

MUELLER RECORD



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GOOD WILL TOWARD MEN

"Peace on Earth, Good Will Toward Men!"

How many times will that expression be voiced in the pulpit, in the home and at Christmas gatherings?

But will it ever enter the minds of persons who permit themselves to harbor only thoughts which lead in the direction of personal gain, advancement or achievement.

These are followers of Old Scrooge, even though they may not know anything about him or his rasping, grasping, hard fisted habits and nature.

All Old Scrooges did not accept conversion to the Christmas idea with the original. There are a good many of them left who, perhaps, will never change their ways until some influence at the right time touches their flinty hearts.

Good will should abound in the land at Christmas and it surely will with all broad-minded people, those who love to be happy themselves and to make other people happy. They possess capacity for understanding and a sympathy which they do not withhold; good fellowship flows from their hearts naturally, generously and joyously. They are the people who make Christmas what it is; they bring laughter and joy to little children; love and affection to the older generations; their minds and their hearts work in harmony because they are free from hatred, dislike, jealousy and envy which make "Old Scrooges."

The majority of mankind are worthy of our confidence and esteem. Prejudice is born of ignorance and carries with it envy and jealousy.

It will be a wonderful Christmas day when all Old Scrooges discard their hateful ways and join with the majority in one grand chorus of rejoicing over Peace on Earth, Good Will Toward Men.

There is no better time to begin than now. Let's hope that all Old Scrooges join us in a mighty chorus of "A Merry Christmas and A Happy New Year."

Christmas Night

Seems to me the stars shine brighter
Christmas Night;
Seems to me the snow lies whiter
Christmas Night;
That the solemn trees stand straighter,
And the frosty moon sets later,
And the hush is stiller, greater;
Christmas Night.

Seems to me sad things are fewer
Christmas Night;
Seems to me glad things are truer
Christmas Night.
Seems to me the bells ring clearer
From their steeples, louder, nearer—
Seems to me the whole world's dearer
Christmas Night! —Anon.

Life has frequently been compared to a game of cards, and the simile is far from inappropriate. The good card player is not always the one fortunate enough through luck or the run of the cards to hold the top hand. The one who does is just lucky. The good card player is the one who holds a poor hand and plays it successfully. He wins against obsta-

cles. Just because Life has dealt you a poor hand is no reason why you should play it unsuccessfully and lose. Play your opportunities skillfully and win. Hundreds of men have done this and stand high in the world of literature, science and commerce.

The old year closes—a failure, you think perhaps. As you look back you will waste a lot of mental energy bemoaning the fact. You will not make up any loss or deficiency by so doing. Far better devote this mental energy to plans for making 1927 a success. Try it, and at the close of the next year you may be able to write it down as a success—not as a failure.

And once more we say it: A Merry Christmas and Happy New Year.

"AND I SAY, GOD BLESS IT"

"There are many things from which I might have derived good by which I have not profited, I dare say," returned the nephew, "Christmas among the rest. But I am sure I have always thought of Christmas-time, when it has come round—apart from the veneration due to its sacred name and origin, if anything, belonging to it can be apart from that,—as a good time; a kind, forgiving, charitable, pleasant time; the only time I know of, in the long calendar of the year, when men and women seem by one consent to open their shut-up hearts freely and to think of people below them as if they really were fellow-passengers to the grave, and not another race of creatures bound on other journeys. And therefore, uncle, though it has never put a scrap of gold or silver in my pocket, I believe that it has done me good, and will do me good; and I say, God bless it!"

(From "A Christmas Carol," by Charles Dickens.)

PLUMBING CONVENTIONS

The dates for the annual convention of the National Association of Master Plumbers have been selected. The meeting will be held in Minneapolis June 20-24. Minneapolis has a new auditorium and the plumbers of that city are making big preparations to entertain visitors. W. J. (Billy) Lang of Chicago has been named as chairman of the exhibit committee. He has marked ability in this line, which leads us to believe that Minneapolis will see a real show.

The Illinois Master Plumbers meet at Springfield January 18, 19 and 20. Headquarters will be at the New Abraham Lincoln Hotel. An interesting program is being worked out and the managers look forward to a successful meeting and a large attendance.

President Hildeman and his board of directors hope to make it the most notable meeting of the kind ever held.

DANCING CLASS

The first dancing class was held on Saturday, December 4th, with an attendance of fifty-four people. It is planned to have the class twice a month, on the first and third Saturday, with Miss Annette Van Dyke as instructor. The class will be from 8 to 9 o'clock, and dancing from 9 to 10 o'clock. A lot of people have taken hold of this and it is expected to be quite a successful event in the Mueller activities.

In the Cafeteria

Claude—Say, my soup has a button in it.
Printer Bill—Typographical error—should have been mutton.

IF WE ONLY UNDERSTOOD

Rudyard Kipling

Could we but draw back the curtains
That surround each others' lives,
See the naked heart and spirit,
Know what spur the action gives;
Often we should find it better,
Purer than we judge we should;
We should love each other better,
If we only understood.

Could we judge all deeds by motives,
See the good and bad within,
Often we should love the sinner
All the while we loathe the sin;
Could we know the powers working
To overthrow integrity,
We should love each others' errors
With more patient charity.

If we knew the cares and trials,
Knew the efforts all in vain,
And the bitter disappointment,
Understood the loss and gain—
Would the grim eternal roughness
Seem—I wonder—just the same?
Should we help where now we hinder,
Should we pity where now we blame?

Ah! We judge each other harshly,
Knowing not life's hidden force;
Knowing not the fount of action
Is less turbid at its source—
Seeing not amid the evil
All the golden grain of good;
We would love each other better
If we only understood.

THE SNAKE CHARMER

Jack Duffy, our fire chief, learned his fire eating specialty as a member of the Decatur fire department on which he served for many years. When he retired from that hazardous occupation he entered the police department, where he continued his creditable but somewhat diversified duties, as shown by the following "Ten Years Ago In Decatur" item published by one of the local papers:

"A snake was found coiled up on the courthouse floor. It beat a retreat into a hole but soon came out and was killed by Officer John Duffy. It was thirty inches long."

We all knew Jack was a fire eater and a police officer, but few of us knew him to be a snake charmer.

Billy Burke says a man combining fire eating with snake charming ability certainly is a candidate for a street fair attraction, and he is trying to book Jack for the 1927 season with Charlie Morris as the bally-hoo artist. Tom Dempsey is painting the banners.

What were your father's last words?
He had none. Mother was at his bedside.

Some of the Best Recent Similes

(From F. J. Wilstachs' A Dictionary of Similes)

She was so thin that her full face looked like a profile.—Anon.

A costume like a siren's whistle.—Anon.

She is so dumb they had to burn down the kindergarten to get her into the first grade.—Anon.

He felt like something somebody had ordered and forgotten to call for.—Anon.

Optimistic as a seedseller's catalog.—Anon.

Starved as a mouse at a Scotch picnic.—Ibid.

Mad as a laughing hyena with a split lip.—Ibid.

Stale as last year's batting averages.—Max Beerbohm.

His sneeze was like the exhaust of a traction engine.—Walt Mason.

Reading Conrad is like chewing India rubber.—George Moore.

Native as rye whisky.—Christopher Morley.

Nervous as a man with a strange boot-legger.—New York World.

Paying alimony is like buying oats for a dead horse.—Anon.

Tiresome as a bedtime uncle on the radio.—Anon.

Unknown as if they lived in the apartment next.—Don C. Seitz.

Mean as the barber who put hair restorer in his shaving cream.—Anon.

So still you could hear the microbes gnashing their teeth.—Anon.

Flutters gently, like whiskers in a barber-shop floor.—Anon.

THE MAN WHO COUNTS

It is not the critic who counts; not the man who points out how the strong man stumbled, or where the doer of deeds could have done better. The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat and blood; who strives valiantly; who errs and comes short again and again; because there is no effort without error and shortcoming; who does actually strive to do the deeds; who knows the great enthusiasm, the great devotion, spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement; and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who know neither victory nor defeat.—Theodore Roosevelt.

Everybody on the Job

Mother's in the kitchen
Washing out the bottles;
Sister's in the pantry
Taking off the labels;
Father's in the cellar
Mixing up the hops;
Johnny's on the front porch
Watching for the cops.

A CHINESE CHEMIST



The Americans as a rule show more ignorance of Chinese than the great Confucius ever showed wisdom.

There are smart men in China and some of them occasionally drift to America. Here is one of them, Y. C. Mar. He is the chemist of the West Palm Beach Water Company, and is certainly a fine representative of his country. Mr. Mar came to the United States in 1915. He studied sanitary engineering at Cornell University, graduating as a civil engineer. In 1919 and 1920 he traveled in European countries studying various languages. In the latter part of 1920 and 1921 he was again at Cornell for a post-graduate course. After that he entered the service of the New York State Board of Health, and after a brief time accepted the position of chemist with the West Palm Beach Water Company, which serves a population of 57,000 persons.

At one of the recent meetings of the Southwestern Water & Light Association Mr. Mar read a technical paper before the members, his subject being "Tests Usd in Plant Control of Soft, Highly Colored Waters."

DEATHS

Harry H. Harris

Harry H. Harris of the Night Grinding Dept. died Dec. 2 of pneumonia after an illness lasting one week.

Mr. Harris was employed on March 18, 1926. His old home had been in Erwin, Tennessee, and he was buried there.

He leaves a wife and four small children.

OUR OLD FRIEND SIR THOMAS

Everybody knows Sir Thomas Lipton, the great English tea merchant and thoroughbred sportsman whose fame is world wide.

But how many of us know that he once clerked in a grocery store in New Orleans. His life story reads like romance.

At 11 years of age he began life as a messenger boy in Glasgow, Scotland—running errands, washing windows, sweeping out the shop, etc.

At that time he was living with his parents in the tenement section of Glasgow City, on Rutherglen Road, and he says today "they were fine wee houses, two rooms and a kitchen at twelve pounds a year.

"Some day, mother," cried Tommy Lipton, the messenger boy, "some day, I'll buy you a carriage and you can ride in it like a



great lady. And you'll have a bonnie house and a servant to wait on you, too. You won't have to soil your fingers. I'll work so hard, mother. Just you wait and see."

And later to a friend, young Tommy Lipton, then 19, said, "Some day I mean to be the largest provision merchant in the whole world."

Sir Thomas Lipton, when telling of his successes, is proud to state that the impelling motive of his life was his mother. She was his inspiration, and gave him the grit and ambition which carried him on from one success to another.

He came to America as a stowaway and "bummed" his way through a good many of the states, winding up in New Orleans, where he clerked in a grocery store, and later among the rice fields of Carolina, he had several hard and disappointing years, and he once more shipped as a stowaway, this time on board a steamer running from Charleston to New York.

It was his dream to amass sufficient money to take him back to Scotland and there start a business which would be profitable and to lift his parents out of poverty. When finally he was able to get together \$500 he bought a ticket back to Scotland, and when only 19 years old—after the most trying experiences throughout the United States—he started a little grocery shop in Glasgow.

Sir Thomas Lipton's success since then is known throughout the world—four shillings a week at the age of 11, a millionaire before he was 30. His is a grocery clerk's career with a vengeance.

Does it seem possible that a poor boy quitting school at 11 could accomplish all this? It does not.

It's only another striking illustration of the fact that many, if not a majority, of outstanding men began life as poor boys handicapped by lack of education and seemingly without a single opportunity of rising even to an average level of success.

SOUP AND SOCKS

Our employment officer, E. H. Langdon, was formerly a missionary in India. He spent many months among that people whose customs and ways seem strange enough to western civilization, which indeed they are measured by many incidents which came to the observing eyes of Mr. Langdon. Among his acquaintances was an English gentleman whose servants were native Indians, whose education and enlightenment in ways that are hygienic and sanitary would call for an expensive advertising campaign. One of these servants presided over this gentleman's kitchen, and he was especially puffed up over the rare and dainty morsels prepared for him by this native culinary marvel, until one day going into the kitchen he discovered this marvel straining soup through a sock.

"What do you mean," he thundered in a voice of indignation and anger, "by straining my soup through a sock?"

"Sahib," replied the cook in conciliatory and pacific tones, "I meant no harm and none has been done—it is an old sock that I am using."

Mr. Langdon has some other worse stories than this, but we did not have time to listen.

Besides, we had soup for dinner—nice, clean, good, wholesome soup, but you know what mental association with a squeamish stomach can do to a fellow.

We would not take another chance.

WHAT IS A JOB?

Most men fill jobs. A few fill positions. Some men have filled both. They are bigger than the men who have merely filled jobs or positions. Generally they are the real big men of the country, industrial giants, scientists, philosophers, investors, statesmen.

A job has several definitions, according to one's viewpoint. With some it is work. With some it is worse—it's drudgery. With the majority it is simply a ways and means of earning money. Any man accepting any one of these definitions holds his job perhaps, or his job holds him rather, for life.

The real definition of a job is opportunity. Not a place to work, drudge or draw pay, but a place from which to step into something bigger and better. Men who have put this interpretation upon their jobs have won better places in the world's commercial and industrial battle front, according to their talents.

Mr. L. A. Hartley in a recent issue of the Open Shop Review gives us some illuminating incidents of men who used jobs as an opportunity for advancement.

He says:

"In a college on the western coast a number of years ago a young man was working his way through college as many a man has done before and since. This man had a chance to get a laundry route, but he did not have a horse and cart which all the men before him on this route had had. He began work early, worked fast and kept on working late and proved that this place could be held without a horse and cart. More than this, for the first time every man got back his own clothes. Years later this man lead the work by which one part of the world kept another part from starving. Food rather than clothes was handled quickly and with care. The man did not stop here. A few years ago he took the place in the United States Cabinet which was considered of least importance. After four years of quiet work people realized that his job or rather his way of doing the job was of too much value to the country for him to give it up and take another Cabinet post which every one had always known was important. Herbert Hoover goes at his job in the same way whether it is earning his way through college, feeding Belgian children or lessening waste in industry as Secretary of the Department of Commerce.

"Henry Diston's first job was to sweep the floor and help in a small shop where saws were made. He would work hard and get each thing done so that he might do fine saw work. In this way he won friends and soon came to be known as the best sawsmith in America. The plant he built has grown and his saws are found wherever wood is cut. Many would say that there

is not much to see in the job of making a saw, but Henry Diston was one of those who could see far more than the steel from which the tool was made.

"A poor shepherd brought his family to America in 1835 and found his way to a small town in Indiana. His son, James, got a job in a foundry. His first work was as a laborer. He swept out the office, wheeled iron and coke, skimmed ladles, and did such work as the molders gave him to do. In the meantime he married and went to live in a one-room house made of slabs. He studied every job he did and read books on heat treatment of iron. In those days plowshares were made of unhardened iron and could not be kept sharp. He applied himself to this problem and when he became a molder invented a way to chill the shares. James Oliver, the founder of the great business which bears his name, is known throughout the world. His name will be found in 'Who Do in America' when this book is written. He rose to distinction and wealth, and what is better still, to service of his fellowmen by looking into his job in the little Indiana foundry. He was not content to see merely a pile of sand, a shovel, trowel, tamping bar and hot iron. He saw the fields and tired horses and men struggling to turn the sod with dull plowshares. He felt their strain and gave them some of his spare time and all of his brain and thus rose upon a pile of molders' sand to serve the world by making easier the work of man and beast."

FAMILIAR FACE AMONG US

Among the familiar faces at the gathering of the salesmen was that of Fred Klink, formerly attached to the Decatur plant as metallurgist. He has been away from us about five years but recently returned to the fold and is working out of the Los Angeles office on special duty. His many old friends in the office and factory were glad to meet up with him once more.

Fred says the California influence is peculiar. It may have no effect on you the first few days, but after thirty days you are sold on it and then good-bye—you begin the long, long trail a-winding, as a native son.

RUN DOWN BY MOTORIST

J. A. DeVors and his wife were walking down the hard road with traffic on November 15. They were run down from behind by a motorist, who continued on his way. Both were shaken up and bruised. He was able to return to work Dec. 8.

Hugo's Hardest Job

Our perambulating pedagogue, in the person of Hugo Hendrian, has been more than busy breaking in new factory messengers of late. The latest subject is Leonard Stanley, whom Hugo was able to entrust with the route after several careful trips with him.

AN EIGHT YEAR OLD'S ESSAY

Little Mary Cochran Discusses Making of Mueller Goods

The following essay was written by Mary Cochran, age 8. She is the daughter of Chas. Cochran, foreman of Dept. 57.

Mary is a fourth grade pupil and her essay indicates a very good conception of our process of manufacture:

Mueller Co. are the manufacturers of brass and plumbing goods which are used in homes, factories, school, office and many other buildings. If these goods were not made the sanitation and health of the people would not be as good as it is today.

There are about 1600 people employed at their plant at present. The Mueller Co. has a big Athletic Club for their employes and other nice places for employes to have a good time.

A brass faucet must be worked on by several people before it is ready to be used in the home. There is first a core made. Then they pour hot metal all around the core. This makes rough castings which are then worked on by big machines, nickel plated, and then are ready to be placed in the home, to give water for many years.

AND THEN HE LEFT TOWN

A country editor, harassed by threatened libel suits, took up a careful study of the libel law. He was astounded and astonished as well as appalled by the fact that in nearly every article in his paper he had rushed in where angels feared to tread. By hasty computation he discovered that the government weather report was about the only information he could safely publish.

Then he wearily and resignedly took up his goose quill and described the big social function given the night before by one of the grand ladies of the town, qualifying each sentence so as to put himself safe on the question of libel. He said:

"A woman giving the name of J. G. Jones, who is reported to be one of the society leaders of this section, is said to have given what purported to be a reception yesterday afternoon.

