

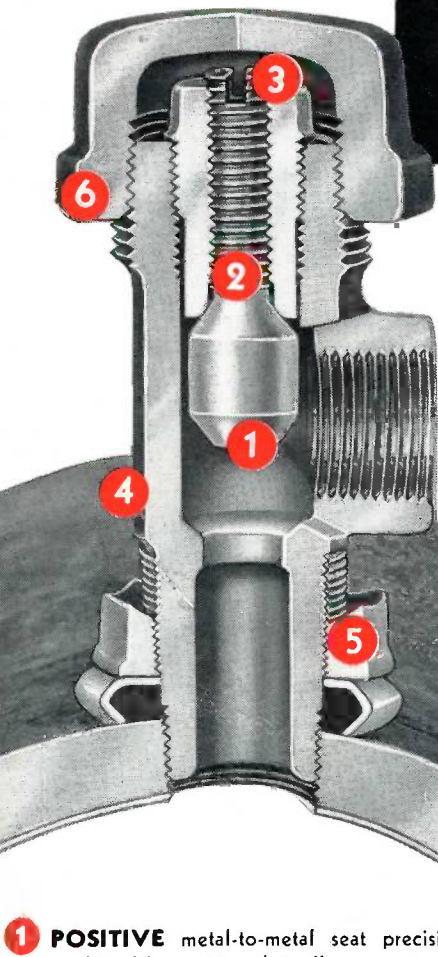
MUELLER RECORD



DECEMBER • 1951

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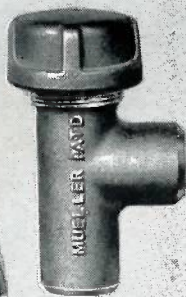
service valve tees



Positive

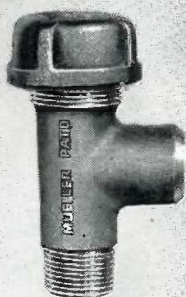
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December • 1951

Vol. XXXVIII

No. 3

HERMAN E. JACKSON, Editor

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Just Between Us...

THE OTHER DAY I was talking to a friend about the power of enthusiasm. He said to me, "You know, the job I have would be pretty dull if I didn't have some enthusiasm for it." Come to think of it, most of the jobs in this machine age are probably routine or dull. I wonder how many of the people holding those jobs have any enthusiasm for their work? How much more these workers could accomplish if they took an enthusiastic interest in their jobs!

Just what is enthusiasm? The dictionary defines it as "ardent zeal or interest; fervor." The word enthusiasm comes from a Greek word which means "to be inspired or possessed by the god." Actually, it is very hard to define enthusiasm, but it is very easy to know when a person has it. You will see plenty of it at a basketball or football game, or for that matter, at any sport. I know a duck hunter who literally radiates enthusiasm when describing a duck hunting trip. I do not own a gun, but he has me wishing that I did.

Now you may say, "But I don't have enthusiasm." Then generate some! How? By acting enthusiastic! Philosophers for years have been advocating that very

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The water tank was located in the top of the famous Rotunda building of the University of Virginia. It has since been removed.

Charlottesville Had Problems, Too

How a City Developed a Municipal Water Supply

By S. L. Williamson

THE WATER SUPPLY of any community is of prime interest to its people. And, possibly, a few highlights about the water supply of Charlottesville, particularly in an engineering way, will be of interest to Mueller Record readers.

At various times we have had occasion to go back to the record in connection with the water system of the City of Charlottesville. What we found about the development since before the Civil War times has been most interesting. Information from the Civil War period to 1870 has been secured by word of mouth, but from an authentic source. Dr. Francis F. Bunnington, for years professor of chemistry at the University of Virginia, has supplied this early

history. It was his job to examine water from some of the old wells that were dug in Jefferson's day.

Charlottesville is even now well scattered over an area of about four square miles. The University of Virginia and its lands are located in the western and high end of the city, while the main business and industrial section occupy the lower eastern end.

