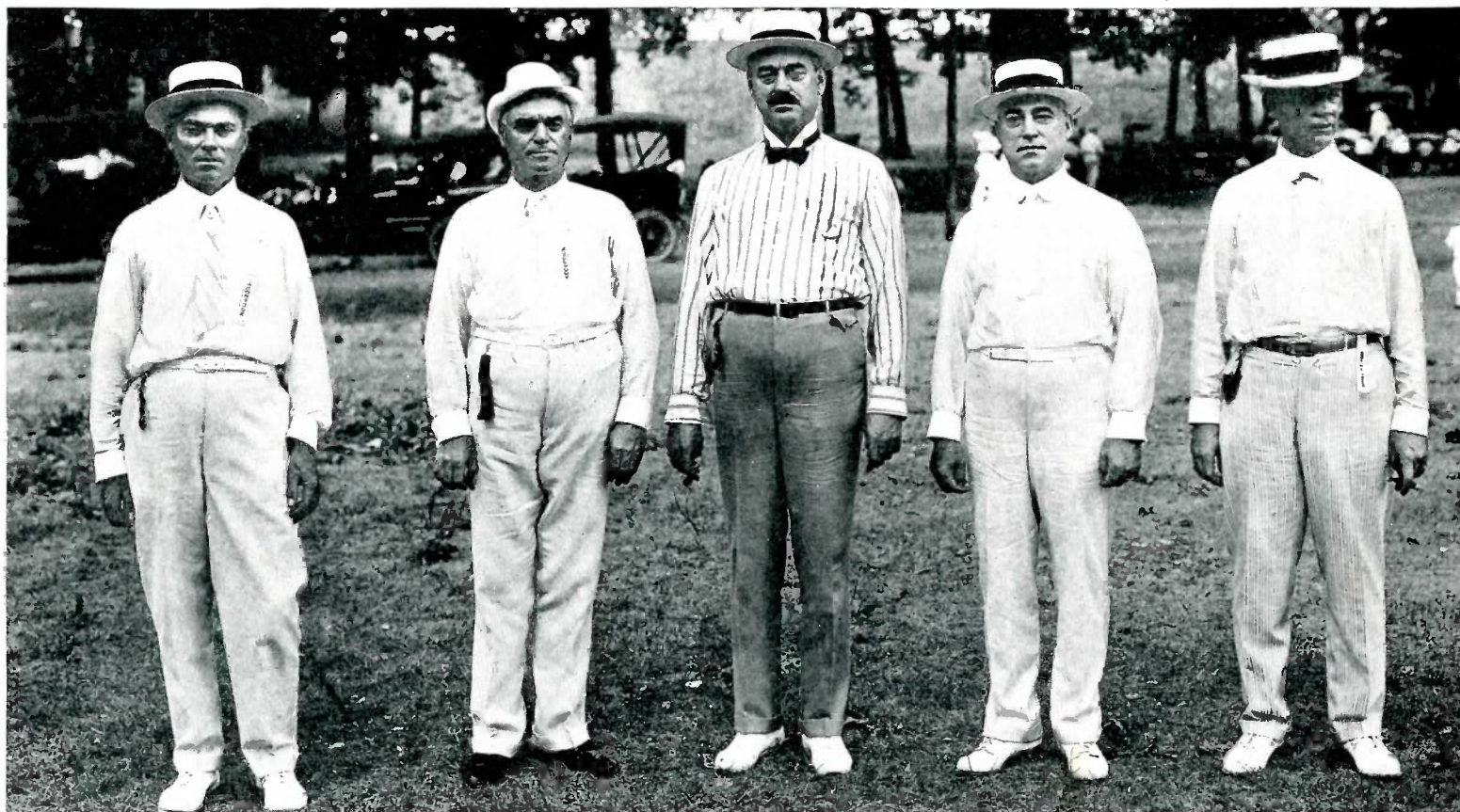
I trust that the employees of this Company will contribute their necessary increase in efficiency and output and realize in the near future these additional benefits.

I thank you for your attention.

### A Birdseye View of the Decatur Factory



## Members of the Mueller Manufacturing Company



ADOLPH MUELLER  
*President*

PHILIP MUELLER  
*Superintendent*

F. B. MUELLER  
*Vice-President*

ROBERT MUELLER  
*Secretary*

F. W. CRUIKSHANK,  
*Assistant Secretary*

## Members of Mueller Company, Wives and Children



*Back Row:* PHILIP MUELLER, F. W. CRUIKSHANK, ADOLPH MUELLER, EVERETT MUELLER, (SON OF ADOLPH), F. B. MUELLER, ROBERT MUELLER.

*Second Row:* MRS. PHILLIP MUELLER, MRS. LEDAH MUELLER CRUIKSHANK, MRS. ADOLPH MUELLER, MRS. ROBERT MUELLER.

*Seated:* FRANK MUELLER (SON OF PHILIP), CHARLOTTE MUELLER, (DAUGHTER OF ADOLPH), WILLIAM CRUIKSHANK, FRANCES CRUIKSHANK, EBERT MUELLER, (SON OF ROBERT), PHILIP CRUIKSHANK.

*Absent from photograph:* MRS. DELOS COZAD, MRS. FRED KAISER, MRS. VERE BROWNBACK, ROBERT H. MUELLER, CLARENCE MUELLER and DUKE MUELLER, (CHILDREN OF PHILIP).

## Partial View of General Office



**T**HE big general office of the company is shown in the above picture, but a great deal of the detail is lost owing to the size of the office and the obstructing furniture and filing cases. The office occupies the third floor of the warehouse. Two floors and a basement of this building are devoted to finished stock. In the office 60 persons are busy each day keeping the business of the company in motion. In the foreground at the left are Robert Mueller and W. N. (Butsy) Dill, and to the extreme right Fred Mueller should be seen in the president's chair, but unfortunately was "cut off" in the plate.

The main office is 60 ft. wide and 155 ft. deep and there is no waste room. The equipment is up to date. There are adding ma-

chines, billing machines, multigraphs, addressing machines, envelope sealing and opening machines, and other devices of that character to take care of routine work, save time and expedite business. Every day brings two or more sacks of mail to the company and in busy times when advertising is going out, as many as 10,000 pieces of mail leave the office daily. Fifteen stenographers, aided by dictating machines, keep a stream of letters going. Without mechanical devices it would be impossible to handle the enormous correspondence.

The work of the office is sub-divided into departments, and each morning the mail desk separates and distributes the mail. There is an hourly mail service throughout the factory and inter-communication is further accelerated by a complete auto-call and telephone system which puts us in touch with either the city of Decatur or the outside world without having to leave our desks, unless it is preferred on long distance calls to go to the private booth.



HENNESSY delivers a temperance lecture to his fellow salesmen.

### WHAT THE MUELLERS LIKE.

Philip likes hunting and fishing.

Adolph likes golf and civic up-building.

Robert likes all outdoor sports and particularly likes to see others enjoy themselves.

Oscar likes tennis and automobiling.

Fred likes—Oh what's the use, everybody knows Fred, and knows what he likes—and THEY like him.

Liquid refreshments—ice cream soda water—were plenty and free. No headaches follow a Mueller picnic.

# Office of the Factory Superintendent



Supt. Philip Mueller has a very cozy and comfortable office directly opposite the experimental room which claims a considerable portion of his time in the development of new goods. There is always something new being worked out.

At the moment the photographer reached this office Philip Mueller, seated in the corner was in consultation with George F. Haley, head of the drafting department.

It was impossible to get more than one corner of this office which left half of the force out.

## The Third Generation

**T**HE house of Mueller will pass into the third generation. The sons of the present owners are being educated and trained with that end in view.

Everett Mueller, son of Adolph, will graduate from Yale College next spring, completing a full economic course, majoring in economics, law and business.

Lucien (Duke) Mueller, a son of Philip, is just finishing a course in mechanical engineering, majoring in metallurgy at Cornell University.

