

The Mueller Record

VOL. I.

DECEMBER 1, 1910

No. 3

We are on the last lap.

Another month will mark the passing of the year 1910. It has been a good year for us in the volume of business—the best in our history.

We congratulate you on your personal efforts to make it such. Your loyalty to Mueller Goods has contributed in large measure to the record we have established, and we appreciate it.

But there is another side to the question.

While the volume of business has been the largest, the profit on the business has not kept pace. It has not been as satisfactory as we had hoped for.

There are several reasons for this, but there are two which stand out prominently, and it is only necessary to cite them. They are the direct reasons, the others have been contributory.

In the first place, competition has been intensified and this has forced prices down.

And then the expense of marketing the goods has increased. It has cost more money to do business.

We mention these facts because it is frequently the case that the salaried end of a big business organization never sees beyond the gross receipts. They forget that the real profit to the men who have their money invested is based upon the net proceeds.

Another year is not likely to improve this particular condition. The indications are that competition will be more keen than in 1910. In the first issue of the MUELLER RECORD we told you that the Haydenville people were going to the trade direct. In this issue we call attention to the A. Y. McDonald Co.'s purpose of making their own goods and going to the trade with them.

These firms are bound to cut into

some other manufacturer's trade. It may not be a big cut, but they will get some business. They will intensify competition.

We must be ready to meet them and all other competitors in the fight for business, but in doing this we must by all means exert every effort to keep prices up to the highest possible point at all times.

Think it over and get ready for a good, hard pull.



MORE COMPETITION

A. Y. McDonald Mfg. Co., of Dubuque,
To Go To Trade

Now we have another competitor to fight.

One of our salesmen notifies us from the road that he learned the A. Y. McDonald Mfg. Co., of Dubuque, Iowa, is going to the trade direct.

They are going to manufacture their own brass goods and will offer a complete line.

We hope they will not succeed in winning away from you any business in your territory.

As we understand the case, this company has been selling the trade for some time. It is probable they are adding new lines.

They have sent out notices, however, as stated above.



SAMPLES WANTED

We Want To Know What Competitors
Are Doing in Advertising

The Advertising Department makes a special request that when salesmen come in for the holidays they bring samples of advance cards, blotters, cir-

culars and all other forms of mail advertising matter issued by other houses in the trade.

If you will keep the thing in mind and pick up these forms during your last trip the work need not be burdensome.

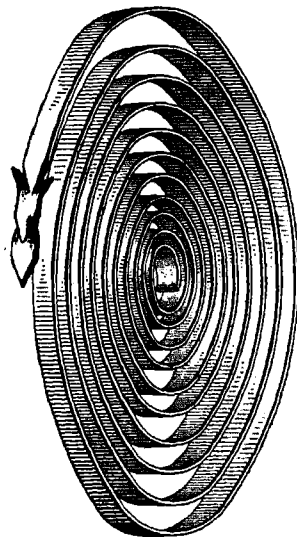
Mail advertising is to be discussed during the annual meeting, and we cannot consider it intelligently without samples. While we have an opportunity to collect matter in non-competitive lines, we have no chance at literature published by our competitors unless the salesmen collect it for us.

Won't you kindly make it a point to bring in at least three or four samples?



THE NEW SEWER ROD

Herewith is shown a cut of the new Sewer Rod, which we will soon begin to make.



We don't believe there is anything on the market that will compare to this for simplicity and effectiveness.



ONE PAIR TO A BOX

Important Information About Mueller-Stewart Bath Supplies

The above supplies will hereafter be packed one pair to a box, with the but-

terfly lock nut and the bath cock flange screwed on the pipe.

The coupling and coupling nut will be furnished with the bath cock the same as heretofore, but the flange which is always packed with the bath cock will be screwed to the bath supply pipe as stated above. The bath cock coupling and coupling nut will be the same for the Standard and Extra compression bath cocks and the Standard Fuller bath cock, but the Extra Fuller bath cock will take a different coupling and coupling nut.

The 9-16-inch Mueller-Stewart bath supplies will be the same and will fit all the above mentioned cocks.

We find after having made a good many tests that the coupling should screw from three and one-half to four turns on the supply pipes by hand in order to secure the most satisfactory joint.



NAME IS SELECTED

Quick-Closing Work Will Be Called "Mueller Quick Compression"

A name has finally been selected for our Quick-closing work.

It will be known as "Mueller Quick Compression Work." This selection was made after due deliberation and analysis of various suggestions.

"Mueller Quick Compression Work" appeared most acceptable because it definitely and clearly describes the character of the work.

Any other selection meant that it would be necessary to educate the trade to the name, which would have required time.

"Quick Compression" is self-explanatory, and the trade will recognize it at once.



DRUMMING BUSINESS

Salesmen Can Eliminate Uncertainty About Orders

When we learn of a large office building or hotel going up, we start a series of follow-up letters to the owner.

We learn from him the name of the architect and plumber and then take it up with these gentlemen.

These prospects are followed up from time to time. Some day an order comes from our salesman or possibly from the plumber direct, and if the number of cocks on the order compares favorably with the size of the building, we take it for granted that this order is for the building we have been writing about for five months, but we don't know it.

If the order isn't as large as we think it should be for the building in question, we don't know what to do about it. This uncertainty would all be eliminated if our salesmen would mention on their orders the name of the building for which the order is intended. This will also insure the salesman getting personal credit for the order in case the plumber sends it in direct, without the name of the building or the salesman, provided, of course, the salesman has been working on it.



A FATAL ACCIDENT

Night Engineer Haines Scalded by Exploding Heater

A distressing, fatal accident happened in our boiler rooms Friday, November 25th, following the usual Thanksgiving holiday.

The feed water heater was not working properly, and Night Engineer William Haines, accompanied by Fireman Harry Chapman, went to investigate the cause of the trouble.

Just as they reached the spot the heater exploded and Haines was fatally scalded, dying at noon of that day. Chapman sustained painful burns, but will recover.

The accident happened just after the 7 o'clock whistle had blown.

Ordinarily Haines would have left the engine room at 6:30 o'clock, but owing to the fact that one of the firemen had gone home ill during the night he had remained later than usual the following morning.

He was a faithful and efficient em-

ploye and his horrible death is deplored.

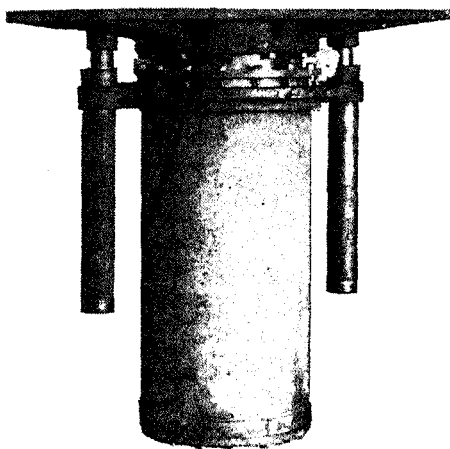
We were compelled to close the factory for the day, but repairs were made at once and we were running again as usual Saturday morning.



