

# MUELLER RECORD



Christmas 1920



Print to the  
Water works.  
Pleasanting &  
Gas Trade in  
January 1921.





## A Merry Christmas



HOW VERY, very old that wish is. It echoes and re-echoes far down the dim avenue of time. How many times it has been expressed in hovel and palace, in paths of peace and on sanguinary fields of battle. Babies' lips have lisped it, and toothless gums have mumbled it. It has revived the bright light in the eye of the invalid, given new hope and courage to the downcast and despondent; it has brought joy and happiness to countless millions of little children; revived memories of other days and been a solace to the old. It's threadbare with usage yet it is always new and bright; cheering and inspiring. It is twice blessed—it blesseth him who gives and him who takes. Without it, and the spirit it carries, the day would be a sham, devoid of its true meaning, and the lesson of "Peace on Earth, Good Will to Men" would go amiss. Let us hope that the real spirit of the day will touch every heart in this organization, and in that hope we extend to all our co-workers the old, old wish, "A Merry Christmas and a Happy New Year."

H. Mueller Mfg. Co.



# The Mueller Record

IX

CHRISTMAS, 1920

No. 116

## A MERRY CHRISTMAS

It's the spirit of the day that makes it. It's the joy and satisfaction in giving that lends value to the gift. Without the sentiment the day is bleak and unhappy.

Do you want to see the faces of the recipients of your thoughtfulness light up with pleasure, when they receive their gifts from you? Do you want to see the smile of gratitude spread over their countenances? If you do, put more in your gift than its mere money value. Make the recipient of your gift feel that it carries your thoughtful wish for his happiness, that you are not giving in a purely formal way, that you are not repaying some real or fancied obligation, or that it is only a customary observance of the day. There is nothing of the Christmas spirit in the gift so bestowed. It's a barren offering. It lacks the warmth and good cheer, the friendly interest, the joy of having intuitively selected just what was wanted. It does not provoke in the heart of the recipient the real joy of receiving a Christmas offering. Gifts of this character are merely perfunctory. Your Christmas gift should carry the spirit of gladness, of heartfelt interest and good wishes, not only making it an incident of the day, but an incident so freighted with love, good fellowship, and good cheer, that it will make an indelible and lasting impression—one that lingers long after the gift is forgotten.

Put this spirit in your Christmas giving, put it in your homes, put it in your intercourse with your fellowmen, and you will have contributed your share to a real Merry Christmas.



### IT WOULD.

"Do you know," said Katie Allen to Addah Paradee, "that a lump of radium constantly gives off portions of itself, yet never grows smaller?"

"Oh say," answered Addah, "wouldn't a bank roll that would do that be great at Christmas time."

## EARLY AMBITIONS.

Who, as a boy, has not been fascinated by the accomplishment of some one in a particular line, and has not longed to emulate that person?

We have all asked the small boy at some time or another, "What are you going to do when you get to be a man?" and have been amused at his answer, "Be a motor man" or a "street car conductor" or "run an elevator."

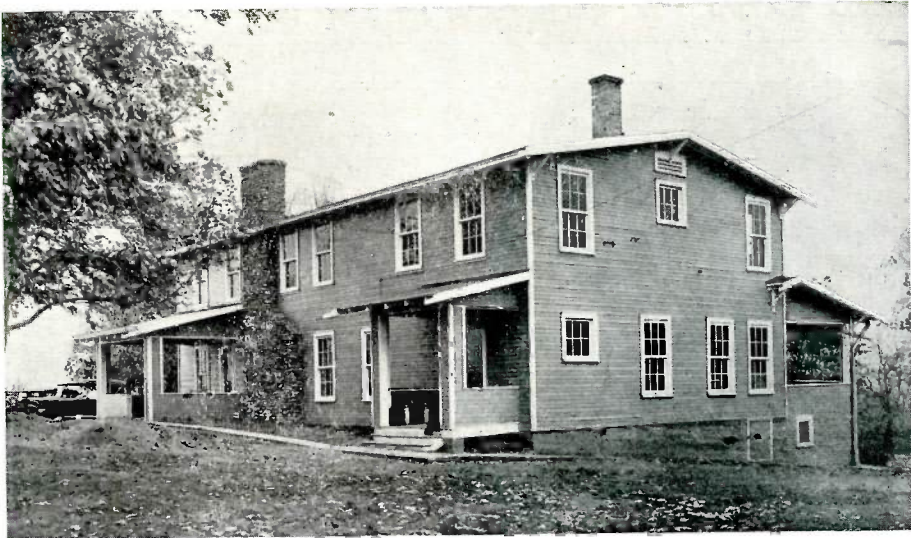
Being unschooled in discrimination the small boy aspires to whatever avocation appeals to his imagination. Generally, he is influenced in his choice by a personal contact with some man who has been friendly with him. Boys like to dream of a time when they shall stand forth a clear cut, heroic or successful figure in world affairs. In their undeveloped minds they fancy themselves as great orators, soldiers, firemen or statesmen. Where is there a man who has not indulged himself in these visionary dreams of boyhood and who does not laugh quietly to himself as he recalls his juvenile aspirations.

He smiles to himself as he steps on the street car and recalls the day when, if given his choice of being president of the United States, or motorman on a street car, he would have scorned the first and jumped at the latter. Or he remembers how much more he preferred the gallant life of the fearless fire fighter to that of merchant prince of his home town.

Our company members were just average American boys and they had their dreams of future greatness, too. There were as many tastes as there were boys, and not a single one of them landed in the place in life which he thought he wanted to fill.

On the different pages of this issue of the Record, Henry Plate has shown in cartoon what sphere of life the Mueller boys aspired to. Like other cartoonists, Henry has used his license, to show them up according to his own ideas.

## The Lodge From The West or Land Side



At a sharp bend in the Sangamon River just southwest of Decatur, at a point formerly known as Allen's Bend (now named "Mueller Heights") stands the recently completed Mueller Lodge or club house. It was informally dedicated Thanksgiving Day with a family reunion and old fashioned turkey dinner.

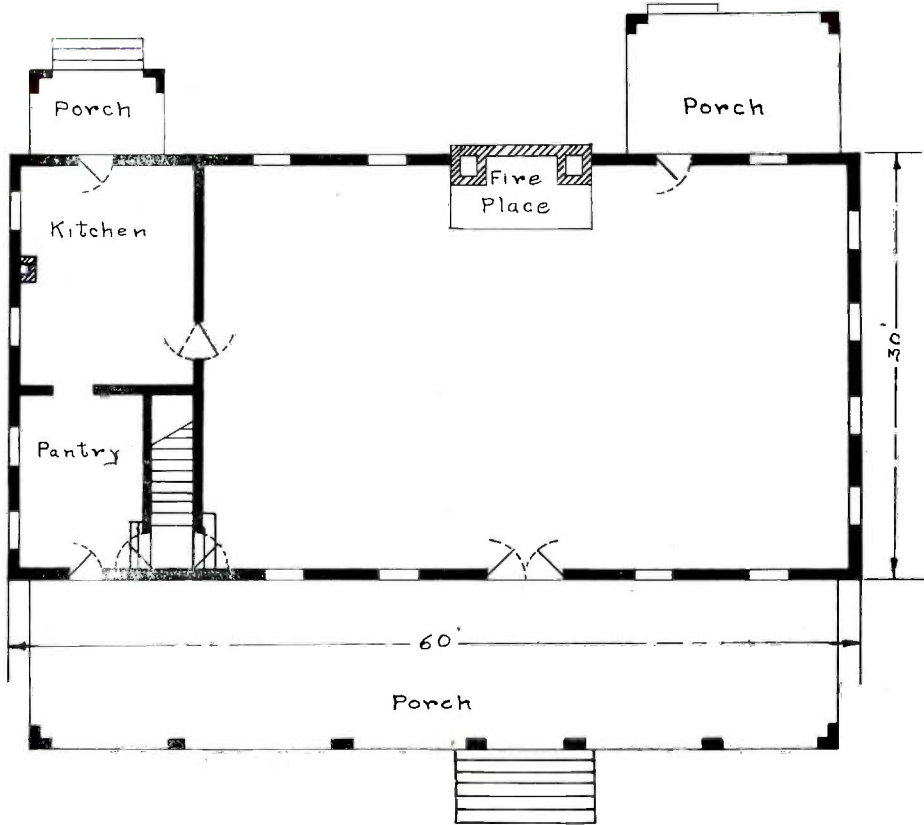
It sits among the tree tops on the crest of a hill which overlooks the city of Decatur to the north, being the highest point in the immediate vicinity, and at the edge of a ravine which slopes precipitously to the river 90 or 100 feet below. It was on this river, not so many miles distant, that Abraham Lincoln and his companions built their flatboat for the journey down the Mississippi to New Orleans. No doubt Abraham Lincoln, in his boyhood days, when a resident of this (Macon) county, frequented this spot and no doubt in later years as the laughing, rollicking young attorney, he visited old Captain D. L. Allen at his home there. The Allen home, a pretentious frame structure for those days, occupied a place on the crest of this hill, and its owner was a man of wealth and prominence in the early days of Central Illinois.

All boyhood dreams as pictured in cartoons elsewhere in this issue do not fail of

realization. The completion of this Lodge is the fulfillment of one of the dreams of the Mueller boys. In their barefoot, boyhood days, the Allen Place, although only a mile away, was a much cherished rendezvous entailing a seemingly arduous journey, to reach. The steep ravines with their wooded slopes, and tumbling brooks in the bottom, furnished the setting of many a boyhood adventure. Alpine mountain climbing offered nothing more hazardous to their juvenile minds. Not only to them but to hundreds of other Decatur boys this spot is revered because of early association, and more than one sedate Decatur man can now recall how he pictured in his mind the joy of owning this really picturesque spot. It fell to the lot of the Mueller boys to really carry out their early hopes.