"It is understood that a considerable number of so-called guests, reported to be ladies noted in society circles, were present, and some of them are quoted as saying they enjoyed the occasion.

"It is charged that the firm of Bower & Black furnished the refreshments, and Stringham the alleged music.

"The hostess is said to have worn a necklace of alleged pearls which she declares was given her by her husband."

An hour after the paper appeared the editor quit figuring on how to get away from libel suits. He began figuring on how to get away from town.

The 11:30 P. M. freight bound west solved the problem.

PUT THIS IN YOUR OLD BRIAR

And Smoke It, You Who Class Men of Fifty as Old

Youth is intolerant of age. Whether this is a natural or an acquired vice we are unprepared to say.

To the young man of twenty-two or twenty-three the man of fifty is "an old man," all in and about due to check out.

And yet how unfortunate this would be if true and we had to do without the wisdom, the sagacity, the genius and the experience of men past fifty, such as the following described by a special writer:

"A voice booms out through the Senate chamber. It is ringing, scathing, bitter, heating the fire of ripe criticism on the day's disorder. That is Elihu Root, at eighty-one, the Senate patriarch. The scene changes to an athletic field. A man in a Norfolk jacket steps out and with a long graceful stride distances his competitors. That is Edward Payson Weston, at eighty-seven, ready for a 100-mile jaunt. Fourteen directors sit around a table. Their ages are added up—954 years, and they average sixty-three. Over them all presides the dean of steel, Judge Elbert H. Gary, soon to observe his eightieth birthday. Gary has withstood the storms because he was aggressive and kept up with the times. A judge sits on the supreme bench of the United States at eighty-five, Oliver Wendell Holmes; a distinguished attorney at ninety-two can still hold a crowd of diners spell-bound, Chauncey Depew, and a physician at eighty-two is regarded among the foremost medical scientists of his day, Dr. Harvey Wiley. A college professor caused a mild sensation recently when he said that men should quit after they have passed forty-five. But these six men are physical and mental refutations of his proposed "dead-line." All beyond four-score, and still fighting, still working and hoping, living in the present rather than the past, younger than men half their years who refuse to bury their yesterdays. Compare your age to theirs and look ahead."

WEDDINGS

Glenn Gillmar of the Polishing Dept. and Rose Brule surprised their friends by being married November 25 at Effingham. They will reside at 224 W. King street.

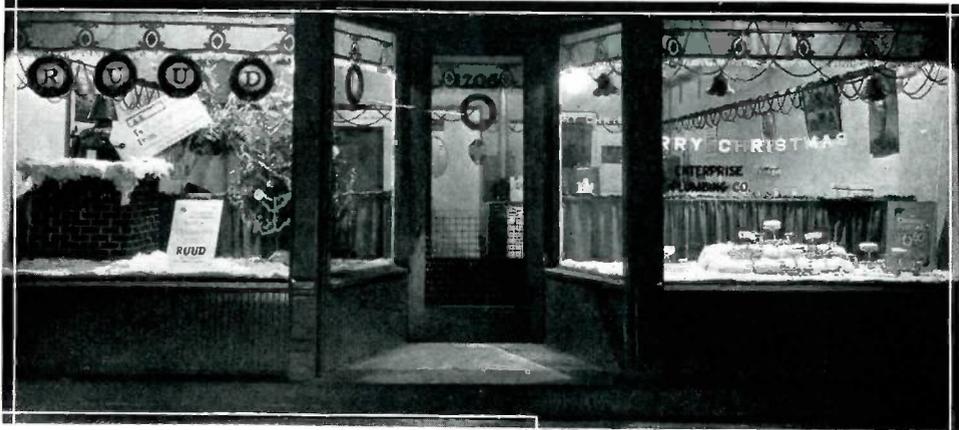
Margaret Doty of the Assembly Dept. and L. E. Grove were married Nov. 29 at Hopkinsville, Ky. They took a wedding trip to Memphis, Tenn. They will live at 337 N. Church.

People Read Ads

"Do you find that advertising brings quick results?"

"I should say it does. Why, only the other day we advertised for a night watchman, and that night the safe was robbed."

Has Progressive Ideas



Does Mr. G. C. Evans of the Enterprise Plumbing and Heating Co. of Little Rock, Ark., believe in publicity? He does. Look at the illustration. Bushels of descriptive phrases can't strengthen the case. The store windows show that Mr. Evans appreciates the value of this space to him and uses it, and his handsome float shows that in such civic events as a parade during state fair week he does his part as a merchant and a citizen. Progressiveness of this character naturally places Mr. Evans among the enterprising citizens of Little Rock and contributes to success in his chosen field.

Supplementing his effort in the parade, Mr. Evans had a booth at the state fair, and featured Mueller goods along with other leading lines.

Mr. Evans believes in educating the public on how to protect their plumbing. He says: "We have had as high as twenty persons daily for instructions on how to protect their plumbing against freezing repair bills.

"Last year we answered about 1500 of these freezing up calls, keeping our equipment, office force, and service men keyed up to the last notch. The balance sheet showed a deficiency of \$206.33 for one month during this time.

"In the winter we advertise: 'Come in and let us teach you how to protect your plumbing in cold weather and avoid those little repair bills which are 90% labor.'

"Sometimes in cold weather our capacity is taxed by repair work. When the rush is over the balance sheet shows a loss because the current price of labor makes it impossible to realize a profit on it.

"When you send a bill for \$1.75 service and a few fittings at 15c each the customer makes a comparison between the two and comments unfavorably. Much good will created by advertising is lost on account of repair work.



"A word in reference to the brass goods we have on the little cabinet you sent us. We keep this sitting on our floor; the last week we have had it in our window. I point to this cabinet and tell my trade, 'Why cheapen your entire installation by saving a few dollars on your trimmings for your fixtures. The enamel on your sink, tub and lavatory gives you no trouble; it is always the faucets. Here is the highest grade brass goods that your money will buy, and only costs you a few cents more.' The customer is always willing to pay a little fore if he understands you are giving him honest value."

THE MISTLETOE

You see they scarcely can disguise
The sparkle of their pretty eyes;
And no one thinks it is a crime,
When goes the Merry Christmas chime,
A rare old rite to exercise
'Neath mistletoe.

Thoughtful Landlord

Landlord—I's going to raise your rent next month.

Tenant—Thanks, old son. I was just wondering how I could do it.

I'M TELLIN' YOU



Merry Christmas and Happy New Year.

Yez-zir, that's what I'm Tellin' You.

And I hope it all comes true, but it won't if you don't help.

Just remember that all who joy would win, must share it—happiness was born a twin.

And don't let cankerous envy of the rich or great gnaw your vitals—whosoever you are, because under lowly eaves lives the happy heart.

John Heywood tells us that "the loss of wealth is loss of dirt, as sages in all times assert. The happy man's without a shirt."

I'm tellin' you that Heywood reminds me of the greatest philosopher I've ever heard of. His philosophy was his one virtue; otherwise he wasn't worth a whoop, being lazy, shiftless, without pride or ambition. One day he went to bed while his wife washed the only shirt he possessed, and laid it on the grass to dry. The family did not own a clothes line. Later the missus rushed into the house excitedly and shrieked:

"John, the durned calf has et your shirt," whereupon John turned over lazily, and said: "Wal, them ez has must lose."

I'm tellin' you the best friend in the world is a bank account. Nothing holds forth such a power for an independent and comfortable feeling.

Don't refrain from starting one just because the beginning is small. Properly nourished and cultivated, it will grow. Ask Rockefeller and Henry Ford. They know more about it than Burbank did flowers.

That's the truth. Real happiness comes to those who delight in the small blessings of life, just living contentedly with a few friends, the flowers, the fields, the birds, companionship of natural folk and little

children, doing acts of gentleness and kindness to many and evil to none. Pleasure purchased to whet a sated appetite is mere stagnation. Unhappy he who knows no other way to obtain it.

Amy Lowell says: "Happiness, to some elation, is to others stagnation."

Some men never progress because they forever look too far ahead and never see the things close at hand to be accomplished. Far-sightedness must be corrected just the same as near-sightedness, if you would have proper vision.

When you get too big for your job get another one, but be sure you are able to fill it. You might get one so big that you'll merely rattle around in it like a pea in a base drum.

Don't make too many New Year's resolutions—the fewer you make the fewer you'll have to break. Most folks find it a tolerable job to go through with one.

Of course you could run the business better than the company members if you had the chance. Just the same, this one will be looking for another job when you take charge. I'm tellin' you I don't agree with you.

Does "England understand the United States?" asks the Montreal News. We don't know. We'll answer by asking another one: "Do Americans understand the United States?"

They say a rolling stone gathers no moss and perhaps the thought has occurred to you that they always roll down hill.

And there is another thing about happiness. The man who is happy remembers favors received and forgets favors bestowed.

The crowd is not always right, which reminds us that most men succeeded because they were different from their fellows and did not follow the crowd.

Some wise gink has figured that the average vocabulary of a woman is eight hundred words. Sometimes, maybe, but not when she's mad and tellin' it to you—about eight thousand then and every word sizzling hot.

Genius after all is only applied common sense. Now then if you are not a genius you know what you have not got.

'Stalment Selling

Bill—What is the hardest thing you ever did?

Will—Make ten easy payments.—De Laval Monthly.

Service Awards Made

Back in 1907 the company picnic was held at Mechanicsburg, Illinois, in celebration of the fiftieth anniversary in business. On that occasion the company presented to seven men \$500 each in recognition of twenty years of faithful service.

This custom has since been maintained with the exception that a few years ago a change was made and the reward for twenty years was broken into four payments, the first beginning with five years service.

The presentation has always taken place at our annual picnic, but has now been changed to an indoor winter event.

The first exercises under the new arrangements were held on the evening of December 8th in the gymnasium.

It was the opening social event of the season, and besides the exercises in honor of the long service men there was music and dancing. The company included the salesmen who were here for the annual meeting, the long service men and the foremen and their wives.

The following program was observed:

7:15—Music by Salesmen's Quartet.

Welcome—Robert Mueller.

"What Twenty Years of Service Means"—C. N. Wagenseller.

"Twenty Years on the Road"—Thomas Leary, W. C. Heinrichs.

Salesmen's Quartet.

Address—Adolph Mueller.

Presentation of Rewards for Continuous Service.

Presentation of Service Emblems for Interrupted Service.

8:15—Concert by Homebrooks' Orchestra.

8:30-11:15—Dance.

Awards of service buttons and cash were made to the following:

FIVE YEARS CONTINUOUS SERVICE

\$33.33 Cash and Service Button

Clint Allen	Cal McQuality
John D. Allen	W. F. Muirhead
Harvey Baker	Mrs. Matilda Pauschert
A. D. Bashore	L. E. Runion
Clarence Byers	John Skelley
R. W. Disney	H. L. Roberts
E. J. Dodwell	Evart Zetterlind
Dan Dunn	Will Wall
Cecil Foltz	F. T. O'Dell
John C. Gray	Francis Murray
Henry Leipski	Fred Weiden
John McCutcheon	George Heflin
L. B. McKinney	

FIVE YEARS INTERRUPTED SERVICE

Service Button Only

W. C. Allen	G. Jablonowski
Wm. Anderson	Cecil D. Kelley
Arthur Brummitt	Bert Lovins
L. E. Corn	Paul Luebbers
Wilbur Garrett	F. A. March
G. R. Hawkins	S. W. McKaig
H. F. Jones	A. C. Metzger

Jesse C. Moore
Cecil Smith
Martin Stratman
Perry Tankersly
Geo. P. Kost
Robert Tauber
C. F. Ward
Fred Wilson

Claud Wood
E. H. Langdon
Mrs. Lucille Watkins
Chas. Williams
George Wilson
Louis Wyant
Fred French
E. E. Tedford

TEN YEARS CONTINUOUS SERVICE

\$66.67 Cash and Service Button

Fred Calka
A. E. Lindamood
Will Wall

Ralph Gumaer
J. P. Stenner
Fayette Bennett

TEN YEARS INTERRUPTED SERVICE

Service Button Only

R. W. Disney
E. J. Dodwell
F. W. LeHew
Ira Auer
Roy Baker
Mrs. Laura Becker
John Bixler
Mrs. Amy Courtright
Chas. F. Dunaway
B. P. Schuermann
Ben Sellars
H. C. Spaar
Frank Taylor
Wm Furry
Paul Gaddis
H. H. Hill

John Hodges
Earl Meador
Luther Morrison
Ben Nottingham
J. L. Parker
George Rogers
A. L. Spitzer
Chas. Taylor
Walter Walls
Floyd V. Johnson
Mrs. Freda Sanas
O. C. Schooley
F. T. O'Dell
R. H. Power
J. A. Keown
G. W. Danaha

FIFTEEN YEARS CONTINUOUS SERVICE

\$133.33 Cash and Service Button

Chas. Bailey
Grover Meadows
C. R. Murphy

J. F. Headrick
Julius Olshefski

FIFTEEN YEARS INTERRUPTED SERVICE

Service Button Only

Chas. Adams
W. E. Behrns
Joseph Bready
Joe Dial
Mike Fleckenstein
Ed Harris
Fred Kuschmerz
J. M. Majors
Carl Spruth
R. C. Stafford
A. A. Warren

Roy Wood
Ralph Adams
Howard Blankenship
Dave Clements
V. G. Edwards
A. Golehbeck
Robert Lusk
R. L. Moore
Mrs. Emma Thomas
E. N. Whitacre
W. F. Aaron

TWENTY YEARS CONTINUOUS SERVICE

\$266.67 Cash and Service Button

C. N. Wagenseller

R. E. Kirchner

TWENTY YEARS INTERRUPTED SERVICE

Service Button Only

Jos Bender
G. W. Patterson
Robert Stewart

C. C. Moore
Roy B. Pease
Julius Riewski

TWENTY-FIVE YEARS INTERRUPTED SERVICE

T. F. Leary

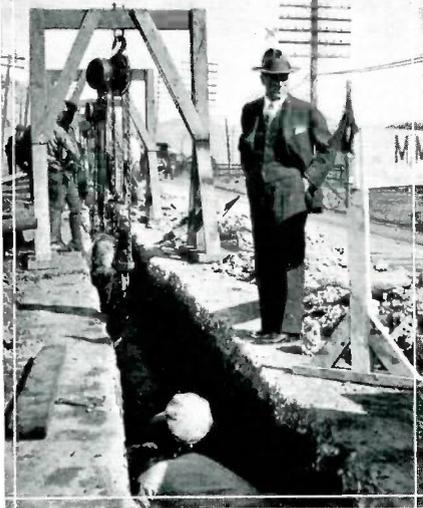
THIRTY YEARS CONTINUOUS SERVICE

Service Button Only

Theo. Shepperd

(Continued on Page 12)

Moving a Water Main



Here is a very interesting piece of work, picking up a 12 inch water main and moving it to a new trench 8 feet away for continued use.

The Marin Municipal Water District, furnishing the water supply for the greater part of the mountainous country of Marin, California, has many unusual problems to contend with, or rather they have many problems that are solved through their efficient force. Through the courtesy of the San Francisco office and the Marin Municipal Water District, we are able to show a picture of this unusual undertaking, which was successfully carried on last August under the direction of John Burt, manager, and Richard Longland, superintendent.

The moving of the main was made necessary because of vibration due to traffic on the highway.

This main, known as the Sausalito 12 inch main, was buried beneath a state highway between Waldo and Sausalito. There were 4000 feet of it. Prior to beginning

Pictures of the splendid work of the Marin Municipal Water Works District' in moving 4,000 feet of 12 inch main and relaying it in a new trench at a cost of less than \$4,000 and at a saving of \$20,000.

Vibration of the state highway caused breaks and leaks, damaging the road foundation and causing trouble for water companies and patrons.

Above is Superintendent Longland, directing the work of moving a long section to a new trench. Below is General Manager Burt watching the pipe being raised from the trench.

the work, plans were carefully worked out to the minutest detail. An added problem was to maintain water service to a half dozen important points.

This was done by pass pipe line, and then the old main was cut at either end and a gate valve installed, which required shutting off the water for an hour and a half. As this part of the job was performed at 4 a. m. it caused no inconvenience. In fact patrons as a rule did not know the supply was off.

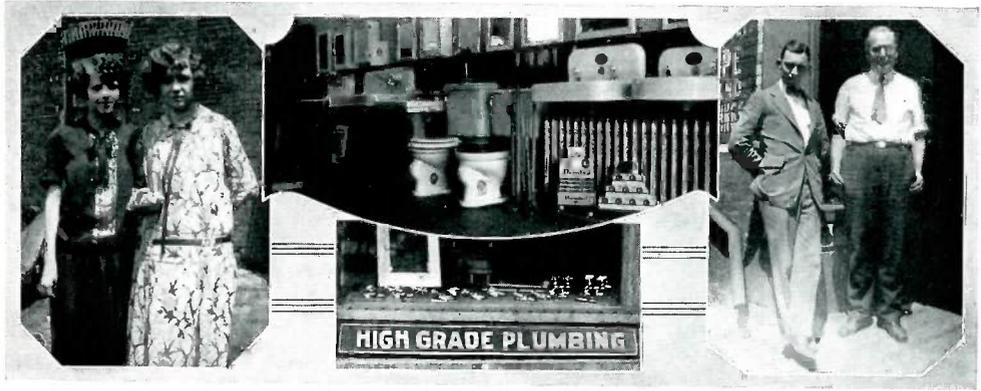
Speaking of this work The Messenger of the Marin Municipal Water District says:

"After all this preliminary work the pavement was cut and a ditch dug to an average depth of four feet. Then, with the chain blocks, which are illustrated in the picture above, the pipe was hoisted to about one foot above the top of the ditch. From this position it was moved to a new ditch, which had been opened in the meantime, running parallel to the highway. The first stretch of the old main moved in this way was 2000, feet long and weighed 100 tons. Notwithstanding this great weight, the 2,000 feet of pipe was successfully moved without breaking one joint, and all was accomplished in record time."