Ebert B. Mueller, son of Robert, and Philip Cruikshank, son of F. W. Cruikshank, enter a preparatory school this fall, and later will be students at Yale College.

Bernhardt, son of Oscar, is in the Todd preparatory school at Woodstock, Ill., and will later go to Yale, Harvard or some other leading college.

They are not allowed, however, to develop snobbish ideas. Everett worked all summer in a clerical position in the office. He began some years ago as an errand boy.

Philip Cruikshank and Ebert B. Mueller worked all vacation in the Shipping Department earning pin money for their first year in college.

Duke Mueller put in most of the summer studying but in his leisure hours worked about the factory.

None of these young Muellers enjoyed any special privileges. They worked at the wage attached to the particular position

they occupied. They rang in on the clock like other employees. If they were late they took the penalty.

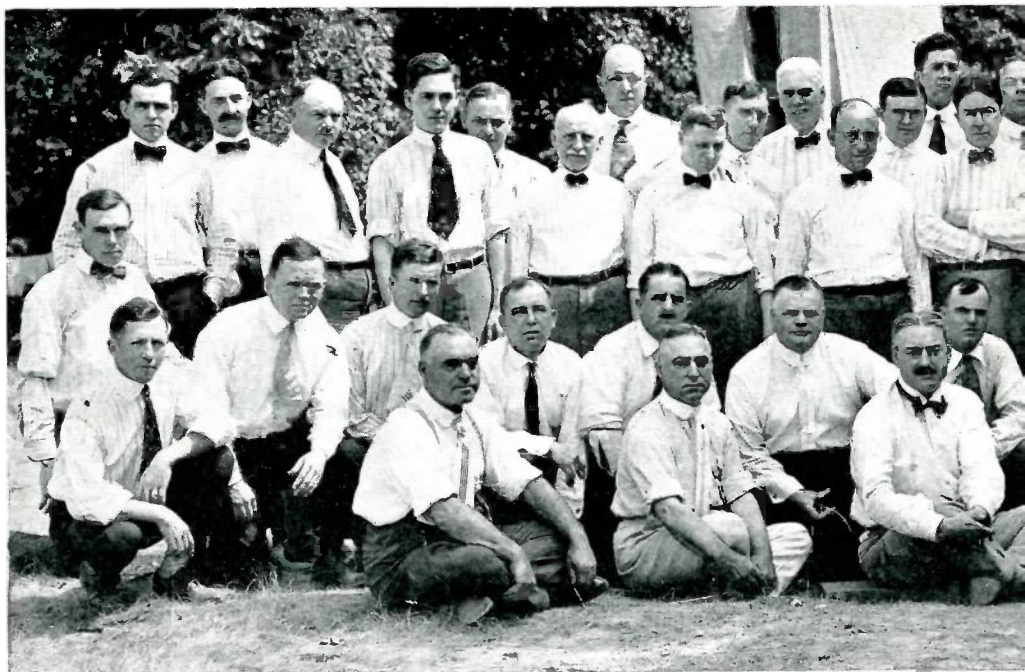
All the friends and fellow-workmen of these boys recognize in them sterling qualities which insure a successful continuance of a business which their fathers worked so faithfully to upbuild, providing their taste carries them into the manufacturing lines.



FRED MUELLER whooping it up as MASTERS dived for home plate with the winning run.



## Mueller Salesmen—Photographed at A



*Back row standing (looking over shoulders) left to right—R. L. MOORE, J. K. STUART, W. C. HEINRICH, T. FORD, A. M. COBB.*  
*Standing—HAROLD S. TRACY, W. F. MCCARTHY, B. H. SHAW, JOSEPH A. HAYES, M. T. WHITNEY, GEO. W. SMITH, HORACE CLARK, W. N. FAIRFIELD, J. B. CLARK.*  
*Stooping—F. T. O'DELL, J. W. SIMPSON (in front of O'Dell), R. H. POWERS, E. B. CAMERON, E. E. PEDLOW, JAMES SMITH, C. F. MILLER, O. C. SCHOOLEY.*  
*Sitting—PHILIP MUELLER, ROBERT MUELLER, F. B. MUELLER, ADOLPH MUELLER, O. B. MUELLER, R. H. MUELLER.*

ONCE a year all Mueller salesmen are assembled at Decatur for a meeting with the firm, and for the purpose of receiving descriptions and instructions relating to new goods which have been brought out by the firm.

These meetings formerly were held between Christmas and New Year but this necessitated long cross country trips for some of the salesmen at a season of the year when traveling is unpleasant, and at the same time took them away from their families during the holiday season when every normal man prefers to be at home. For these reasons the firm passed the meeting last December and made arrangements to hold it during the month of August. The sessions began on August 5th and ended on the night of August 11th. The entire body of salesmen were held willing captives in Decatur for the big picnic.

The firm combined this meeting with a sort of an outing, the sessions being held at what is known locally as the "Allen place," a beautiful piece of high land bordering the Sangamon river. This was recently purchased by the Mueller Company and is being developed into a park for the enjoy-

ment of the firm and their employees, and eventually will be used as a place of summer residence. It is the highest piece of ground anywhere near the city of Decatur, being over 100 feet above the river level. A new barn, which was completed just prior to the arrival of the salesmen was used for the sessions, the first floor being fitted up as an assembly hall. The barn is built of concrete and iron and is a most picturesque little building, the green shingled roof mingling with the leaves of the old forest trees which stand about it. All salesmen had been advised to come prepared for bathing and the company had fixed up a little beach on the river bank and made all arrangements for swimming in the cool waters of the Sangamon. Between and after sessions there were many pleasant swimming parties. The Allen place is situated  $1\frac{1}{2}$  miles from Decatur just east of the water works and the salesmen were carried back and forth in the private automobiles of the firm, being taken from the hotels in the morning and returned to them at 5:00 in the evening. Sessions began every morning at 8:00 o'clock and continued until 12:00, with a recess at 10:00 and 3 o'clock. Dinner was served each day in the

## Men's Bend with Timber as Background



LEARY, W. B. CAMPBELL, C. E. LINCOLN, B. E. PALMER, R. A. POOLE, R. M. HASTINGS, E. H. SHIMER, C. T. C. H. DUBOIS, W. B. FORD, W. N. DILL, F. L. HAYS, JR., C. J. G. HAAS, L. M. ROSS, P. L. BEAN, L. S. MAST-F. HENNESSY, GEO. F. SULLIVAN, S. THORNTON, T. E. BECK, J. H. MCCORMICK, G. A. CALDWELL, F. E. PECK, GEORGE SCHWARTZ.

new basement of the barn, where tables had been fitted up for the purpose. A Decatur caterer was engaged to serve the meals.

A regular program was mapped out and closely followed and the sessions were strictly business affairs. At 7:00 o'clock each evening the men were assembled in the demonstration room at the factory where new goods under water pressure were shown, and various new devices received their initial demonstration for the benefit of the salesmen. It is through methods of this kind that the Mueller salesmen are kept in close touch with everything new going on the market, and this information is emphasized by the practical demonstrations and the opportunity which is given them to ask questions.

The meeting as a whole was one of the most successful, and more was accomplished within five days and evenings, than has heretofore been possible. Not a single tardiness was registered during the week.

The friends of the salesmen in the various trades will doubtless be interested in knowing that they were not put on close rations during the week but were bountifully fed, as the following lunch menus for the five days will indicate:

Monday:—Roast beef and gravy, brown potatoes, macaroni and cheese, bread and butter, pie, ice cream, iced tea, coffee.

Tuesday:—Boiled ham, potato salad, corn custard, pickles, rolls and butter, assorted pies, iced tea.

Wednesday:—Pork chops with cream gravy, mashed potatoes, cream slaw, fruit salad, iced tea.

Thursday:—Creamed chicken and hot biscuits, mashed potatoes, stewed corn, watermelon, iced tea.

Friday:—Baked Halibut, with sauce, buttered potatoes, escalloped tomatoes, assorted cake, ice cream, iced tea.