For many years following Captain Allen's death it was an abandoned farm. The handsome old country home fell into decay and was finally torn down and removed. The place grew rank with weeds and underbrush, but all of this has again been changed. Gradually the land has been reclaimed and the grounds beautified with good roads and bridges. Vineyards and fruit trees have been planted and modern farm buildings, silos, etc., have been erected. Every

## First Floor Plan of the Lodge



year improvements are made which enhance the natural beauty of the surroundings, the most recent of these being the Mueller Lodge, during the past summer.

It was partially completed in August, when the traveling salesmen of the company met there in their annual school of instruction.

The Lodge is a frame structure extending 62 feet north and south and thirty feet east and west. It has a kitchen 12x15 and a pantry 12x15. The living and dining room is 30x50. There are porches on the east and west side. The one on the east will overlook the 6-mile long lake which is to be created by the big dam a half mile west of the Lodge.

The second floor is divided by a hall running north and south with 6 bedrooms 10x12 on either side.

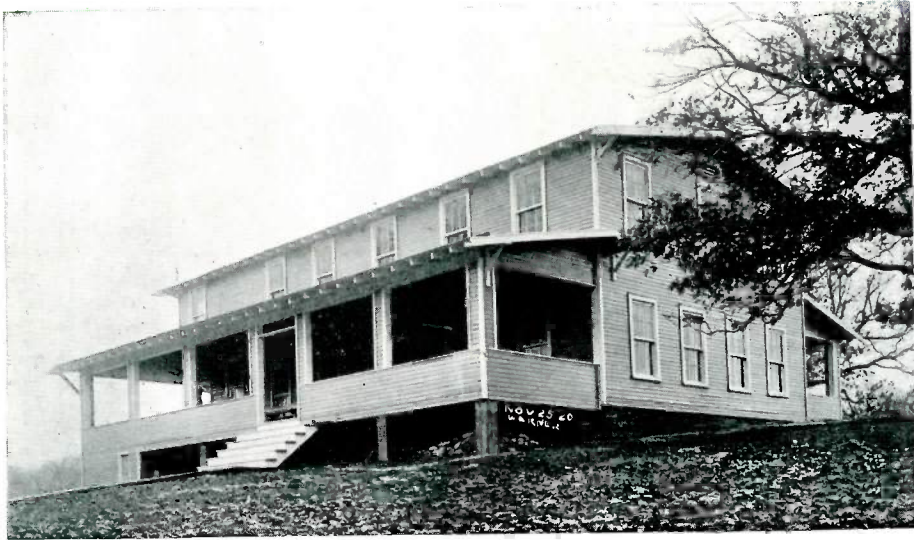
There is a shower bath in the basement.

Running water and electric lights add to the comfort and convenience of this beautiful rural retreat. The house is practically surrounded by timber, and sitting as it does a half mile from the public highway, is reached over a private drive. The privacy and picturesque surroundings make it an ideal country home.

The three prominent features are the fireplace, built of cobble stones gathered in the ravine; the big living room and the full length screened in porch on the east side, which is 12x60.

The Lodge is not for firm use only. It is designed as much for the employes as the company members. It is the expectation of the company that employes will use it during the summer for week-end or house parties. Additional accommodations will be provided in the way of tents. Except for change of scenery, perhaps,

## The Lodge From the East or Lakeside



there is no place offering greater advantages for a nice, quiet restful vacation.

Fred Mueller's many friends, scattered over the United States, who know him only as a road man and jovial companion, will be surprised to learn that this beautiful Lodge has been his especial pride during the past summer. Fred worked out the plans and superintended the construction, and the attractive furnishings, hangings, color schemes, etc., are due in large measure to his good taste. Of course, he had the benefit of consultation with and suggestions from his other brothers, but it was under his direct personal supervision that the plan was worked out to completion. The worst thing he had to contend with was his pedigreed bull "Red Cross King." Fred always has his weather eye out for the King since the day the big beast chased him across a 20 acre field and made him climb a tree. A number of views of the Lodge are shown on this and succeeding pages.

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When Billy Mason and his gang can't find anything else to do they go out in the country and build bridges. They have just finished a nice concrete structure on a road leading to the Mueller farm.

### NEW PLAN UNANIMOUSLY ADOPTED

The first meeting the Employees Aid Society has had in several years convened in the Club House at 5:00 p. m., December 15.

About eighty men were present, representing practically all departments. Arrangements had been made whereby the night shift could stay until the meeting closed, which was before 6:00 o'clock.

John Shelton presided and explained that the purpose of the meeting was to consider the new Constitution. He stated that this instrument had been carefully prepared, after months of preparation and study, and that it had already been approved by the officers of the Society and by the Company.

He then asked Mr. Langdon to read the Constitution and By-Laws. Explanations were made in the course of the reading. After some discussion the revised Constitution and By-Laws were unanimously adopted.

Mr. Shelton then asked Mr. Langdon to take the chair while election of trustees as provided by the new Constitution, proceeded. Mr. Langdon explained that certain men had been nominated as desirable candidates for these positions. The following names were proposed and unanimously elected:

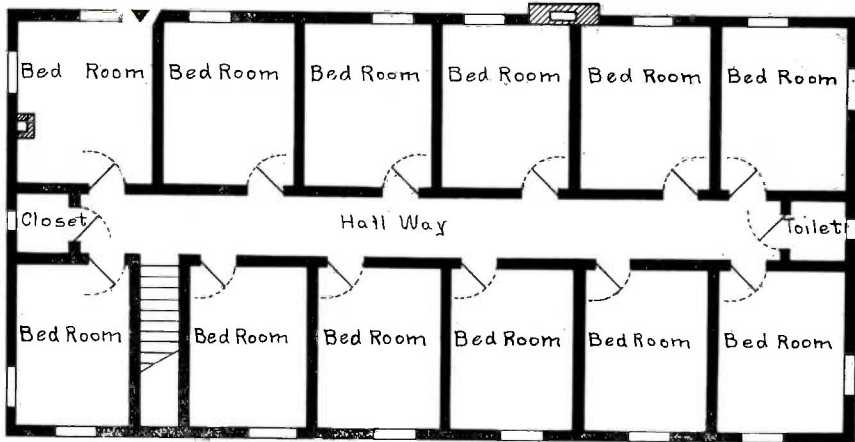
John Shelton—who represents the Society at large.  
Roy Campbell—who represents the Brass Department.

Harry Miller—who represents the Foundry.  
Everett Mueller—who represents the Main Office.

The new Constitution provides that the Board of Trustees be composed of five members, one of whom is the Personnel Supervisor. The other four are elected by the members. The trustees select from among their own number, one to be President and one to be Vice-President. The Personnel Supervisor acts as Treasurer and Superintendent of Relief. The President and Superintendent of Relief investigate all claims. No moneys may be paid out by the Treasurer until sanctioned in writing by the President. The affairs of the Aid Society will continue to be published regularly in the Record.

All the present members of the Aid Society are under Class A in the new plan. No one needs to take membership in a higher class unless he wishes to. The dues have not been increased but more

## Second Floor Plan of the Lodge



protection is offered at rates if anything lower than the old rates.

The Aid Society is not the enterprise of the officers or the Employment Department, but is a Mutual Benefit Association for and by the people who work here. Naturally this benefit will be more effective the better the co-operation is.

In the near future the entire force will be given an opportunity to enroll in a higher class. It will save your time and Mr. Langdon's if you are ready when this opportunity comes.

If further information is desired drop into the Employment Office at noon, between 12:30 and 1:00.

The new Constitution and By-Laws will be published in booklet form and each member will be provided with a copy. The officers of the Aid Society extend to the membership their best wishes for a Happy and Healthy New Year. (If we can all remain healthy enough perhaps the dues may be reduced some time in 1921.)



### THE FALL OF PADEREWSKI.

Not long ago Paderewski, the famous pianist, now premier of Poland, called on Clemenceau, the old tiger of France, who is a gruff sort of a fellow.

"Are you Paderewski, the great pianist?" he asked.

"Yes," replied the artist, bowing.

"And you have just been elected premier of Poland?"

Again Paderewski bowed and answered in the affirmative.

Clemenceau looked at him a moment and then shook his head sadly, saying, "My God, what a come down!"



### THE OIL WAGON FAUCET.

For several years we have been working on, and have perfected, an oil wagon cock, under the catalog number of 4831. This has been tried on tank wagons under

every day conditions, and has measured up to the Mueller standard of excellence. The big oil companies have in the past had a great deal of trouble and suffered loss by reason of leaky faucets. In many cases these faucets, once they start to leak, cannot be successfully re-ground and this means replacements. A sample of the Mueller faucet has been on one wagon for eight months, and the driver, who has taken a personal interest in it and watched it carefully, reports that it has been working satisfactorily all the time, and in his opinion, is good for many more months of service. On the same wagon there are two faucets of a competitor, and the driver reports that he has the second set of these since ours were put in service, and he believes he will have to have another set before the Mueller faucet wears out. We have gone into this matter deliberately, and have not pushed our faucet up to this time. Following out our established policy, we wanted to be sure that we were right before we went ahead. Now we are ready to convince the big users of these faucets that they are right.



Loren Burleigh admits it—he is a grandfather. Betcha.