HYDRAULIC TABLE

For the New York Water Department. To Lift Big Meters

We have about completed for the New York Water Department an hydraulic table for lifting heavy meters. An illustration of the device is here shown:



This device is on a level with the floor and by hydraulic pressure the heaviest meters can be raised to the required level. The largest meter is 16 inch and weighs about 3,200 pounds. The table is for use with our No. 10 Water Meter Tester.



BRASS TRAPS

We expect to begin the manufacture of brass traps early in the year.

The subject of brass traps will be up for general discussion at the annual meeting.

We would appreciate any information or ideas that you may be able to bring in at that time.

THE CHRISTMAS AD.

Dates on Which It Will Appear in Trade Papers

We are showing you in this issue a plate of our Christmas advertisement. It's scheduled to appear in the following papers:

Plumbers' Trade Journal, December 15th.
Domestic Engineering, December 24th.
The Metal Worker, December 24th.
Progressive Age, December 15th.
American Gas Light Journal, December 19th.
Light, December issue.
Fire and Water Engineering, December 21st.
Water and Gas Review, December issue.
Ohio Master Plumber, December issue.

Without telling the trade what this advertisement will be like, it would aid materially if you suggest that they watch for it on the dates mentioned.

It's a good piece of art work. It should make a favorable impression on the trade.

Any favorable impression created by direct or indirect advertising will help make friends for the company.

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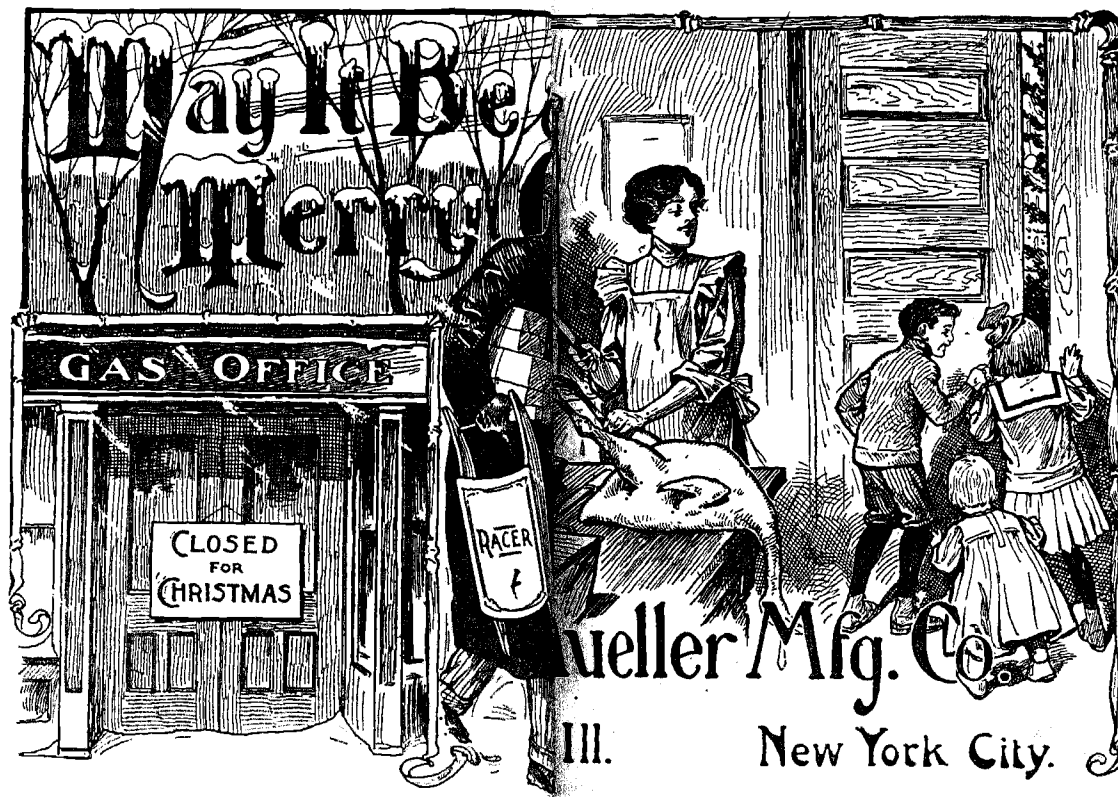
THE ANNUAL MEETING

First Session Will Be Held On Wednesday, December 28th.

It has been decided that the Salesmen's Annual Meeting this year will start on Wednesday, December 28th and all the salesmen are instructed to leave their headquarters in plenty of time to answer roll call at 9:00 o'clock on Wednesday morning, December 28th. You will register at the St. Nicholas Hotel.

Please bring with you all samples, grips, trunks, bulletin books, and typewriters (if these are in need of repair). Also bring your copy of the minutes of the last annual meeting as the minutes of this year will be put in the same book. Go over last year's

minutes in detail and make notes of anything which you would like to ask about. Please make a note of any subject which you desire to have incorporated in this year's program and forward same to F. L. Riggins so that it will arrive in Decatur by the 16th of December. After that date the program will have been completed and it will not be possible to make any additions.



CO-OPERATION COUNTED

How a Pull All Together Landed a Good Order

There is a little lesson for all of us in the recent order for 422 D-11901 Self-Closing Basin Cocks for the Leland Hotel at Springfield, Illinois.

That was a case where persistence and co-operation counted. There is voluminous correspondence on file re-

garding this interesting sale. It's interesting reading, a good business story. We wish there were space in this publication for its reproduction, because we believe that it would benefit every person connected with the selling end of this company.

It took nearly a year to close the order. In that time the scene of activity was constantly shifting. First it was Springfield, then Chicago, then Duluth,

aged by fire. T. F. Leary took up the battle at Springfield with Mr. Pasfield, who is the president of the Leland Company.

The plumbing contract was eventually let to the Republic Mfg. Co., of Chicago, and Messrs. M. T. Whitney and F. L. Hays took the matter up with them.

In the meantime W. C. Heinrichs worked on Edw. Perry at Duluth, Minn., he having leased the hotel.

M. C. Wasson, at Oklahoma City, got after John Riggby, who is to have charge of the Leland, and the attack was kept up all along the line.

Fuller Basin Cocks had been specified for this job and the Republic Company was reported favorable to Wolff. In spite of this our persistence and effective co-operation won. Mr. Pasfield and Mr. Perry were convinced of the superiority of our goods and the Republic Company was finally compelled to accept our goods if the price was not in excess of competing lines.

This caused a shift in the plan. We had been urging our Colonial work, but at once dropped to the Extra and the order was landed.

Perhaps the entire year's business does not present so good an illustration of the collective effect of salesmanship. It's a splendid example of what earnest co-operation will do. The one object of a business organization is to market its goods, and that is one

object to which we should all direct attention.