The cost of a new main compared to the cost of moving the old one was carefully gone into. It was found that 4,000 feet

(Continued on Page 27)

It is an O. K. Store



The plumbing store of the Stratton Plumbing & Heating Co. at Salem, Ohio, is entitled to an O. K. It looks good all through.

Mr. Stratton is a plumber of the old school but his neat show window and show room plainly indicates that he has kept abreast of the times. He never quit going to school in his business, but maintained his course as new features and improvements were introduced.

Incidentally his windows are up to date with a showing of Mueller goods.

The two handsome ladies at the left are Polly and Anna, who certainly look the Pollyanna part. They are Mr. Stratton's office assistants. At the right are W. H. (Pete) Buchman, salesman for the Scioto Valley Supply Company, of Canton, Ohio, and Mr. J. R. Stratton, proprietor of the store.

WHEN OUR OFFICE WAS DOWN TOWN

Every now and then the Herald's Twenty-Five Year Ago column brings to our attention earlier efforts in building this business.

The other day we grabbed from the column referred to the following reminder:

"The Mueller building on North Main street is being refitted, and when the improvements have been completed the firm will move their office and shipping department from the factory on Cerro Gordo street, occupying all three floors of the North Main street building."

Only a few of us remember the time when the main office and shipping room were down town. The building referred to is now occupied by the Herald.

I sometimes wish I were the boss
To make folks quail, when I get cross.
But when the bills come in—great Scott!
I sure am glad that I am not!

—Washington Star.

NEW MEMBERS OF THE FAMILY

Edward M. Buck, formerly with the advertising agency of Henri, Hurst & McDonald, Chicago, has joined the Advertising Department of the Mueller Co. Mr. Buck has had experience in advertising work.

E. Russell Bartley is comparatively a newcomer in the Production Control Department. He has had a number of years experience in production work in Waterloo, Iowa, and in Chicago.

Hartley and Buck are getting used to Decatur life together. "The Biggest Little City on Earth" however, does not yet look as big to them as Chicago.

Donald H. Prestley is one of the recruits in the Cost Department. He is an experienced man in this line of work and towers above his associates by being six feet, four inches tall.

These three young men are notable additions to our list of eligible bachelors.

QUICK INVENTORY

Inventory was taken in record time this year. The producing departments were closed down but a single day and the other departments lost no time whatever on account of inventory. This is due to the careful planning and preparation on the part of the Cost and Production Departments. A force of ten extra clerks are helping Mr. Ruthrauff in the Cost Department to dispose of the inventory tickets.

Keeping Him Busy

Foreman—Now, Murphy, what about carrying some more bricks?

Murphy—I ain't feeling well, gunvor; I'm trembling all over.

Foreman—Well, then, get busy with the sieve.—Hardware Age.

A good laugh is like a ray of sunshine.

THOSE FUNNY FOREIGN PAPERS

Scenic Beauty

The Passing Show:

Local Guide—This 'ere is reckoned the finest view in the country. On a clear day I've counted as many as 45 Pubs myself."

Square Shooter

Punch:

Old Lady (to gentleman hunting golf ball)—I'll tell you where it is if it isn't cheating.

Get the Big Cheese Out

Nagel's Lustige Welt:

High Judge—The air in this court is unbearable. Open the window.

Usher—Pardon, your honor, it would be simpler to remove the prisoner.

Knew His Business

Humorist (London):

Judge—Do you mean to say you stood by and let your wife be brutally assaulted by the prisoner without rendering any help?

Witness—Well, I didn't think he needed any help.

Good If You Get It

London Opinion:

Friend (to recent bride)—Oh dear, here you have been married a month, and it's the first time I've seen you. May I congratulate you if it is not too late?

Curate—Well, Reuben, you're home from London, I see. How did you like the city?

Reuben—It's very fine, sir; Lunnon is a great city and was a great surprise to me. It's too bad that it's not better known.

First Husband—'Arry, me boy, why do you keep that ornery, worthless dog about your 'ome?

Second Husband—For sentimental reasons, Arthur; the wife 'ates 'im.

Facsimile

Punch:

School Master (to small essayist)—How does it happen this essay on "Our Dog" is word for word the same as your older brother's?

Small essayist—Please, sir, it's about the same dog.

Let 'Im Pass

The Passing Show:

Arthur (to man being chased by angry bull)—I say, 'Orace, stop a bit and let 'im pass you; 'e'll never quit trying to catch up.

Two cockneys repaired a telephone wire just outside the sun parlor of Mrs. Dundreary Chalmondeley, 13 Brummagum Place, London, E. C.

And the good lady complained that their language was awful.

Called on the carpet, the foreman lad reported thus:

"Right-o, sir. The loidy is correct about the day.

"'Orace and I were fixing the transformers there, a bit after tea time lawst Wednesday afternoon.

"I was on top of the pole, 'andling the solder. I stumbled a bit, nearly fell, and spilled some of the 'ot lead down 'Orace's neck.

"Up 'e looks at me, shakes 'is head, and says, "'Enry, you really must be more careful."

Employment Office, Take Notice

From Passing Show:

Applicant—Yes, sir, two references from clergymen, sir.

Employer—Haven't you one from some one who has seen you at work on week days?

Liable for Damages

London Opinion:

"Yes, I was educated at Eton and Oxford."

Dear me, isn't it possible to sue them?

(Continued from Page 9)

ADDRESS BY ADOLPH MUELLER

Delivered on the Occasion of Cash Rewards and Service Buttons.

On behalf of the company, President Adolph Mueller delivered the address in recognition of long terms of service and the award of cash and emblematic service buttons. He said:

Ladies and Gentlemen and Fellow Workers:

Tonight I face an audience of Mueller employes for the 21st time for the purpose of making cash awards and giving service buttons to those who have been members of the organization for a certain length of time.

This practice was inaugurated at Mechanicsburg in 1907, when a picnic was held there in commemoration of our 50th anniversary in business in this city. On that occasion \$500 was handed to each of seven men who had completed 20 years of employment.

These men, it may be of interest to you to know, were:

F. O. Zetterlind,
Anton Schuermann,
W. E. Pease,
Frank Hubbard,
N. A. Johnson,
Fritz Voelcker,
Walter Scretion.

Of that number but two survive, Frank Zetterlind, who may be found at his daily task in the blacksmithing department, honored and respected by all who know him. He is serving his 39th year, a record not often equalled, one of which any man might well feel proud, and Walter Scretion is keeping him company.

ADDITIONAL RECOGNITION

These two oldest Mueller employes have been given further recognition. Last year Frank Zetterlind went back to his boyhood home in Sweden for a long visit with relatives, and this year Walter Scretion went to his old home in Nottingham and other points in England. These two men went

as guests of the Company. Prior to this, the late Anton Schuermann was given a trip to his old home in Germany and we are sure that all of them appreciated the action of the company and enjoyed their trip.

The action of this company on the occasion of that Golden Wedding Anniversary was unusual and it attracted wide attention not only locally, but throughout the industrial world. Companies had not yet begun to recognize the fact that men whose faithfulness and loyalty demanded some recognition beyond a stipulated wage.

Our plan of making these awards has been somewhat changed. Several years ago it was determined by the company to apportion this \$500 award so as to cover different periods of service, namely, five, ten, fifteen and twenty years. Last August at our annual picnic, as representative of the company, I made the 20th presentation.

After that event our board of directors decided that this year, and perhaps in future years, service button and cash awards should be made in December, and this meeting tonight is the inauguration of that plan, which probably will hereafter be an annual event.

HISTORY OF THE PLAN

We did not, when we made the first presentation at Mechanicsburg in 1907, promise that the custom was to be permanently established. On the contrary, we did say plainly that the policy was optional with the company. We have never seen fit to discontinue it and it is gratifying to me that such a course has not been necessary. With our business moving steadily forward in substantial and healthy growth we have been able to continue the practice—accept my assurance that we have been only too glad to do so. As has been frequently stated, and as our acts prove, we regard our people as more than employees. We look upon you as fellow men, fellow workers, and friends, and when you are faithful and loyal to our policies and our rules we take pleasure in expressing to you our appreciation in a material way that benefits you.

In gatherings, such as picnics and meetings of this character, we have always discussed some of our activities and plans.

THE TRAVELING SALESMEN

During the past few days we have had with us our traveling sales force, and among the number are quite a few who have been with us 20 years and have received this reward. In fact tonight another 20 year salesman will be added to the list.

These men have been brought to headquarters from all parts of the United States principally for the purpose of discussing the mechanical features of our goods which they are daily selling, as well as to be advised of our productive facilities. I am sure these salesmen will be benefited and will go back to their territories better equipped for meeting and solving their selling problems in 1927. The benefits will be mutual. Those of us identified with the factory will be strengthened by a clearer and keener insight into selling problems of the salesmen. They bring to us many suggestions and give to us new ideas. Many of those which we feel possess merit, will be followed.

It is co-operation which makes any company. Any of our employes who can give us ideas is doing something as much for his individual good as for the company's good. We should never forget that any profitable progress by this company reacts favorably on employes. The first big thought for all of us is co-operative harmony for the upbuilding of this enterprise.

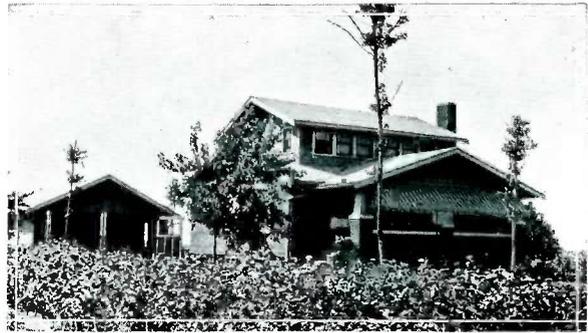
CAME FROM THE RANKS

There are many employes present this evening who hold important and responsible positions with us. Their advancement has been a recognition of their ability and their loyalty to this company—some of them began as apprentices and office

(Continued on Page 16)

CHARLIE AUER'S HOME

Charlie Auer, our cashier, in addition to being a collector of anything and every-



thing pertaining to Abraham Lincoln, is also a lover of the "great open spaces," providing they are not too far from civilization.

When he came to build himself a new home he selected a tract of several acres northwest of Decatur, where he erected a cozy brick home, equipped with all conveniences enjoyed by city folks, namely, running water, bath rooms, electric lights, and so on until the end of the string.

Then he proceeded to give attention to his "great outdoors," which now monopolizes all his spare time.

On the north side he planted a vineyard which he cultivated assiduously and with meticulous care. The grapes he grows are luscious in any form partaken of either solid or liquid.

In regard to this vineyard of a very dry man, Louie Rohrer, the inveterate joker of this organization, was recently prompted to mail Charlie a bit of Abe Martin's philosophic humor which was to the effect:

That a prohibitionist was a man who raises more grapes than he knows what to do with.

However we did not print this picture for the purpose of a spiel on Charlie's vineyard, but to show his garden of zenias of which the picture furnishes but a slight hint of its beauty.

Charlie's home is one of the prettiest small suburban places about Decatur.

Irate Landlord—I'll give you just three days to pay your rent.

Tenant—Thanks, I'll take New Years, Fourth of July and Christmas.

B. Franklin once said, "If you would know the true value of money, try to borrow some."

AN ARCHITECT'S HOME

The home and private studio of Mr. Fred Manley at Knoxville, Tennessee. Of course you'll agree that it is attractive—there is



nothing else to do with good taste and beauty showing at every angle.

Mr. Manley is senior member of the firm of Manley & Young, architects. One oft-times wonders what style of home architects build for themselves. If you are of that class you know now.

One feels quite confident that a commission for a home entrusted to Messrs. Manley & Young would not be slighted.

There is one thing about Mr. Manley's home that is not visible but it is an important unit contributing to his comfort. It's a Mueller Automatic System of Hot Water Heat control. It has given him excellent service and he is well pleased with his selection.

CHEAP LABOR

The following brief sketch is so laden with wisdom and appreciation for the happy position of American labor that it is reproduced gratis here, although it has been run by the Western Electric Co. as a paid advertisement in a great many magazines and periodicals during the past two months.

"A coolie works ten or twelve hours a day. If he carries all he can he moves ONE ton ONE mile in ONE day. For this he receives 20 cents. 'Cheap labor,' you say.

"Not cheap labor. Not at all. For in America we move ONE ton ONE mile for less than ONE cent.

"The coolie laborer receives small wages and accomplishes little. The American workman is well paid and accomplishes much. For he is, in fact, a foreman. Under his direction are powerful workers, electric motors and conveyors which do all the heavy work for him. Plenty of electricity and cheap electricity—these are two great advantages which America enjoys over the rest of the world. They help to explain why we can have our high wages, our quantity production and our low costs."

CHRISTMAS "GIFTS" IN INDIA

E. H. Langdon, our personnel manager, spent some years in India. He knows a bookful of the comedy and tragedy of that mysterious country, and once in a while he cuts loose and tells one of his own experiences and the ways of the natives.

Speaking of Christmas celebrations, Mr. Langdon related the following concerning Indian customs:

"A miscellaneous assemblage of folk appear on the bungalow porch. There is the letter-carrier with red belt and brass buckles, the barber with white turban and towel, the night watchman, the cook, water-carrier, the messenger, gardener, the baggage man from the railway station, and sundry other functionaries, who in one capacity or other have performed some service during the year, met at the Sahib's Christmas morning.

White men in India are called Sahibs and Christmas is their great holiday. The native people are quite willing to assist him to celebrate by receiving gifts, so they come to give him their Salaams. This courtesy completed, they stand expectantly for the Sahib to return the compliment with interest.

If he does not do so, they gently remind him that "backshish" is expected, and of course the great man will not send them away empty-handed on Christmas. Now the most acceptable backshish consists of rupees.

If the Sahib is wise in the ways of the land, he has foreseen this emergency and is prepared and dispenses his largess graciously, and all part happily.

These fortunate ones tell their friends of the Sahib's benevolence and they, too, come to wish him Merry Christmas! for a bit of cash. So on throughout the day the Christian is permitted to enjoy the larger blessing that is the reward of him who gives.

It does not seem to embarrass the East Indian in the least to ask insistently for Christmas gifts and this insistence puts a strain on the spirit of the Christian in this land.

On the other hand, when the native gives, as an expression of good will, he does it generously and royally and no sacrifice is too much for him to make to prove his loyalty to his master or his friend.

A DAUGHTER

At their home in Sangamon on December 9, a daughter was born to Mr. and Mrs. O. J. Hawkins, head of the gas division of the Sales Department and president of the Foreman's Club. The new arrival will be known to friends as Annola Janet Hawkins.

Think only of yourself if you want others to forget you.

The Third Annual Conference

For Training Plumbing Instructors to be Held at Carnegie Institute, Pittsburgh

The third annual conference for training plumbing instructors is to be held at Carnegie Institute of Technology, Pittsburgh, Feb. 28 to March 12.

A school for apprentice plumbers is as good as its instructor. Ideal shop and class rooms, complete equipment of tools and materials, are of no value unless the instructor knows how to use them for teaching purposes. A plumbing instructor must be the master of two trades; that of plumbing and that of teaching.

The greatest need of the training program for apprentice plumbers is for trained instructors. Each year the number of apprentice schools and the number of apprentices enrolled increase. This makes a greater demand for trained plumbing instructors.

The field of teaching offers splendid opportunities to journeymen and master plumbers who are interested in teaching apprentices. The Trade Extension Bureau received many requests for names of qualified plumbing instructors in the first ten days of September when schools were opening. These requests came from master plumber associations and school officials in cities where classes for apprentice plumbers were being organized. Names could not be supplied in all cases because the demand for instructors exceeds the supply.

State departments of education require a specified amount of training in teaching methods before a teaching certificate is issued. To give the journeymen and master plumbers a knowledge of the principles of teaching and learning, this conference for the training of plumbing instructors is called. The instruction is especially planned for those who will teach plumbing classes. The problems considered are largely those which have to be solved in the actual operation of schools for apprentice and journeymen plumbers.

Opportunity will be afforded experienced instructors and those who have attended previous conferences to do practice teaching and observation work. The facilities at the University of Pittsburgh, Carnegie Institute of Technology and the Trade Schools of Pittsburgh are available for this work.

COURSES OFFERED

The following courses in addition to practice teaching and observation will be offered:

Organizing Schools for Apprentice Plumbers.

Making the Course of Study, Teaching Plumbing Apprentices.

Science for Plumbing Instructors.
Teaching Team-Work.
Teaching and Learning.

FACULTY OF THE CONFERENCE

Land, S. Lewis, M.S.—Organizing Schools for Apprentice Plumbers. Educational director National Trade Extension Bureau.

Connelley, C. B., Sc.D., D. of E.—Special Lecturer on Industrial Relations. Director of Industrial Relations, Carnegie Institute of Technology.

Dibble, Samuel E.—Making the Course of Study. Teaching Plumbing Apprentices. Head Dept. of Plumbing, Heating and Ventilating, Carnegie.

Leichou, Robert D., Sc.B., M.S.—Science for Plumbing Instructors. Head Dept. of Industrial Sciences, Carnegie.

