

B. M. Magness

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MERRY CHRISTMAS

Again we wish you a Merry Christmas.

In the yuletide season we will forget many of the annoyances and disappointments and curtailed business of the year now drawing to a close.

We all look forward to the year 1915 as promising much better things. The sun is breaking through the clouds of business depression and the horizon is already tinged with the promise of renewed activity and a general improvement in business conditions.

In the hope that the wiseacres of business are not mistaken in their prophecies and that the new year will see us running full time day and night without interruption, we wish you most heartily

"A Merry Christmas and a
Happy New Year."



RECENT FOREMEN'S MEETINGS

And Discussion of Errors and What They Mean to the Company.

At a recent foremen's meeting the conversation turned to an error that had been made in a certain department. The talk finally developed into a jocular vein and there was a good deal of "joshing" back and forth.

That is—there was until Mr. Adolph arose to speak. Twenty seconds later the joviality and the joking had given way to serious consideration of means to avert future mistakes.

In every business and in every organization there are those who look upon business as a joke. They never take it seriously. Everything is funny to them—even mistakes that cost the company money or cause trouble with the patrons.

There are many mistakes made in a big business—mistakes that cost hundreds of dollars in money and good will. Individually

they may not amount to much, collectively they do. One mistake is called to the attention of the foreman. It does not seem much—it is only one mistake, but where the employes hear of only one the company hears of dozens. They are of various degrees. Some are merely aggravating, others have cost money and time and caused delay in shipments, while others have given offense to a customer and perhaps lost his trade. It is not to be wondered at therefore, that this or any other company, resents mistakes being treated lightly. The subject is one which every employe can ponder over.

No better service can be rendered this company, than for every employe, and especially every foreman, to make a New Year's resolution to prevent in every way possible any and all mistakes. And to resolve farther to be wide awake and watchful in this particular. Such a resolution might not eliminate all mistakes but it would go a long way toward helping.

Let's Resolve!



BULLETIN CANCELLATIONS

The following bulletins have been cancelled:

SO-500 Section J, D-13270 New Style Gas Regulator, dated May 9, 1914.

SO-489 Section J, 13160 Regulator, dated April 8, 1914.



ECHOES FROM THE FARM

One of the foremen who originally came from a farm was under good natured discussion, when one of his co-workers said:

"Well, you can take a man off the farm, but you can't take the farm off the man."



When a man comes to know himself well his conceit disappears.—Albany Journal.

THE ANNUAL MEETING

Preparations are being made for the annual meeting of the salesmen which begins on December 28th.

The meetings will be held in the old Advertising Building. Men are now engaged in getting this in readiness.

A considerable number of new devices will be shown, including the ball cock, the receptacle actuating cock, lavatory combinations, etc.

Several sample catalog pages of a suggested style for the new catalog will also be shown.

Mr. Fred Mueller is devoting considerable time to the arrangements which promise to be very complete.

The indications point to a very successful meeting but much of this depends upon the interest and enthusiasm injected by the salesmen.



READING TRADE PAPERS

Expressions of Opinions By a Number of Salesmen.

The question of salesmen reading trade papers has been under discussion. Many of the salesmen are subscribers to some trade paper while others make it a practice to read them while in plumbing shop or water works office. It would appear that every salesman should read trade papers. Mr. Oscar Mueller took this question up with the eastern salesmen and received some interesting opinions on the subject. A few of the salesmen don't believe in trade papers but the majority does.

Extracts are given below from these letters:

"I took this means of getting acquainted with things in the East when I first came to Philadelphia, and have subscribed continually since that time for the Plumbers' Trade Journal, Domestic Engineering and the Merchant Plumber. I do not think I have missed any issue or failed to look it over and take the interesting items from it. When I am in a water or gas office and have to wait for my man, I generally put in the time looking over the Engineering Review or the Fire & Water, whichever happens to be near at hand. In this way I have received a great deal of information

and it has helped me considerably in landing new work and getting the names of new people starting in the business."

"I have been a subscriber to the Plumbers' Trade Journal for five years or more and have always found it to be a very useful as well as interesting paper."

"I am glad to report that I am on the mailing list of the local trade papers published in New York and get some good information, and am kept in touch not alone with building that is going on, but with all the new plumbing fixtures that are coming out from time to time. I think that all the men ought to be on the mailing lists of every publication in their territory that is in touch with the trade, and I agree with you that to keep up to snuff we must read the trade papers."