When it becomes necessary for a half dozen or more persons to pull the wires to effect a sale we appreciate every one getting into the game with the same earnestness and enthusiasm that goes with the biggest personal order.

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Try every new tack.

Chicago again and then Oklahoma City and Springfield.

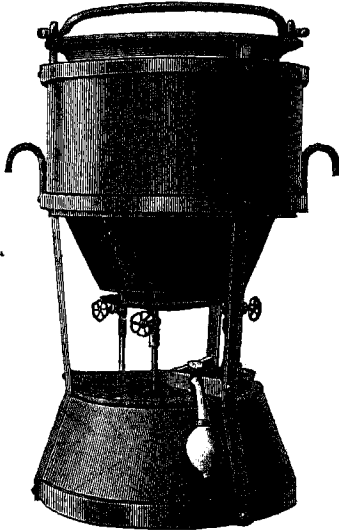
In every instance there was vigorous work at every point. There is a satisfaction in landing an order of this kind akin to the landing of a big black bass by skillful manipulation of rod and reel.

The fight for this order began in November, 1909, when the Dodge people reported the proposed rebuilding of the Leland Hotel, which had been dam-

LEAD MELTING FURNACE

We Will Handle Only One Size of
D-23322.

During the past few days a bulletin was sent you quoting prices on D-23322 Lead Melting Furnace, a cut of which is here shown.



From this time on we will handle but one size of this furnace. It is shown in the catalogue as a stationary furnace. This name is somewhat misleading. It is not a stationary furnace but a portable furnace. It was called stationary in catalogue D to distinguish it from melting furnaces mounted on wheels.

Recently we tested this furnace out to ascertain what claims we could make for it. We were able to melt 213 pounds of lead in 23 minutes.

Kindly note the dimensions of this class of furnace which we will handle in the future:

| | |
|---------------------------------|-----|
| Number 3— | |
| Height, Inches..... | 27 |
| Diameter, Inches..... | 16 |
| Cap. of Melt. Pot. Lead Lbs.... | 200 |

This is a light and compact furnace which can be easily moved. There is a shield to protect the tank from the heat.

We know this to be a good and ser-

viceable furnace and should like orders for it.

Kindly push it with the trade at every opportunity.



THE ANTI-SPREADER

Its Advantages To Be Urged in Trade
Press in December

In Domestic Engineering and the Metal Worker, during the month of December, we will push the anti-spreading feature of our bibbs.

The main points presented are these:

Its sanitary.

No place for lodgment of dirt or accumulation of slime.

The curved ribs in the spout being a part of the bibb, it is a perpetual feature.

The kind of a bibb the women like.

It don't splash their clothes or the floor.

There are some points among these which you may use to advantage.

The advertisements will be illustrated with a splattering bibb alongside of a Mueller Anti-spreading bibb, and a cut open bibb showing the curved ribs.

Talk this anti-spreading feature.



AN UNEXPECTED BOOST

Our New Advertising Plan Being
Urged by Trade Papers

In the last issue of the MUELLER RECORD we showed you a sample advertisement which we propose offering plumbers who want to advertise.

Right in line with that idea comes the Plumbers' Trade Journal, with an article on this subject.

If we had planned it ourselves the article could not have fitted in better.

The article strongly urges the trade to accept this aid from the manufacturer. We advise you to get a copy of the Plumbers' Trade Journal, November 15th, 1910, turn to page 662, and read the article under the heading "Publicity for Plumbers."

Then you will be in position to boost our plan. You can more effectively

present the idea, and incidentally call the plumbers' attention to the article so that he may know how the trade papers regard such efforts of the manufacturers to help him to more business.

Within a few weeks we will send a series of 6 sample advertisements to the trade in a selected list of towns, and ask them to accept our help.

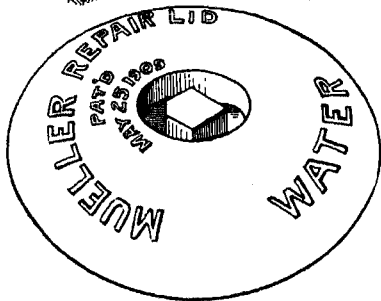
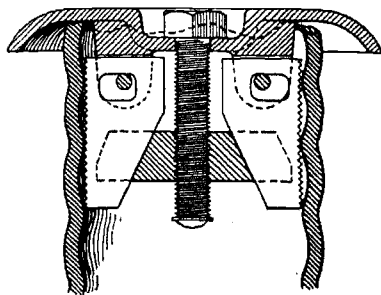
We will not pay for space. The plumber must do that.

All we do is to furnish the electrotype.



THE MUELLER REPAIR LID

In the last issue of the MUELLER RECORD we called your attention to the Mueller Repair Lid. We are showing herewith a cut of the same:



We can fill orders now for these lids and there should be a big field of business in this line.



STATIONERY FOR 1911

By this time you have probably received Bulletin No. S-62 under this same subject and we want to call your special attention to the importance of

sending in this sheet at once properly checked showing what stationery you will require for the coming year. Give us the address you want to appear on your stationery and write your name plainly as you want it used.

If you will return Bulletin S-62 at once properly checked it will allow us to economically bunch our printing orders.



STAMPED ENVELOPES

How to Order From the Stationery Department

To insure the receipt of envelopes which you require always order them by number, as follows:

If you want stamped envelopes with your return address in the upper left-hand corner, ORDER NO. 13; if you want stamped envelopes with your name in large type in the center, ORDER NO. 5; if you want the large size stamped envelopes with the Company's address in large type, ORDER NO. 9, or if you want the same envelope in the small size, ORDER NO. 3.

If you would facilitate the handling of your stationery orders, please always specify style, number of stamped envelopes, size and quantity of letter-heads, etc.



MISTAKE CORRECTED

In the November 1st issue of the RECORD we said that the new Colonial Compression Cock D-9046 was designed to take the place of the D-9045.

This was an error. We should have said that the 9046 was designed to take the place of the old Special Cock, D-9061, Page F-117 of our D catalogue.

Please bear in mind that the D-9045 Compression Cock will be made as heretofore to match Mueller Colonial Self-Closing basin cocks.

The old Special D-9061 will be discontinued. We will not show it in the new catalogue.

ANOTHER ADDITION**It Became Necessary to Enlarge Our Engine Room**

The completion of the addition to the boiler plant revealed the fact that the load on our engines, which have a capacity of 500 horse power, was too great for them.

This necessitates an addition to our engine room, which is now under way and will be pushed to completion with the least possible delay.

A new engine of 600 horse power will be installed. This will give us a total capacity of 1,100 horse power.

**A MINUTE WITH SHAKESPEARE**

"And let us once again assail your ears
That are so fortified against our story."

(Mighty good thought to apply to obstinate customers.)

"Be thou familiar but by no means vulgar."

(Even vulgar men appreciate its absence in others.)