McDermott, Wilson S., A.B.—Teaching Team-Work. Instructor in Related Subjects, Allegheny Vocational School.

Spencer, H. R., Sc.B.—Teaching and Learning. Instructor Dept. of Vocational Education, University of Pittsburgh.

Whitney, Gerald D., Sc.B.—Special Lecturer on Vocational Education. Head Dept. of Vocational Education, University of Pittsburgh.

Wolfgang Arthur W.—Organizing Schools for Apprentice Plumbers. Field representative Apprenticeship Service Department, Trade Extension Bureau.

HOW IS THE CONFERENCE OPERATED?

This conference, planned especially for those preparing to teach plumbing apprentices, is made possible through the cooperation of the Department of Vocational Education of the University of Pittsburgh, the Department of Plumbing, Heating and Ventilating of the Carnegie Institute of Technology, and the National Trade Extension Bureau of the Plumbing and Heating Industries. The instruction is such as can be understood by anyone who has had three or more years experience as a journeyman plumber. No training will be given in the practical work of plumbing, except as incidental to the illustration of teaching methods.

SEND MEN FROM YOUR CITY

Your own city may have been one of the communities which wrote to the Bureau concerning plumbing instructors. The future of the industry depends on the apprentice of today. The apprentices must be properly trained to develop into efficient,

(Continued on Page 24)

(Continued from Page 13)

boys; but we do not confine this recognition to men alone. We are willing and pleased to recognize the same qualities in the girls, and some of them have gradually progressed by improving their knowledge of our business and our goods, making their advancement to better positions not only possible, but desirable. We always endeavor to adhere to our policy of advancing to higher positions from among the rank and file of our employes. There are, however, some cases where it has been necessary for us to go outside for additional help. These have been instances where it was imperative that we have men of technical education to fill such positions, for instance, as in our laboratory.

AIDS TO EDUCATION

For the benefit of those who for some reason were denied the advantages of an education fitting them for certain positions within our ranks, we have made it possible for them to acquire a better knowledge through schools and especially study classes. Many have recognized the opportunity and improved themselves. Foremen, superintendents and branch managers have taken up studies, either at night school or by correspondence, to better qualify themselves for the duties of their positions.

SHOULD KNOW GOODS

A thorough knowledge of our goods by all employes is a fundamental requirement in the production of a better quality of goods. We believe that we are now making better goods than ever before, but we can improve our present line. But how can we expect to do this if employes do not know what goods are used for and what constitutes a good quality? If an employe takes a moderately good article as perfect and uses that as a pattern, it is quite certain that he will not improve on it for the very simple reason that he has accepted as perfect an article which is imperfect and is therefore following out an imperfect conception of quality. If, on the other hand, he knows that an article is moderately good but that it is not a perfect product, he has a basis of working and can do his part in bringing about the necessary improvement.

We cannot stress this simple thought too strongly. We should never go on the theory that we can "get by" with something, but should strive to make a line of goods that will get by on their merit without fault-finding on the part of the consumer.

RESPONSIBILITIES OF EMPLOYING

When we consider employment and the opportunity which certain positions offer, one should be very careful in the choice of employes. It certainly should be to the advantage of anyone making connection with an organization to make that connection with a house built on honest business practice, making a line which has a bright future. Perhaps applicants for positions do not take this matter into consideration. However a company of the character mentioned should never overlook the fact that its training and reputation is an asset as beneficial to employes as it is to the company itself. When a business like ours continues for generation after generation, it is self-evident that it is built on the firm foundation of honor, integrity and honest dealing with the public. Temporary success may come through an organization which disregard these principles. Such a company, however, can never hope for permanent success.

THE FOUNDER OF THE COMPANY

Hieronimus Mueller, the father of the senior members of this company, established this business in 1857. He came to this country as a young man with others in 1849 or 1850, during the uprising against the military government of Germany. He became a citizen of this country and remained a loyal citizen as long as he lived. He never returned to the land of his birth, and I doubt if he ever would had he been spared a greater number of years. His adopted country suited him and he found in it no laws or restric-

tions that he could not live under happily and prosperously. He did not hesitate to renounce allegiance to his native land and declare his loyalty to his adopted country, and we feel that his example is one which any foreigner should follow. They come from other lands to live, to earn money and to go into business. The opportunities are greater than in foreign countries, and this includes labor as well as business, and those who come here for the benefit of these advantages should be glad of the opportunities to accept the duties and responsibilities of citizenship.

MUST BE AMERICANS

During the world's war and since it has been the requirement of this company that whenever one entering our service is of foreign birth he must take out first papers declaring his intention to become a citizen and he must become a citizen within a reasonable time therefrom as required by law.

It is our feeling that this country should protect its citizens and therefore business of the country should be carried on by its citizens.

Our father began his business in a humble way but he was far-sighted and quick to recognize the advantage of seeing each opportunity that would advance him and his business. By the strictest application and making a line of goods of high grade-quality, he established a reputation in the water works and plumbing line. While he accomplished this result under difficulties and obstacles, he had the satisfaction, before passing on, of seeing that his goods and his name were synonymous with quality and first-class workmanship throughout this country. Many of you older men knew our father and our family and the principles which he laid down. We are glad to have these older men with us. They can not only tell the younger men coming into the organization just what our business has been, the fight that was necessary to make it what it is, but the ideals which we set up years ago and the persistence with which we cling to those yet unattained.

And now, as I said in the beginning, I am facing for the 21st time a group of men and women who have completed various periods of loyal service with this company. Twenty years have witnessed many changes both in personnel and extent of factory increase.

THE EARLY TRIALS

There are still with us men who remember the early trials and struggles of this company, of which you younger members of the organization know nothing. All that this company with the help of its employes has accomplished was not done by magic. It has been the work of necessary toil, many hardships and a great deal of self denial. Many of you have shared it with us and we are neither forgetful or unappreciative of that fact.

PLANT EXTENSION

Since the first occasion of this character our plant has been extended two blocks west. On the first occasion the power house practically marked the western limit of the plant. The buildings now west of the power plant, together with the Vitreous plant, the Iron Foundry, Port Huron and Sarnia plants have all been added. This may give you an idea of what has been accomplished.

Our policy has always been one of expansion—more room and more employes.

AN EXPRESSION OF APPRECIATION

To those who have helped and are now helping we give our thanks, our appreciation, our friendship, and our interest in your affairs. These service buttons and the cash awards which we now offer you are a material evidence, but deep in our hearts is a feeling which does not find expression in gifts or words.

We trust our pleasant relations will always continue and as we grow in years we shall grow in health and prosperity and a better understanding of the principles which underlie the hopes, the ambitions and the desires of the Mueller organization.

Two Mueller Lodges



Another Mueller Lodge! And it's located on the Lincoln Highway in Iowa. It was discovered by L. M. Ross, who was hurrying through the state catching up with Mueller orders.

Ross stopped, rubbed his eyes, and looked again. No mistake. There it was emblazoned on a sign, "Mueller Lodge."

Verne had thought we had the only Mueller Lodge in the world, located in Decatur. He knew that he was coming to a salesman's meeting and that if he told the story without supporting evidence he would be a

target of quizzical looks and suggestive comments.

Ross knows his onions when it comes to putting anything over at a salesman's meeting. Therefore he took the precaution of photographing the Mueller Lodge in Iowa and sent it to us.

In connection with its presentation here we show also the original Mueller Lodge in Decatur where our social events, salesman's meetings, etc., are held.

We are wondering if the Iowa Mueller Lodge serves Mueller Macaroni.

WHAT 20 YEARS OF SERVICE MEANS

New Member of the 20 Year Service Group Sketches Impressions.

C. N. Wagenseller of the advertising department, who with R. E. Kirchner of Baltimore became members of the 20 year group, spoke briefly on the subject, "What 20 Years Service Means," at the service award meeting. Mr. Wagenseller said:

Mr. President, Members of the Mueller Co. and Co-Workers:

This is an opportunity to which I've looked forward for 20 years. On that day in Mechanicsburg when the company gave checks to 7 men for 20 years service, I was deeply impressed by the ceremony. It opened the somewhat hardened mind of a newspaper man who knew by experience and public contact, both sides of industry—the employer and the employe. It showed to me a new kind of employer. My service at that time was less than a year and I wondered if the time would come when I would stand in the same position as Anton Schuerman, W. E. Pease, F. O. Zetterlind, Walter Screeton, Frank H. Hubbard, Fritz Voelcker, N. A. Johnson, and tonight I do stand in the same position, proud of the record of my service which merited my retention in the employ of this company.

A DUAL CREDIT

I feel that any man serving twenty years has fully proved his fitness. To me it is not at all one sided. There is a double credit due—credit to the man who has achieved this result—credit to the company broad-minded and liberal enough to recognize such service.

In these meetings which recognize long terms of service, I find a peculiar gratification. I am among the few who have never missed an occasion of this character, from the day at Mechanicsburg, when the custom was inaugurated.

It has been my good fortune to work with and for the company in these affairs, and by that close contact I am enabled to say to you with the authority born of personal knowledge that with the Mueller Co. this is no empty service.

I know that it is sincere, that deep in their hearts is an appreciation of the service that has been given them.

GENEROUS APPRECIATION

It is hard for me to imagine any more generous appreciation or any more beautiful way of expressing it than was done in sending Anton Schuermann, Frank Zetterlind, and Walter Screeton, back to their old homes in Europe to visit their relations after years of separation, years of longing for just such an opportunity.

Few employers are so thoughtful. Most of them are not hard-hearted, but they are so engrossed in business that hearts and minds are forgetful of all sentiment.

Twenty years of service with this company has meant much to me. It has meant agreeable association, pleasant, working conditions, satisfactory surroundings, fair treatment and above all, many enduring friendships which I feel includes members of the company, and which any employe should hold and respect as one of his most valuable assets.

I know that the company policy and rules are sometimes criticized, but my own opinion is that a man accepting service with a big company accepts their rules. The two are inseparable. When either becomes obnoxious there is a simple way out.

No company as large as this can operate successfully without rules, and no company can countenance repeated infraction of rules.

BY WAY OF COMPARISON

By comparison of what twenty years service means to me, let me say that for many years I occupied a night editorial position on the Decatur Herald. No business is so fascinating—none so slavish. One is always on duty. My days were 16 hours long—my nights eight. My

(Continued on Page 19)

Gas and Its Uses

Herr. Ludwig, manager of the Munich Gas Works, has finished a tour of the United States. He found not a few things that surprised him. "You dispose of a \$160 gas range without trouble. We have hard work selling one at \$40," says Herr. Ludwig. You make things move quickly. It's due to your wonderful advertising talents in business and in the home as well. In the shop and in the home everything dovetails perfectly, and you are all proud of efficiency in handling problems, either commercial or domestic.

"When gas lighting lost its hold on America you introduced gas as a commercial aid and have it firmly established with wonderful opportunity for future development and expansion.

"And then your workmen. They get four times as much as German workmen. Out of overalls an American workman is a perfect gentleman. When dressed for the street he cannot be distinguished from his chief.

The co-operative spirit of American manufacturers working hand in hand with the American Gas Association and American Gas Producers impressed him. "Everywhere," says he, "the single aim seems to be giving service at the lowest cost."

"It is," says Alexander Foreman, secretary-manager of the American Gas Association, "uneconomical and wasteful to burn coal raw. That is the reason the gas industry is based on such a solid foundation today, for it has turned from a light-producer to a heat-producer, and offers to the public an effective means for the conservation of one of our most important natural resources, coal."

Tangible evidence as to the magnitude of the smoke problem has been gathered by weighing the annual fall of soot in several large cities. In the dirtiest of ten centers observed in 1924, it was found that 794 tons of soot and dust fell per square mile for the year, while in the cleanest community the deposit was 101 tons per square mile. Soot from industrial chimneys contains a great quantity of ash grit and but little nitrogen, so that it is not valued highly as fertilizer, while deposits from domestic chimneys, although richer in nitrogen, contain a larger proportion of tarry matter, which clogs the pores of plants and ultimately stunts or kills them.

Centuries of experiments with artificial heat for house heating have failed to produce a perfect fuel. Vast improvements have been made but each advance carried with it real or fancied defects. Any artificial heat is open to objection, but this is not discreditable to artificial heat. The same is true of natural heat. High temperatures of summer are more than objectionable. At times they are unbearable.

Gradually we are turning to gas as the perfect fuel for the home. It gives the greatest promise of fulfilling all desires and meeting all requirements. Cost is the bugaboo that causes many to hesitate, but investigation of superior results in a large measure dispels this fear. The gas stove had to overcome this same fear. The problem of gas as fuel will be satisfactorily worked out by the gas industry until gas as a fuel will be available to all classes of consumers.

The Falls River (Massachusetts) Gas Company says that ninety-four residents of Fall River have already installed specially designed gas boilers or furnaces, as the case may be, and are assured of a perfectly comfortable time at home this winter. By the time real cold weather starts, of course, many more probably will be heating with gas, too.

The Illinois Power & Light Company of this city has started a campaign for gas as fuel, as have many other cities in this country.

Admitting that at present gas as fuel is the most expensive, it still has the advantage of being cleaner, less troublesome, easier to control and more dependable in quantity of heat units. Any one who can afford it will buy it now, and those who can't afford it now will buy it later when its use becomes more general.

As an important part of a program to promote the safe and efficient use of gas in Baltimore, Md., the city council of that city has adopted an ordinance prohibiting the sale of gas appliances and tubing that do not meet with the specifications of the American Gas Association.

The importation of a modern gas-fired house heating furnace into Japan proves that this occidental country is rapidly adopting American methods and ways of living, according to M. Nagai, sales engineer, Toho Gas Company, Toho, Japan. The gas furnace is the latest American-made comforting device.

Gas is the only thing that burns. When paper, wood, coal or other fuel is placed in a furnace and lit, all that burns is gas. The solid part of the fuel remains in the form of cinders, dust and ashes if it has not already gone up the chimney in the form of smoke to descend as smut and soot.

Gas, purified and properly manufactured, is the only intelligent, clean and scientific means of obtaining heat. It can be piped to any part of a building and made the source of heat in as large or as small quantities as is desired any time of the day or night.

The work being carried on by the Gas Appliance Testing Laboratory, Cleveland, Ohio, is of growing importance to the welfare of the general public, according to R. M. Conner, director. Already more than 580 gas ranges have been approved, and work on testing space heaters has been under way since August 1. The testing of water heaters, house heating boilers and other appliances is being scheduled for completion early in 1927.

Mr. Nagai, who recently completed an extensive tour of this country, visiting gas plants and studying the customs and practices of American gas industry, took back with him a gas house heating boiler. This will be installed on the sales floor of his company, set up complete and operated for the benefit of the Japs.

These are a few of the advantages of gas heat that have induced many factory managers to replace crude fuels by gas.

Gas companies are now taking active measures to combat the greatest destroyer of American homes—fire. By giving the public suitable gas-fired incineration devices, the great total fire loss of \$570,000,000 will be materially cut, as it will eliminate one of the most prevalent causes of fire, the rubbish accumulation around the home. It has been estimated that fully fifty per cent of all fires are caused by rubbish piles.

(Continued from Page 17)

friends gave me three months to return to newspaper work. As a matter of fact I was asked to return to my old work in much less time. That was 20 years ago. The first daylight work of my life, however, had shown me that the hardships of night newspaper work far outweighed the fascination of the game.

Disloyal, at least to my old profession, I refused to long for newspaper work or return to it.

WITHOUT REGRET

My best expression of what 20 years service means is my presence here tonight, without one regret in my heart for having stuck, but with many appreciative thoughts of the kindness that has been shown me by the company as a company as well as individuals and by the company.

My thanks are due for this emblematic button and the check.

In closing I wish to join with the twenty year man who expressed the best bit of homely philosophy I ever heard, when he said:

"I went to bed every night knowing that I had a job to go to when the Mueller whistle blew in the morning."

And now as thy say in Shanghai and the Far East: Zia-zia noong.

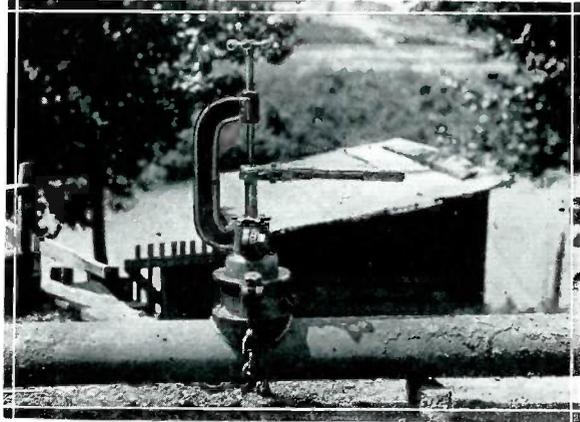
For the benefit of those who understand no other Chinese than that spoken at the South Main street laundry, I will explain what the Chinese mean when they say Zia-zia noong. It is this:

"This infinitesimal and utterly contemptible morsel of humanity, greatly daring, most humbly begs the acceptance of his negligible and ill-expressed gratitude."

In short it all means, "I thank you," which I do most sincerely.

NEW USES FOR MUELLER TOOLS

New uses for Mueller tools and appliances are found every day by their users. This photograph was taken by George E. Taylor



of the Monongahela West Pennsylvania Public Service Company while making taps at Fairmont, West Virginia. This job was done for the purpose of examining the condition of mains after several years service. Mr. Taylor used the Mueller tapping machine because of the combination pilot drill and shell cutter.

This Mueller No. 30 cuts a circular piece of metal from the main and withdraws it when the machine is removed. When used for making taps in pipes for connections under pressure it has the advantage of not leaving pipe chips in the mains. In use this machine will cut taps in with greater speed and ease than the old style solid drill, since it is not necessary to grind the entire area of each tap into metal chips.