## Lodge Living Room Looking South



### Brass Chips

What did Billy Mason expect to grow when he put fertilizer on the new concrete street?

The Advertising Dept. is a rival of the Telephone Desk as a matrimonial starting place. Two brides in two weeks. Going some!

Miss Dutch of the Advertising Dept. spent the holidays at her home in Canton, Illinois.

Try out you New Year's resolutions the coming week. If they fit and don't pinch, wear them, but if they are going to hurt you, don't put them on.

New signs on all buildings abutting the railroad tell the traveling public who we are and what we make.

Miss Charlotte Mueller is home from an eastern school to visit her parents, Mr. and Mrs. Adolph Mueller, during the holidays.

Inventory was finished December 15 and the office men drew a long sigh of relief.

### The Big Fire Place

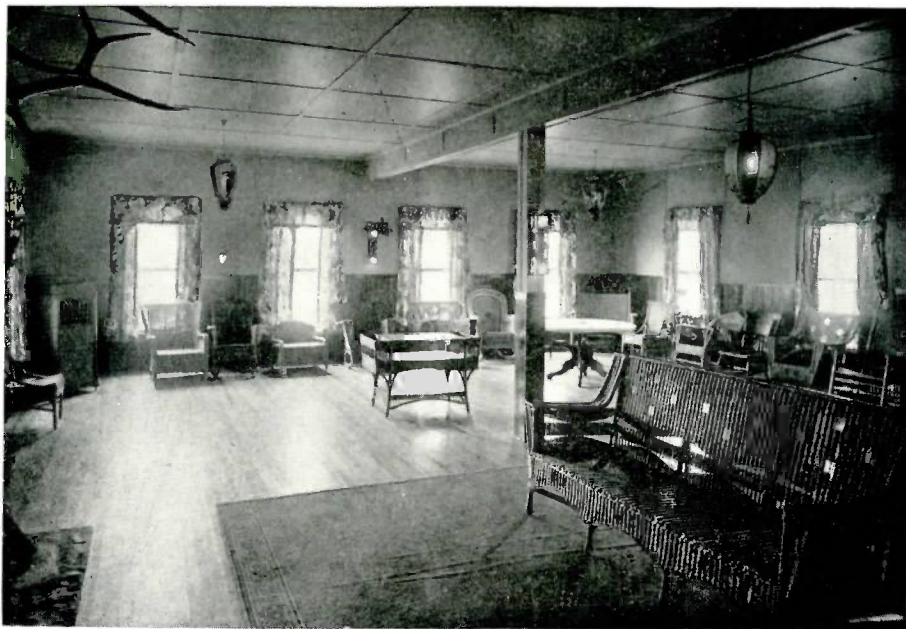


Clarence Dance has left the grocery store and is again the Main Office Messenger. He has lost his taste for prunes.

Mr. Roberts, who has been Office Janitor for a long time, has gone to spend the winter with his son in Arizona. John D. Skiff is now endeavoring to master the intricacies of his job.

Ernest Webber succeeds Arthur Hull in the Toll Making Department. Mr. Hull resigned recently.

## Lodge Living Room Looking North



### Salesmen Make Suggestions

President W. L. Jett of the '49 Club, has displayed an interest in the Mueller Record by asking all salesmen to contribute some suggestion or sentiment for the Christmas edition. Quite a few of them have responded to his invitation, and we are adding hereto their contributions:

Ed Pedlow:

I was privileged to hear the tale of a Water Main. It began with a Corporation Cock and continued to a Curb Stop & Waste from whence it followed into the building where a question began among a number of Stops and Stop & Waste Cocks as to whether Mr. Gorham knew how important one of their kind underground buried could be kept if alive.

W. C. Heinrichs:

Since it has been the custom to call the firm members by their first names—Philip, Fred, Robert, Adolph, Oscar—by most of the salesmen, I find that a great many of our customers are also in the habit of doing this, and I notice that they

rather like the idea and feel at home, so to speak. Once in a while they get the names mixed, and say Fred instead of Adolph, but we should worry about a little thing like that—eh, Fred? Tom Leary will never forget how you 'Mixed One while last in Decatur.

J. L. Evans:

I think the diplomas given to the graduating members of the Salesmen's School were too elaborate—they should have been leather.

George F. Sullivan:

The Name with a Kick.

We pronounce M-U-E-L-L-E-R as tho it were spelled "Mule-er" (accent on the "Mule."). But there is no "Kick" on Mueller Brass Goods.

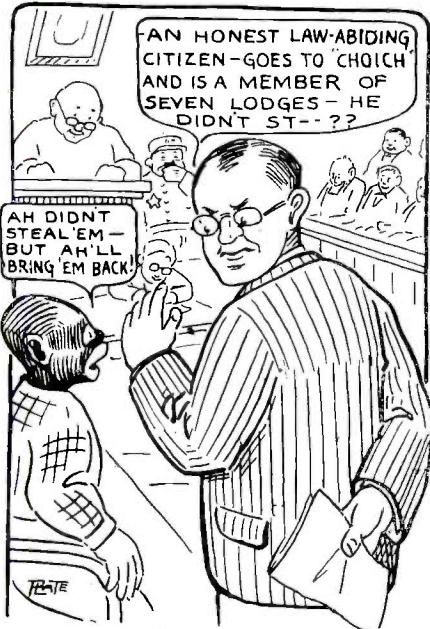
An interesting thought for the Office force: Some day mental telepathy may be developed to a point where replying to letters may not be necessary.

("George ought to know). The old saw,

(Continued on Page 24)

## Boyhood Ambitions

Adolph Mueller, President



PERHAPS IT'S JUST AS WELL THAT ADOLPH DIDNT PRACTICE LAW!

### TRADE EXTENSION BUREAU

The Trade Extension Bureau is an organization maintained by the National Association of Master Plumbers supported by the Manufacturers and Jobbers. It is located in Evansville, Indiana, and is under the direction of William J. Woolley. This Bureau has but one object—the education of the plumber on better business methods. It teaches him costs, advertising, business getting methods, bookkeeping, etc. Each month a bulletin together with letters suggesting methods is sent to every plumber.

This Bureau is undoubtedly an excellent and potent force for the betterment of the plumbing trade. For many years there has been much talk of making better business men out of plumbers. All the talk did not accomplish a great deal. It was not until it crystallized into the Trade Extension Bureau that it became an effective agency for the business education of the plumber.

It's an undertaking which deserves the whole-hearted generous support of the National Association of Master Plumbers, Manufacturers and Jobbers of Plumbing Supplies. From the plumbers it should receive the encouragement of liberal patronage, especially those plumbers who were, through circumstances, deprived of a business training or business education.

Business principles and problems are not so complex as they appear to the uninitiated. They seem so, it is true. There are many men in all kinds of business who apply their own idea of business principles and through continued usage, come to believe that they are correct, when in reality they are grossly erroneous. The application of the right principles will show a definite and accurate result. They will demonstrate a losing or a winning method, and thereby permit the application of corrective methods, or additional development if demonstrated to be correct.

Trade Extension Bureau experts analyze all these fine points and pass the results of their investigation to the trade. Those of the trade who avail themselves of this wonderful service are going to profit thereby.

Our company is in hearty sympathy with, and supports this undertaking. We hope that every plumber will take advantage of the service the Bureau offers, and use it. We feel sure that the Trade Extension has something to offer to every man connected with the plumbing trade and will help him to be a better and more successful business man.



### NOON DAY SINGING.

Mr. Geiger, formerly director of music in the Public Schools, has kindly agreed to lead the group singing in the Club rooms Monday noons. He was there several times in December and plans to be with us thru January.

Anyone in the Factory is invited to come around and sing with us. A person feels much more like work after a pleasant half hour spent in singing.

## Mueller Family Party at the Lodge



Three Generations of Muellers at the Thanksgiving Dinner Party

### Business in 1920

This issue of the Mueller Record will come to the attention of many of our friends and customers, to all of whom we extend the compliments of the season and voice our appreciation of the many business favors shown us during the past year.

We not only thank you for your orders but we appreciate your patience and consideration.

In over a half century of business history the house of Mueller never experienced a year of such trying and exasperating conditions. In this we were not alone. Every manufacturer who is forced to rely upon raw material for his product had the same experience. There were combinations of circumstance which were faced every day, that successfully defied solution according to established practice. Manufacturing entails dependence upon service and co-operation down a long line of material and supply men. It's not a hard problem when everything is working normally but most distracting when various links in the chain give way.

Transportation problems added to the general material shortage and labor problems combined to make it a year of hard

work. In addition the demand for goods was unprecedented.

Under these circumstances we feel that we maintained a fairly good delivery service. It was not up to our standard perhaps, but it was good when one considers the obstacles that had to be met and overcome.

There are perhaps some in the trade who have not fully understood these facts, which is our reason for this statement at this time.

We should like to suggest now that we look for a repetition of the business of 1920. We have briefly explained what we have had to contend with in 1920. There is just one way we know of that will save us all trouble, worry and delay, and practically eliminate the conditions of 1920. That way is to estimate your 1921 requirements and get your orders on file early.

✦

#### SHE IS

Miss McKee—"Is Hawkins' wife fond of an argument?"  
Draper—"I should say so. Why, Hawk tells me that she won't even eat anything that agrees with her."

## Boyhood Ambitions

Robt. Mueller, Secretary



**ROBERT  
DIDN'T QUALIFY  
AS AN ENGINEER — BECAUSE  
HE COULDN'T MANAGE A CLAY  
PIPE OR CUSS EFFECTIVELY**

### WHY GLEN WAS ABSENT.

Glen Hester of Department 9 was absent for several days during the first week in December. Harvey Cameron, his foreman, was wondering where Glen was. On his return, Camron asked:

"Well, Glen, what have you been doing?"