"I receive the "American Contractor" and National Engineer, which I personally feel are the two best papers for my particular work. The American Contractor for supplying information on new work and the National Engineer for engineering conditions."

"I have taken the Plumbers' Trade Journal and Domestic Engineering several years, until last year I had a misunderstanding with trade journal and stopped it. I miss both of them and intend renewing subscriptions."

"I beg to advise that I do not subscribe to any of them but generally manage to see the Plumbers' Trade Journal and Domestic Engineering in some shop while waiting for the proprietor. There are often items of interest, but I don't recall ever having seen anything in either of them that would help me to get business unless it would be in a very indirect way."

"I do not take any of the trade journals but I am very much interested in them and take the opportunity of looking through them in some plumbing shop, both the Plumbers' Trade Journal and Domestic Engineering, and then when I get an opportunity in some of the water works offices I look at the Fire & Water Engineer-

ing news as well as the Municipal Record. I think I take just as much interest in them as though I were a regular subscriber, and often get some good pointers out of them."

"I subscribe to the Merchant Fitter and also buy the Plumbers' Trade Journal. The New York office also keeps me posted on any new developments they come across pertaining to my territory. As to new water and gas business. I not only find out what town is to have water and gas, but I constantly keep in touch with several consulting engineers. who are good friends of both yours and mine, and they tip me off to the right man to see."

"I have not had any reason to take any of the trade papers except the Plumbers' Trade Journal for one year, and then discontinued same for the reason that I am able to keep in touch with matters in my territory by picking up the trade papers in the different places I visit. I am always able to get a copy of the Plumbers' Trade Journal in almost any of the shops which I wish and have a chance to get in touch with all the news in same. Regarding the water works end of the business, I am able to do the same through Fire & Water and others."

"At the present time I am only subscribing to one paper. the Merchant Plumber. Have taken Plumbers' Trade Journal, Metal Worker and Mechanical Engineering for one or more years. Can't say that I think there is any benefit derived from subscribing, but I do think there is a lot of information contained in all the papers and I read most of them while waiting on the plumbers sometime through the month. Don't think one out of ten plumbers read their trade paper as I regularly take them out of the folders."

"I have been a constant subscriber to the Plumbers' Trade Journal and Domestic Engineering ever since entering your employ and would feel lost without same. Through these papers I get a line on new shops, new contracts let, changes in firms, association news and a lot of information generally. I can attribute more than one new account to reading these papers and

believe they have aided me in increasing my sales."



DECATUR ORDERS

From the Bailey Farrell Co., Pittsburg, Pa., for the Moose Club job, 26 pairs D-11905. Also 17 D-11904 for the Edgewood School. Pittsburg, Pa.

From the Federal Gas Co., of Boulder, Colo., for the McLure residence: 1 D-8765, 1 D-11902.

From the Bailey-Farrell Co., Pittsburg, Pa., for the Fleetwood Hotel of Charleston, West Virginia. 60 pair D-11901.

From the Tulsa, Oklahoma Water Works for the city warehouse. 1 D-9021.

From the Carson-Payson Co., of Danville, Ill., for the Champaign High School of Champaign, Ill. 12 D-8183 Stand. Comp. Cocks.

From the Moline Heating & Construction Co., for the hotel and theater: 2 D-13160, 2 D-14401, 2 Pop Relief Valves.

From the N. O. Nelson Co., St. Louis, Mo., for the First Nat. Bank Building. 80 D-11902.

From J. D. Stanton, Pittsburg, Pa., for the Pershing Houses: 90 D-8677, 10 D-15897, 10 D-8183, 20 D-8403, 10 D-8716.

From Wm. Hares & Sons, Wheeling, W. Va., for the Stag Hotel: 4 D-12902, 146 D-11902, 12 D-11702, 150 D-8546, 150 D-25092, 48 D-8346.

From Schofield & Crowl Co., Wheeling, W. Va., for Stone & Thomas Co.: 10 D-12002, 12 D-12003, 34 D-12902.

From Bailey & Farrell Co., Pittsburg, Pa., for the Park Building, 13 D-12002.