"For every man hath business and desire."

(Without them no man can succeed.)

"By indirection find direction out."

(A little indirect talk frequently shows how trade winds are blowing.)

"And at our more considered time, we'll read, answer and think upon this business."

(A moment's thought in relaxation is often much better than study under strain.)

"This business is well ended"—

(An apt remark for the closing of a good order.)

**COLONIAL WORK**

Our Colonial Self-Closing work has been specified for the First National Bank Building at Mattoon, Illinois.

**THE MARKETS**

The prices of copper are steady and practically unchanged.

ORDERING SERVICE BOXES**Specify the Short and not the Long Length**

In a circular issued early in the summer you were advised to order Mueller Extension service boxes by the long length.

That instruction has been changed. The last circular advises you to order by the short length.

This last instruction is right. Always specify the short length of the box.

If strict heed is not given this there will be a mixup in filling the orders.

**BUSINESS OUTLOOK**

The following is a brief summary of the business conditions as viewed by R. G. Dun & Company:

Business moves along lines of safety, absence of speculation making the market appear duller than it actually is. The great body of workmen is occupied so that the average of prosperity is fair. That the mass of the people still have spending power is evidenced by the hopeful anticipations of holiday trade now opening.

Copper production is increasing but so is copper consumption. The open weather is favorable for building operations in some of the sections.

**SELF-CLOSING ORDER**

We have received a nice little order from Mason City, Iowa, which calls for 72 pairs of Self-Closing Basin Cocks, D-12901.

These are intended for the First National Bank Building.

**PROMPT SHIPMENTS NOW**

There has been a decided improvement in factory and shipping conditions during the past few weeks.

We are now in shape to fill orders for any goods promptly.

The Mueller Record

VOL. I

DECEMBER 15, 1910

No. 4

Now a last word, direct from the president:

You are aware that the annual meeting will open Wednesday, December 28, at 9 o'clock. You are urged, therefore, to be in your seat at that time, ready for business. The absence of one or two means delay, and that is the one thing the company is desirous of avoiding this year. We are too busy to be delayed. There is too much business in sight to lose time.

We are anxious to get through with this meeting in order that we may all get back in line for the hard work ahead of us in 1911.

It's for that reason that you are urged to be on hand promptly at the opening session.

With the increased power, which additional boiler and engine capacity will give us, coupled with the fact that some important additions are to be made in the mechanical department, we will be in better shape the coming year for taking care of business than ever before.



AN INTERVIEW

On the Recent Indictment of the Bath Tub Trust

At Detroit, Mich., a federal grand jury indicted the combination known as "The Bath Tub" trust. The defendant firms named in this criminal proceedings are:

Standard Sanitary Mfg. Co., Pittsburg, Pa.
A. Weiskittel & Sons, Baltimore, Md.
The Barnes Mfg. Co., Mansfield, Ohio.
The Cahill Iron Works, Chattanooga, Tenn.
Colwell Lead Co., New York City.
The Day-Ward Co., Warren, Ohio.
The Humphreys Mfg. Co., Mansfield, Ohio.

Kerner Mfg. Co., Pittsburg, Pa.
The J. L. Mott Iron Works, New York City.
McVay & Walker, Braddock, Pa.
The McCrum-Howell Co., New York City.
The National Sanitary Mfg. Co., Salem, Ohio.
Union Sanitary Mfg. Co., Noblesville, Ind.
L. Wolff Mfg. Co., Chicago, Ill.
Wheeling Enameled Iron Co., Wheeling, W. Va.
United States Sanitary Mfg. Co., Pittsburg, Pa.

In the Decatur Herald of December 7, 1910, Mr. Adolph Mueller gave an interview on the action of the authorities in bringing this suit. In this interview he outlined the position of the H. Mueller Mfg. Co. and the disadvantage it has been at in the competition for business against the organized efforts of the so-called "Bath Tub Trust," and the brass manufacturers' combination.

This interview is too long for reproduction here. But there are points in it with which you should be familiar. They are points which might incidentally be brought to the attention of plumbers when in conversation.

We believe the trade should know our position on this question. Trusts are illegal combinations of trade and are distinctly violators of the law.

In brief, Mr. Adolph, in his interview, said:

The indictment is no surprise to me. The enamel ware manufacturers have been so open in their work that I have wondered how they could expect to escape prosecution.

And not only is there a "bath tub trust," but for six years there has been a combine of about forty brass goods manufacturers which is virtually a brass goods trust. We have had to fight this trust continually, and it has used every means to force us to join, but we have persistently refused and will continue to do so.

We absolutely will not join any organiza-

tion which tries to induce us to violate the law. If we had joined this organization I believe brass goods would be selling in the United States 15 to 20 per cent. higher than present prices. We are twice as large producers of brass goods as the next largest manufacturer, making about one-fifteenth of the total product of the country. Our refusal to join this organization has not put prices where they would like to have them, but has been the direct cause of keeping prices at the present ruling figures. The stand we have taken has brought upon us an unfair competition. Failing to force us into the organization, this combination has at times tried to force our goods out of the market by actually selling their goods at less than it costs to make them.

The so-called "bath tub trust" has been a business enemy of ours. Five of the indicted members, to-wit: The Colwell Lead Co., of New York; The Humphreys Mfg. Co., of Mansfield, Ohio; The J. L. Mott Iron Co., of New York City, and the Standard Sanitary Co., of Pittsburg, are extensive manufacturers of brass goods. By controlling 400 jobbers mentioned in the dispatches they have practically forced our goods from the shelves of these jobbers.

The influence which this enamel ware trust exerts against our goods is shown in cases where they secure the specifications of enamel ware fitted with their brass goods for a building. A plumber knowing the superiority of our brass goods finds difficulty in securing their adoption, because of the insistence of the combine that their brass goods shall be used with their enamel ware.

This practically makes it impossible for plumbers who would like to use our goods to do so, because the enamel ware manufacturers will not permit their goods to be used unless their brass goods are also bought. Should a plumber desire to use our goods the enamel ware manufacturer will allow him only 75 per cent. reduction from the price that should be charged on the brass goods that he does not buy from them, thereby forcing him practically to pay 25 per cent. or more in order to use our goods than he would have to pay if he used their brass goods.



BUSINESS OUTLOOK

Company's View of Prospects for the Coming Year

The following letter sent for publication in the holiday edition of the Plumbers' Trade Journal explains the view of the company in regard to the prospects for business in 1911:

Editor Plumbers' Trade Journal: In answering your query as to the prospects of

1911 business, we beg to state that we believe the outlook is the best that has confronted us for years. We confidently anticipate an excellent business, which will show an increase over the business of the year just closed, and the year 1910 has been a very satisfactory one in the volume of business transacted. So far as one is able to judge conditions, there is every reason to support this belief. The tremendous crops of the past year mean that there will be continued, and, we believe, increased prosperity. The country has gradually regained its equilibrium from the last depression and as a whole seems to us to be in the best possible condition for future development.