"I have been moving."

"Moving?"

"Yes, I bought a house."

"I didn't know you needed a house all by yourself."

"Well, I don't. I've been married."

"Indeed! Who is the lucky girl?"

"Oh, I knew her back home at Mt. Vernon. Her name was Jaunita Vannatta. She is now Mrs. Hester."

"Well, man, you sure do look happy."

That evening a bunch of the boys from Department 9 were out to the Hester home, 2705 N. Church St., and gave them a rousing charivari. Mr. and Mrs. Hester did not yet have a pantry full of eats, but some one had

a car and Glen took them all down town and stood treat for the crowd.

The Record joins their many friends in wishing them good luck and prosperity.

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### THOSE COLLEGE YELLS.

It was during the Salesmen's meeting. It happened that Everett and Lucien Mueller met up with Billy Heinrichs during the evening spent on Mr. Adolph's lawn. The conversation drifted to college days, and from that to college yells. Heinie has an awful thirst—for knowledge—and he asked Everett to repeat the yell of Yale college, and Everett did so. It happens that Yale's yell is in Greek. It was that to Heinie also, but nevertheless he said he thought it was a mighty good one and that he would try to remember it. Then he asked Duke for the Cornell yell, and thought it was very fine.

"Either one of them is nearly as good as the Rapidac yell," said Heinie. "You've got to go some to beat that."

"And what was your college yell," Mr. Heinrichs," asked Everett."

"Mine," echoed Heinie. "Say, it was some smashing yell, believe me, boy. Here it is:

"Cut his lip, cut his jaw,

Leave his face

Raw—Raw—Raw."

"Can you beat it?" asked Heinie triumphantly.

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### OUR NEW STACK

The new smoke stack for the enlarged power house was finished December 9, and is all ready for Santa Claus to come down. Perhaps the builders hastened the job in order to have it ready by Christmas. The new stack is 175 feet high and on the west side has the name MUELLER in large black letters that are visible for a long distance. This chimney will be a land mark for a long time to come.

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### SMITH FAMILY ACCOUNTED FOR

A Chicago school girl, in her history examination, answered that Jamestown, Virginia, was settled in 1607 and there were 120 deaths and 72 births the first year, "due to the efforts of Capt. John Smith."

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### FEELING HIM OUT

Mr. Langdon, feeling out an applicant for a job: "What was the Sherman act?" "Marching through Georgia. Give me something hard."

## Looking Down the Ravine to the River



A Beautiful View of the Sangamon River from the Mueller Lodge

### WEDDINGS

Orville Keller of the Shipping Dept. and Miss Erma White of the Print Shop were quietly married on November 27 at the home of Rev. Haynes. Mrs. Keller continued her duties as press feeder until December 11, when she decided to devote all her time to housekeeping. They reside at 1226 N. Water.

Miss Alverna Beck of the Main Office

was married on November 27 to Mr. Olaf Taylor. We have no further particulars of this happy event.

Miss Mabel Riggs of the Upkeep Stock Dept. was married Christmas week to Cecil Forbes of Adrian, Michigan. They will reside in Adrian.

Miss Effie Sampley of the Main Office was married Christmas week to Robert F. Burke of Bethany, and they will live on a farm near Bethany.

## Boyhood Ambitions

Phil Mueller, Superintendent



PHIL WOULD HAVE BEEN HAPPY  
TO FIDDLE FOR DANCES ♪♯♪

### TO OUR EMPLOYEES.

In approaching the close of the year 1920 we are not unmindful of the fact that it has been surrounded with many trying and exasperating conditions which have severely taxed the patience of employer and employe alike. The conditions were such as could not be foreseen, and it was unavoidable that they should produce more or less confusion.

Every day in the year we were brought face to face with some new problem and not infrequently it appeared that a solution would not be forthcoming. There were many times when we seemed to have reached our limit and would be forced to yield. But to the credit of our organization it may be said that we never admitted an inability to surmount a difficulty.

In the annoying combinations of circumstances which at various times threatened the efficient production of goods or the meeting of the insistent demands for shipments, there was always someone some-

where in the organization who could point a way out of the difficulty.

It has been a year that has tested the unified co-operation of this organization. It has called for loyal service, thoughtful action, mass plays and special team work. We feel that you have risen to the occasion and it is a pleasure indeed to know that we have an organization which stands shoulder to shoulder when unusual efforts are forced upon us by unusual conditions.

We feel a justifiable pride in the accomplishments of this business during the year. We are glad of the democratic spirit which prevails in the Mueller factory. We feel that this democracy, this spirit of loyalty, this desire to co-operate in large measure, results from the daily, monthly and semi-annual departmental meetings which bring us closer together and give us a better understanding of each other's motives and purposes.

We extend to you our appreciation of your efforts which have enabled us to give fairly good service to the trade, when service was the paramount demand from all parts of the country. If it did not quite measure up to our established standards, it certainly compares most favorably with the efforts of anyone in our line.

H. MUELLER MFG. CO.



### WHAT'S THE MATTER! WHAT'S THE MATTER!

Bob Whitehead, formerly of the Shipping Room, is now roaming about Colorado selling our goods. The other day we received the following telegram from Bob:

"Mail me a discount sheet; maid destroyed mine at hotel."

We did not discount Bob's message. We accepted it as a net quotation, and mailed him a new sheet.

Oh, you wild, wild women!



### TEN DOLLARS A MONTH.

The man who spends foolishly ten dollars a month is throwing away yearly the services of two thousand dollars. Figured in that light, doesn't saving seem worth while?

## THE IRON AND STEEL WORKERS.

Interesting Departmental Meeting Held  
November 2.

A departmental meeting which included the iron and steel workers, etc, was held in the club house Monday evening, November 22 and was attended by 122 persons.

The company enjoyed a good dinner, and cigars, and a very interesting meeting afterward.

Mr. Adolph Mueller spoke at some length on business conditions, labor conditions, and manufacturing conditions, and tried to impress upon the men the necessity of economic handling of material, the elimination of waste and largest possible production of goods. Very carefully he explained to them that any advantages which accrued to the company from attention to these details was reflected to the men, and as an example of what a manufacturer is up against he surprised the men by telling them some things about increase in expenses. For instance, the company's water rent bill for the summer quarter was about \$400.00, while the bill for the last quarter, just closed, under the advanced rate amounted to between \$700 and \$800. The present coal bills of the company run \$60 a day more than they did a year ago. He explained to the men that it might be necessary to reduce hours of labor, but the company had no desire, unless absolutely compelled to do so, to make any cut in wages.

Short talks were made by L. H. Burleigh, Roy Coffman, Charles Armstrong, Bobby Mueller, H. Woodruff, M. Deverell, Louis Rohrer and W. E. Pease.

In the course of his remarks during the evening, Mr. Adolph, in extolling the value of the sink combination, told what a blessing it was in the kitchen, and professed a thorough knowledge of what dish-washing meant, because he claimed to help wash dishes at home.

The remarks of Louis Rohrer were very brief. He said that he could recall nothing concerning his work or department which required comment, but he knew of a couple

## Boyhood Ambitions

Fred Mueller, Vice President



of camping parties who were in the market for a good dishwasher.

The men were asked concerning their choice of a day for the Children's Christmas party, and seemed to prefer the Saturday preceding Christmas. This is thought to be the best day because it will afford the men an opportunity to participate in the party while they are having a half holiday.



## MOVING PICTURES AT CLUB HOUSE

Moving pictures have been renewed at the Club House this year. The International Correspondence School exhibited the three reel film, "Heads Win," one reel a day to a crowded house recently.

Arrangements have been made by the City Y. M. C. A. for a picture each Friday. Due announcement will be made later.





## Snap Shots of Company Members As We See Them Every Day



Adolph Mueller



Robert Mueller



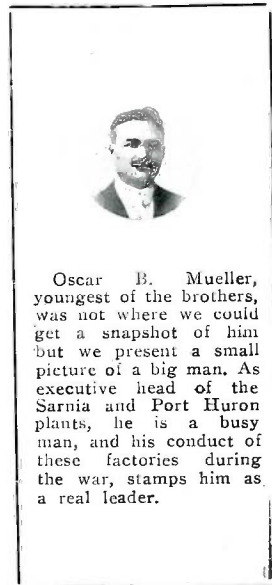
Fred B. Mueller



Philip Mueller



F. W. Cruikshank



Oscar B. Mueller, youngest of the brothers, was not where we could get a snapshot of him but we present a small picture of a big man. As executive head of the Sarnia and Port Huron plants, he is a busy man, and his conduct of these factories during the war, stamps him as a real leader.

The spirit of democracy is not new in the Mueller factory. It is as old as the factory itself. The Mueller factory was "made safe for democracy" by its founder, the late Hieronymus Mueller, who with his sleeves

rolled up, worked side by side with the men he employed. He did this when the force numbered less than twenty men—he did it until the day of his death, when some 500 to 600 men were employed.



Bobbie Mueller



Everett Mueller



Lucien Mueller

His sons, the present directors of three big factories, were given a mechanical training in the factory. They took their place in some particular department, and took their orders and instructions, not from their father, but from their foremen. They were first taught that they must obey the man immediately over them just the same as any other employe.