The recess period for the salesmen was always an occasion of great hilarity. There were balls and bats and other methods of diversion which kept them busy, and those of a less athletic and more sedate turn of mind occupied themselves with strolls through the beautiful natural woods or along the river bank.

The Allen place is an ideal spot for an outing and the breath of fresh country air was especially welcome to the city chaps who are accustomed to stone walls and streets.

## Heads of Office Departments



*Standing—Left to right: F. W. CRUIKSHANK, Shipping and Stock; FLOYD JOHNSON, Regulators; A. M. COBB, Private Secretary; C. G. AUER, Cashier; W. R. GUSTIN, Purchasing; J. W. WELLS, Patents.  
 Kneeling—A. W. SHAW, Credits; L. F. MCKIBBEN, Accounting; OTTO SHARLOCK, Claims; J. W. SIMPSON, Assistant to President; C. N. WAGENSELLER, Advertising.*

## The Mueller Factory Band

**W**HEN we hold our annual picnics the question of music is the smallest and remotest of our worries. That is one question that settles itself automatically, for within the ranks of Mueller office and factory employees there are a sufficient number of competent musicians to make up a really first-class band. We can say this without fear of being accused of "blowing our own horn," because the press and public of many Central Illinois cities have steadfastly maintained that the Mueller Factory band ranks among the best.

The services of this band are in constant demand by organizations which wish to instill life and gaiety into their social events. Knowing the capabilities of the band so well, all Muellerites feel a thrill of pride when Bandmaster Schwarz waves his baton and the different instruments blend harmoniously in music gay or grave.

On the occasion of our picnic Saturday, August 12th, the members simply outdid themselves, and proved one of the features of the day. The morning and afternoon programs were well selected and at all times there was an interested crowd listening to the music. At night the entire band played for the dancers in the pavilion.

The members of this organization come from all departments of the factory and office. Like other organizations within the big organization, it is a strong influence in the promotion of good fellowship and loyalty. The company contributes generously toward the maintenance of the band. The equipment of instruments and uniforms is of high standard, and the character of music is up to the most exacting Mueller requirement, and Fully Warranted.

### MORNING BAND CONCERT

1. Long Live Our U. S. of A.—March.....H. C. Miller
2. Schauspiel Overture.....Ch. Bach
3. Water Lilies—Novelette.....Floyd I. St. Clair
4. Sonnambula—Selection.....Bellini
5. La Paloma—Spanish Serenade.....Yradier
6. Plantation Echoes.....Thos. Coater
7. America I Love You—March.....
8. The Isle of Dreams—Selection.....E. Ball

### AFTERNOON BAND CONCERT

1. Remick's Hits No. 17 a.....T. Bowdewalt Lampe
2. Jewell's Triumphant March.....W. B. English
3. March—The American Colors.....Frank Panella
4. Overture—The Wedding Ring.....George D. Barnard
5. Intermezzo—Indian Summer.....Neil Moret
6. March—Wake Up America.....Jack Glogan
7. The Sunny South—Selection of Southern Plan.....T. Bowdewalt Lampe
8. Romance, Love and Friendship.....Ellis Brooks
9. The Broadway Review—Operatic Selection.....T. Bowdewalt Lampe
10. Two Step—Loading Up the Mandy Lee.....
11. Star Spangled Banner.....Henry Marshall

## THE MUELLER FACTORY BAND



*Back Row (left to right)*—JOHN LEISH, *Tuba*; FRANK ALLEN, *Saxophone*; HARRY H. HUNT, *Manager*; OSCAR SCHWARCZ, *Leader, cornet*; E. J. ANDERSON, *Bass Drum and Cymbals*; R. B. PEASE, *C. O. TOHILL, E. CROWDER, Slide Trombones*; A. ECKHARDT, *Tuba*.  
*Second Row*—EARLE BRYAN, *Drum and Traps*; J. KAFE, *Flute and Piccolo*; CHARLES STOUTENBOROUGH, H. J. WEHNER, *Baritones*; C. G. REISCH, *Saxophone*; FRANK HINKLE, G. ECKHARDT, FRANK ZETTERLIND, *Altos*.  
*Front Row*—E. STOWESAND, L. STODDARD, G. JENKINS, RUSSELL ALBRIGHT, *Clarionets*; A. SHIRK, *Solo Cornet*; J. LINGLE, R. COX, E. DODDS, *Cornets*.

## SOME OF THE FACTORY FOREMEN



*Back Row Standing (left to right)*—GEO. COLES, B. J. MARTY, C. C. ARMSTRONG, W. A. ATKINSON, R. C. HARRIS, J. R. WILKINS, J. W. LAYMAN, C. C. MORRIS, W. T. MASON, WM. FERRY.  
*Middle Row*—ED. WITTS, W. H. HILL, F. H. SCHUTZ, F. O. ZETTERLIND, U. G. MOON, A. C. SCHUERMANN, LEN HERMAN, W. E. PEASE, J. H. HUNT, GEO. STOVY.  
*Front Row*—JOHN SHELTON, H. J. MAXWELL, OTTO HALMBRACHER, C. HENDRIAN, ROY HUGHES, ROBERT GIBSON, ROBERT H. MUELLER.

## SOME OF THE 20-YEAR MEN



B. J. MARTY, OTTO SCHARNETZKI, EDWARD LARRICK, THEODORE SHEPPERD, U. G. MOON, A. C. SCHUERMANN, WALTER SCREETON, LEN HERMAN, JOHN RONAN, W. H. CAMPBELL, W. E. PEASE, WILLIAM SEEFORTH, THEODORE SCHERER, PHILIP REAB, F. O. ZETTERLIND.

# Lawn Party and Mock Marriage



MESSRS. CAMPBELL and CLARK as CHARLIE CHAPLIN and MARY PICKFORD.

**N**O event connected with the salesmen's meeting or the picnic afforded more thorough enjoyment than the reception given on the lawn of Mr. and Mrs. Adolph Mueller's beautiful home Thursday evening, August 10th. It was in honor of the salesmen, the foremen, heads of departments, twenty-year men and their wives, and was given by the members of the company and their wives, Adolph's home and surrounding grounds being selected as the most desirable place. The grounds are certainly worthy of being called beautiful. They were laid out and beautified by Mr. Walter Griffin, a celebrated landscape gardener, who now holds the very important commission of designing and developing the new capital city for the Australian government.

Settees and chairs were placed in pretty little nooks in the shrubbery and about the fountain, while a large orchestra on the lawn filled the air with music. Japanese lanterns were used to heighten the beauty of the scene. It was strictly an informal affair, and the gracious reception extended put all guests at ease and made them feel the genuineness of the hospitality.

In the receiving line were the members of the firm and their wives. The firm members enjoy the confidence and loyalty of their employees, but the wives certainly won the hearts of all as hostesses.

Frappe and cigars were served throughout the evening, with ice cream and cake later on. The scene was a brilliant one, but it did not make the guests forget that they

were there for a good time. There was absolutely no restraint in evidence. The ever busy salesmen formed a group and entertained everybody with old-fashioned songs which all knew, and which were listened to with rapt attention.