Before the Civil War, all water was gotten from scattered springs and wells, carried in buckets by those not fortunate enough to have one of these luxuries close by. The town pump was located in the middle of Main street at the top of Vinegar Hill. This well is now covered by the statue of Lewis and Clark, and serves as a very good foundation for

the statue of those illustrious explorers. At this time there were various pumps and several springs scattered about the few buildings at the University of Virginia. The strongest spring was very near the present site of the McIntyre Amphitheatre.

At about this time, during the eighteen fifties, a small dam was built at the foot of Lewis (or Carney's) Mountain about a mile west of the University near the Chamberlain place. From here a two and one-half inch pipe brought the water by way of the present gymnasium to a small open lake on the University grounds located north of the Rotunda and northeast of the present chapel. From this lake a covered canal conveyed the water to a steam pump in the old annex (since removed) where it was lifted to a tank in the top of the Rotunda. From there it traveled by gravity to the University buildings and the professors' homes. This water was used for all purposes except drinking. Citizens still carried drinking water from pumps and springs. The operator of the steam pump in the old annex was one Martin Tracy, an Irishman of some renown in those days. His automatic gauge consisted of a stick attached to a float. By looking out the window up to the Rotunda, he could observe the stick and work his pump accordingly.

University Cooperates

In 1868 Major Green Peyton assumed charge of the buildings and grounds at the University. It had been apparent for years that some further steps would have to be taken for a more abundant and pure supply of water. The wells were being closed from pollution, and the water problem was indeed bad. Major Peyton in the spring of 1868 constructed a brick reservoir on the north side of Observatory Mountain. This held perhaps one-half million gallons and from it a four-inch cast iron pipe conveyed this water by gravity to the tank in the top of the Rotunda.

At this time and during the several succeeding years, the town had no such thing as a water system. The town authorities even then sensed their responsibility to provide water for its citizens as is evidenced by this resolution of the Council passed in June, 1871.

"Be it ordained by the Council that in consequence of the pump near the Farish house having been used in part for a number of years as a public pump, the Council agrees to pay one-half the amount necessary to put it in good repair, provided the whole cost does not exceed \$25."

Shortly after this, we find that the Council contracted for the use of an-

(Continued on Page 13)

View of the Moorman's River dam.



Sales Staff Increased

IN ORDER TO GIVE better service to our customers, the Sales Division has made some changes in the assignment of territories. The new arrangement provides for several additions to our field service staff. Recently, four of these men were sent out into their areas. This issue of the Mueller Record provides our

first opportunity to introduce them to our many readers.

Kenneth F. Tohill, who will serve the state of Iowa, has had a long career in the field of selling. Beginning in 1929 he was for six years engaged in retail selling. He was for the following fifteen years a manufacturer's District Sales Manager. This is a total of 21 years of experience in customer service. During most of this period he worked out of Chicago. The permanent address of Mr. Tohill will be Des Moines, Iowa. He succeeds Frank R. Seevers who has been transferred to the state of Nebraska.



Kenneth F. Tohill

Gerald J. Yonker has long been a member of the Mueller organization. He began working with us in 1924. His first job was that of plant messenger. He came up through the ranks, and at the time he went on the road he held a responsible position on our office staff. In his 28 years of service he has had ample opportunity to become thoroughly familiar with the complete Mueller line. Jerry, as we call him, has a son working for us. His brother is Assistant Sales Manager in the water division. His father also was a long time Mueller employee. He will continue to live in Decatur which will be his headquarters. Mr. Yonker will cover the state of Illinois, serving as an assistant to George White who has traveled this territory for years.



Gerald J. Yonker

William F. Johnson, who has been a valuable member of our engineering staff, has been selected to cover a portion of the state of Texas. He has had considerable engineering experience. Prior to service in World War II, he served for some time as a draftsman in the engineering department of the Denver and Rio Grande railroad. Following the war, he successfully operated his own retail appliance business, and then joined the Mueller organization. Mr. Johnson's headquarters address at present is Apartment 20, 1126 Berthea street, Houston, Texas.