FACTORY NOTES

Miss Gladys Lloyd is now working in the Core Department.

Clinton Wright of the Brass Finishing Shops is able to be around again after a severe illness.

Wm. Dannewitz, twenty-year man of Department 8, has been confined to his home several weeks on account of illness. He is reported to be improving.

Devasco Lockwood, who claimed to be 22 years old, disappeared when his age proved out to be 19. The Employment Department is taking particular pains to verify the ages of young men. Almost any lad of 18 is 22 when he comes to ask for a job. A proof of age is now required.

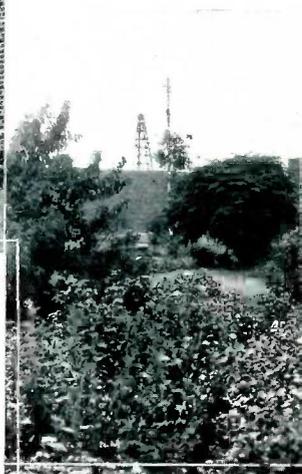
BRECKENRIDGE—THE



At the left is the
with a glimpse of the

At the right is the
crete sedimentation
ing station.

Below is the two-
at the city pumping
house and filter build-



Breckenridge, Texas, "The Magic City" of Western Texas, has a most interesting history.

Six years ago the broad acres of Texas rolled away to the horizon without giving a hint that the future held in store the modern little city of Breckenridge with 16,000 progressive people. So rapid has the growth been that it is almost unbelievable. Oil was the mainspring of the magic. It was the magician's wand that touched the bare prairie and caused a city to spring up as if over night. Breckenridge has no old settlers. The town is not old enough for that, but this distinction comes later on as there are many successful people too well satisfied with their lot to ever leave a land of such promise.

Six years ago a bare 600 settlers were collected at Breckenridge, attracted thither by the discovery of high grade oil. Like its predecessors born of the excitement and allurements of sudden riches, the town took on new life, but it grew in size so rapidly that it did not have time to put on modern municipal clothes. Several disastrous fires emphasized the necessity of water works, and Messrs. Walker & Caldwell were induced to build a plant for the town that had been more than kindly to them as a result of the oil discovery.

These gentlemen appropriated \$1,000,000 for the enterprise and Major John B. Hawley of Ft. Worth, Texas, was engaged to design a model water works, which is under the management of J. Z. Martin.

The views which we herewith present speaks eloquently of the thoroughness of the undertaking. Today Breckenridge has a water plant which would be a credit to a city many times its size, and enjoys a service that is up to the minute.

Everything about this plant is new. No mains smaller than 6" have been installed. The main arteries are 8", 10" and 12". All the services are lead.

The water supply is brought from the Clear Fork of the Brazos river, which is ten

miles from the city. The supply is carried discharge where it is treated and filtered.

A pressure of 75 pounds in the business district. the majority of which are has never been a minute operation, June 20, 1921, in the mains. The pumping at the city station, completed

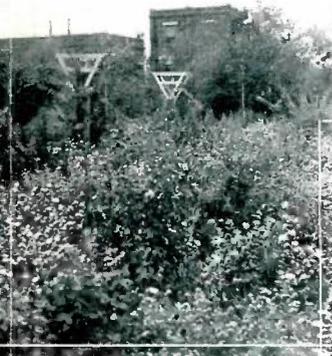


City Pumping Station and th

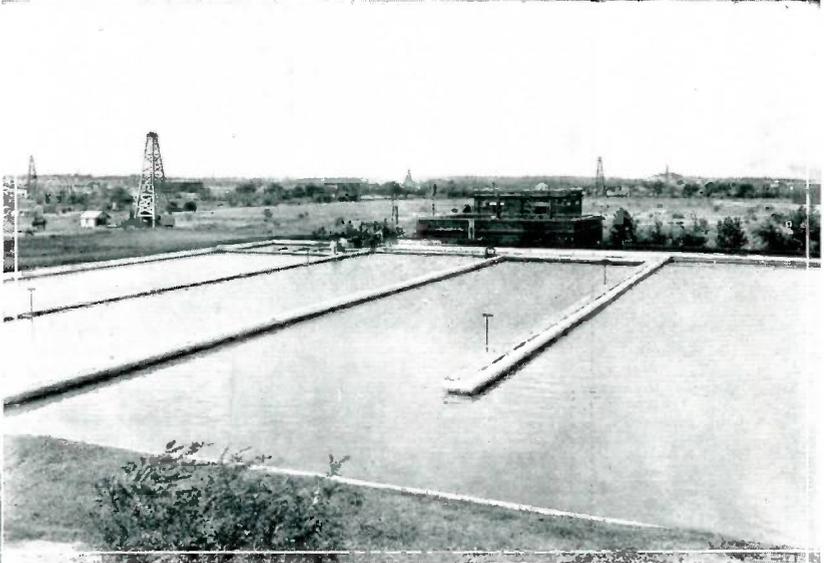
MAGIC CITY OF TEXAS

water works building
 layout of the grounds.
 1,000,000 gallon con-
 basin at the city pump-

o-year-old flower garden
 g station with the pump
 lding in the background.



16" main through which the
 water in the city station,
 altered and then repumped.
 grounds is maintained at all times
 There are 130 fire hydrants,
 of the steamer type. There
 since the system was put in
 that there has not been water
 ing plant, both at the river and
 st of double unit Fairbanks-



Morse oil engines. All services are metered and there are 1,700 connections in the system.

Before oil was discovered Breckenridge's nearest railroad was thirty miles distant. Now three different lines have been brought into the city and the county has \$6,000,000 invested in paved highways.

There are seven carbon black plants in the vicinity of Breckenridge and more than twenty large casinghead gasoline plants. As the oil production diminished the gasoline content of the gas from the wells has increased, and the Breckenridge field is one of the largest casinghead gasoline producers in the world.

Due to its location, 100 miles from the nearest large city, Breckenridge bids fair to continue its growth into a city of prominence in this part of Texas.

This wonderful little city has 4 railroads; 4 theatres; 3 bakeries; 42 lawyers; 11 churches; 12 drug stores; 28 restaurants; 6 lumber yards; 3 variety stores; 62 grocery stores; 12 dry goods stores; 2 ice and cold storage plants; 23 oil well supply houses; 22 physicians, surgeons and dentists; ice cream factory; cotton gin; \$125,000 Y. M. C. A. building; 20,000 egg hatchery; daily and weekly newspaper; candy factory; mattress factory; county farm agent; home demonstration agent; 8 1/4 miles paved streets; 2 wholesale grocers; 4 wholesale produce houses; \$425,000 modern court house under construction; Oil Belt Fair, buildings and grounds valued at \$60,000; 2 banks, with deposits of over \$6,000,000; a million dollar water system; modern sewerage system with disposal plant; motorized fire department; 33 casinghead gasoline plants; 4 carbon black plants and three more under construction; wholesale distributing point for the West Texas oil fields; the center of West Texas oil development; a public school system of the first class with 32 1/2 credits in university affiliation; 4 ward schools and central high school. Stephens county has one of the best paved road systems in Texas; \$500,000 court house near completion; contract signed for financing 7-story modern hotel to cost \$425,000.



The 100,000 Gallon Water Tower

\$2175 In Prize Money

The committee passing on suggestions by employes has completed its labors, and 285 employes divide \$2085 prize money—a Merry Christmas for a lot of people. The principal prize winners follow:

SUGGESTIONS FOR INCREASING PRODUCTION

Prize	Name	Dept. No.	Amount
1	C. F. Dunaway	57	\$100.00
2	W. J. Baldwin	90	60.00
3	Glen Hester	90	40.00
4	C. A. Hodges	30	25.00
5	W. T. Auer	27	15.00
6	Roy Hartwig	30	10.00
			Total \$250.00

SUGGESTION FOR REDUCTION OF OVERHEAD

Prize	Name	Dept. No.	Amount
1	W. T. Auer	27	\$100.00
2	Paul G. Jacka	27	60.00
3	C. F. Dunaway	57	40.00
4	John Mertz	90	25.00
5	Lewis Bland	21	15.00
6	W. E. Smith	50	10.00
			Total \$250.00

SUGGESTION FOR SAFETY

Prize	Name	Dept. No.	Amount
1	Ira L. Auer	55	\$100.00
2	Roy B. Pease	27	60.00
3	G. J. Yonker	73	40.00
4	W. F. Dannewitz	30	25.00
5	C. F. Dunaway	57	15.00
6	Walter Auer	27	10.00
			Total \$250.00

There were 285 suggestions approved and each of these will be rewarded with a \$5 check, a total of \$1,425.

Forty-three suggestions made by contact men were approved but no prizes were

awarded on these because of the relationship of those making the suggestion. Foremen and certain other classes of employes because of advantageous positions are not allowed to compete for the prize money.

In the contest for prizes on suggestions for increasing production, there were 91 competitors.

For the reduction of overhead there were 132 suggestions.

For safety there were 62 suggestions.

The total number of suggestions made in 1926 was 959, and these with a number carried over from last year made a total of 1076 suggestions the committee had to weigh, compare and decide on.

The distribution of this prize money is a feature of our Christmas celebration. There is a lot of good cheer for the successful ones.

The plan of encouraging employes to think has become one of the most popular of Mueller activities, as the large number of suggestions submitted plainly indicates.

The plan, inaugurated several years ago, has steadily increased in popularity each year.

Some very valuable suggestions have come to the company as a result of this plan. Carefully developed safeguards are thrown around the suggestions so that decisions will be absolutely fair and impartial. The chance of winning a prize keeps many employes on their metal throughout the year.

The rules exclude foremen and other employes because of their position or relation to the company, which gives them unfair advantages. This limits the number eligible to compete to actual employes who do not hold executive positions of any kind.

WHAT MADE HIM DO SO

History and romance entwine in nearly all modern activities. Custom, long usage and familiarity dull our interest. We know a thing is and don't bother much about what it was, where it came from or how it got there.

There are a lot of Mueller employes who regularly deposit a portion of their earnings in savings banks. Beyond the fact that they feel satisfied of the bank's financial responsibility and soundness, and the 3% that their money will earn, they have no curiosity about their chosen bank.

It is interesting, therefore, to know that the first savings bank was established in England in 1689. It's more interesting to learn that De Foe conceived and promoted the idea.

Every school boy knows his Robinson Crusoe and some of them retain in memory the name of the author, Daniel De Foe.

Now it would be interesting to know what motive prompted De Foe to launch a project

which has proved of immeasurable value to hundreds of thousands of persons as well as to society as a whole.

Perhaps Crusoe's plight and consequent hardships which De Foe's vigorous pen depicts so graphically and entertainingly, emphasized in the author's mind the need of savings against unseen and unsuspected contingencies.

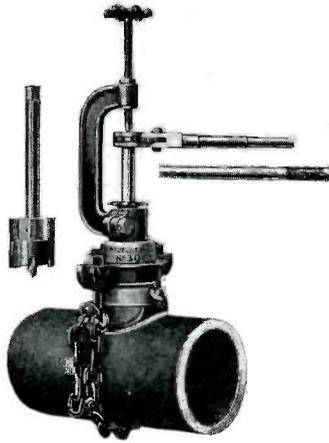
Whatever may have been the impulse prompting his savings bank he did the world a great and economic service as he did a literary service. Robinson Crusoe has been acclaimed throughout the world as one of the masterpieces of English literature. It is founded on the actual experience of Alexander Selkirk as related by himself to De Foe.

General Supt. Office

Kitty, eyeing applicant from head to foot:

"Are you a mechanic?"

"No surr, O'im a McCarthy."



Reputation

the guide to

Satisfaction

Gas men are accurate judges of the tools and materials of their business. When a machine establishes a reputation in that field for quality, service and long life it can be depended upon. It means that the machine has been submitted to the most rigid test of all—service on the job—and has proved its merits.

GAS TAPPING MACHINE: The Mueller Gas Tapping Machine bears a reputation maintained for more than half a century. Its strength, precision and convenience have made it the universal preference of gas companies everywhere. Made by skilled craftsmen and designed by men who know from experience the requirements of the gas industry, the Mueller Gas Tapping Machine will give long, satisfactory service.

MUELLER Gas Tapping Machine 30 makes taps two to four inches in diameter under pressure. It is equipped with a combination shell cutter and tap which removes the circular piece as the tool is backed out of the cut. Mueller Tapping Machine may be had in many other sizes.

MUELLER CO. [Established 1857]

Factories: Decatur, Ill., Port Huron, Mich. Canadian Factory: Mueller Ltd., Sarnia
Branches: New York, San Francisco, Los Angeles

MUELLER

PRINT SHOP STORIES

Words become valuable only in combinations. It's the way they are put together that gives them force and meaning. The charm of writing is naturalness together with knowledge of the subject, object to be attained and the rare skill of injecting personality.

Directness is a virtue. A good vocabulary is necessary, but drawing right words from it is an art. Two writers with the same vocabulary will not write alike. One uses needed words only, another uses all the words he can marshal to express a simple thought.

We have in mind the case of Ed. Vail, a tramp printer, and Benjamin Bozzaris, whose card featured him as a "thrower of thought."

Vail hit a Kansas town in his travels, worked a few days, cashed his "string" and in the fashion of his fellows, proceeded to get "pi-eyed." The police, in spite of Ed's eloquent expostulation, put him away in the lock-up.

The next morning Ed. awoke and felt for his head where it was not. What he most desired was liberty, and he felt that his only chance was by an appeal to the mayor, which he made in the following masterly manner:

"Your honor, I am a man of the world; I have traversed most of it. Never have I met such efficient and courteous and helpful guardians of the peace as you have assembled under your direction in this great city of the plains. Frankly, though, I am sure that in the diligent performance of their duty they have this time committed a grave error. I cannot believe that they nor you would knowingly restrain from liberty a man of my education, to confine even in this palatial retreat one who has breathed the air of freedom in every part of this great country, who has fraternized with the pioneers of the West and sat in the seats of the mighty in the East, who has contributed not a little to the progress of journalism and thereby to the advance of civilization. I am sure that Your Honor will be quick to correct this mistake now that it is called to your attention. I would not, however, have you reprimand your faithful preservers of order. They are guilty only of a too conscientious assiduity. They should be commended for giving the law of order the benefit of all doubts, even to the extent of temporarily restraining a visitor to your city whom they have appraised as a worthy guest by giving him the hospitality of your city over night. I shall await with a certain expectancy a visit to your humble servant. I shall have my personal servitor here make all arrangements for your reception fitting your high station in life. My present address, most honored sir, is the lower floor of your com-mo-dious temple of justice."

The mayor read the letter with mingled

feelings, and hastened to the jail, thinking perhaps an error had been committed. One look at Ed. convinced him to the contrary, but he was pleased and amused. Slipping Ed. a \$10 bill he suggested the propriety of Ed. viewing the setting sun at a point about 40 miles distant.

And now the other case. Benjamin Bozzaris, the thrower of thought, entered an editor's office, introduced himself with a sweep of the hand and a profound bow.

"I am," said he, "an alliterative head line writer. To be more explicit, I am an analyst and synthesist, an examiner of the component topics of the telegrams as they tumble onto my table from the thumbs of the too often tardy tads. Then my special forte commences—the captions must be created—and they did say roundabouts where I last officiated that in the laying out of literative literature I was a master."

The editor came up gasping for breath after about ten minutes of this vainglorious verbosity, and Benjamin Bozzaris one minute later hit the bottom step wrong side up.

(Continued from Page 15)

first-class journeymen. Each city is responsible and accountable for the training program of the apprentices in that city. Each local should choose as instructors two or more men who, besides being respected for their mastery of the plumbing trade, have at least a grammar school education, are of suitable age, and have a personality that enables them to handle young men under instruction. These men should be sent to the conference with the understanding that they become apprentice instructors after receiving this training.

The conference is open, also, to individuals who meet the above qualifications, whether they are affiliated with regular organizations or not.

Those interested in receiving complete information concerning the conference should write to the Apprenticeship Service Department, the National Trade Extension Bureau, Evansville, Indiana.

TODAY!

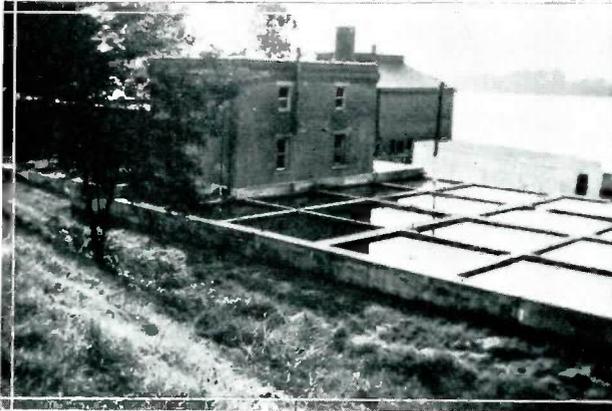
Tomorrow is not yet here. Yesterday is gone. Today * * * All that you have ever done—all that any man or organization has ever achieved—or ever will accomplish—is compressed into that which is done today, added to that which was done yesterday, plus that which will be done tomorrow. * * * If nothing were accomplished in the world's yesterday, to which nothing today is added, tomorrow surely would be the world's busy day!

A NEW YORKER NOW

Charles Williams of the Traffic Department has been transferred to New York.

Don't trust to luck anything that you can do yourself.

Used the Ultra Violet Ray



This plant is one of the few in the United States using the expensive ultra-violet ray system of water purification. Just at present this system is not being used because of the increased cost over the use of chlorine gas. The violet ray tubes are shown at the right.