The country is certainly in shape to adjust itself to whatever changed conditions new legislation may produce, and if no unforeseen calamity, financial or otherwise, is encountered during the year, we feel sure that 1911 will end a record-breaker for all legitimate business enterprises.

(Signed) ADOLPH MUELLER,
President H. Mueller Mfg. Co.



CANADIAN BUSINESS

Big Shipment of Goods to Be Made By Us

On December 7, 1910, we received a fine order from a Canadian firm.

It called for approximately 1,456 dozen pieces of brass goods, the same to be shipped between this time and the first of April.

The value of this order is between \$6,000 and \$7,000, and is one of the best received from that country in a long time.

While Canadian business is a difficult proposition to handle on account of the tariff restrictions, there is undoubtedly a large amount of it to be had.

The recent rapid development of this vast dominion, stretching as it does from coast to coast, presages a future field of operation with almost unlimited possibilities. It offers a market which we should foster and work at every opportunity to the best advantage under present restricted conditions, in order that we may have a strong foothold when the limitations on American goods shall become less stringent.

The opportunities for business in

Canada may be better appreciated when we stop to think of the fact that last year \$233,000,000 worth of American made goods were sold there.

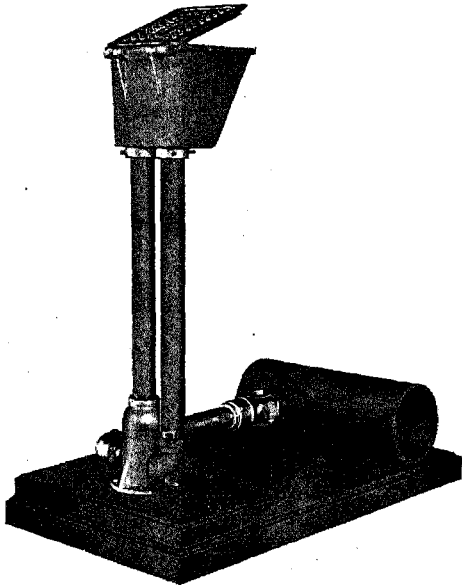


A NEW SPRINKLER

Has Pronounced Advantages Over Anything on the Market

We will shortly be ready to fill orders for the Mueller Sprinkler and Flushing Hydrant, which we believe will be in demand by water companies when its advantages are explained.

An illustration of the exterior is shown herewith:



A Special Compression Stop and Waste Hydrant Cock is used for controlling the water supply from the main and a special hose valve for controlling the sprinkling or flushing supply. One key answers for both valves.

The box containing the sprinkling valve and shut off rod to the special hydrant cock is 10½x13 inches at the top, with a depth of about 10 inches.

This device has a decided advantage over similar flushing devices now offered the trade. In the A. P. Smith box it is necessary to use a sleeve and

gate valve at the main. This increases the expense when the mains are large. A man wanting a box on a street having a 20-inch main would have to pay greatly in excess of the amount the man around the corner, where there happened to be a 4-inch main, would have to pay.

With the Mueller Sprinkler and Flushing Hydrant the cost would be practically the same because we tap the main and use a 2-inch corporation cock for the connections at the main.

Water works men who have examined our box pronounce it a first-class article.



PLEASE SPECIFY

When Cocks Are for Use With Our Service Boxes

All curb or service cocks intended for use with Mueller Pattern Service Boxes must have the tee or flat heads drilled 3-16".

In writing up orders it is necessary to specify that the cocks are for use with Mueller Pattern Boxes, as the heads must be drilled to special template.

On all orders for curb or service cocks look up our records for style of service box in use and enter orders accordingly.

If our records show that we have sold Mueller Pattern Boxes to a certain customer and there is conflicting information causing us to doubt whether our boxes have been adopted, it would be best to drill the heads of the cocks, until we have proper assurance that this is not necessary.



FOR COUNTRY HOMES

Members of Company Buy Land That Is Famous Locally

The members of the Mueller Company have purchased the Capt. D. L. Allen farm, just east of the water works and about two miles from the city.

It is probably the best known piece

of land in Macon County, due to the prominence of its one time owner, who was a wealthy gentleman of the old school. It was Capt. Allen who gave to Decatur Central Park, the square on Water street, in the heart of the business section.

The Allen farm lies on a high bluff of the Sangamon river, at a point where the river makes a sweeping curve from south to west. It is crossed and recrossed by deep ravines and the original forest is still growing there. The land itself is not of high quality, but as a bit of natural scenery there are few spots in Central Illinois that will surpass it.

The land was bought with a view of locations for country residences, which members of the company may some day erect there. There is another idea that may be worked out, and that is to make the farm a recreation park for factory employes.

The land is within easy walking distance of the street car terminal.



CORPORATIONS

Under New System We Must Know Whether They Are Private or Public

In the Hewitt system which is shortly to go into effect, the master ledger card will state whether each gas or water company is a public or private corporation.

You are therefore notified to specify on all orders whether the company is a "public" or "private" corporation. It will only be necessary to write the word "public" or "private." We want the information complete at the earliest possible moment.

It is information of importance because it determines our attitude in dealing with water and gas companies. From it we will be able to determine whether we want to draw on the company in case of such necessity arising.



It's competition that makes jobs for salesmen.

FROM OKLAHOMA CITY

Saturday, December 10, we received a good order from Oklahoma City. It consisted of the following:

Three hundred and twenty-one D-12901 Colonial Self-Closing basin cocks with six-arm handle and porcelain index.

One hundred and sixty-one pairs of Angle Basin Supplies with stop cock.

Seventy-one D-9926 Quick Compression Cocks with Mueller-Stewart Bath supplies with stop cocks.

The above are for the Kingkade Hotel.

Thirty-four Colonial Self-Closing basin cocks, six-arm handles with porcelain index.

Thirty-four Angle Basin Supplies with stop cocks.



CHARLES STARK RESIGNS

Charles Stark, who has been connected with the company for eight years or more, the greater part of the time with the Advertising Department, has resigned his position, to take effect on December 20.

Mr. Stark will remove to Indianapolis, where he has secured a position.

Palmer Harry has taken a position in the Advertising Department.



CHRISTMAS AT THE FACTORY

Following the usual custom, the company will give Christmas presents to all employes. The list from which the employes can make their choice is as follows:

One Smoked Ham, a piece of Bacon and Celery.

One Year's Subscription to \$2.00 worth of Magazines.

One Box of Cigars.

Handkerchiefs up to \$2.00 worth.



THE COPPER MARKET

There is a steady demand for all kinds of copper save wire.

Lake copper is quoted at 13 cents and electrolytic at .12875..

The Mueller Record

Vol. I

JANUARY 1, 1911

No. 5



THE LATE
HIERONYMUS MUELLER



MRS. A. FREDERICKA MUELLER

The Mueller Record comes to you this time as a souvenir edition of the New Year and the 1911 meeting of the salesmen.