Their sons, like themselves, are given this first degree either in the factory or in the office. They take their instructions from the foreman under whom they work. Bobbie Mueller, son of Philip Mueller, is Mechanical Engineer. He has worked in different departments of the factory. Clarence Mueller, another son, has had a course in the Machine Shop and is now engaged in the Tool Room. Lucien (Duke) Mueller, was given a special course in Metallurgy at Cornell University and is Superintendent of the Foundry. Everett Mueller, son of Adolph Mueller, General Manager, was graduated from Yale having specialized in economics, and has worked as mail boy, messenger, etc., in the general office. He now holds the position of production statistician and is asso-



Clarence Mueller

(Continued on Page 19)

## Boyhood Ambitions

Oscar B. Mueller, President of the Sarnia  
and Port Huron Companies



### THE FOREMAN'S CLUB.

A Foreman's Club meeting was held on Monday, December 1, and there was a fairly good representation. After supper Mr. Langdon explained at some length the new plan of the Aid Society. This was set forth in the last issue of the Mueller Record. Short talks were made by H. Woodruff (who explained matters in connection with the Tool Room), Oscar Mueller, C. N. Wagenseller, Adolph Mueller, Robert Mueller and others.

### THREE GOOD PRINCIPLES

Here are three principles which a Decatur man says were given him by his mother. They are the germs of a successful life. What better New Year's resolution could young men make, than to adopt them as his future guide. They are as follows:

- As a young man—grow good.
- As a business man—make good.
- As an old man—do good.

### MR. HANSEN MAKES A CALL.

Harry Hansen, a popular plumber of Butte, Montana, called on us Monday, December 13. Mr. Hansen was on his way home from Philadelphia. He is a member of the Board of Directors of the National Association of Master Plumbers and had been called east to attend a meeting of the Board, which had been called for the purpose of making arrangements for the Annual Meeting of the Association at New Orleans next year. During Mr. Hansen's visit he was given a trip through the factory and was a guest of the Noonday Lunch Club.

### SATURDAY NIGHT CLUB.

This live, social bunch has recently selected a Managing Committee with Charles Meador of the Polishing Dept. as Chairman. Roy Campbell represents the Brass Dept., Walter Drew the Foundry division, and E. H. Parker the Drafting room.

Dances have been held November 27, December 11, and December 18. Music furnished by Harry Miller's orchestra.

This group does not wish to be exclusive. Those interested in sharing these good times are asked to see members of the Committee. Young women, if they prefer, may consult with Mrs. Geibe.

As no two people are just alike, no experiences of any two are quite the same. Accordingly, Christmas has a meaning a little different for everyone. To some Christmas is a day of deep religious significance. To others it is a time of pleasant recreation. To others still, a day of checking up receipts and gifts. In the past it has sometimes been a day of hilarious revelry which left a headache. To the children, Christmas is easily the finest day in the year.

Christmas can be very much what we make it. Shall it be a heathen festival or a day worthy of its founder?

### BIRTHS.

Lewis Fagan of the Core Inspection Department is the proud father of Catherine Virginia, born December 9.

## Boyhood Ambitions

Frank Cruikshank, Asst. Sec.



### WEDDINGS.

Mr. Henry J. Weichert of the Night Brass Finishing Dept. was married September 18 to Miss Esther McCorkle of Memphis, Tenn. They are now living at 1120 Edward street.

On November 5, Mr. James E. Davis of the Night Brass Finishing Department was married to Miss Verda Grinestaff of Cisne, Illinois. The young couple have gone to housekeeping at 159 E. King street.

Miss Bertha Belcher and Luther E. Williams of the night shift were married November 25. They will reside at 820 N. Monroe street.

### THE NEW CITY DIRECTORY.

We all wish to have our correct addresses in the new City Directory which appears early in 1921. IF YOU HAVE MOVED SINCE NOVEMBER 1 BE SURE TO REGISTER YOUR NEW ADDRESS AT THE EMPLOYMENT OF-

FICE OR WITH YOUR DEPARTMENT CLERK AT ONCE. It will then be forwarded to the publishers of the directory in time for correction.



(Continued from Page 17)  
ciated with Salesmanager Simpson, studying the selling and office business.

These boys and young men start at the wage paid to other boys for similar work. Their pay increases as they progress. Employes treat them and are treated as fellow employes.

Members of the company are known and called by their given names, by most of the employes. There are rules, of course, which all employes must observe, but there is no rule against any employe going to the company at any time with any matter affecting his interests or his work. Quite the contrary, there is a rule which enables every employe to do that very thing. It's this close personal touch, this feeling that there are no barriers at doors of the officials which makes the Mueller organization contented, happy, loyal and efficient.

Ebert Mueller, son of Robert, and Philip Cruikshank, son of Frank, are in Yale College while Bernard Mueller, son of Oscar, is in a preparatory school. Eventually these young men will find their places in the organization.



### MUSICAL BREAKFAST

We all know Nina is a new bride. This morning she was overheard telling Katie Allen: "I never saw him so happy as he was this morning. He left home whistling like a canary. I could not understand it until a half hour later I discovered that instead of oatmeal I had cooked canary seed."



### IN PURSUIT

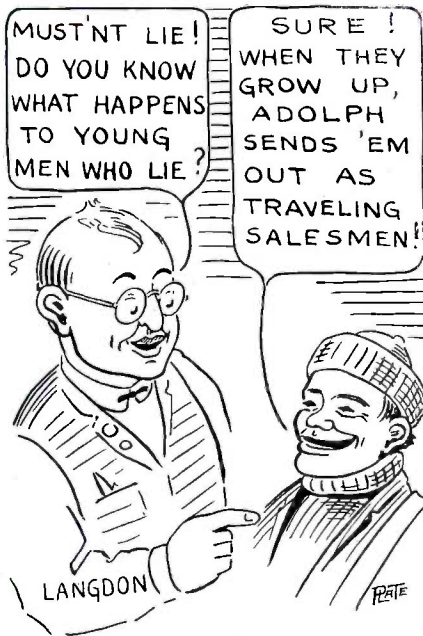
Simpson—"You are always behind with your claims."  
Olga—"If I wasn't, how could I pursue my work?"



IS JACKSON TRYING  
CONCEAL SOMETHING



## The Welfare Man



### THE MEANING OF CHRISTMAS.

It is strange, is it not, that the birth of a peasant child in the land of the Jews, nineteen centuries ago, should be the occasion of the modern world's most celebrated holiday?

Had any sane man of Imperial Rome ventured such a prophesy in the time of Augustus Caesar, he would have been laughed out of court.

Not even the Prophet Isaiah could foresee that millions of people on undiscovered continents would rejoice in the name of the Messiah whose coming he foretold 2600 years ago.

For ages upon ages the world had no great universal cause to rejoice. No one thought of good will for others beyond his tribe or nation. Everyone knew that the weak must serve the strong. Selfishness was the rule of life. Might was right.

The Babe of Bethlehem changed our views about that. This change is not merely religious sentiment, it is sober history, and this principle has recently been vindicated in the mightiest struggle in all the range of man's experience.

The strong shall serve the weak, and

service is life's joy. Herein lies the true meaning of Christmas.

Jesus showed what service can really be. In the full vigor of his young manhood he went the utmost limit in service and did it in the face of utter selfishness.

The fact that we, centuries afterward, keep His birthday as the supreme day of all the year, is evidence that He has convinced us that His idea of service is right. Our eagerness to serve shows itself in Christmas giving. Each gift is a symbol of His supreme gift. Else our gifts have no worthy meaning.

The warm heart-glow that comes from making others happy is a reflection of the joy of Christ, in endeavoring to make a better world in which His brothers might live.

Imagine a land where Christmas never comes; where life is set about by a thousand fears that spring from gods whose evil powers are abroad to hurt mankind.

There is no good will among these people. Good faith is lacking that makes business credit possible. There is no co-operation in industry that creates the comforts of civilization. A joyless life ends in a hopeless death.

This is not a fanciful picture. More than half of all the human race still lives in fear as yet unbroken by the song of the angels who heralded the birth of the Christ Child.



### WHY DUFFY DID NOT PEDDLE.

The woman who had called the Club House thought she was talking to a musician. Instead she got Fire Chief Duffy on the line.

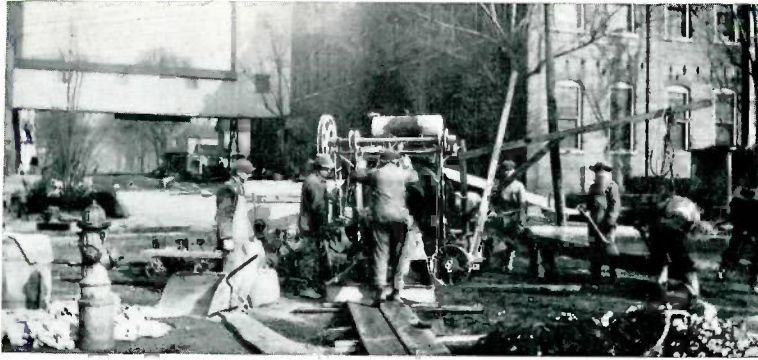
"You'll play for the dance tonight, won't you," said the voice.

"Play for the dance," answered Duffy. "Who do you think you are talking to, Madam?"

"You are a musician, are'nt you?" said the woman in surprise.

"Musician!" Say, woman, you've made a mistake. I had to quit peddlin' fish once because I could not blow a horn!"

## Mueller Employees Paving a Street



We couldn't wait for the city to pave College street so Billy Mason and his gang jumped in and did the work. They did a dandy job of concrete paving

### JIMMY AND BILLY.

Popular Young Folks of Our Organization  
Furnish a Long Expected "Surprise."