Above is a picture of the filter plant and beds with the Ohio river in the background.

The three men in the picture, from left to right, are: Ralph N. Overstreet, superintendent of the water system; J. R. Bonnell, salesman for Bass & Co., our jobbers at Hopkinsville, Ky., and Wm. P. Bailey, who has charge of all service work in Henderson.

Henderson, one of the oldest towns in the state of Kentucky, rich in coal deposits and surrounded by an agricultural district noted for its production of fruit, corn and tobacco, is a thriving community of 12,500 inhabitants.

The water system, which ranks as one of the best in the state, secures its supply from the Ohio river on the bank of which stream the city is located.

Two No. 10 Cameron Vertical Volute pumps direct connected by vertical shaft to two fifty H.P. General Electric motors, draw water from the river through a 24" suction line and deliver it to the coagulation basins at the filter plant nearby. Only one of these units delivering at the rate of 2084 gallons per minute at 63 feet head, is used at one time, the other being held in reserve.

The raw river water is treated in the settling basins with aluminum sulphate and lime to effect proper coagulation and then passes through rapid sand filters after which it is given a dosage of chlorine for sterilization. From the filter plant the water is delivered through an 18" suction line to the pump house.

The pumping equipment consists of two 100 H.P. General Electric motors direct con-

nected to two Worthington centrifugal pumps rated at 2100 gallons per minute capacity against a head of 111 feet. These two units are cross connected so that they can be operated in series when pumping into the standpipe for fire pressure. In ordinary operation only one unit is used to pump water from the filter plant to the reservoir, which is situated 1300 feet from the pumping plant and about 110 feet higher in elevation.

From the reservoir, which has a capacity of 3,300,000 gallons, the water flows by gravity through a 24" supply main to the connection with the distribution system. The average pressure on the mains in the business section is 40 pounds.

A 10" Allis-Chalmers centrifugal pump direct connected to a 225 H.P. Allis-Chalmers motor has recently been installed as a reserve unit for fire protection. This pump will deliver 3500 gallons per minute against a head of 170 feet and will ordinarily be used to pump water from the reservoir into the standpipe although it is so connected that it can deliver to the reservoir from the filter plant.

A steel standpipe 25 feet in diameter and 100 feet high, situated near the reservoir,

(Continued on Page 32)

Des Moines Water Works



Des Moines, Ia., has a water plant that runs into big money—it's a five million dollar "going concern."

It has had a fine growth in thirty years, when it had 72 miles of mains and an annual income of \$120,000. In 1923 it had 234 miles of mains and an income of \$675,000. Since the last mentioned date there has been an additional increase in miles of mains and also in income.

The company literature tells us the plant knows no politics. It is a strictly business concern. The business office is located at Tenth and Locust, while the pumping station is on Southwest Twenty-First street, surrounded by an artistically designed park. The plant on Southwest Twenty-First street includes the pumping station proper, chemical laboratory, garage, machine shop, carpenter shop and three dwellings occupied by employes.

The distribution system now consists of about 315 miles of mains. There is a regular yearly program of extension to insure adequate service. This year about 35 miles of mains were laid.

About 90% of the water is metered and over 26,000 meters are in use. The average daily consumption is now in excess of 11,817,875 gallons. The minimum daily consumption is 9,050,000 and the maximum, 16,252,000.

The water is collected by means of an infiltration gallery system which is peculiar to but six cities in the United States, namely, Schenectady, N. Y., Richmond, Ind., Austin, Texas, Phoenix, Ariz., Salem, Ore., and Des Moines. Des Moines is very fortunate in being so situated that the gallery system can be used.

In a prehistoric age there passed over this

particular locality what is known as the Wisconsin Glacier, its extreme southern edge being at the confluence of the Raccoon and Des Moines rivers. The action of the glacier eroded the valley through the plateau, leaving a deposit of finely divided glacial sand, a sand that is particularly adapted to the filtration of water. It is in this finely divided glacial sand that our present gallery system is constructed. Underneath this deposit will be found at a depth of about 40 feet from the surface, a hard bottom consisting of a blue clay which is impervious to water.

The water is collected in the stratum of sand above the blue clay. It is water that is naturally finding its way towards the river. The height of the ground water plane in this sand, or in other words, the point at which you would find water were you to dig down into the sand, depends upon the amount of rainfall. Any water used from the gallery system will naturally be replaced by water from the surrounding sand. This latter action has the effect of lowering the ground water plane.

The supply for the gallery is at times augmented by a method of flooding the land adjacent to the gallery with water pumped from the river. This river water, however, must seep through many feet of sand before it finds its way into the gallery system.

The gallery system consists of reinforced concrete rings placed end to end in the bottom of a trench that is dug practically parallel to the river, back from the river bank varying from 50 to 300 feet and down into the sand varying from 30 to 35 feet.

The gallery rings are built near the point of construction of the gallery. The sand and gravel for their construction are taken

from the river at a point nearby. The rings are four feet inside diameter, four and one-half inches thick and two feet long. A one-quarter inch lug projects on the edge of each ring to keep them slightly apart when they are placed on the "wooden cradle" in the bottom of the trench. After the rings are finally set into place they are covered with about 18 inches of coarse gravel to prevent the fine sand from entering them through the narrow openings between each ring, thus leaving an opening every two feet where water may find its way into the gallery. The water that enters the gallery is free from all turbidity or suspended matter and a greater percentage of the bacteria has been removed by the natural filtration process. The system is unique because nature here has provided the process for which cities are required to expend large sums of money to procure.

The water enters the suction well from the gallery by gravity through two 36" mains.

The suction well is of reinforced concrete, closed bottom and so designed that compartments can be "valved off" should there be any need for repair work or cleaning. This is done without interruption to the service.

The water leaves the suction well through pipes running to the three pumps. A vacuum is maintained on the suction pipes and pump cases, thus causing the water to rise through the suction pipes into the pumps to be discharged under pressure into the mains.

There are three steam turbine driven pumps, two of 15,000,000 gallons each and one of 25,000,000 gallons per 24 hours, or a total of 55,000,000 gallons each 24 hours.

An automatic solution feed type chlorinator operates continuously, feeding a predetermined amount of chlorine. A small amount of chlorine is continually fed into the suction well, giving the chlorine ample time to become thoroughly mixed. The dosage of chlorine is in direct proportion to the pumpage.

The chemical laboratory makes all necessary analyses of water, coal, etc.

The Des Moines plant is thoroughly systematized and operates on a business basis. The pride of Des Moines in her water works seems to be thoroughly justified by the splendid management and system under which business is conducted.

(Continued from Page 10)

of new 12 inch pipe would cost approximately \$16,000 with an added cost of \$4,000 for laying it. The estimate for moving the old main was \$5,000. The actual cost was less than \$4,000. Good work all around, we say.

In accomplishing this big task and making by-pass connections the company used a Mueller C Drilling machine and three 12x18 sleeves and valves.

In reference to the condition of the old pipe, the Messenger says:

NEW SALESMAN

Mr. Jean Langford has been appointed representative for northern California. His headquarters will be at Oakland. He has



had considerable experience in the line of plumbing, water and gas brass goods.

During December Jean spent ten days in the factory and attending the salesman's meeting. He came east with Manager Tom Leary of the San Francisco branch.

His genial personality and agreeable ways made him popular with everyone.

"Those who saw this pipe after it had been lifted to the surface may have noted that it was thickly encrusted with caked earth and gave an impression that it had deteriorated in quality in the 18 years it had been lying in the marshland. But, when this pipe was originally laid, it was first 'dipped'; that is, covered inside and out with hot asphalt.

"Underneath the mud that stuck to the pipe when it was lifted out, this coating was still intact, and the pipe itself was in excellent condition with not the slightest indication of rust inside the coating. A section of the pipe was cut and drilled, showing that the condition of the iron itself is as good as the day it was originally put down."

CHRISTMAS BELLS

The Christmas bells as sweetly chime
As on the day when first they rung
So merrily in the olden time,
And far and wide their music flung,
Shaking the tall grey ivied tower
With all their deep, melodious power;
They still proclaim to every ear,
Old Christmas comes but once a year.

Christmas at Mueller's



ONE OF OUR CHRISTMAS DIVERSIONS

The main office has a large Christmas tree and presents for all hang on the tree. You guessed it the first time. There is a howl in each present. The genial Santa Claus is a gentleman known throughout the country in the brass goods business. He's keen on business but always ready for any good, wholesome fun. His undisguised brother, who shares the same spirit and is equally well known, is next to the last, front row, sitting.

It's the spirit of the thing—that's it! Otherwise Christmas would be a barren day with no sentiment, no presents, no good wishes, no fellowship, no happiness in our hearts for blessings of friendship and thoughtfulness or pleasant reaction to the happiness of others.

It would be just another holiday of inactivity, yawns and boredom which we may be glad to meet but immensely more pleased to have over with.

But Christmas is different—welcomed with open arms and hearts, cherished in every hour, and given a fond farewell at the close. It leaves us a heritage of fond memories to inspire us in months to follow.

Who cares whether Santa Claus is or isn't. We like to think he is. It's this thought that makes Christmas the cheeriest, brightest and happiest of all days of the year.

We are quite certain that Santa Claus has our organization on his calling lists. From the inception of the business, he has paid us a visit each year.

In his honor we have many little celebrations for old and young throughout the holiday season.

TWENTY THOUSAND POUNDS

This year employes will be reminded of

the Christmas season in our usual substantial way. Each employe will receive a full sized ham and a side of bacon or if he choose, may select magazines of equivalent value. The total weight of the hams and bacon to be distributed is 20,000 pounds. Oh, boy! think of the ham and eggs that means to hungry and appreciative mouths. The value of this present is that it lingers longer than a day and it can't be made over into hash.

GIFT TO THE FIRM

The employes' gift to the firm is equally sensible. It consists of fountain pen desk sets, with beautiful onyx base. There will be a set for each of five offices, and a more general present for the company as a whole.

This gift-giving is attended by appropriate exercises at the Mueller Club House at noon on the day preceding Christmas.

At the same time there will be presentation of gifts by employes to heads of departments, an exchange of personal gifts and expressions of good will.

SOCIAL EVENTS

The Children's Christmas party comes Saturday afternoon, December 18th. The

hours will be from 2:30 to 4:30 p. m., and all parents and Mueller kiddies are expected to be on hand for the festivities. Company members will be present and make short talks. There will be a large lighted Christmas tree and decorations in keeping therewith. Santa Claus will appear and distribute candy and oranges. The principal feature will be given by a professional magician, who will perform stunts as wonderful as any Santa Claus pulls.

FOREMEN'S SOCIAL

A social session of the Foremen's Club in which Christmas spirit will be rampant will be held on the evening of December 21st.

First will come a big Christmas dinner in the cafeteria followed by short addresses. The company will be decorated with paper hats and carnival favors.

Following dinner there will be a Christmas program in the gymnasium, which includes:

- Quartette—Silent Night.
- Picture—Bethlehem.
- Quartette—Oh, Little Town of Bethlehem.
- Reading.
- Quartette—It Came Upon the Midnight Clear.

Games, exchange of "white elephant packages," mummy pictures, Santa Claus and "The Snow Man" will make up the rest of the program.

MUNCIE IS DIFFERENT

Generally the small town has the most rigid parking restrictions. And as a rule a bunch of something partially concealed by a tin star is most severe in enforcement of these restrictions. But Muncie, Ind., is so different, so very different, that we feel its hospitable, generous welcome should be heralded far and wide.

Muncie has a half hour parking limit for home folks but for strangers—it's stay the limit.

Some Decatur tourists parked ten minutes overtime. Hurrying back expecting to find a "see the chief of police" tag on their car, they found one which read:

"Welcome, stranger. This card entitles you to park your car as long as you please while in Muncie. Never mind the time limit. Muncie welcomes you and hopes you will return often. Before you leave town, stop at the Travel Bureau in the Chamber of Commerce building for free maps and information service." On the reverse side of the card are facts concerning the town.

Cash or Credit

"Willie, will you run to the store for me?"

"Yes, mother. Do you mean the chain store, or haven't you got any money?"—N. Y. World.

Christianity is a failure to those who have never tried it.

PUBLIC NIGHT SCHOOL

List of Employes Availing Themselves of Opportunity to Improve.

The following Mueller employes took courses the first semester in the Public Night School:

- Brown, Carl—Electricity.
- Bunne, William—Shop Mathematics.
- Carder, George—Bookkeeping.
- Chaney, Melvin—Shop Mathematics.
- Christy, A. T.—Shop Mathematics and Electricity.
- Corday, Guy—Shop Mathematics and Electricity.
- Curl, Omer—Business English and Algebra.
- Duda, Ernest—Bookkeeping.
- Elder, Clifford—Mechanical Drawing.
- Frigale, Vernon—Electricity and Shop Mathematics.
- Gerhardt, Oscar—Shop Mathematics.
- Grossman, Anthony—Shop Mathematics.
- Jacka, Paul—French.
- Kalapis, Joe—Business English and Salesmanship.
- McCoy, Loren—Salesmanship and Typewriting.
- Morrow, Virgil—Electricity.
- Olsen, Axel—Shop Mathematics.
- Roarick, Fred—Electricity.
- Roper, Arthur—Salesmanship.
- Shellabarger, Earl—Bookkeeping and Business English.
- Teike, Arthur—Shop Mathematics and Mechanical Drawing.
- Vogel, P. R.—Mechanical Drawing.
- Wallen, William J.—Salesmanship.
- Witt, Bernard—Business English.
- Bennett, Favette—Stenography.
- Blankenship, Violet—Stenography and Typewriting.
- Carder, Joyce—Sewing.
- Christy, Lois—Sewing.
- Daniels, Fay—Stenography and Typewriting.
- Fogle, Ethel—Typewriting.
- Jeroski, Marie—Sewing.
- Karl, Goldie—Typewriting and Shorthand.
- Rhinehart, Estella—Shorthand.
- Verner, Pauline—Grammar.
- Weygandt, Francis—Stenography.

The Steno Goes on a Bacchanalian Revel

Our president dictated to my stenographer accepting an invitation to a bank dinner in New York from an old friend there in the business. He said he would surely come "if Barkis is willin'." I happened on the letter as it took shape, and read "if Bacchus is willing." I should "have let it ride." What?—H. G. P. in Old Colony News-Letter.

Reading is to the mind what exercise is to the body.

For everyone who lifts, there are twenty who lean.

The Vitreous Ware Plant



The above views of our Vitreous Ware Plant show, at the left, preparation of bowls for the second firing, which gives them their pretty white gloss. At the right shows men completing the bowls by attaching the necessary brass parts.

Below is the Pyrometer room through which the firing of the vitreous ware is controlled. The operator, by means of instruments and records is advised every minute of the condition of the kilns and of the goods going through them.



The goods enter the kiln at one end and make a long journey through intense heat.

The plant is now well under way in the manufacture of toilet bowls and tanks, which are daily turned out by the hundreds. They have also completed the pattern and mold for a beautiful vitreous lavatory, which will soon be in production. The entire plant, which began operation Feb. 1, 1926,

is now working smoothly, making preparations for increased production next year.

BY SPECIAL CAR

When the eastern salesmen left the station Saturday, December 11, for their returning trip home after attending the meeting at the Lodge, they were surprised to find that traffic manager, Matt Trott, had provided for them a private sleeper. They went from here to Terre Haute, where their car was attached to one of the fast Pennsylvania trains, and they expected to be in New York Sunday afternoon. The men had the pleasure of Mr. Adolph Mueller's company, he having gone East to join his wife and to attend the meeting of the Brass Association.

Eloise—Mama, who has the foot and mouth disease?

Mama—Papa does during the golfing season, dear. He hoofs it all day and mouths it all night.

A lot of men are so busy planning for tomorrow that they never find time to do the things which they yesterday planned to do today.

Embarrassing Questions

Aunt Sidonia, an Alabama negress, was a great advocate of the rod as a help in child-rearing. As a result of an unmerciful beating which she gave her youngest and "ornery-iest," she was brought into court one day by outraged neighbors. The judge, after giving her a severe lecture, asked if she had anything to say.

"Jest one thing, jedge," she replied. "I wants to ax you a question. Was you ever the parient of a puffedcky wuthless cullud chile?"

What Do You Say!

Mr. Spendrix—Any installments due today?

Mrs. Spendrix—No, dear, I think not.

Mr. Spendrix—Any payments due on the house, the radio, the furniture, the rugs, or the books?

Mrs. Spendrix—No.

Mr. Spendrix—Then I have ten dollars we don't need. What do you say we buy a new car?—Kreolite News.

TAPS ARE THE VITAL SPOTS OF MAINS

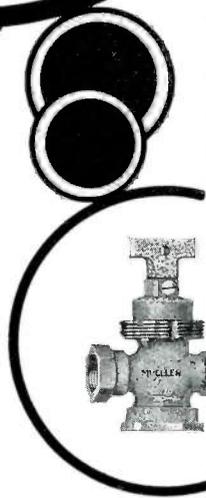


NINE
 OUT OF EVERY
TEN
 USE THIS MACHINE

YES, SIR! More than ninety-five per cent of all water works in the United States use Mueller Tapping Machines. What greater proof of Mueller quality is necessary?

**Mueller "A"
 Tapping Machine**

A strong, well built machine for heavy work. With standard equipment it will make taps under pressure in sizes from 1 to 2 inches, inclusive. All parts are interchangeable



MUELLER Curb Stops are manufactured under strict laboratory control, insuring a uniform and standardized metal mixture. They can be supplied for iron, lead and copper pipe in a wide range of styles.