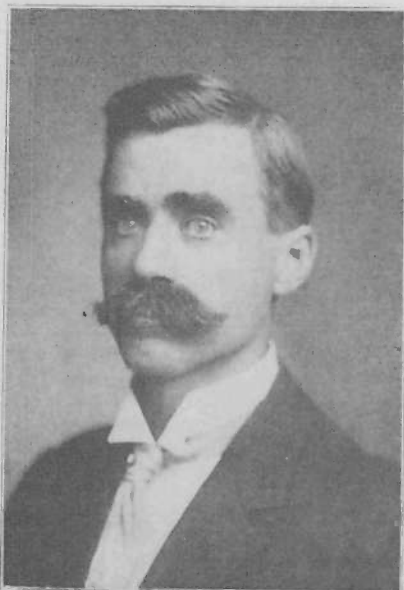
It is wholly pictorial and the faces here shown will doubtless recall many events in the past decade of our history.

Some of the salesmen whose pictures are shown have dropped from the

ranks, but the main body has clung together and there has grown up among them in business and social intercourse, a bond of fellowship and friendship, the memory of which will undoubtedly recall pleasant thoughts in years to come. We hope so at least.

May the New Year be the happiest of your life.

THE MUELLER RECORD



HENRY MUELLER
Born March 7, 1878—Died August 13, 1910

31 15



ROBERT MUELLER
Secretary and Assistant Treasurer

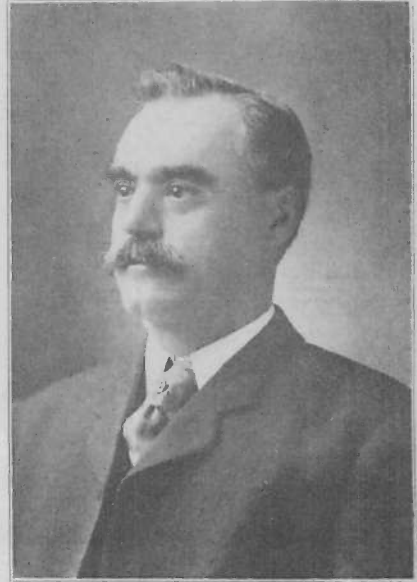


ADOLPH MUELLER
President and Treasurer

THE MUELLER RECORD



FRED B. MUELLER
Assistant Secretary



PHILIP MUELLER
Superintendent

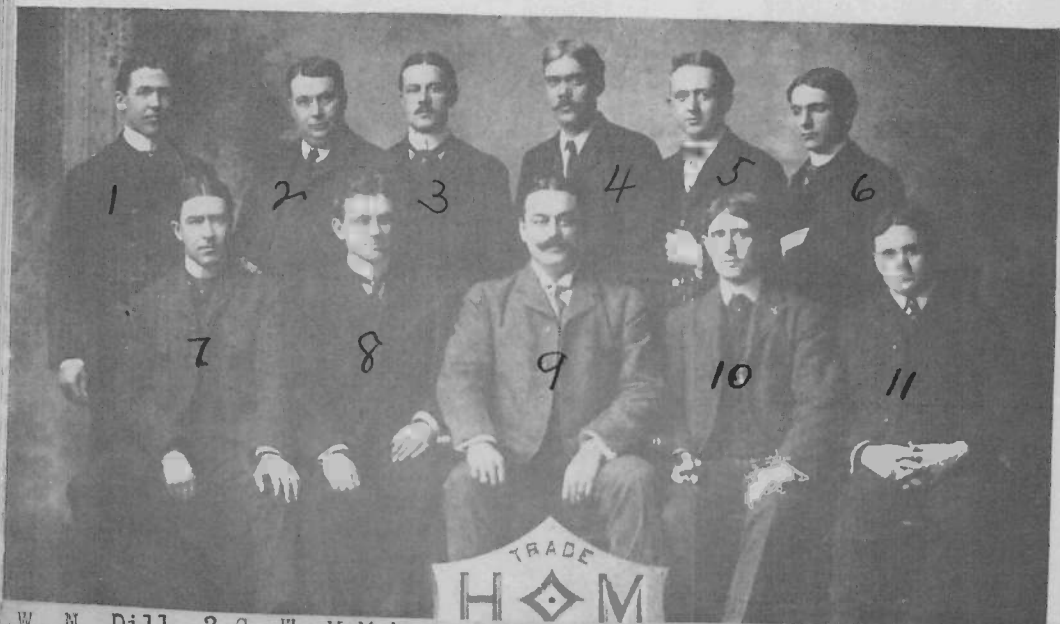


O. B. MUELLER
Assistant Treasurer and General Manager
Eastern Division



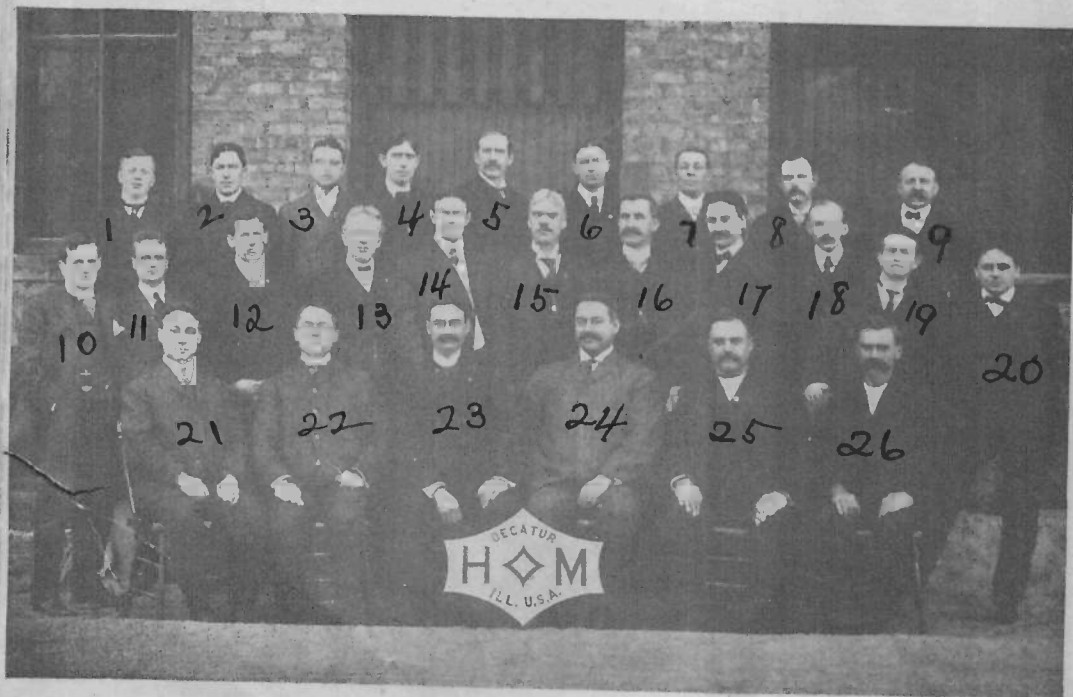
MRS. LEDAH MUELLER-CRUIKSHANK

THE MUELLER RECORD



1. W. N. Dill, 2. G. W. McMahon, 3. Murray Millikin, 4. Thomas F. Leary,
5. G. A. Caldwell, 6. Horace Clark, 7. W. B. Ford, 8. J. Sheehan, 9. F. P.
Mueller, 10. W. C. Heinrichs, 11. Roger Williams.