Early on the morning of December 6, Jimmy Judge and Mary VanMeter quietly eloped. In the course of the forenoon they arrived at Hannibal, Huck Finn, Missouri, and at precisely 11:30 were married at the



Christian Church parsonage in that city.

They were returning to the hotel when they met George Schwartz, a former Mueller man, now salesman for a competing

line of goods. With a flash of insight Schwartz guessed that the happy couple had just been married, but he promised faithfully not to say a word about it to anybody. He went round the corner and telegraphed the news to Decatur.

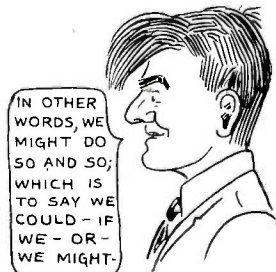
Jimmy made several business calls that afternoon and sold \$3.00 worth of Mueller Goods. One of the customers told him he had a good deal of brass to try to sell brass goods at such times.

Mr. and Mrs. Judge proceeded to Quincy. Early the next morning they were awakened by a messenger boy with a special delivery letter which contained voluminous congratulations from the Main Office force. Mr. and Mrs. Judge take this occasion to thank their friends for their kindly remembrance. On Thursday afternoon they proceeded to Jacksonville (?) and on Friday evening arrived in Decatur.

For the present they will reside at 673 East Condit Street. Their future plans at present are somewhat indefinite.



### Our Patent Attorney



## MUELLER METALS CO.

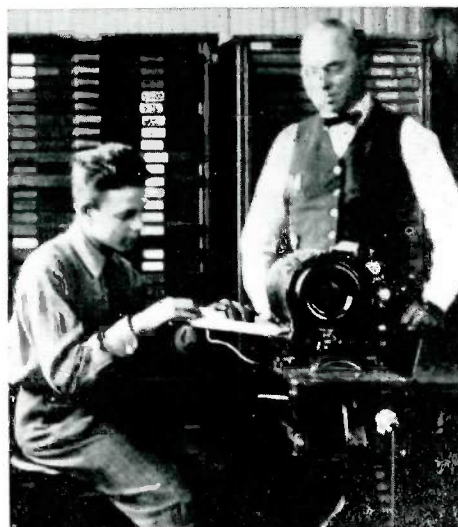
The Mueller Metals Co., Port Huron, Michigan, is an offspring of the H. Mueller Mfg. Co., of Decatur, Illinois. It is the third large factory that has been built by the Muellers and has bright promises of becoming one of the most important in the group.

As a war period factory, making shells for the government, it has a 100 per cent record, and as a private factory will maintain this position. The first brick was laid November, 1917, and when the armistice was signed, 1,800 men were employed. It was built and equipped throughout strictly as a war plant under the direction and supervision of the government. Our success in making munitions in our Sarnia plant for England was known and appreciated in this country. When peace was declared the plant was converted into a factory for brass rod, tubing, brass forging and die casting. The experience gained in die casting during the war is invaluable to the company in private work. As a government plant the work was under the direct personal supervision of a large corps of expert inspectors. Each casting produced had to register to the thousandth part of an inch. The training thus gained by any factory in the country and the brass forging done is remarkable for its perfection and accurate workmanship.

War methods of manufacture are still maintained in the Port Huron plant, which means the highest standard of production. Converting the plant from a war factory into one for domestic production meant several months of unprofitable effort. A business had to be built from the ground up. It was a difficult matter to get orders, because the plant was unknown in the manufacturing field. Months elapsed, therefore, before the volume of orders reached \$275,000, which was finally accomplished through securing contracts for brass forgings for automobiles, washing machines, etc.

The Mueller Metals Co. produces in large quantities "Red Tip" brass rod; brass and copper tubing; forgings and castings

## Mr. Adolph In His Rounds Stops to Talk With an Office Boy



in brass, bronze and aluminum; die castings in white metal and aluminum; also screw machined products. This splendidly equipped plant is fully organized and equipped to handle any orders in the time mentioned. The matter is brought to the attention of the trade in case they are in the market for anything of this character.



### GETTING A MESSENGER

Merle advertised for a messenger boy and the next morning was interrogating about twenty-five applicants, when Miss Turner handed him this note: "Don't do anything until you see me. I'm the last boy to call, but believe me, I'm there with the goods."



### A NEW SONG

A few months ago young men were singing "How You Gonna Keep 'Em Down on the Farm;," now they are chanting "How're We Gonna Stay in Town, and Eat."



### WHY THEY ARE WHISKERLESS

Buddy Simpson—"Mother, are there men angels in heaven?"

Mother—"Surely, or there wouldn't be any women angels there."

Buddy—"But mother, I never saw any pictures of angels with whiskers."

Mother—"No, dear. Men only get into Heaven by a close shave."

### OUR SARNIA COMPANY.

The H. Mueller Mfg. Co., Ltd., Sarnia, Ontario, was the first big step in the expansion of the Decatur company. This modern plant on Canadian soil was built especially for the purpose of taking better care of our Canadian trade.

It was commenced in 1912 and the Canadian business was taken over the following year. The factory is situated on the banks of the beautiful St. Clair river.

The original buildings, though large, soon proved inadequate, and many additions have been made.

During the war this plant was the theatre of feverish activity. It was turned into a munition plant for the British government, and during the war ran night and day turning out large quantities of shells for the allies.

At the conclusion of the war the Sarnia plant resumed the peaceful occupation of manufacturing water, gas and plumbing brass goods, the output being the same as at Decatur.

This plant has an Industrial Conference. The employes have representatives, one for so many employes. This representative is regularly elected by ballot. These men, with a company representative from the council, determine questions affecting factory practice and conditions. Through this plan the employes in a large measure control conditions under which they work.

The same plan is in force at Port Huron. Both Sarnia and Port Huron have commodious and well appointed recreation halls for the employes.



Nobody—a prominent woman's husband.

There is very little waist material in a fashionable evening gown.

Trying to stand on one's dignity often results in a hard fall.

The height of some men's ambition is to pull other men down.

The things people want to know the most are usually none of their business.

Contentment has one advantage over wealth: people don't try to borrow it from you.

Every dog has his day but he is not as certain of it as the old turkey gobbler.

Some people are content with being up to date, but there are others who borrow trouble two or three years ahead.

The small boy never worries half as much about where the shoe pinches as where the slipper stings.

### A Group of Office Girls



#### IN THE OKAW BOTTOMS.

Billy Simpson—"Hey, don't shoot. Your gun isn't loaded."

Bobbie—"Can't help that, the bird won't wait,—"



#### CONTENTMENT.

The following poem was clipped from "B. L. T.'s column" in the Chicago Tribune.

We hope that everyone who receives a copy of the Mueller Record will read it, and think about it.

(Horace III, 16, 17 et seq.)

Increasing wealth brings in its train  
Insatiable Avarice and Care.  
What then, Maccenas, could I gain  
By asking of thy largesse—but despair?

The measure of one's self-denial  
But regulates the bounty of the Gods!  
So, marching light I take the trail  
And gladly turn my back though Fortune nods.

Far more illustrious, though poor  
And pitied by the Great, than did I own  
The crops of every toiling boor,  
In spite of his prosperity—a clown.

My small estate, my woods, my stream,  
Reliance on my harvest in the fall,  
Yield me a joy unknown to him,  
Lord of the Manor; happier I in all.

No honey here from Attic bees,  
No vintage mellowing in Formic jars;  
My flocks no Gallic pastures graze,  
But Pinching Poverty avoids my doors.

Were I to ask, then wouldst thou give;  
But wiser I, my income to increase  
By curbing wants; so will I live  
My life in calm contentment and in peace.

Who covets much will ever want;  
But happy be on whom the Gods bestow  
With sparing hand, enough, and grant  
Him health, and industry to keep him so.

W. C. F.





(Continued from Page 9)

"Nobody Loves a Fat Man," needs revising since the last Mueller Picnic.

**Ed H. Shimer:**

It gives one a feeling of security to be affiliated with a firm that has the prestige with the trade that the name "MUELLER" has.

**Otto Sharlock:**

Before I was married I hesitated whether to go into consultation with Wilbur Simpson or Monty Henderson. I am still in doubt.

**R. L. Moore:**

Have just had some sensational news from Ross of the Iowa territory. He writes me that they have fifty young ones in their home—canaries.

**W. F. Hennessy:**

You mention the Irish delegate to the U. S. from the Irish Republic, Schueman, in my card. All I know about him is the fish story he tells about—catching the whale that had swallowed Jonah, and finding Jonah's shoes and fine comb in his stomach, I would like to have something on him that I could pass to you, but we Irish must stick together, so I can't slip anything over on Paddy Schueman.

**R. E. Kirchner:**

I wish at this time to very earnestly congratulate Mr. Wilbur Simpson for the cast iron nerve he has, to think that he can get together a baseball team to play a team of old has-been ball players the like of which was gathered by Bob Collins at the Mueller Picnic. It might be a good idea for him to get a team together now and start practice, so that they will be in form by the next picnic day.

As a ball player he would make a good snipe shooter.

Let me also congratulate Dean Gorham when it comes to picking out dancing partners. He is one grand little picker—Vernon Castle had nothing on him. If you don't believe it, ask Billy Ford.

**H. L. Marker:**

When Charley Auer runs for President on the Democratic ticket he will get all five votes from the Pacific Coast Branch, all because these same five salesmen went broke paying extra for catsup on the Canadian Pacific coming in to school. 'Raw

for Charley: Long may he wave—the checks!