Ray E. DeWeese is the newest man to join the Mueller sales staff. He will assist Floyd V. Johnson who for many years covered the states of Kentucky and Tennessee. Mr. DeWeese will spend the major portion of his time in Kentucky. He attended King College in Bristol, Tennessee, and the University of Tennessee in Knoxville, Tennessee. He majored in business administration. Ray is a Marine Corps veteran. He will make Lexington, Kentucky, his headquarters.



William F. Johnson



Ray E. DeWeese

Food For Thought

Those familiar with the glib excuses people make for not going to church may be interested in the following parody written by a Lake Crystal, Minnesota, pastor and printed in Minnesota papers.

Why I Do Not Attend the Movies

1. The manager of the theater never called on me.
2. I did go a few times, but no one spoke to me. Those who go there aren't very friendly.
3. Every time I go they ask me for money.
4. Not all folks live up to the high moral standards of the films.
5. I went so much as a child, I've decided that I've had all the entertainment I need.
6. The performance lasts too long. I can't sit still for an hour and three-quarters.
7. I don't care for some of the people I see and meet at the theater.
8. I don't always agree with what I hear and see.
9. I don't think they have very good music at the theater.
10. The shows are held in the evenings, and that's the only time I am able to be at home with my family.

■ ■ ■

OUR COVER PICTURE

The little boy on the cover, like many of us may have done, decided that the only way to settle this Santa Claus business was to stay up until the jolly old fellow arrived. Then he could talk things over man to man, and thank him in person for the presents. "But," to quote Whittier, "sleep stole on as sleep will do when hearts are light and hope is new." Soon his head began to nod and his eyelids closed. Finally he was lost in slumber and pleasant dreams. Now the night is well along, the clock ticks steadily away, and the fire crackles cheerily as the yule log is consumed.

The photographer did a good job of catching the spirit of youthful trust and innocence. The photograph was taken by Harold M. Lambert of Philadelphia.

Water For The "Y"



EVERY NOW AND THEN we show photographs of water, gas, or oil workers making installations of some sort. Usually these pictures show Mueller equipment in use. Often the installation stories present the solution to an unusual problem. In this case the problem was not out of the ordinary. Just a simple tapping of a water main. The difficulty lay in doing it in very restricted quarters.

In Decatur, Illinois, a new Y. M. C. A. building is being erected at the corner of Prairie and Church streets. The Roy W. Christy Construction Company of Decatur has the general contract. As may be seen in the picture, the exterior of the building is nearly completed except for the rear walls.

At left: Archie Summers stands in crowded quarters as he prepares to make the cut. Below: View of the new Y. M. C. A. building in Decatur. Workmen are getting ready to tap the water main.



The plumbing is being installed by the S. E. McDaniel Co., Inc., of Decatur. The plumbing work at the time we took the photos was far enough along to justify making the tap while the weather was good. So the plumbing contractor sent his men to make the tap in the water main.

Once the trench was dug the men discovered that they would have to work in close surroundings. A twelve-inch water main was to be tapped and a four-inch outlet was to be provided for the Y. M. C. A. A gas main ran above and parallel to the water main. Between the two ran a steam main. This main cut diagonally across the trench and was heavily insulated to hold in the heat. This increased the diameter of the pipe to such an extent that making the tap was going to be a problem.

A Mueller tapping sleeve was bolted in place and calked. A Mueller tapping valve was attached to the sleeve. To the valve was bolted a Mueller "C-C" drilling machine. Because of the arrangement of the pipes a machine with an air motor could not be used. So the hand operated model was used. The lever handle, which actuates the boring bar and cutter, could move only in a restricted arc because of the steam main. Only a small place was available for the operator to stand while he worked the handle. But once everything was worked out and ready to go, the tap was made without difficulty in 35 minutes. Archie Summers, the operator, told us, "It made a nice clean tap, and did it quick and easy."

One of the men remarked that the Mueller drilling machine was the only one on the market that could have been used on this job. This was because of its compact design. It is nice to know that Mueller equipment once again was able to help solve a difficult problem.

Archie Summers, at top, pauses long enough for our photographer to make a picture. Roscoe Smith, below, watches the operation. Note the heavily insulated steam main cutting diagonally across the trench. Just above Mr. Summers' hand the gas main can be faintly seen.