From the Central Supply Co., of Indianapolis, for the Ayres Building: 102 D-12902, indexed Hot and Cold; 2 D-8645; 2 D-11911.

From John F. Jones, Detroit, Mich., for Mr. Hunter's Apartment House: 14 D-11710, 13 D-11904, 13 D-8765.

From the Thos. J. Dyer Co., Cincinnati, Ohio, for the Sioux Line Building at Minneapolis, 1 4" and 1 2" Pressure Regulator.



NEW YORK ORDERS

From Pierce & Cox of Boston, Mass., through G. A. Caldwell, for the new build-

ing of the Dennison Tag Co.: 1 $\frac{5}{8}$ " D-8894 Fin. Tee Handle; 2 $\frac{5}{8}$ " D-8893 same; 18 $\frac{1}{2}$ " same; 2 $\frac{1}{2}$ " D-8894; 41 $\frac{3}{8}$ " D-8893; 3 $\frac{3}{8}$ " D-8894. Monks & Johnson, architects.

From Donahue Bros., Springfield, Mass., through W. N. Fairfield, for 24 D-11902 S. C. Basin Cocks to be installed in the Carr Building at Springfield. Kirkham & Parlett are the architects.

From Hunt Bros. & Pettit, Greensboro, N. C., through C. T. Ford, 23 D-11901 Basin Cocks with $\frac{3}{8}$ " supplies, for installation in the Dunn National Bank, Dunn, North Carolina.



SAN FRANCISCO ORDERS

From John Coughlin, Plumber, of Seatle, Wash., for Rainer Bakery and Restaurant: 12 $\frac{1}{2}$ " N. P. D-11703 Extra S. C. Bibbs; 24 $\frac{1}{2}$ " D-40288 Extra S. C. Bibbs.

From Lohman Bros., through W. L. Jett, for the Los Angeles Laundry Co.'s Building, 12 $\frac{1}{2}$ " D-9205 N. P.; 8 $\frac{5}{8}$ " D-9022 Rg. N. P.; 12 $\frac{1}{2}$ " D-8646 N. P. with handles.



A REPLACEMENT JOB

E. E. Pedlow advises that our D-11904 has been installed on the public lavatories of the Saline Hotel at Slater, Mo. The work was done by Hatfield & Reed, and the goods were bought of the Monument Plumbing Supply Co. It was a replacement job.



WATER METER TESTER SALE

The New York house, through Mr. Fairfield, has just sold a Mueller Water Meter Testing Outfit complete to the Albany Water Works, of Albany, New York. This makes eighteen meter tester outfits sold by the New York house this year.



FINANCIAL CARELESSNESS

Mr. Journeyman—"I dreamed last night I had uncounted gold."

Mrs. Journeyman—"That's just like you. You never even take the trouble to count your change."

A GERMAN

Two negro porters were discussing the war as they waited for a train to pull into the station.

"Man," said the first, "dem Germany sub-maroons is sho'ly gwine to sink de British navy. Yas, sir-ee, dey's sho'ly gwine to 'splode dem naval boats dat's waitin' out yonda."

"Sho!" said porter No. 2. "An' what's gwine ter happen den?"

"Why, dem Germany sub-maroons'll come right on 'cross de ocean an' 'splode de rest ob de naval boats ob de world. Dat's what'll happen den, Sambo!"

"Well, looky heah, Gawge. Ain't yo' an' me decla' ouahselves a couple o' noot-nootral—nootralities?"

"Man," said Gawge, "yo' all kin be a nootrality if yo' wants to. Ah'm a German!"



DOES IT PAY?

Some men feast while others fast;

Some men toil while others shirk;

Some men smile while others moan;

Some men fish while others work;

Some men sigh while others sing;

Some carouse while others pray;

Have you ever met a man

Who has made carousing pay?

Some men dig while others dream;

Some men boost while others knock;

Some men think the days are long;

Other men forget the clock;

Some men hope while other men go complaining day by day;

Have you ever met a man

Who has made complaining pay?



A MESSAGE

Live and affirm what you wish to come true.

This is the message I speak to you.

Things that are dark, undesired and unkind;

Never allow them to enter your mind.

Push them aside with: "I can and I will."

Smile and keep smiling and affirming still.

As you smile and affirm keep believing too

That all that is good is coming to you.