**W. F. McCarthy:**

Sure, Philip has been very busy the last year building up the factory which was a great surprise to me as I walked through it at our meeting.

**Floyd Johnson:**

Gustin's Office is a wire enclosure and we wonder if salesmen are responsible for Purchasing Agents being kept in cages.

**J. D. McGauly:**

A couple more Salesmen's Meetings will make a poker player out of Wagen-seller yet.

**L. M. Ross:**

Now that they are cleaning up the Shipping Dept., we can expect some shipments, what?

**W. F. Aaron:**

Old Man Cobb must be getting on top of the pile for we notice he is able to follow the expense reports closer than usual. Good boy, Merle, keep it up. We love you just the same.

**H. D. Nash:**

I think Bill Jett stole my automobile because he has a "Nash" Sport Model.

**C. T. Ford:**

My recent visit to the factory still confirms my opinion of our factory's superior force. My hat is off to the factory. May we all try to reach their standard. (He also adds some confidential politics to the President of the '49 Club. You know how they both stand on some questions.)

**J. L. Logsdon:**

Old Monty Henderson is there with the quotations nowadays. What is the price of a highball now, Monty?

**Verses Contributed by Bob Collins & Co.** Bill Simpson as a sales manager has made A good man for the salesmen and the trade;

But if Adolph just knew  
He taught Everett to chew,  
Poor Bill would be heading the parade.

Mr. Burleigh is not short nor fat,  
And has no need for a brown derby hat;

For if a bibb cost a dollar,  
The firm would not holler,  
For L. H. would take care of that,



H. V. SeEVERS:

Regards to Hawkins, the best natured man in the office. His life is just one mis-written, mis-quoted, wrong-listed, wrong-discounted order after another, yet he keeps his temper. May he be long with us.

W. L. JETT:

Bobby Mueller and Chat are the boys when it comes to producing new goods. With old Bill Simpson for the prices; Charles Wagenseller to advertise the goods; and old friend Frank to get them out, why this combination, with Adolph always willing to help a fellow boost his sales, why shouldn't we make some commissions.



**CHRISTMAS PARTY BIG SUCCESS—RECORD ATTENDANCE**

Saturday, December 18, was a fine, mild winter day. The children to the number of 400, and perhaps half that number of grownups, attended the Children's Party at the Y. M. C. A., that afternoon. All were in high spirits. Games, stories, Santa Claus, candy and apples, occupied attention at different times.

Mr. VanPraag was a huge success as Santa Claus. Mr. Adolph and Mr. Philip assisted him.

A reading by Miss Bernice Coles and a story by Miss Hunt, were interesting and appropriate. Little Jeanette Cozad's dance

was a unique and interesting feature.

The co-operation and help of Miss Erma Johnson of the Y. W. C. A., in directing the games for the children, and the assistance of Mr. Duerr of the Y. M. C. A., in making the general arrangements, are hereby acknowledged and appreciated. When it comes to handling an affair of this kind, the Associations are right there.



**GIRLS CHRISTMAS PARTY**

On Friday evening, December 17, a Christmas Party was given for the women employes of the office and factory. It was held in the Club House and about 125 girls attended.

First came a fine supper served cafeteria fashion. Gaily colored paper hats were provided and it was an animated scene.

Following the supper there was music and dancing and a short talk by Mr. Adolph on factory affairs, interspersed with numerous little stories which kept the girls laughing.

The Christmas tree was the big event of the evening. This had been set up in the Office Girls' dining room, and was prettily decorated. There were little presents for each one, and there was much merriment as they were distributed.

After this there was more music and dancing.



Children's Party, Y. M. C. A., Dec. 18, 1920



## Heads of Departments



Left to Right: O. J. Hawkins, Quotations and Regulators; Carl Draper, Order Interpreter; A. M. Cobb, Office Manager; W. R. Gustin, Purchasing Agent; J. W. Simpson, Sales Manager; Dean Gorham, Sales Correspondent



Left to Right: Mont Henderson, Quotations; Herschel Wacaser, Billing; E. K. Shaw, Credits; L. H. Burleigh, Betterment Dept., L. F. McKibbon, Auditor; C. G. Auer, Cashier

### CRAZY TIMES.

Strike and the world strikes with you, work and you work alone; our souls are ablaze with the Bolshevik craze, the wildest that was ever known. Groan and there'll be a chorus, smile and you make no hit; for we've grown long hair and preach despair and show you a daily fit. Spend and the gang will cheer you, save and you have no friends, for we throw our bucks to the birds and ducks and borrow from all who lend. Knock and you'll be a winner, boost and you'll be a frost; for the old sane ways of pre-war days are now from the program lost. Strike and the world strikes with you, work and you work alone; for we'd rather yell and raise blue hell than strive for an honest bone. Rant and you are a leader,

toil and you're a nut; 'twas a bitter day when we pulled away from the oldtime workday rut. Wait and there'll be a blow-up, watch and you'll see a slump, and the fads and crimes of these crazy times will go to the Nation's dump.—Walt Mason.

✦


Morris Gustin, formerly of the Foundry and later of Port Huron, was here for a few days early in December.

The boys of Department 18 were kidding Frank Orr about not being married.

"But it is too expensive," he said.

With a view to promoting his happiness and reducing the cost of living, his friends volunteered to pay for the following ad:

"Wanted—Good-natured wife, able to support herself. Must be willing to take in washing. F. R., 18."



# Christmas in Stray Horse Gulch

An original story by E. H. Langdon

Big John Stanner, proprietor of the Bar X Ranch, and chief cattleman of eastern Wyoming, was troubled on the near approach of Christmas.

In the past his cowboys had tried to drown the accumulated loneliness of a year, in a round of feasting, drinking, and hilarious merry-making. In the height of the festivities last year the gang from Eldorado Mine had come down from their mess shack to the hill to "rough-house" the cattlemen. There was some fancy shooting and several lively personal encounters, but no one had actually been hurt.

There was no real ill will among the miners and ranchmen, but such strenuous encounters might easily lead to fatal results. Big John knew that he could scarcely hope for such good luck to continue. He was racking his brain for some other form of celebration, but could think of none.

As John was going up the gulch the next day, he stopped at Charles Baxter's cabin for a light, as he happened to be out of matches. Baxter had moved into the region the preceding summer, and had been trying, with slight success, to farm a bit of the wilderness. In response to John's brisk knock, a pleasant-faced woman opened the door. A little girl of four was clinging to her skirts. Within, a boy was playing horse for the baby, which was crowing with delight.

Big John was so taken aback at this vision of domestic life, that he was speechless.

"I am Mrs. Baxter. We moved in last week. We have been planning to be here by Christmas ever since Mr. Baxter came west last spring."

"I stopped to see Mr. Baxter," he said, forgetting all about matches.

"He went to catch the horses and will be back any moment. Will you wait?"

"Thank you, not now," and Big John withdrew but in his heart was a great desire to romp with those children. A new sense of the loneliness of frontier life swept over him. "What all of us need out here is the influence of good women and little children," he was thinking when his reverie was broken by a voice.

"Hello, John! Day-dreaming?"

"Why Baxter! Yes, I was in fact. Stopped at your place and met Mrs. Baxter. Fine family you have. You are a rich man."

"It's pretty nice to have the wife and kiddies here. They are thinking of nothing but Christmas these days, but there's mighty little in this wilderness for children to celebrate on."

Right then Big John had an inspiration. "Let me and the boys in my outfit play Santa Claus to your kids, at the Ranch house, Christmas eve. Want it to be a surprise to them and the Missus."

"All right, John, but you don't know what you are undertaking."

"Leave that to us. Mum's the word for you now."

"Sure. Good day, John."

"Good morning, pardner."

John Stanner could think of little else that day. In the evening he casually asked Silk Shirt Joe, his foreman, "How would you like to assist Santa Claus give some lonesome little kids the Christmas of their lives?"

"Quit your kiddin' me. There are no kids in this country to need a Santa Claus."

Then John broached his plan, and Joe was all ready to go ahead with it. In a quiet way, as he had opportunity, the suggestion was made to the other men of the ranch, and each one in his own quiet way began preparations. Hop Sing, the Chinese cook, was also included, and forthwith began making candy in large quantities.

Mrs. Baxter was at a loss for a way to make Christmas seem what it should be to her children, and had told Paul, aged six, that maybe Santa Claus would not be able to find them in Wyoming.

He, in turn, had told Bessie, aged four, that Santa Claus could not come with his sleigh and reindeer because it was too far away. This difficulty troubled Bessie greatly.

It happened the next day that she started out to seek Santa Claus and was found trudging along the road, by Cy Perkins, Superintendent of the El-

dorado Mine, as he was driving by in his sleigh."

"Hello, Santa Claus," she cried.

"Come have a ride," he answered.

She told him all about Paul's fear that Santa Claus would not come, and Cy promised her that Santa would come, and put the little girl down at her own door, and drove on.

As he realized the significance of his promise to the child, he determined to keep it at all costs. He quietly went among the miners and one by one told them of his plan. They fell in with it readily and began making secret preparations to surprise the Baxter children, all but Ryan.

Pat Ryan, who had charge of the Company mules, held out for the annual "rough house" and as the men did not like to appear to be quitters he was not openly opposed. A day or two later, as he was driving by the Baxter place with a load of ore, he got a little too near the heels of Beelzebub, the leader, and was kicked into insensibility.

The Baxters kindly took him into their home and cared for him. One day little Bessie told him that Santa Claus was coming. Pat then remembered the air of mystery of preparation among the miners.

On the morning of December 24, John Stanner stopped in at Baxters to see Ryan.