MUELLER CO. [Established 1857.] *Factories:* Decatur, Illinois; Port Huron, Michigan. *Branches:* New York, San Francisco, Los Angeles. *Canadian Factory:* MUELLER CO., Limited, Sarnia.

—MUELLER—

(Continued from Page 25)

is used to increase pressure in case of fire. All fire alarms come into the pumping station as well as to the fire barn and immediately upon sounding of the fire signal the operator on duty at the pumps opens a hydraulic valve which releases the water column in the standpipe into the city supply system. The additional head gained through the standpipe increases the pressure in the business district to about 75 pounds.

The plant, in addition to numerous pressure gauges, watt meters, etc., is equipped with a master Venturi meter which measures and records the elevation of the water in the reservoir, and a recording gauge which shows pressure on the mains at all times. There is also a recording pressure gauge in the fire barn in town which shows the pressure on the mains and indicates the time and duration of fires by the increased pressure line.

There are 3060 service connections on the distribution system of which 8% are metered, the water consumed through metered services being about 28.5% of the total supply delivered. Consumption averages around 2,200,000 gallons per day or 175 gallons per capita.

Rates on metered water vary from 5 cents to 15 cents per 1000 gallons.

The water works is municipally owned and an inducement is offered to manufacturing enterprises to locate here, new industries being granted an exemption from water and light charges and city taxes for a period of 5 years, and this, together with advantageous railroad facilities and cheap fuel has brought and is drawing many industries to the city.

THE CLOVE

How times do change, Hiram. Take the clove as an example. It has been a great and reliable advertising media, as well as a pungent, aromatic spice.

In the days, good or bad, according to viewpoint, when we put our foot on a rail and polished our elbows on a mahogany board, while coloring our noses, the clove was in great demand. You ate a few after liberal libations, supposedly to kill the odor on your breath. You did. At the same time, however, this great little advertiser told the world that you had just imbibed a few.

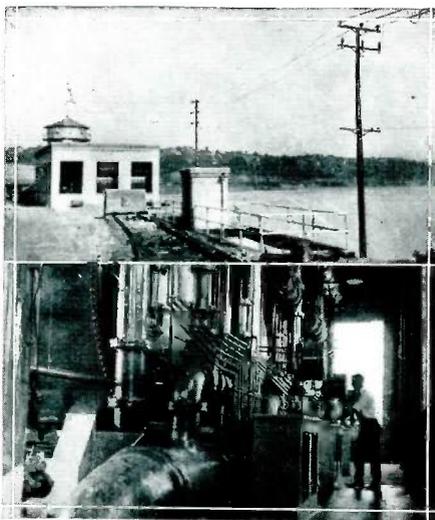
Nowadays the clove is not used much as a deodorizer but it is still in demand in certain quarters, very much in the same old line.

In certain sections it is chewed liberally, not to overwhelm and eradicate the odor of malt, spirituous or vinous liquors, but to create the impression that you have a boot-legger.

Take a lesson from the woodpecker; he uses his head when he works.

Don't be afraid to start at the bottom.

WORLD'S LARGEST ZEOLITE PLANT



The largest zeolite water softening plant in the world and the first, so far as is known, to be used in America to supply an entire community with softened water, has just been completed and put into operation by the Ohio Valley Water Company. Many peculiar problems have been met and overcome by engineers and chemists in completing this plant.

Water of twelve grains hardness and containing manganese and crenothrix brought many complaints to the company from the users. In overcoming these difficulties with zeolite the company has found that the expense of this method compares favorably with any other method which could be used.

Zeolite, or greensand, as it is better known, has the chemical property of withdrawing any basis or metallic salt from a water solution and replacing it with sodium. Sodium in the form of common salt must be added to the zeolite in order to maintain its efficiency. This company uses from eight to ten tons of salt a day. It is believed that the zeolite can be used indefinitely with the regular addition of salt.

The entire softening plant is built over a huge half million gallon detention basin, solving the problem of space where additional real estate could not be acquired.

The success of this plant is assured. A similar zeolite plant on a very small scale was tested by 404 days continuous operation before the present plant was built.

What'll Ma Say?

"Daddy, do you remember where you first met mummy?"

"Yes, dear, it was at a dinner party and there were thirteen at the table."

NEW YEAR'S PLEDGE

1. I will remember that life is more than today. I will not squander all my time and money and enthusiasm on the pleasures of the hour.

2. I will make a special effort to have and keep the greatest gift given to mankind, health.

3. I will remind myself, even while I struggle for the health and happiness of myself and family that this is not a one man or even a one-family-world. "He serves best himself who serves humanity" is no idle saying, and unselfishness was not a virtue that died with the Victorian era.

4. I will improve my mind. I will seek on every occasion the help and comfort of those changeless and ever faithful friends, books. I will endeavor to read at least one worthwhile book every week. I will read as much as I can on questions of the day.

5. I will in all things be broadminded. I will seek to be tolerant and never permit prejudice to blind me.

6. I will give to every good cause my hearty support. I will remember the duties of citizenship. I will count the right of franchise a privilege, and I will vote in every election. I will cherish and defend the constitution of the United States. Every law shall have my support as long as it remains on the statute books. If I believe the law to be harmful, I will labor for its repeal, but I will, in no wise, countenance law-breaking.

7. I will regard reverently those things which demand reverence.

8. I will strive to keep a sense of proportion, to be mindful that the world does not begin and end with the perpendicular pronoun. I will, in other words, never take myself too seriously.

9. And, never, never, will I lose my sense of humor.

IF—

If we noticed little pleasures
As we notice little pains;
If we quite forgot our losses
And remembered all our gains;
If we looked for people's virtues,
And their faults refused to see;
What a comfortable, happy,
Cheerful place this world would be!

—Author Unknown.

"Man, eighty, returns home for first time in half century," says a Herald headline. The article doesn't say, but we trust he was successful in matching the sample.—El Paso Times.

"What kind of liquor was it?"

"Well, two pints made a quart and a quart made you wild."

Freedom from bad habits is better than any other kind of freedom.

LOT OF CHAWIN'

This has become one of the famous buildings of the country. Any one who has ever walked or driven up Michigan Boulevard, Chicago, will recognize it as the Wrigley Building.

It took a lot of gum chawin' to build it. If it were all in one pile it would bulk more than the building itself.

Think of all the chewing it took to make this building.

Enough "horse" power was lost to send



the Leviathan around the world.

But there is a more serious and more important thought.

Rather let us think of the engineering ability and skill required to equip this building with plumbing in order that it might be habitable and healthful for the thousands of men and women occupying it day by day.

The building may have been built by reason of the consumption of a useless and needless luxury, but it at least made necessary the use of necessities of life as an offset to what many consider an undesirable habit.

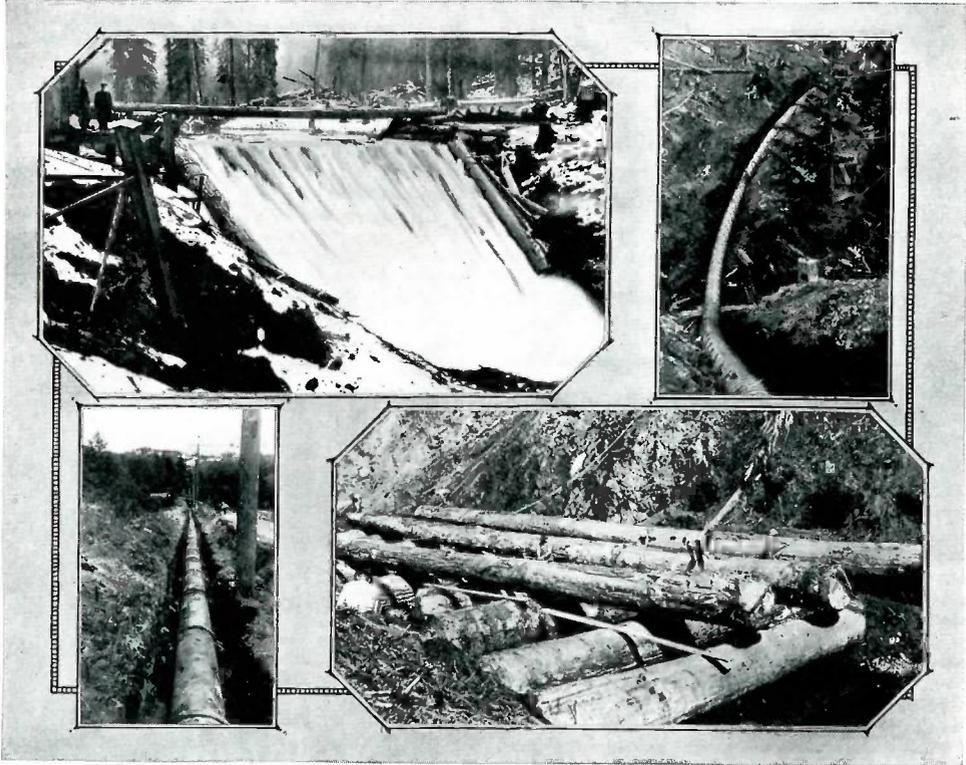
The Wrigley Building is a monument to the architectural and mechanical skill of all those who had a part in its construction, and the plumber was by no means the least of these.

She—I'll call brother if you try to kiss me again.

He—How old is your brother?

She—Three!

Aberdeen, Wash., Water Works



Water works men of the flat country will be especially interested in the water works system at Aberdeen, Washington, where the water tumbles down mountain sides through wooden mains.

The little city of Aberdeen has been doing some good work, and very interesting, as the accompanying pictures show.

The upper right hand corner shows a 28 inch continuous wood stave gravity supply pipe line. This line is 21.7 miles long and has two sub-river crossings and two sub-large creek crossings. The staves are made of Douglas fir.

The lower picture at the right shows the construction of the dam which impounds a fifty million gallon water supply. It is known as a log crib dam and is located at the headworks of the company. The logs are Douglas fir.

The picture in the lower left corner shows the 16 inch universal cast iron arterial main in the distributing system near the reservoir.

The picture in the upper left hand corner shows the completed dam and shows also what there is in the foot hills of Western Washington.

Supt. Watkins in a letter to Manager Leary of the San Francisco office, gives some very interesting information regarding methods in use at Aberdeen. He says:

After a year's use and trials of Mueller copper service pipe, I am thoroughly satisfied with it, and intend to use it more in the future.

We use cast iron pipe for all permanent water mains in our distribution system.

For service taps on these mains from three-quarter inch to two inch, we use the Mueller "A" and "B" tapping machines, with very good results. Our standard corporation cock for this work is Mueller G-10003.

We have in the past had serious troubles with our service pipes, especially under pavements. Nearly all our service mains are in the alleys. The alleys are twenty feet wide.

Our past practice, under pavements, for service connections, was a wiped joint goose neck next to the main, then the necessary amount of galvanized genuine wrought iron pipe. The greater part of our city is located in made lands, that is, filled in tide lands. The ground has a large percentage of salts. These salts cause a rapid rusting out of iron

or steel pipe, which causes frequent repairs and renewals of service lines, with the resulting unpleasantness of tearing up pavements.

When your Mueller copper service came on the market, I believed that a remedy was found for our conditions; and started tests on that pipe, with pleasing results.

For the past year I have made all new service connections with the copper service pipe, as well as all replacements. And where an unpaved street or alley was to be paved, I have replaced the existing iron service pipes with the copper pipe.

The copper service pipe is very flexible, and no goose neck is necessary where it is used. The quick connections that are made by your flange fittings makes low installation costs. Therefore I find that I can use the copper service pipe as cheap in initial cost as the old type of installation; and I have a service pipe that will give many more years of service. From our present experience with the copper service pipe, I believe that it is filling, and will fill, a long felt want for a permanent service pipe, at a not excessive cost.

My service men are well pleased with the pipe. They make a quick and good service connection. No cutting and threading to be done, and no goose necks to use. They make the corporation tap up into the main, cut with a hack saw, a length of copper pipe, slip on the connections, and with two or three blows of a hammer, turn the flange, bring up the connections, and screw them into place, and the job is done.

I am well pleased with the copper pipe, and do not hesitate to recommend its use to other water works men.

Yours very truly,
Signed: S. C. WATKINS,
Superintendent.

Hubbard on Thrift

Elbert Hubbard said: Thrift is a habit. A habit is a thing you do unconsciously or automatically, without thought. We are ruled by our habits. When habits are young, they are like lion cubs, soft, fluffy, funny, frolicsome little animals. They grow day by day. Eventually they rule you. Choose ye this day the habit ye would have to rule over you. The habit of thrift is simply the habit which dictates that you shall earn more than you spend. In other words, thrift is the habit that provides that you shall spend less than you earn. Take your choice.

More Convenient

Irate Mother (at dinner)—Johnny, I wish you'd stop reaching for things. Haven't you a tongue?

Johnny—Yes, mother, but my arm's longer.

When you shirk responsibility for one mistake, you are guilty of another mistake.

THE AID SOCIETY

One of the Healthy Activities of the Mueller Organization.

The annual financial statement of the Employees Aid Society shows a satisfactory condition. This is among the oldest of our internal activities. The society has passed through some stormy periods, but has ridden out the gales and is today in first class shape.

Practically all employes are members. The dues are nominal compared to the benefits, which cover sickness, accident and death. The company appropriates a certain sum each month to strengthen the society financially. Employes elect the board of directors.

In 1926 nine death benefits were paid.

FINANCIAL STATEMENT EMPLOYES AID SOCIETY

December 1, 1925, to November 30, 1926			
Dec 1, 1926, Balance	.....		\$ 1,386.73
RECEIPTS			
Contributions from Mueller Co.			
Dec., 1925	.....	\$100.00	
Jan.-Nov., 1926	.....	550.00	\$ 650.00
Municipal bonds matured	.....		500.00
Interest on bonds	.....		220.00
Picnic concessions	.....		92.44
Membership Dues			
From payroll	.....	\$11,334.60	
From benefits	.....	108.95	\$11,443.55
			12,905.99
Total	.....		\$14,292.72

PAYMENTS

Community Chest, 3 quarterly installments of \$300 (one was paid in 1925)	.....	\$ 900.00	
Expense—clerks	.....	7.50	
Advance to Emergency Loan Fund	.....	300.00	
Cash to refund dues	.....	28.56	
City of Decatur bonds for investment	.....	1,000.00	
Interest accrued on above	.....	13.83	
Benefits			
Death 9 members	.....	\$ 745.00	
Flowers	.....	45.00	
Membership dues	.....	108.95	
Sickness and accidents	.....	8,948.13	\$ 9,847.08
Total	.....		\$12,096.97
Nov. 30, cash balance	.....		\$ 2,195.95

RESOURCES DEC. 1, 1926

Cash in bank	.....	\$ 2,195.75
Mueller bonds	.....	2,500.00
Interest accrued	.....	57.33
Decatur city bonds	.....	1,000.00
Interest accrued	.....	45.00
Calexico city bonds	.....	500.00
Interest accrued	.....	10.00
Advance to Emergency Loan Fund	.....	300.00
		\$ 6,608.08

E. H. LANGDON, Treas.

December 8, 1926.

The following members of the Employees Aid Society died in 1926:

- | | |
|-----------------|----------------|
| William Hoeing. | Tim McDermott. |
| Agnes Robazek. | C. S. Saylor. |
| C. G. Moore. | Ed Lloyd. |
| Arthur Hunt. | L. W. Curtis. |
| Richard Wilson. | |

Mueller Salesmen Hold



Here they are, strung out in a row—the Mueller salesmen from all parts of the United States—with company members, the third generation, sales managers and branch managers forming the center piece.

The photograph was taken on the first day of the salesmen's annual meeting. The entire group was "at home" at the Lodge from December 6 to 11 and a large corp of attendants were kept busy looking after their comfort during that time.

For several years past this meeting was held in the early fall, but this year it was deemed advisable to change the date in order that it might fit in better with local conditions.

The program was much the same as in the past—morning and afternoon business sessions—social diversions in the evening.

Messrs. Philip, Robert and Adolph Mueller attended all sessions and directed the business. There were some changes from previous years in as much as the meetings were largely devoted to discussing the line of goods made by the company, new goods being introduced and other plans for the future.

One day was given to the inspection of Mueller industries in Decatur, which included the new vitreous ware plant, the iron foundry and the main plant where the plumbing, water and gas brass goods are made. All these trips were made under the guidance of men familiar with Mueller manufacturing plans and policies.

These visits had an unusual educational value this year because of the many important changes and the new machinery added since the salesmen were last here, a year ago in September.

All the salesmen attended a reception given on Wednesday evening, December 8. This was attended by the foremen and wives and was also the occasion of presenting employes with service buttons and cash rewards for long terms of service.

All the visiting salesmen had departed by Saturday night, December 11, and were back on their territories the following Monday.

THE PRESENT SELLING FORCE

Many New Faces Found in the Ranks This Year.