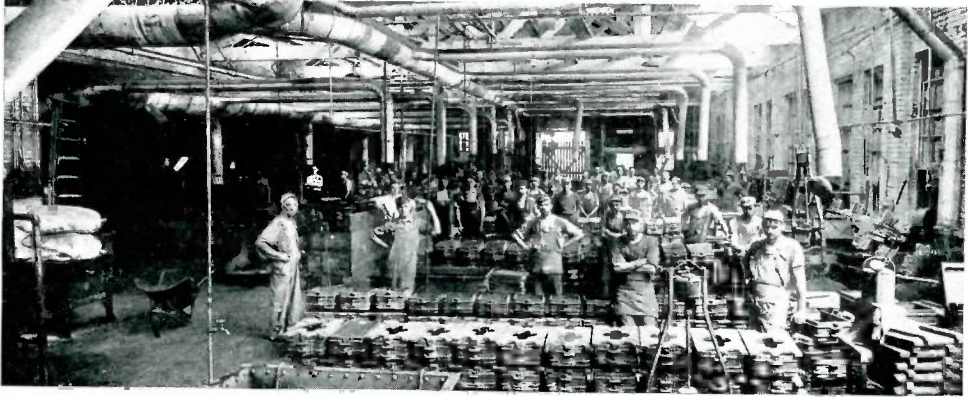
The event of great interest, and which by the way was a complete surprise, was a mock wedding in which W. B. Campbell and J. B. Clark of the selling force officiated as principals, the former being designated as "Charlie Chaplin" and the latter as "Mary Pickford." It was necessary to have a professor of eugenics to examine and pass on the fitness of the couple, and this duty was humorously discharged by M. T. Whitney, while Billy Heinrichs acted as the minister. This wedding may or may not have been suggested by the recent marriage of W. N. (Butsy) Dill, who had been generally looked upon as a confirmed bachelor. The strains of Lohengrin's Wedding March was the first intimation the company had of anything out of the ordinary on the program. And then the wedding party suddenly emerged from the shrubbery dressed in

*(Continued on page 28)*



M. T. WHITNEY, Professor of Eugenics.

# View of Mueller Brass Foundry



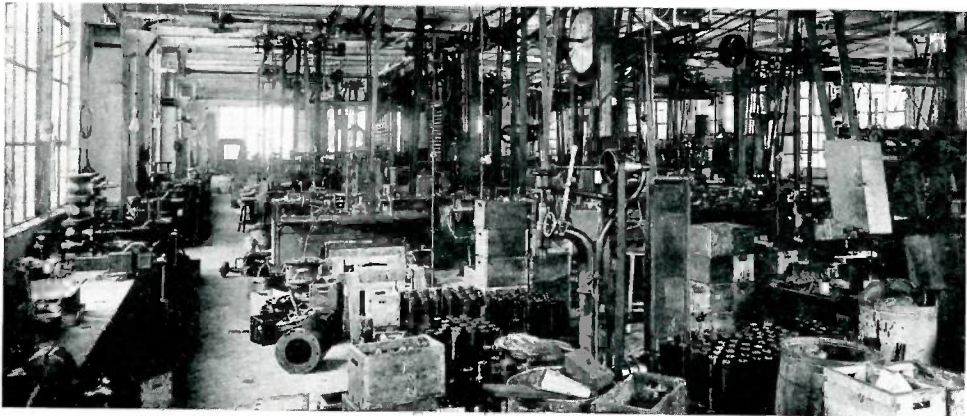
**H**ERE are two of our factory departments which are always interesting to visitors. The upper view shows the foundry. The molders are ready to pour a heat but have stopped for the photographer. Over at the extreme left and about midway of the picture is one of the furnaces. The white spot is the flame. There are five of these big furnaces and they are working all the time. Only about two-thirds of the foundry is shown, it being necessary to cut off about one-third of the front end in order to show one of the furnaces. The picture gives a very good idea of the Mueller brass foundry so far as the depth is concerned but does not give a correct idea of the width. The foundry is 60 by 155 feet.

The lower picture shows our new machine shop in the latest building erected. There is one floor and basement. It is fire-proof throughout being of concrete, brick and iron. The lighting system both na-

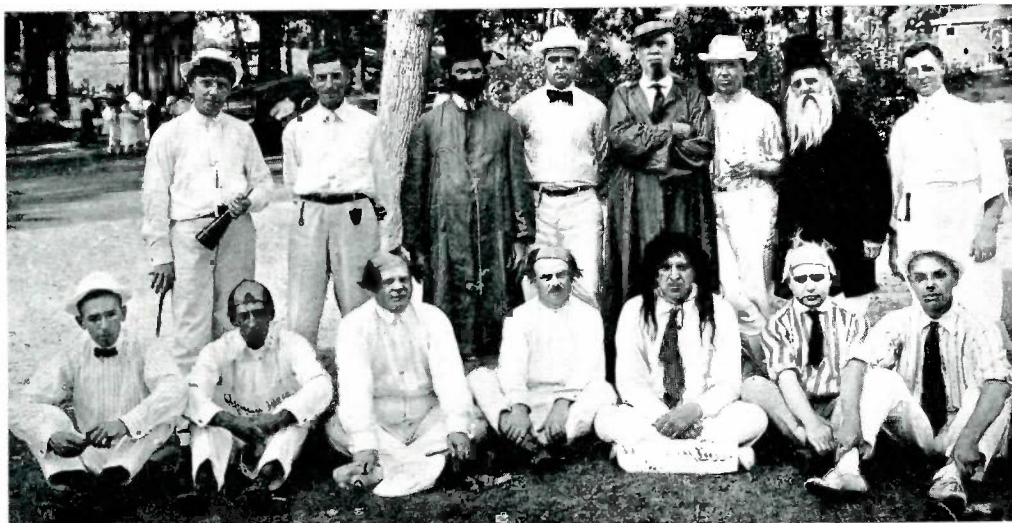
tural and artificial, is perfect, and the various machines are systematically placed so that the work goes through in regular order. Like the foundry, about one-third of the south of the building is cut out of the picture in order to get a good view of the remainder. In the foreground may be seen service boxes and regulators, which with tapping machines, heavy brass and iron castings are handled in this department. The stock is carried in the basement where are also located shower baths and lockers for the employees. R. H. Mueller, son of Philip Mueller, has charge of this department.

The new machine shop was erected last fall and completed in time for a dedication by all employees on New Year's eve. The dedication took the form of a reception and dance. Ten days later all machinery was in place and the shop was in active operation. The building is 60 feet wide and 155 feet deep.

## The New Machine Shop



## Degree Team of 49 Club and Victims



**T**HE 49 Club composed of Mueller salesmen, members of the company and a few office heads, is a rather unique organization, combining sociability, business and fraternalism. Organized at the home of Mr. Robert Mueller by members of the company and their two or three salesmen about 18 years ago, it has grown with the company until today there are sixty or seventy members. It is conducted along the lines of a secret society and is in fact a semi-secret organization. The unwritten work is very elevating—sometimes a candidate with a good bounce to him is kept at a high elevation throughout the initiatory exercises. They are never quite killed although they sometimes think they are going to be and rather look forward to some such happy consummation of the ordeal.

Be it said, however, that only one man ever rebelled, and he did not escape, but he came through without a blemish, but he did not have the required 85 per cent. copper in his craw and he did not stay long on the selling force.

The 49 Club takes its name from that unequalled Mueller stop and waste (6514) generally called the "49" cock.

On the occasion of the picnic the club decided on a public initiation of the following candidates: B. H. Shaw, George W. Smith, O. C. Schooley, Geo. F. Sullivan, P. L. Bean, J. K. Stuart, Ed H. Shimer, Charles E. Lincoln, F. E. Peck, Clarence Miller and H. S. Tracey.

It was a fine bunch to work on—large, rotund gentlemen who could be easily made over into mush—tall, lean pole-like specimens whose small bones would snap like a gauge tube, and short under-sized specimens who could be flattened out into grease spots.

Chance remarks, mysterious asides, sympathetic and pitying glances, and now and

then a grave, sorrowful shake of the head throughout the days preceding the sacrifice put them in fine condition for the ceremony. There was not one of them who did not approach the ordeal with actual misgivings and yet the worst that happened was to make monkeys and other animals out of them. Each one was dressed in outlandish costume and masked to represent some denizen of the forest.

The degree team likewise was costumed as shown by the picture. The "animals"

*(Continued on page 30)*



HEINRICHS as a "Cowboy" UMPIRE.