More About Water Divining

OUR ARTICLE, "Is Water Divining Hocus-Pocus?" which appeared in the April Mueller Record set off quite a discussion. We expected that it would, since this is an age old puzzle which never has really been settled. Scientists, engineers, and others pooh-pooh the whole thing since there is apparently no scientific explanation of the behavior of a hazel fork in the operator's hands. On the other hand water has been located, supposedly by the dowser, and it is hard to disprove it. Another article in the October Mueller Record discussed one Willard Westcott who evidently is quite successful at this. As we indicated in our first article, possibly the dowser might successfully locate water without the hazel fork. He may have acquired a bit of rudimentary geology, and being familiar with the land, might find water without too much effort.

Personally, your editor is staying neutral. We have not had enough study in the sciences to enable us to be an authority on the subject. Our main purpose in printing these stories is to give both sides as they are reported to us, and then let the readers decide as they choose.

This Man Knows Geology

Among the letters received was one from Mr. Richard S. Lee, regional manager of Metrogas, Inc., of Hendersonville, North Carolina. We quote from his letter these words:

"Water dowsing has been practiced for hundreds of years, and has been the subject of much discussion and no small amount of controlled scientific research. To my knowledge there never has been an instance wherein a person was proved to have any such 'gift' as would enable him to locate subsurface water with a divining rod of any kind. The seeming success of some of these dowsers has been largely restricted to locations where there was an abundance of ground water, and where a well of the proper depth would produce water most any place.

"To speak of water in 'veins' is ridiculous in itself as water does not occur in veins. Except in some locations where

there may be actual subsurface streams coursing through rock fractures or solution cavities in limestone and similar water-soluble formations, water occurs quite generally in porous formations which have access to surface water. In such cases, the water will saturate the host rock to varying degrees and where the porosity is great enough, the rock will contain sufficient water to become a permanent source.

"An example of this is the great Dakota sandstone formation which laps onto the east flank of the Rocky Mountains and extends eastward under large areas of the states of Colorado, Nebraska, the Dakotas, and Iowa, and is one of the greatest water-bearing formations of the world. The Dakota sandstone provides most of the water for the great cultivated areas of the above mentioned states, and may be depended upon to produce water almost any place except where travel of the water within the formation may be precluded by structural or lithological breaks in the sand itself.

"Actually, the less mountainous sections of the earth's surface are pretty well saturated with water although many times it is to be found quite a distance below the surface. This level at which there is general saturation is the top of the water table—a level below which water is usually present. In some places the water table is deep below the surface and in such cases it may be hard to get. In other cases the water table may be very close to the surface and even above the surface. In the latter case, we have artesian wells and surface water. The depth of the water table will vary for several reasons and from year to year, depending on the amount of rainfall which reaches the water-bearing rock. In periods of sparse rainfall the table will be low, or if more water is removed than added, the table will recede.

"During World War II, I served 2½ years in Africa and Italy with an Engineer Water Supply Battalion. During

(Continued on Page 14)



ALBERT G. WEBBER, JR.
PRESIDENT AND TREASURER



LUCIEN W. MUELLER
CHAIRMAN, BOARD OF DIRECTORS



W. H. HIPSHER
EXECUTIVE VICE-PRESIDENT

Mueller Co. Officers

For some time we have carried in the masthead on page one the names of the officers of our company. It occurred to us that to most of our readers these are merely names. Since we felt that it would be of interest to you, we have included in this issue photographs of our company officers. We want you to meet them in these pages. If you are ever in

any of our offices ask to meet these men. They will welcome the opportunity to meet you.

On this page and on the center spread following are shown the officers of the parent company. On the third following page are the officers of Mueller, Ltd., our Canadian subsidiary.

Members of the Mueller Co. Board of Directors are:

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- Addie E. Mueller
- Frank H. Mueller
- Lucien W. Mueller
- Charlotte Mueller Schluter
- Lenore Mueller Schmick
- Albert G. Webber, Jr.