SALESMEN 1902-3-4



SALESMEN 1904-5

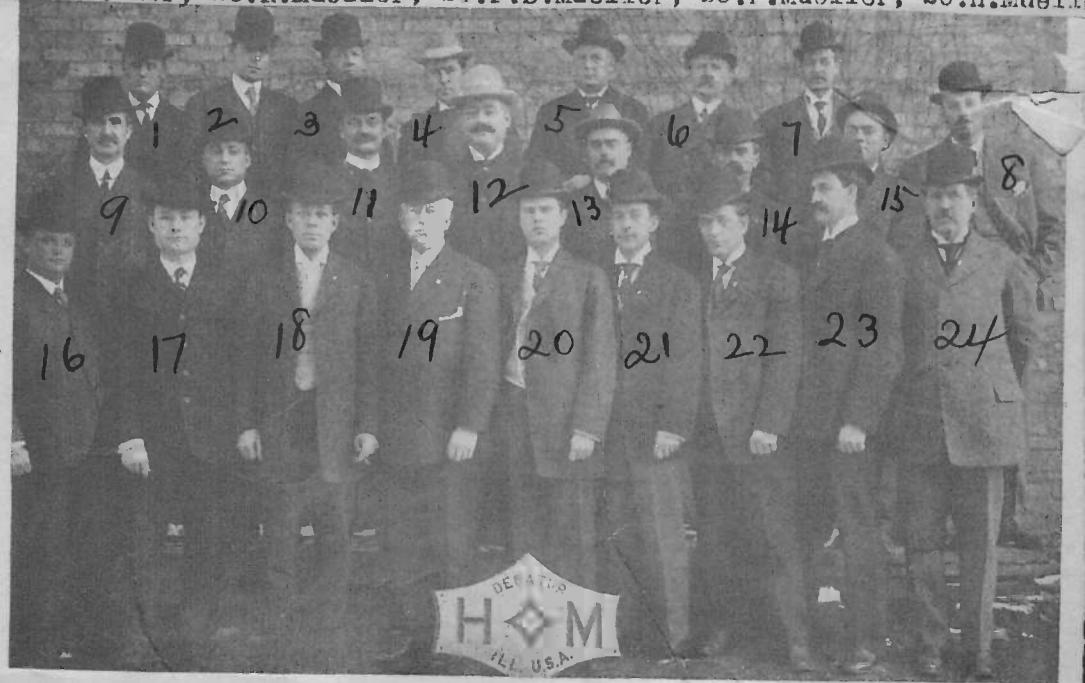
1. Ralph Hughes, 2. W. B. Ford, 3. A. C. Pilcher, 4. W. C. Heinrichs,
5. C. T. Ford, 6. J. Hurley, 7. J. H. McCormick, 8. C. Tillinghast,

THE MUELLER RECORD

Salesmen 1905-6



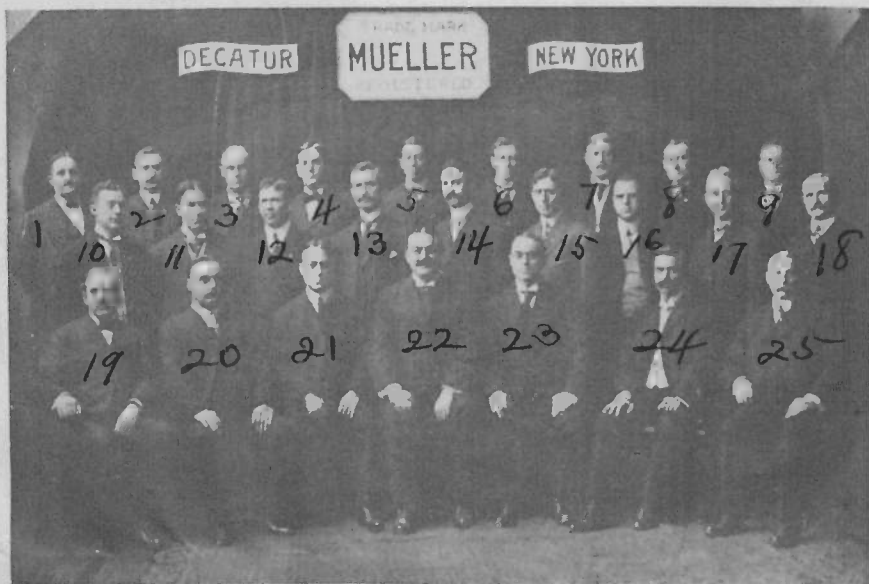
1. Chas. Tillinghast, 2. W.D.Malane, 3. James Smith, 4. A.C.Pilcher,
5. C.T.Ford, 6. H.A.Paxton, 7. J.H.McCormick, 8. W.B.Ford, 9.H.F.Clar,
10. D.E.Rowley, 11. J.W.Pine, 12. G.A.Caldwell, 13. W.F.McCarthy,
14. T.F.Leary, 15. F.J.Murphy, 16. W.C.Heinrichs, 17. W.N.Dill,
18. M.F.Kirkwood, 19. M.T.Whitney, 20. Clarence O'Neil, 21.O.B.Mueller
22. A.Mueller, 23.R.Mueller, 24.F.B.Mueller, 25.P.Mueller, 26.H.Mueller