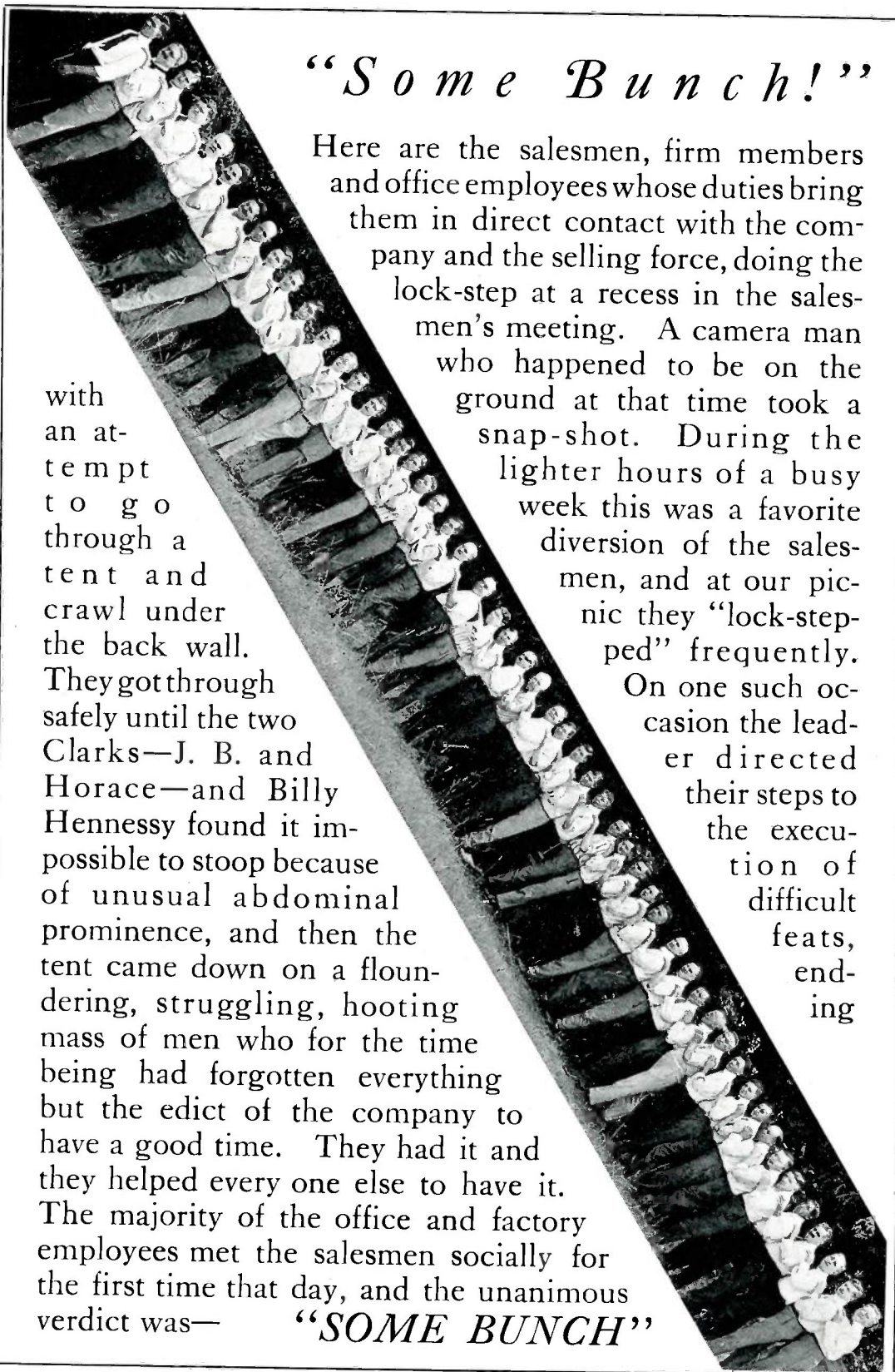
## *“Some Bunch!”*

Here are the salesmen, firm members and office employees whose duties bring them in direct contact with the company and the selling force, doing the lock-step at a recess in the salesmen's meeting. A camera man who happened to be on the ground at that time took a snap-shot. During the lighter hours of a busy week this was a favorite diversion of the salesmen, and at our picnic they “lock-stepped” frequently.

On one such occasion the leader directed their steps to the execution of difficult feats, ending

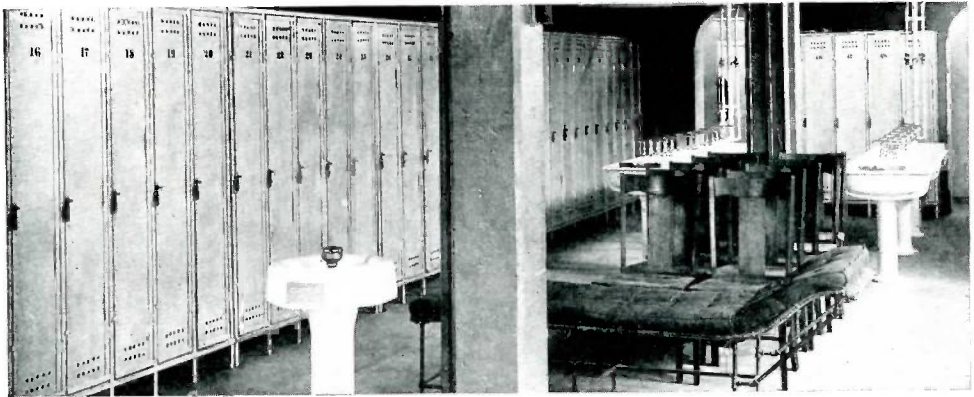
with an attempt to go through a tent and crawl under the back wall. They got through safely until the two Clarks—J. B. and Horace—and Billy Hennessy found it impossible to stoop because of unusual abdominal prominence, and then the tent came down on a floundering, struggling, hooting mass of men who for the time being had forgotten everything but the edict of the company to have a good time. They had it and they helped every one else to have it. The majority of the office and factory employees met the salesmen socially for the first time that day, and the unanimous verdict was—

**“SOME BUNCH”**





## Girls' Rest Room in the Factory



**I**T'S true that Mueller employees enjoy comforts and conveniences which are not found in homes of people able to provide every luxury. Let either one of the pictures on this page tell the story itself.

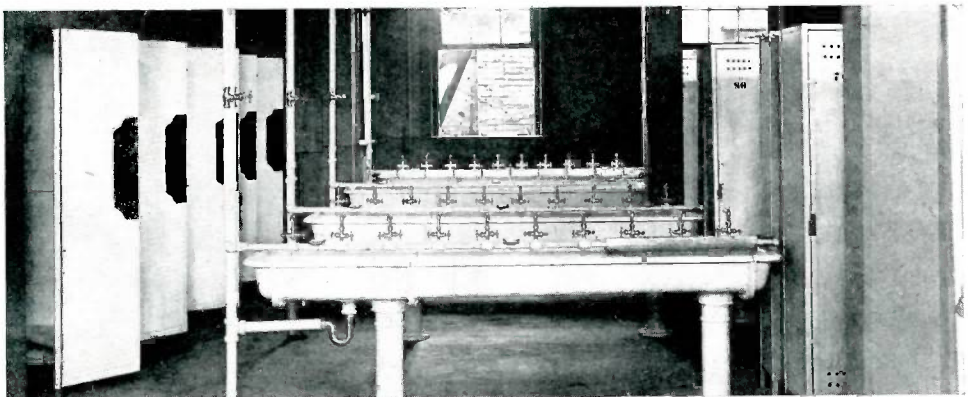
Above is the rest room of the girls employed in the factory. There are 63 individual steel lockers. At the rear are long enameled sinks and the best Mueller fittings furnishing hot and cold water throughout the year. All over the factory provision is made for the employees to wash under running streams. At the rear of the room are additional lockers, toilets and shower baths. There are three full length

mirrors which do not show in the picture, plenty of chairs, couch, etc. The floor throughout is finished concrete.

The lower picture shows a portion of the men's rest rooms. It includes only one-half of the showers, the open doors with black spots on them, and shows only a few of the steel lockers of which there are 120. The facilities for "washing up" are nicely illustrated in this picture. The lockers, chairs, reading table, toilets, etc., are on the right.