Members of the Mueller, Ltd. Board of Directors are:

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- J. Milne
- Ebert B. Mueller
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- R. M. Nicolson
- George W. Parker
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C. S. BROWETT
PLANT CONTROLLER AND ASSISTANT
SECRETARY

Charlottesville

(Continued from Page 3)

other well in the vicinity of Court Square at a cost of \$48. Then in October, 1873, a committee from the Council recommended the employment of an engineer to devise a plan for the securing of a pure and abundant supply of water for the citizens of Charlottesville, and spoke of a public vote on the question of a bond issue. In April of the following year an engineer was retained to locate a dam, pipe line, hydrants, and so forth, and to make an estimate of the cost.

Nothing came of this movement until August, 1884, when a report was submitted by another engineer, Mr. E. W. Dowditch, who made a similar report on the same project. A contract was entered into with the University of Virginia wherein the University was to pay about one-sixth of the total cost of the project, since the University was by this time as badly in need of water as was the town. This was really the first joint arrangement between the University and the town officials in water matters. It

Maury's branch about two miles below the reservoir. The purpose of this small pond was to catch the leakage from the reservoir and other water from the drainage area in the intervening two miles. Two steam pumps were installed. These operated intermittently until recent years when the present Moorman's River supply was put into service.

With the increased use of water during the eighteen-eighties, and the adoption of the more up-to-date and more numerous plumbing fixtures, the problem of sanitary conditions and disposal of sewage presented itself. The Council in 1893 carefully sought engineering advice, and very wisely retained the services of a well known engineer, Mr. Rudolph Herring of New York. Mr. Herring's study and report was adopted, and the sanitary system installed under his direction is still in useful service, with many later additions, of course.

A few of the many water rates in 1898 are very interesting. The following rates are annual:

Dwellings valued at less than	
\$1,000.00	\$ 5.00
For each \$100 valuation add	15

Water Divining

(Continued from Page 8)

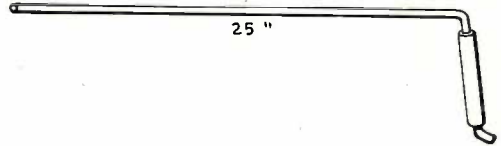
the search for water in Italy we obtained the services of a dowser who was a member of the South African forces. He was out for several days with his rod, and at the end of the time, the only water he could find was in the blisters on his feet. He returned to his unit an utter failure as a dowser. Had he been home where he knew the country his results might have been much better—and he probably would have ultimately located water even without his wand."

Make Your Own Divining Rod

The above opinion was well stated. Now to go to the opposite extreme, we received another letter which described a different type of dowser being used to locate pipe. Mr. J. J. Smyth, secretary of The Amherst Water Company of Amherst, Ohio, sent in a description of his device. He did not say where he came upon this idea. Along with his letter he enclosed a drawing of the dowser which we reproduce here. His letter follows:

"Recently we have come upon a

"It consists of two regulation lengths of brazing rod about $\frac{1}{8}$ inch in diameter which are bent at an angle of about 90 degrees 25 inches from one end. The bent end is encased in a piece of copper tubing about six inches long, and then the bent end is bent at an angle which retains the copper tubing in place so as to permit the rod to swing free. Grasp-



Home-made Dowser

ing the dowsers in each hand at the tubing with the long extensions pointing directly in front of the operator, he walks slowly at right angles to the pipe to be located. When the heels of his shoes are directly over the pipe, the 25-inch extensions will fan out in the direction of the pipe.

"We have tried this outfit on various occasions, and it always locates the buried pipe. What makes it work, I will never know and I have yet to find any-

THE PUZZLE BOX

Just about the time we begin to think that our readers have lost interest in our Puzzle Box, along comes some fan mail to prove that we are wrong. This month, from Montague, Michigan, there came a fine letter from Herbert Jacobs. He is City Superintendent and Superintendent of Water. His puzzle about the pole-climbing squirrel should drive you nuts. Here it is.

Squirrel Puzzle

A squirrel saw a 100-foot flag pole and decided to climb it, thinking that the gold ball on the top was a very large nut of some kind. He went up a foot and back a foot every day. How many days did it take him to get to the top?