This year's gathering of salesmen shows many new faces. Tom Leary, Billy Jett, and Billy Heinrichs are now the old timers in the group. Another Billy—Hennessy of New York—would complete a quartette of 20 year men if here, but it was not possible for him to come. The names of those in the picture follow:

LEFT TO RIGHT—STANDING

L. J. Evans	F. W. Cruikshank
Robt. Benton	S. W. Kerr
C. J. C. Haas	Phillip Cruikshank
E. E. Powell	F. V. Johnson
Thos. F. Leary	Ebert Mueller
Robt. T. Whitehead	J. L. Langford
W. L. Jett	L. W. Mueller
W. J. Mix	W. F. Aaron
W. C. Heinrich	Robt. H. Mueller
Ivan Van Haafton	B. F. Kitchen
C. E. Lincoln	Geo. F. Sullivan
J. W. Simpson	R. V. Burton
J. P. Stenner	C. T. Ford
W. E. Mueller	W. B. Ford
Chas. Treworgy	J. W. Wells
Adolph Mueller	R. E. Kirchner
C. N. Wagenseller	L. M. Ross
Phillip Mueller	O. C. Draper
Harry V. Seevers	F. T. O'Dell
Robt. Mueller	R. L. Moore
J. L. Logsdon	Matt Trott

LEFT TO RIGHT—KNEELING

George White	John Shelton
P. L. Bean	O. H. Sharlock
Thos. E. Gaither	J. Keown
E. P. Graeber	F. A. Huntley
W. L. DeWitt	J. A. Mason
Dick Powers	R. L. Jolly
W. R. James	W. A. Coventry
Wm. R. Mason	Paul Hines
F. E. Carroll	Robt. W. Baugh
Ralph Gumaer	

At the Ball

He—Pardon, there's a spot on your stocking.

She—How come? I haven't any on.

Waitress—How did you find the apple pie?
Sutliff—I picked up the cheese and there it was.

Annual Decatur Meeting



The Forty-nine Club's Frolic

That Ancient and Honorable Secret Society, "The 49 Club," met in solemn conclave at the Mueller Club House Thursday evening, December 9. Weird lights flickered fitfully, stirred by groaning, moaning breezes laden with sulphurous odors, and hideous faces leered malignantly from dark corners. Huddled in one place were thirteen victims—new salesmen—who in trustful moments listened to the sinful voice of the tempter, and yielded to his honied words describing the virtues and glories and benefits of the ancient order.

George Sullivan, president of the club, called the members to order in sepulchral tones, advised them that gleesome and gruesome work was at hand and called for suggestions. Members were admonished that at the last session a dismal failure was recorded in words of fire in the Book of Horrors.

The handling of the victims had either been too mild and merciful or the victims had been so tough that out of a possible six only five had been permanently mutilated. Such sloppy work was to be condemned as unworthy of the artistic and refined methods of torture for which the 49 Club is famous.

"Let us not," he concluded, "fail to be true to the memory of our traditional ancestor, Mephistopheles. Mercy, sympathy, and pity are unknown in our ritual. Tonight we demand men of brass—good red brass—to handle these innocents, men who will not relent in vigorous application of the tests which will prove these quavering, pie-faced victims, worthy of going forth in the world to battle for the house of Mueller, upholding its fair name in the competition for business. They must be men of red brass. Let him who fails in accepting the tests be branded yellow brass and cast into oblivion. Now brother 49ers, present suitable gentle hints in accordance with our ritualistic formulas. Nothing tender and

sweet like boiling in oil, branding with red hot irons, tatooing the forehead, poking out one eye or slitting the nose or ears. All these are passe '49 brethren. What we want is some real tests."

Then followed many suggestions so markedly heinous, bitter, painful and merciless that Adolph Mueller protested.

"Just because you and your company are bosses, doesn't give you any special privileges in this bunch," shouted Tom Leary. "Here, in this conclave, you are nothing but a 49er. You got yours when you joined, didn't you? Well, these trustful imbeciles coming in tonight belong to us. For you, Mr. Mueller, and your company, you can go back and sit down, and Mr. President," he added, "to make the sitting more comfortable, and pleasurable, it is our privilege to advise you the 49 Club offers as a gift to the Mueller Lodge some beautiful arm chairs with our best wishes for a Merry Christmas and Happy New Year."

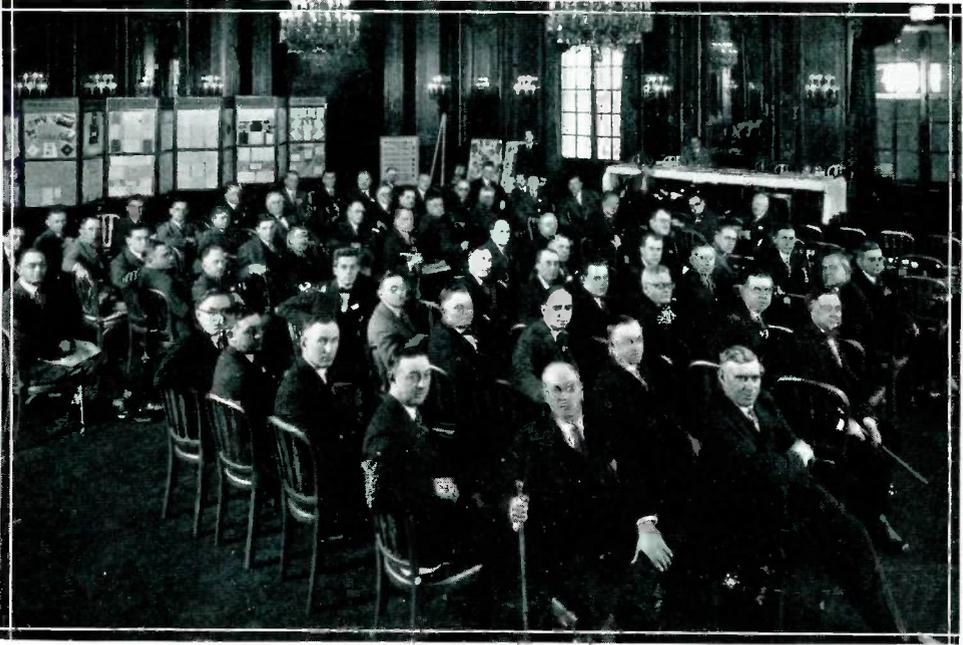
Adolph expressed the thanks of the company, and ceased his intercession.

And here the curtain falls. Upstairs in the gymnasium, shrieks, groans, and laughter prevailed. A hundred spectators enjoyed the fun. Even the victims claimed to like it—they had to—the committee on Refined Cruelty made them admit it.

Preceding the initiation, the crowd was entertained by a badger fight. An ancient sport in keeping with the tenets of the 49 Club. S. W. Kerr, one of the new salesmen, won in the competition for the honor of pulling the badger from the box, and he was responsive to all the advice given him to protect himself from attack by the vicious animal which is always possible before the dog can get to it. With his legs swathed in paper puttees, big gloves on his hands, he followed instructions, and the fight was one of the most successful ever pulled. The big bull dog proved to be a blue-blooded

(Continued on Page 40)

Trade Extension Meeting



(Photo by Courtesy of Plumbers Trade Journal.)

The sixth annual conference of Sales and Advertising Managers of the Plumbing and Heating Industries was held November 11 and 12 at the Palmer House, Chicago.

In this magnificent hotel those attending the meeting found perfect comfort. The sessions were presided over by W. B. Bergner of the Trade Extension Bureau, under whose auspices the conference was held. The sessions were held in the Red Laquer room with its gorgeous ornamentation and splendid furnishings.

The attendance was fully up to the standard established in previous years, and among the delegates were some of the leading sales and advertising managers of the plumbing and heating field.

There were some distinguished guests from the Master Plumbers, including President Wilson of San Francisco, W. J. Lang of Chicago, W. A. Bywater of Salt Lake City, Joseph Cannon, ex-National President, of Chicago.

The program was a varied one, touching on many subjects of sales and advertising interest.

Among the speakers and the topics discussed were the following:

Finding the Logical Market and Getting Publicity Coverage in It—Mr. Geo. V. Christie of Johns-Manville, Inc., New York City.

Tying-in the Dealer and Contractor to Sales and Advertising Effort—Mr. E. L. Flentje of the Trade Extension Bureau.

What Has Been Done by Other Industries and Its Effect—Mr. H. R. Northrop of Eldridge-Northrop, Inc., Trenton, N. J.

What Can Our Industries Do to Get Increased Public Attention—Mr. C. W. Farrar of the Excelso Specialty Works, Buffalo, N. Y.

The Business Problems That T. E. B. Is Solving—Mr. William C. Bergner, The National Trade Extension Bureau.

Making Balanced Management Increase Sales for 1927—Mr. C. W. Wanger, The Woodward-Wanger Co., Philadelphia, Pa.

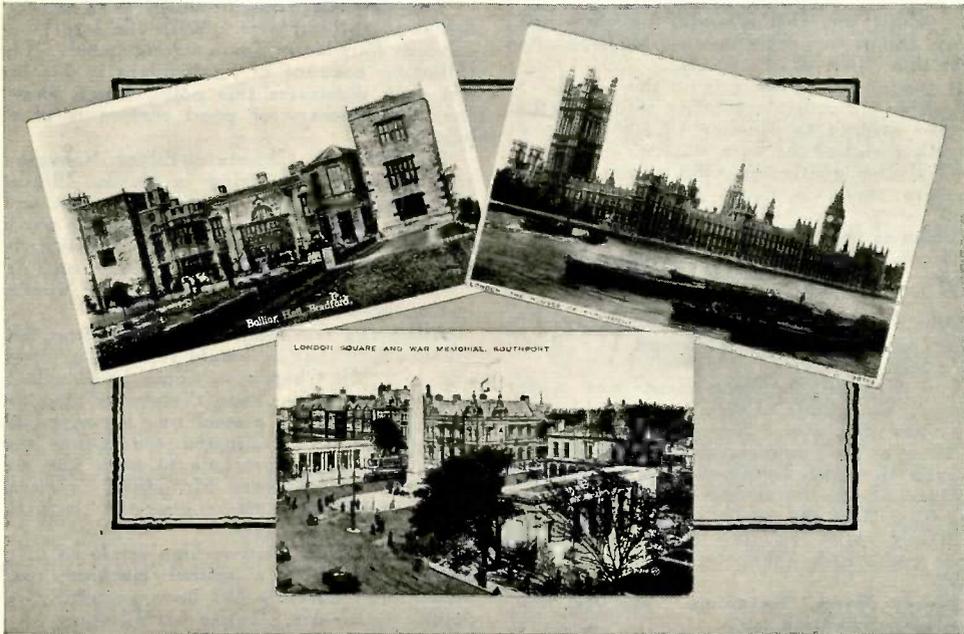
What Enthusiasm Will Do—Mr. Thos. F. L. Henderson of the Krenn & Dato Co., Chicago, Illinois.

What the Manufacturer and Wholesaler Can Do—Mr. Wm. J. Woolley of the Wolff Manufacturing Corporation, Chicago, Ill.

The Manufacturers' and Wholesalers' Salesmen as an Inspirational Force—Mr. C. D. Brownell of the Reliable Plumbing & Heating Co., Champaign, Illinois.

Optimism is the courage to speak of "my car" in the face of five payments yet to be met, a chattel mortgage, a garage bill, and license-tag time almost due.

In Merrie England



Walter Scree-ton of Dept. 30, who was given a trip to Nottingham, England, his old home, with all expenses and salary paid, has been home for several weeks. Walter has been entertaining his shop acquaintances with details of his wonderful trip.

Concerning the "old home town," he found many landmarks with which he was familiar in his early manhood. In fact the changes were not so many and so great in the years he has been absent. England has a fashion of remaining very much the same throughout the centuries. They rather like the idea of clinging to old traditions. In addition to his relatives, Walter met many old acquaintances.

The memory of this trip will linger with Walter as long as he lives.

During his absence he did quite a bit of traveling in England, and above are some of the sights that came under his observation.

At the left above is Boiling Hall, Bradford, and at the right the famous house of parliament in London, which we hear about in the daily press.

In the lower center is a picture of London Square and the war memorial in Southport, England. Walter says Southport is a very pretty town, which one can readily believe from the picture.

Recently Walter suffered a grevous affliction in the death of his beloved wife with whom he had lived happily for many years. The original purpose of our company was to have Mrs. Scree-ton accompany Walter to

England, but when sailing time came she did not feel strong enough to make the journey. A daughter of Mr. and Mrs. Scree-ton accompanied Walter.

THE COST OF BUILDING

An Analysis of the Construction Cost of a Home

The complete cost of a home is what interests the average builder who does not take the time to analyze the distribution of cost.

The United States Department of Labor has figured this out on a five room dwelling as follows:

	Per cent
Foundation and masonry	36.1
Carpentry	29.1
Plumbing	10.
Heating	8.7
Hardware and Metals	7.6
Paint	6.5
Electrical Work	2.
Total	100

The foregoing analysis includes the cost of both materials and labor. It is interesting to note that the Department of Labor says that in the total cost of building a house, 59.5% of the cost will be for labor hire. The remaining 40.5%, of course, is for materials.

LOCATING SIZE 46

There are bright moments in everybody's life. Even the switch-board operator finds many things to smile over. In proof, we offer this "Tale of the Pants."

It was noon. Ollie was on the board. A call came in, and after being informed that he was talking to Mueller Co., the man at the other end of the wire stated:

"Tell the gentleman who wants size 46 trousers that we don't have any in his size."

"Who is the man?"

"I don't know. He called me about gym trunks. He wears size 46." And he hung up.

Ollie was all at sea. She saw Kitty Wilkins going to lunch and asked him if 46 were big or little.

The General Superintendent was a bit vague. "I wouldn't have any trouble getting into that size," he remarked.

After a few minutes of reflection, Ollie decided that the unknown man must be a member of the noon day lunch club. She told Mrs. Rost the story, and that lady immediately went up into the firm's dining room and asked, "Who wears size 46 trousers?"

Barney Marty "fessed up," and the message was delivered.

Small World Indeed!

Three officers of a New York bank picked up a pleasant-looking stranger at the first tee to make a foursome. After the game he happened to mention that he was a vice-president of the Indoor Trust Company.

"You don't say so? Well now, that's just fine. So am I, and my two friends here. Boys, Mr. Brown here is a vice-president in our bank. Well, well, meeting for the first time out here on the golf course. What a small world! Now, Mr. Brown, we must make it a point to get together again and know each other better. Yes, sir."—Nation's Business.

(Continued from Page 37)

animal, and refused absolutely to go near the badger, which left Kerr to defend himself against any possible attack.

In this connection an incident on the side is fully as interesting. Troy Rousch of the billing department, was imperturbed for the loan of his dog. He indignantly refused to send his prize animal into a fight with a badger, saying he didn't propose to have his dog all scratched and clawed to pieces. He is nominated as a good candidate for the next badger fight.

"At Christmas be merry,
And thankful withal,
And feast thy poor neighbors,
The great and the small."

MEMORY OF SERVICE REMAINS

Forty-two Years Fail to Obliterate Prompt Attention of Hieronymus Mueller

The greatest thing in business is service; but it is nothing new. With the late Hieronymus Mueller it was a strong belief. The following account of an incident in his life not only illustrates this point, but it shows that the memory of good service is never effaced.

In 1884 J. A. Chance of Edgar, Nebraska, was a young man living in Macon, Illinois. He was engineer for a threshing outfit, and one busy afternoon his engine failed to work, due to a leaking cylinder. He removed the piston head and drove to Decatur and arrived at the shop of Hieronymus Mueller just at the closing hour.

Altho the workmen had gone home, Mr. Mueller said that he would repair it at once, and told Mr. Chance to come back a little later. Mr. Mueller soon discovered that the trouble was due to a steel ring spring which had spread. He adjusted the spring and told Mr. Chance just how to fit it into the cylinder. He followed Mr. Mueller's directions carefully and the engine ran perfectly for a number of years.

This bit of efficient service rendered after closing hours by a skilled mechanic and owner of a business has been gratefully remembered by Mr. Chance for 42 years.

GOOD READING IN IDLE HOUR

And You May Remember It If Your Memory Is Phenomenally Good

Some guy has produced a nice batch of biblical facts—we admit them as facts—too busy to check him up.

Good reading if you've nothing to do, but we'll bet a European crown against 10c that you won't remember all of it ten minutes. Here's the memory test:

In the Bible there are 3,586,473 letters; 775,693 words; 31,373 verses; 1,189 chapters and 66 books.

Psalms is the longest book, it has 150 divisions. The shortest book is the 2nd John, which has one chapter of thirteen verses.

The longest chapter is the 119th Psalm. It has 176 verses.

The shortest is the 117th Psalm, which has 2 verses.

The longest verse is the 9th verse of the 8th chapter of Esther. It has 90 words. The shortest is the 35th verse of the 11th chapter of John; it has 2 words.

The 8th verse of the 118th Psalm is the middle verse of the Bible.

The 37th chapter of Isaiah and the 19th chapter of 2nd Kings are alike.

In the 107th Psalm the 8th, 15th, 21st and 31st verses are alike.

Each verse of the 136th Psalm has the same ending.

The 21st verse of the 7th chapter of Ezra contains all the letters of the alphabet.



What would Christmas be without these Vital Spots?

When Mueller began making quality plumbing material 69 years ago this Christmas, the convenience of a modern bathroom was unknown and unmissed.

But Christmas is different now. The bathtub, lavatory, sink and other sanitary fixtures are as much a part of today's Christmas as are happy children and their toys.

Many home owners, however, are missing the *full* joys of modern plumbing. Their faucets leak, pound, howl and require frequent repair expense. They

are constantly reminded that these *Vital Spots* should have been selected with greater care.

Good plumbers know the positive necessity of buying dependable faucets, such as Muellers. These *Vital Spots* must withstand constant usage. They must combat twists and strains—the effects of hot and cold water, powerful pressure and chemical action. That is why plumbers as well as architects and contractors, recommend Muellers with confidence.

MUELLER CO. (Established 1857) Factories: Decatur, Illinois; Port Huron, Michigan
 Branches: New York, San Francisco, Los Angeles
 Canadian Factory: MUELLER, Limited, Sarnia

MUELLER FAUCETS

faucets without a fault