SALESMEN 1906-7

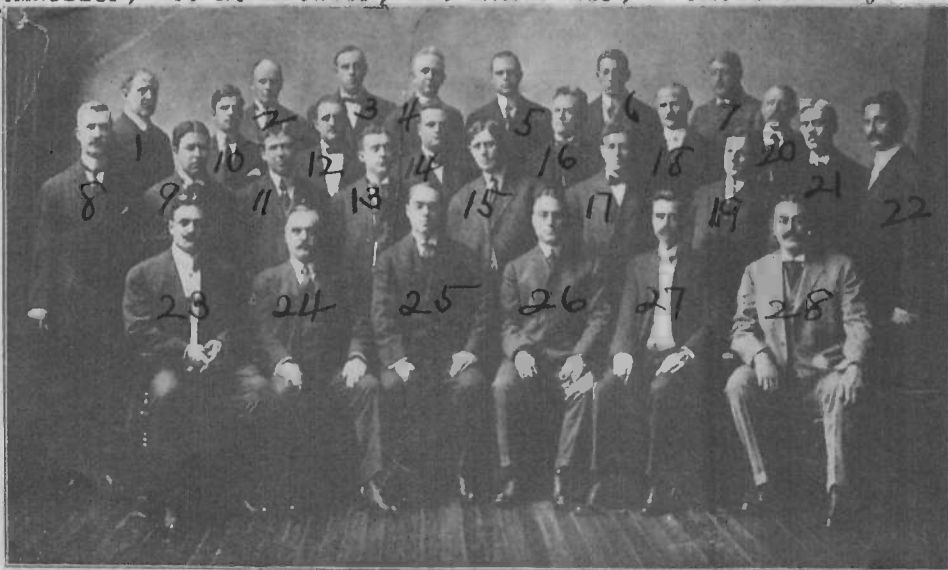
1. Scott B. Hamblin, 2. W.C.Heinrichs, 3. W.N.Dill, 4. W.B.Ford, 5. M.F.Ki
6. M.T.Whitney, 7. James Smith, 8. M. Nisbet Latta, 9. F.J.Murphy, 10. R.Mue

THE MUELLER RECORD



SALESMEN 1907-8

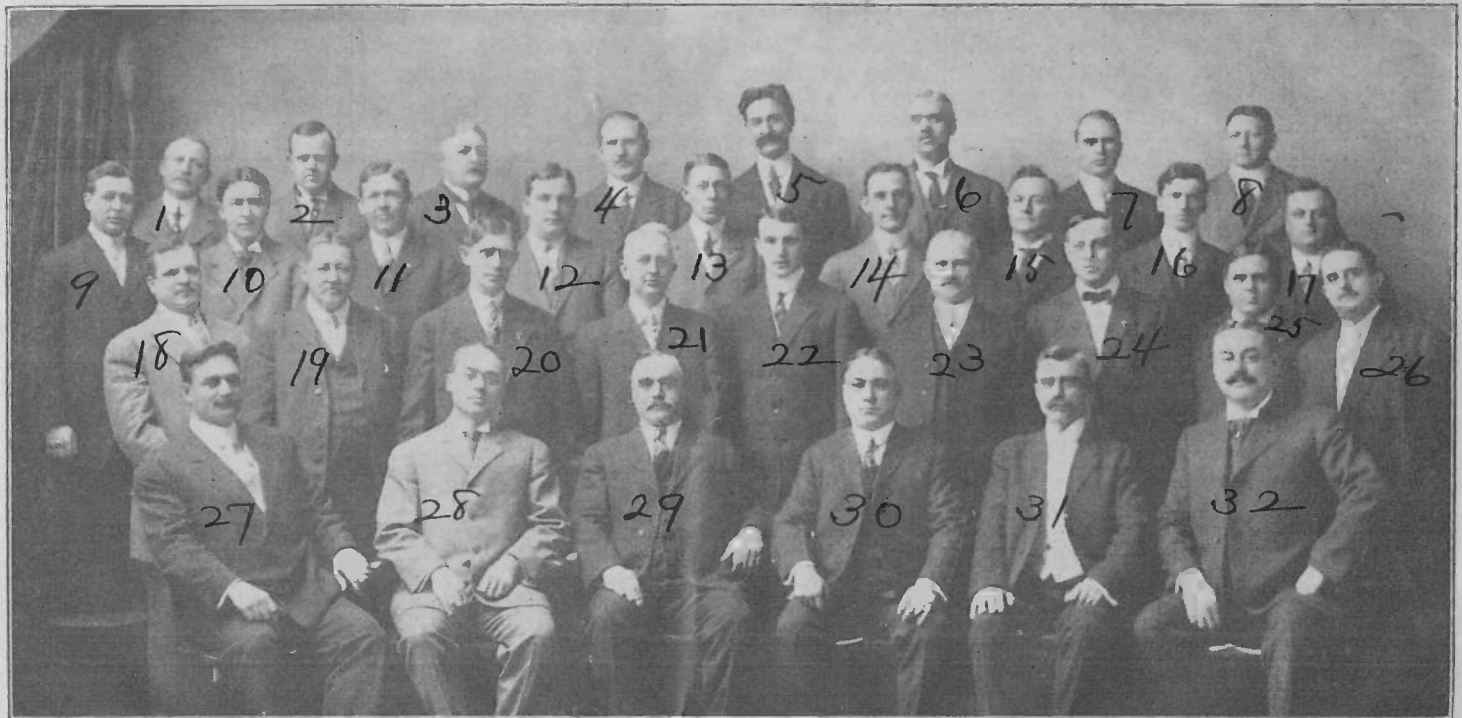
W.F.Hennessy, 2.E.D.Fletcher, 3. S.B.Hamblin, 4. H.F.Clark,
 J.H.McCormick, 6. James Smith, 7. M.F.Kirkwood, 8. A.Colbrun,
 D.E.Rowley, 10. A.F.Kice, 11. W.B.Ford, 12. W.N.Dill, 13.F.J.Murphy,
 W.F.McCarthy, 15. W.C.Heinrichs, 16. A.C.Pilcher, 17. G.A.Caldwell,
 R.M.Hastings, 19. C.T.Ford, 20. P. Mueller, 21. R.Mueller,
 F.B.Mueller, 23. A. Mueller, 24. H.Mueller, 25.M.T.Whitney.



SALESMEN 1908-9

1. W.B.Ford, 2. S.D.Hamblin, 3. N.E.Sippel, 4. G.A.Caldwell, 5.A.C.Pilcher,
 J.H.McCormick, 7. M.F.Kirkwood, 8. F.J.Murphy, 9.W.B.Ford, 10.E.S.Cameron,
 W.N.Dill, 12. W.F.Hennessy, 13. A.F.Kice, 14. D.E.Rowley, 15.W.C.Heinrichs,
 Wagon, 17. Jas Smith, 18. R.M.Hastings, 19. F.J.Hays, Jr. 20.M.T.Whitney

THE MUELLER RECORD



SALESMEN 1909-10

1. M.T. Whitney, 2. C.D. Saunders, 3. M.F. Kirkwood, 4. C.T. Ford, 5. W.F. McCarthy, 6. T.F. Leary,
7. A.C. Pilcher, 8. W.N. Campbell, 9. James Smith, 10. W.B. Ford, 11. W.N. Dill, 12. H.F. Clark,
13. J.H. McCormick, 14. E.S. Morrow, 15. M.G. Wasson, 16. E.B. Cameron, 17. D.E. Rowley,
18. F.L. Hays, Jr. 19. C.H. Brown, 20. W.C. Heinrichs, 21. G.A. Caldwell, 22. E.W. Aubinger,
23. R.M. Hastings, 24. N.E. Sippell, 25. Roger Williams, 26. W.F. Hennessy, 27. O. B. Mueller,
28. A. Mueller, 29. P. Mueller, 30. R. Mueller, 31. H. Mueller, 32. F.B. Mueller.