In both of these rest rooms there is an attendant whose duty it is to keep them clean, sanitary and inviting.

## Men's Rest Room in the Factory



## The Corner Stone of a Great Business



**T**He late Hieronymus Mueller, father of the present members of the H. MUELLER MFG. CO., invented and patented the MUELLER Water Tapping Machine many years ago, and thereby hangs the tale of a successful business.

Mr. Mueller began life in Decatur in 1857 as a gunsmith, locksmith, etc. He was a man of singular force of character, a studious mechanic of an inventive turn of mind, and possessed of untiring energy. He was a genius with tools.

When Decatur established water works, he was selected to make all taps in the mains for service connections. Inadequate means for doing this work meant one of two things—the water had to be shut off to the annoyance and inconvenience of *all* patrons on the line while *one* new consumer was being accommodated, or Mr. Mueller had to take a thorough ducking in a muddy trench. He was not particularly pleased with either alternative. He did not care to pose as the town martyr or in the more familiar and significant phrase of the day, did not want to be “the goat.” It was fine fun for his jovial fellow townsmen to see him get the ducking, but it was uncomfortable and unpleasant to Mr. Mueller.

So his inventive genius naturally asserted itself, and he turned to a more mechanical method of accomplishing his tasks, and eventually, after months of persistent application, solved the problem, and the MUELLER WATER TAPPING MACHINE was made, practically as it stands today, although of course it has been constantly improved as experience and use necessitated. Mr. Mueller’s solution of this problem came to him while he should have slept, but his mind was so filled with the subject that he could not rid himself of it day or night. When the correct idea flashed through his mind he arose from his bed, made a rough drawing and lay down to refreshing sleep, completely satisfied that the hardest part of his work was ended. He knew the principle evolved was mechanically correct.

That he did solve the problem correctly, and that he did do mankind a valuable service is an incontrovertible fact, to which all water works men will bear testimony. The machine today is almost in universal use. Nothing has ever been produced to equal it, let alone to take its place.

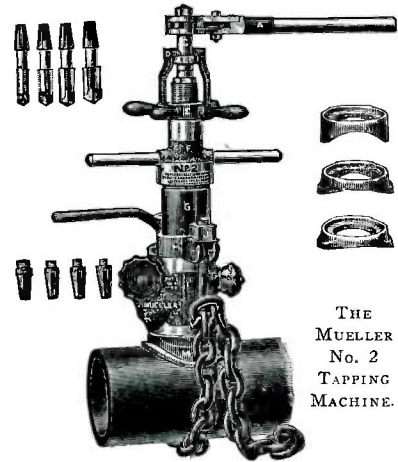
It has carried the name of MUELLER and DECATUR to the furthestmost ends of the earth—Africa, China, Japan, Australia and South America—and always with credit.

It is the cornerstone of the present successful manufacturing enterprise of the H. MUELLER MFG. CO., which was nurtured, developed and expanded by the sons of Mr. Mueller.

This one idea is the seed from which has sprung the most important industrial undertaking in the City of Decatur—the largest of its kind in the country—employing all told some nine hundred persons, and running day and night for the past fifteen years.

The “MUELLER BOYS,” as the present members of the Company are known throughout the United States, never forget the humble beginning of their father or his GREAT IDEA which made their success possible.

He was a thoroughly democratic man and they have inherited his democratic spirit.



THE  
MUELLER  
No. 2  
TAPPING  
MACHINE.

# A Cane for George A. Caldwell



**T**HE 49 Club has a habit—a collective habit. No good 49'er ever admits an individual habit unless it is one that reflects on him creditably. This collective habit is a good one. It is to remember some 49'er when the proper occasion arises, and

when it came time for George A. Caldwell to retire from the presidency, the club decided that his good work demanded recognition. George is one of the members whom we all like to kid, but everybody likes him immensely. The club's good feeling was expressed for him in a beautiful gold handle walking stick, suitably engraved.

M. T. Whitney made the presentation speech. It was one of Mont's best efforts, serious one moment and humorous the next, but throughout speaking the good feeling for Mr. Caldwell.

In reply Mr. Caldwell said:

"Mr. Chairman, Members of the Firm, Members of the 49 Club, Ladies and Gentlemen:

I am no speech maker but I do wish to express my appreciation of your kind remembrance and will say just a few words.

As I remember, it was about 16 years ago, when the 49 Club was organized with a membership of four salesmen and the firm. The following year Bill Heinrichs and myself were initiated into this Club and the real organization was accomplished. Today we have a membership of 42 salesmen and hope in the near future to increase the same to 49. This shows the wonderful growth of the firm in a few short years brought about through sound business principles.

If you wish for true success you must be honest, for all genuine success must be based upon honesty. I might go farther and say all genuine success must be based upon Health. By this I mean that to have health in the broad sense of the word, you must live right, think right and act right. If you do this you cannot help being successful, for success is not always measured by the amount of money you accumulate. It is measured by what you are, not what

people say you are. Reputation and character are not synonymous for a man may have a good reputation and a poor character. Reputation is what people say you are—character what you really are.

Now, a word about co-operation. You factory employees should remember that you owe your positions, not only to the firm, but to the members of the 49 Club, for if we did not sell the goods there would be no goods to be manufactured and, we, on our part, owe our positions to you, for if you did not make the goods we could not sell them. The firm owe their success, not only to their initiative and business ability, but to your and our loyalty. To the men who create the demand and those who produce the goods. So you can readily see that there must be thorough co-operation from all to make this business a success.

Now let us all pull together in the future and make this the most successful firm of its kind in the world. Again I thank you for your beautiful gift."

## PRESIDENT W. C. HEINRICHS



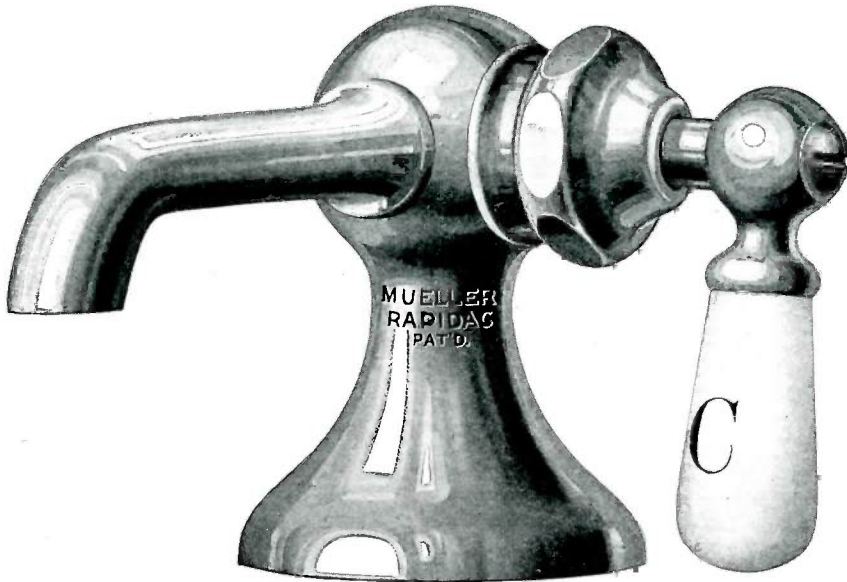
At the close of the presentation to Mr. Caldwell, there were loud calls for W. C. Heinrichs, the new president of the 49 Club, and "Heine" was there with the goods. He spoke vigorously and earnestly in advocacy of closer feeling between all units of the factory and

the selling force, of the duty of the salesmen to hustle and keep business up to the high water mark and closed with a nice little talk to the 49'ers.

He expressed his high appreciation of the honor conferred upon him and of his wish to make it a business as well as a social factor.

With Mr. Oscar Mueller, President of the Canadian plant and Manager of the New York office, it was a case of being between picnics. He had to leave Sarnia, Ont., just before the annual picnic there and had to return just before the picnic here. It was unfortunate for Oscar as he is a shining light at a picnic, jollyng the old folks, petting the children and kidding the girls.