Latin Rhyme

If any of our readers are up on this "Omnia Gallia in tres partes" stuff, then this little jingle composed of Latin words should be easy to translate. What is your English version of it?

Is ab ille hereis ago
Fortibus es in aro.
O nobile, themis trux
Vaticinem pax au dux.

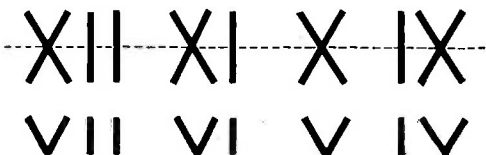
The Bell Boy

Here is a puzzler we picked up from our advertising friends at Electrical World magazine. Some of those who frequent our editorial sanctum have been knocking themselves out trying to solve it. Up to now no one around here has found the answer. Maybe some reader has the solution. If so we would like to print it.

Three men went into a hotel and rented three rooms. The clerk charged them \$10 for each room. Total \$30. Then the clerk discovered that he had overcharged them so he told the bell boy to give them back \$5. The boy, however, decided that he might as well keep \$2 for himself. This he did, the little steenkair. He then gave back \$1 to each man, which made their rooms cost them \$9 each. Right? \$9 times 3 equals \$27, and the bell boy kept \$2 which makes \$29. What became of the other dollar?

Answer to October Puzzles

If you will look at the diagram below, our Problem in Division becomes easy. Using Roman numerals for the figures given, we divide them horizon-



tally by a line. The upper half will then read seven, six, five, and four, proving that half of twelve is seven, etc.

Some found that the Knights and Commons puzzle took a little thinking, but it can be solved by a process of elimination. The correct answer is that there were two knights and one commoner present.

Several around our office have succeeded in reciting Theophilus Thistle once through in one breath. How about our readers?

This is your magazine—written for you. Send in your favorite puzzles with the right answers, of course. We will use all that we can.

■ ■ ■

Water Divining

(Continued from Page 14)

It not only locates iron, steel, and copper pipe, but will locate a vitrified clay sewer.

"The whole outfit will not cost over fifty cents. Why don't you try it, and have someone explain what makes it work. I am enclosing a sketch of the dowser."

There you have it! You might make one and see for yourself. Like the ouija board, some may be able to operate it and some may not. We will be interested in hearing of other stories of water divining. Or further comments on the subject.

■ ■ ■

Sergeant: "What is the first thing to do when cleaning a rifle?"

Rookie: "Look at the number on it."

Sergeant: "Now what has that to do with it?"

Rookie: "I want to make sure that I'm cleaning my own gun."

Charlottesville

(Continued from Page 13)

"His duties are plain and simple. Furthermore, as we have no Assistant Superintendent of Water, the Superintendent should be in place to do his work for which he receives a salary of \$1,000 and \$144 for horse feed.

"His services will never be more needed; certainly they are particularly required at this season of the year.

"It is unnecessary to say that the principle is wrong, and the precedent unwise, if not dangerous even if the treasury was in better shape than it is."

In the Mayor's message to the Council in 1904 we find that the growth of the community and the increased water consumption had caused that gentleman to make this remark: "The most important matter for the Council to consider is the water question. Its importance is so great that it cannot be magnified or exaggerated. I would suggest that you avail yourselves of the service of local or other expert service in solving this problem to the end of a wise issue of this important matter."

It was two years before public sentiment and engineering details could be worked out for the construction of what is now known as the lower reservoir or Mayo's Rock Dam. It is a concrete structure of the usual gravity section and is 60 feet high. It is immediately below the old or upper reservoir built in 1885. The lake formed by it goes back against the downstream toe of the old dam. The capacity of the new reservoir is 433 million gallons, making the total storage of the two total 615 million gallons. The drainage area was increased to 1,216 acres or about two square miles. From this concrete dam an eighteen-inch cast iron pipe led to the city. It might be well to mention here that in 1934 it became necessary to strengthen this dam by guniting the upstream face and placing an earth embankment on the downstream slope. Both front and back of the dam were spalling badly, and the dam was in generally poor condition.