"Merry Christmas, Pat!" was his greeting.

"It's a merry Christmas I'll be alther having with me legs sostiff I can't walk for a month. Say, John," he lowered his voice, "would ye lend us the Ranch House to give these kids a big Christmas celebration with Cy Perkins as Santa Claus?"

"I thought you had something else up your sleeve for this year, Pat."

"So I did, but I have no stomach for it now since these folks have been so good to me. Old Beelzebub treated me rough enough and I have no heart to pass it on."

"Well, Pat, that's a fine idea. But our boys have beat you to it. We are going to surprise the Missus and the kids by giving them the celebration of their lives. We're all set for it. You might fix it up with Perkins to bring your gang down as tho you were going to raid the place, then come in and see the fun."

In the early afternoon Cy Perkins called as usual to see Ryan. "Cy, I am willin' to call off the rough stuff. Have the boys here at five o'clock this evening and be ready to follow directions. Rig up like Santa Claus as ye are plannin' to do and leave out the firewater."

In caring for Ryan, Mrs. Baxter had been unable to find time even for the simple preparations she had in mind for the Christmas of the children. She was depressed.

At four in the afternoon John Stanner appeared with a two seated sleigh and invited the Baxters to the ranch house. The place had been transformed with greens and flowers. A curtain across the far end of the hall concealed—what happy mysteries. Joe, resplendent in a new silk shirt of many hues, had the cowboys lined up as tho' for a formal reception.

Mrs. Baxter gracefully put the men at their ease and soon some were telling her about the folks back home, while others romped with the children. Presently they heard the sound of approaching sleighbells. All listened expectantly. Then a cry like an Indian warwhoop rent the air, followed by the report of firearms.

"The Indians are after Santa Claus," Paul exclaimed. Cowboys rushed to the door—the confusion seemed to center about the Baxter cabin.

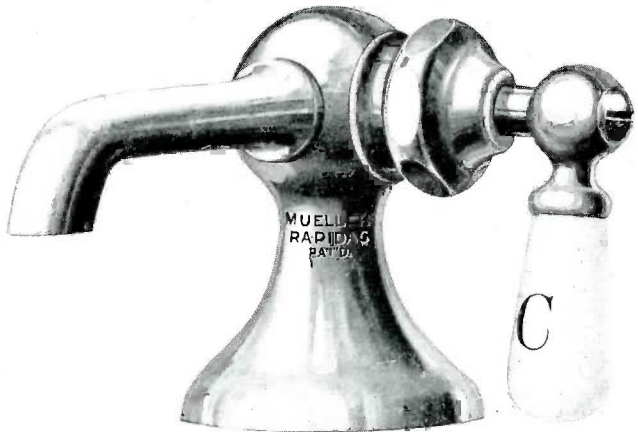
Presently all was still again and then a mysterious voice rang through the night, "Hark, the Herald Angels Sing!" The music ceased—a giant Santa Claus dashed up to the door in his sleigh, entered and disappeared behind the curtain. All came inside and Joe was about to draw back the curtain when a yell outside brought all to their feet. A second Santa Claus stood at the door, bearing an enormous pack. Joe drew back the curtain and Santa Claus Number One stood be-

(Continued on Page 31)

# Sell Mueller Goods They Are Known

**D**ON'T waste your time trying to sell something that is not known. The maker gets his profit and you get the complaints—each one adding to the dissatisfaction of

the customer, and usually making you the "goat." It's so much easier and more profitable to sell



## Mueller Plumbing Brass Goods

made with a purpose---designed to satisfy and please your customer---to give him service and satisfaction---to make him say that "you did the job and it can't be beat"---that's the kind of a customer that puts you on the right side of the ledger. Fore-stall kicks, complaints and knocks by installing Mueller Goods with the knowledge that the company back of them fully warrants its line.

**The Sooner You Take Up Mueller Goods**

**The Sooner You End Trouble**

**H. MUELLER MFG. CO.**

DECATUR, ILL.

New York

San Francisco

Sarnia, Ont.

Mueller Metals Co., Port Huron, Mich.

## “White Wings” of Main Office



### BOOKLETS BRING PRAISE.

One of the Many Letters Received Shows Much Appreciation.

Our national advertising in the Literary Digest has necessarily been of the most general character because we do not sell direct to the public. The most that we could hope for, and the only thing we have accomplished, has been to create a familiarity of the public with Mueller Brass goods. In all our advertisements we have suggested to our readers that we would send them booklets on request, and have distributed thousands of the booklet “Dependable Plumbing and How to Secure It” and the Portfolio of Modern Residences. This advertising matter has called forth many nice letters, from persons who have received the booklets. We recently received the following letter, which indicates the interest and appreciation of those who

have written for and received the booklets:

Clifton Heights, Cincinnati, O.

Dec. 5, 1920.

H. Mueller Mfg. Co.,  
Decatur, Illinois.

Gentlemen:—

The booklet as well as portfolio you so kindly sent, have been received, and am delighted with the splendid ideas it contains, for up to this time all plumbing looked alike to me.

Shall specify Mueller Dependable Plumbing in my building contract and see that I get it. Also the pictures of homes proved interesting and contain admirable features that I am considering.

Thanking you for the prompt attention and interesting booklets, and with best wishes for continuous success,

Respectfully yours,

L. Schrickel.

# Here It Stands--- Mueller "B" Machine

The Keystone of the Mueller business. The foundation upon which three big factories rest. Made so well originally that it won the confidence of the Water Works trade 50 years ago--- it is stronger today than it ever was. Fifty years of effort to produce something "as good" has left the Mueller Machine at the pinnacle of Success. That's why 90 per cent of waterworks men demand the



**Mueller "B" Water Tapping Machine**  
and no other. The right principle was incorporated in the Mueller machine when it was invented. Principles are unchanging---right once, they are always right.

**The Mueller "B" Machine**  
and the Water Works goods that go with it are "always right."

**H. MUELLER MFG. CO.**

New York City

DECATUR, ILL.

San Francisco

Sarnia, Ont.

Mueller Metals Co.—Port Huron, Michigan

(Continued from Page 27)

side a resplendent tree, festooned with popcorn, alight with candles, surmounted by a great silver star.

Little Bessie was the first to overcome her surprise. She walked to the door and said to Cy Perkins, whom she recognized beneath his disguise, "Santa Claus brought his pack this time."

Santa Claus Number One shouted to the waiting miners, "Come on in boys, and share in the fun. You certainly gave us a surprise."

children with the strange and varied.

All gathered around the Christmas tree, while one Santa Claus after another bewildered the children with the strange and varied array of gifts, all the handiwork of the miners and cattlemen. There were dolls, toy engines, cowboy outfits, sleds, and many other things.

Hop Sing was very much in evidence passing popcorn balls and candy.

At length there was a pause and Silk Shirt Joe asked Mrs. Baxter to make a speech. Taken somewhat aback, she hardly felt equal to the occasion.

"Tell them a story, mama. The one you told us last night."

A hush fell over the group.

"Tell it" came from several parts of the room. Then Mrs. Baxter told the story of the Babe of Bethlehem in its vivid sweet simplicity, while the men listened like children.

When she had finished, the room was suddenly filled with the strains of Handel's "Messiah," and a great chorus was singing "For Unto Us a Child Is Born."

Record followed record, from the victrola, which hitherto had been hidden under a blanket in a corner.

At length Cy Perkins spoke:

"It is the wish of the men of the Eldorado Mine that this instrument and the records be presented to Mrs. Baxter. Pat Ryan thought of it, ordered it by telegraph from Denver and it came this morning by express."

Mrs. Baxter tried to thank them, but Pat said:

"Never mind, Mrs. Baxter, it's me that's owing ye thanks for the care ye've been givin' me since I been hurted. May ye and your little ones live long among us. Ye sure have brought the spirit of Christmas to the lonely men of Stray Horse Gulch."



### LESTER RUPP WRITES FROM CAMP GRANT.

The United States government is conducting an interesting experiment in combining military and vocational training at Camp Grant. We are indebted to Lester Rupp, formerly of the night shift, for the following information:

Camp Grant is about ten miles square. There are headquarters for 8,000 men. At present four regiments are stationed there. The engineers have finished the construction of about 40 dwelling houses which will be used by the officers of the camp.

One-half of each soldier's day is given to military training and the other half to vocational work. A man has an opportunity to learn one of a number of useful trades. Lester has taken up automobile mechanics.

The different units have recreation halls, and there is a large building for social activities. The Y. W. C. A. maintains a

Hostess House, where the boys may meet their lady friends. Lester writes that he is in good health and enjoying the experience.



"Old Kaintuck" may be good chewing for our contestants, but it's a poor substitute for an eraser as Miss McKeown will testify. She keeps an eraser tied to her typewriter. Some one working on inventory substituted a piece of "Old Kaintuck." Miss McKeown, when thinking quite hard, sometimes bites her eraser. It was through this little habit that she discovered the substitution.

### HOME STUDY

We do not yet have a complete list of those who are taking correspondence courses. There are several on the list who have requested that their names be not published. The following are willing for their names to appear on the revised list. All are taking I. C. S. courses.

Virgil Kramer, night, I. C. S. in Machine Shop Practice.

O. Taylor, night, I. C. S. in Salesmanship.  
Walter Screeton, No. 30, I. C. S. in Arithmetic.  
James Hoy, No. 5, I. C. S. in Arithmetic.  
Carl Gates, No. 15, I. C. S. in Salesmanship.  
Orville Keller, Shipping, I. C. S. in Salesmanship.