## A Classy Example from the Mueller Rapidac Line



9463

**M**UELLER RAPIDAC, (quick opening compression work) has attained widespread popularity in the plumbing trade, and among people who refuse to accept "just any old thing," but pick plumbing brass goods with discrimination.

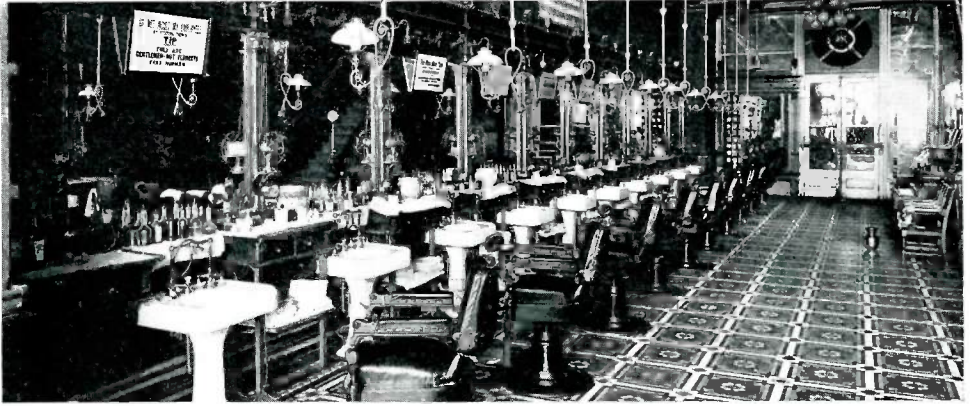
People are learning that there is just as much harmony and beauty in the correct combination of brass goods with the enamelware as there is between the correct combination of draperies with curtains and rugs.

There is one particular piece of RAPIDAC to correspond with each pattern of sink, lavatory or bath tub.

No. 9463 is popular because of the absence of futile attempts at ornamentation. It presents, instead, gracefully rounded curves and smooth sanitary surfaces which insures cleanliness at all times.

*It's a Winner*

# A Handsome Barber Shop Interior



**T**HE picture shown here is an excellent interior of the Fred Norman Barber Shop on N. Water street, Decatur, Ill. This shop is known to all travelers because of its high class appointments. It is such a shop as one might expect to find in the better districts of the larger cities. It is a fifteen-chair shop, but it is impossible in this picture to show all the chairs and lavatories.

This shop is fitted with Mueller goods throughout. Every lavatory carries our

25666 Double Fuller Basin Cocks and Shampoo—a very complete outfit for the purpose. The Double Basin Cocks make it possible to use the lavatory in a regular way or for shampooing, hot or cold being available in either instance. This outfit was designed after careful study of a barber's work, with a view of giving him all water requirements in a compact manner and with the least possible obstruction to his work. It is only one of the many different sanitary patterns of barber shop outfits which we make.

## Lawn Party and Mock Marriage

*(Continued from page 20)*

comic costumes. When it was announced that the couple desired to be married, Heinie gravely asked, "Have you, and are you entering upon this contract with the full consent of the firm and your mamma and papa?" Receiving an affirmative answer he added, "All right. Now then, since I am a believer in this 'Safety First' Gescheft, I suggest that both have a 'Eugenic' examination. We have with us Herr Doctor Schumaltz-Gisicht, who will be delighted. Doctor Schumaltz please do your duty and inform me of the results."

Mr. Whitney is something of a German comedian and was never better. He thumped and sounded the couple, looked at their teeth and fired a line of questions, which always got the couple in bad, no difference how they answered. The examination and questions were along the line that a veterinarian or a "hoss trader" might have asked, and when Whit finished he passed the couple on to Heinie, who performed the marriage ceremony as follows:

"Mary Pick-Ford, for the past 25 years we have had with us a regular 'Ford,' not

Henry, but Charley Ford. We all wonder why you overlooked this kind and loving Ford.

"Now then, do you both agree to stay home at nights and Sundays; wash on Mondays; iron on Tuesday; sell Mueller Goods on Wednesdays; sleep on Thursdays; play golf on Fridays; attend ball games on Saturdays (at the firm's expense); to live on your expense account and never borrow money from Spendthrift Caldwell of Boston, Mass., or Wilhelm Ford, no matter how badly you need the money, to install in your home suitable mottoes; not to keep chickens—'eat 'em,' or talk about your neighbors, borrow from them or lend them sour milk or canned fruit, except what you can't use; pay your rent or get out and live out-doors in the rain and snow, in sickness and health?"

Ring placed on Mary's finger.

"Now Mary Picked Ford and Charles Chaplin, by the Power Clevis invested in me, I, Heinie Geswindler, pronounce you the tallest, thinnest and fattest pair ever hitched up and in captivity and declare you both Fully Warranted and charter members of the Ananias Club.

"Amen."

# Mueller Mfg. Co., Ltd., Sarnia, Ontario, Annual Outing and Picnic

**W**ELL, here we are again. Who? Why, the Mueller Picnic. The fourth annual picnic was held this year on new stamping grounds on Sarnia's Civic holiday, Monday, August 7th, and it was such a real success that the boys are still talking about it. Tashmoo Park, where the picnic has been held for the past three seasons, was passed up this year, and it was decided to have a "stay at home" outing, and Lake Huron Park, a few miles from the city was chosen. The weatherman was "there" with an excellent brand of weather, the facilities were of the best, the attendance was good, and nothing marred the day's pleasure.

The Mueller picnic is an honest to goodness affair, and as much enjoyed by the men as by the women and children. The ordinary picnic as a rule does not take with the sterner sex, and a picnic as a rule to a man seems to be a tame affair to say the least. Not so with the Mueller Picnic. The fellow who wanted to know who put the "mule" in Mueller didn't have an abundance of horse sense, at least as far as a picnic is concerned, for there were brains and energy in everything pertaining to the workings of this annual tilt.

The proceedings opened with a game of baseball in the morning between the office and the factory, and it was a game that would put to shame some of the big league fixtures. There's boxing fans, racing fans, football fans, hockey fans and electric fans, but the baseball fan, the genuine enthusiastic fan, has got the followers of other sports looking like a gallery of deaf mutes at a chess melee. The baseball nut gets more joy out of a nine innings fracas than anybody connected with the game, except the club owners, and their pleasure comes out of the receipts of each game.

The big baseball moguls, the guys that "look 'em over," "Mugsy" McGraw, "Barney" Dreyfus, "We Ah" Jennings, and such, surely are not as wide awake "star pickers" as one would imagine. Where are they? Why they have never visited Sarnia on their quest for material is hard to understand. Here are ball players, the real "pick 'em off the fence," "the high jumping one-hand grabbers," "the snappy pick 'em off the grass" kind, pitchers that "stick 'em over," batters

that "hit 'em a mile," a galaxy of stars that would be drawing down an armful of shekels every pay day for their services, a bunch that would be winning fame on the big diamonds of the country.

The game was fought from beginning to end with that real "do or die" spirit that brings victory or defeat in a last minute rally. There were the real rooters at the game, the kind with the stray voice, the "take him out," "get the hooks," "he's swinging like a gate," "slam it out," "bust the fence," "hit 'em a mile," "he can't pitch quirts," "in the lake" kind, the fellow that helps to make a ball game as much as the player. The factory bunch came out on the long end of a 7 to 4 score. The office staff were not in condition apparently for such a gruelling contest, and the "hard work" lads had the stamina to go the route.

There was a special prize of \$5.00 for a homerun, but with such airtight pitching by the twirlers, no player succeeded in making the round trip. Bob Thrift of the office team and Jack Aitchison of the factory "split" the \$5.00 bill each making a two-base hit.

The afternoon brought together the picnickers from all parts of the city, and the street cars were filled to capacity with men, women and children, baskets, go-carts and perambulators, all packed in every available space. The programme of sports was well contested, and each event represented by eager and determined contestants, who were ready to match their speed, skill and endurance with their opponents.

Outside the usual running events the egg race for ladies, the potato race for married ladies, the needle race for married couples, provided plenty of amusement. The way those ladies ran in that egg race, one would imagine that chickens would be frightened out of their shell.

The potato race for ladies was a nerve-racking, dusty affair, and to witness those ladies running after the Murphies, would lead you to believe that there was a potato famine.

The needle race for married couples, showed that the men were adepts with the needle and had considerable practice.

The fat ladies race provoked considerable amusement, and with a good deal of coaching and encouragement, the event was pulled off before darkness set in.

The oldest couple, the largest family on the grounds, the best looking baby and youngest baby contests were well filled with entries. A picnic would not be a success without dancing and the pavilion was filled with dancers to the strains of excellent music rendered by that popular and well known orchestra, the Alexandra.

Much of the success of the affair was due to the indefatigable efforts of wide-awake, hard working committees, the personnel of which is as follows:

Reception Committee—A. P. Relken, chairman; C. G. Heiby, F. L. Riggan, W.

Tolles, Ruby Blair, John Burkham, Corilla Waltham, Sydney Caps, Frank Goodwin and officer of the E. A. S.

Field Events and Races—D. E. Lindquist, chairman; E. W. Allen, B. Buchanan, R. Eacrett, C. W. Padgitt, H. Bennett, G. McIntyre, L. Bayne.

Publicity and Program Committee—T. E. McMann, chairman; C. Scott, C. MacVicar.

Baseball Committee—F. Nelson, chairman; R. S. Thrift, J. Aitchison, C. W. Murray.

Prize Committee—W. H. Bartlett, chairman; B. Vallis, J. Simmons, S. Finkbeiner.

Dancing Committee—C. G. Heiby, chairman; W. Kamball.

Invitation Committee—B. E. Palmer.

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## On the Pacific Coast

Manager T. F. Leary and his salesmen of the San Francisco territory are specially proud of the showing which has been made with Mueller goods on the coast. Below will be found some of the big buildings in which Mueller Goods are giving the best of service and satisfaction to the users:

New City Hall, San Francisco, Cal.  
Auditorium, San Francisco, Cal.  
City Library, San Francisco, Cal.  
Detention Home, San Francisco, Cal.  
Isolation Hospital, San Francisco, Cal.  
Fine Houses, San Francisco, Cal.  
Maternity Hospital, San Francisco, Cal.  
Polytechnic School, San Francisco, Cal.  
Cogswell School, San Francisco, Cal.  
Hotel Clift, San Francisco, Cal.  
Hotel Whitcomb, San Francisco, Cal.  
Detention Home, Oakland, Cal.  
County Buildings, Oakland, Cal.  
Federal Building, Oakland, Cal.  
Thompson Building, Oakland, Cal.  
Freidman Hotel, Oakland, Cal.

Alameda Schools, Alameda, Cal.  
Sommarstrom Bros. Apt. Hotels (5) Alameda, Cal.

Capital Bank Bldg. Sacramento, Cal.  
Land Hotel, Sacramento, Cal.  
Sears, Roebuck Bldg., Seattle, Wash.  
Ballard High School, Seattle, Wash.  
Joshua Green Bldg. Seattle, Wash.  
Elks Temple, Tacoma, Wash.  
Muer & Frank Dept. Store Bldg., Portland, Ore.

Cory Building, Fresno, Cal.  
Stowell Hotel, Los Angeles, Cal.  
Union League Club, Los Angeles, Cal.  
San Fernando Bldg., Los Angeles, Cal.  
Kerkoff Office Bldg. Los Angeles, Cal.  
Alhambra Hotel, Los Angeles, Cal.  
Mercer Hotel, Los Angeles, Cal.  
Chase Apt. House, Los Angeles, Cal.  
Spreckels Theatre Bldg. San Diego, Cal.  
Owl Drug Bldg. San Diego, Cal.  
Rice Lanasnich Bldg. San Diego, Cal.

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### Degree Team of 49 Club and Victims

*(Continued from page 22)*

were brought into a specially constructed cage, and in the presence of hundreds of eager, laughing spectators were compelled to perform all manner of didos. They were rigidly catechised about their habits, how they would handle their expense account, how they would "treat" the trade. These questions were adroitly framed so that none of the candidates answered correctly, and each failure invoked some unlooked for ludicrous penalty.

This little diversion so admirably worked out by the club members, was one of the real headliners of the day and contributed very materially to the enjoyment of the afternoon. It was as good to the spectators as a real circus. It is very doubtful if any witness of this part of the program ever got as many good laughs and as much keen amusement of an innocent kind out of any circus he ever attended.

Even the animals enjoyed it and had the satisfaction of knowing that while they were "monkeys," etc., they had contributed a large portion to the enjoyment of their fellow-workmen.

They are proud of the fact that they are now 49'ers and FULLY WARRANTED.

## Winners at the Sarnia Picnic



ROBT. THRIFT, 100-yard free for all; MRS. R. BUCHANAN, ladies' shoe race; MRS. CULLEY, egg race; RICHARD LAW, men's shoe race.



AUDREY ASHTON, 15 yards, girls under 5; MRS. CULLEY, potato race for married women; MISS FULLER, 50 yards, girls under 16; FRED PUGH, 100 yards, boys under 16.

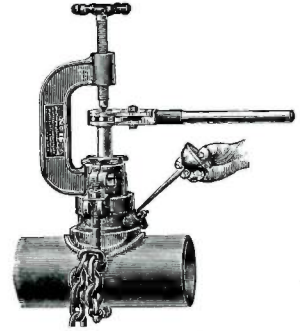


CECIL CARTER, 100-yard for single men; MRS. RELKEN, 50-yard for married women; MISS RELKEN, 50-yard for single women; ROBT. THRIFT, 100-yard for married men.



# Mueller Goods for Gas Men

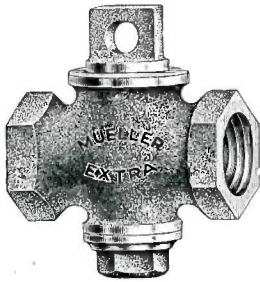
The Mueller line of gas main tapping machines is very complete, embracing machines for tapping dry mains or mains under pressure, drilling machines for working on high pressure mains. The No. 16 machine which we illustrate is one of the most popular in the line because it meets nearly, if not all, the requirements of gas companies, either small or large.



No. 16 Tapping Machine

Gas service cocks of all descriptions are manufactured by the Mueller company and are sold throughout the United States as well as in many foreign countries.

The line includes gas service cocks, meter cocks, stove cocks, and high pressure cocks, in fact everything required by gas companies.



Gas Cock

The Mueller Gas Safety Steel Tee is greatly appreciated by gas men because—

It reduces the loss of gas to the minimum when making connections;

It is dependable;

It guarantees safety to workmen from asphyxiation;

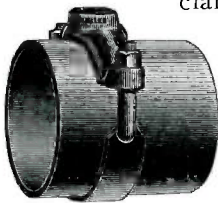
It enables a tapper to go ahead with his work regardless of the service runners;

And provides a method for shutting off gas at any desired service at any time by merely inserting the plug. It is more satisfactory and much safer than the old wooden or rubber plug.



Safety Tee

In water and gas tapping practice a main may be so light that it hasn't strength to hold together when a tap is made in it, or when it has to bear the weight of the service pipe. In such cases the mains should be reinforced by a service clamp. The clamp, of required size,



Service Clamp

is strapped upon the main and has a boss or extra thick plate in which a hole of service pipe size is tapped; the service pipe is screwed into this tapped place after the main has been drilled, and the clamp thus supports the pipe, relieving the main of all the strain. Mains that could not be tapped at all otherwise can be tapped in this manner with perfect safety. We make clamps in four patterns.



**Edward Larrick and Theodore Shepperd**  
with Five Hundred Dollars each in recognition of twenty years' faithful service. Making a total of twenty-two thus honored.