The system took care of itself very well for quite a few years. However, a combination of increased demand and dry seasons depleted these reservoirs to such

a point that the growth of algae and other organisms resulted in a most unpalatable water. In 1920, the New York firm of Hazen, Whipple, and Fuller made a study of the situation. Then in 1921, Williamson, Carroll, and Saunders of Charlottesville, together with Fuller and McClintock, designed a slow sand filter plant of two million gallons daily capacity. This plant was built on the east side of Observatory Mountain with its flow line at elevation 675 or about 30 feet above high water in the lower reservoir. This was done to furnish adequate pressure to parts of the city which previously had suffered from lack of pressure. Booster pumps were installed to put water to the filter plant.

New Water Supply Necessary

This took care of the quality but not the question of quantity. So in 1923 the engineers made a most thorough and exhaustive study of available supplies. There were six sources investigated with completeness. They were: Moorman's River, Rivanna River, Buck Mountain Creek, Ivy Creek, Maury's and Moore's Creek, and Mechum's River.

The Moorman's River supply provided an unquestionably superior source. It is a typical mountain stream, rising on the east slopes of the Blue Ridge in what is now the Shenandoah National Park, and its water is of excellent quality. The drainage area is about 18 square miles, the greater part of which is heavily wooded. A small diversion or intake dam was built at the foot of the mountains and an eighteen-inch cast iron pipe about 13½ miles in length was installed. This pipe connected with the existing eighteen-inch line at the lower reservoir. The capacity of this eighteen-inch Moorman's River gravity line is approximately three and one quarter million gallons daily. Since the city consumption is about two and one quarter million gallons daily, the excess is allowed to divert into the reservoirs which float on the line, so to speak, and serve as an emergency supply in unusually dry periods when Moorman's River does not suffice. This arrangement has been excellent and the quality and quantity of the water has met all expectations.

Since completion of the Moorman's River project in 1923 the city has en-

joyed the most quiet period of its water works history. The only close call was the result of the unusual drought of 1930 when water supplies all over the country were being severely tested. As a precautionary measure, the city installed a pump of three million gallons daily capacity on Mechum's River on the eighteen-inch Moorman's River pipe line. This pump has never been used, but is in place to serve should an emergency arise.

The filtration plant was built in 1922 on Observatory Mountain, and increased in capacity in 1936 by the addition of a three-quarter million gallon daily unit, and can be further enlarged as occasion demands. This plant is of the slow sand type, and is one of the few in the United States. The success in operating results of the Charlottesville filters is due in no small measure to the good quality of the raw water to be treated.

This brief history of the water system over a period of almost 100 years might lead the layman to believe that the city has continually been in search of a new supply. One must remember that in this period only three major steps have been taken. The upper reservoir in 1883, the lower reservoir in 1906, and the filter plant and Moorman's River project in the 1920 period. The city fathers have proceeded with caution on these matters, and from their sound judgment and foresight has resulted a water system of which the citizens of Charlottesville should feel justly proud.

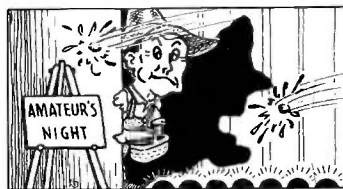
(Editor's note: We omitted some of the above story for lack of space. We may be able to print the remainder of it in a coming issue.)

THOUGHT OF THE MONTH:

Always do at least one disagreeable thing every day. You need the discipline it gives you.

NUTSHELL NOVELS

BY SKIPPER



How to Eat for Nothing

Reginald Vam Brunt was strolling down the street. He was a ball player, but the season was over and he was penniless.

"Guess I'll go down to the show and see what is on," he mused. "Of course, I can't go in, but I can look at the posters out in front." So he strolled on some more until he came to the theater. "Oho," he cried. "Amateurs' Night! Guess I'll try it. Maybe I can get on a regular circuit if my act is any good. Then I can EAT!"

So when his turn came that night, he stepped upon the stage dressed as a farmer. On his arm he carried a basket. A bit nervous, he began his act.

"Fishie, fishie, nibble, nibble;
Fish no bitee, ish ka bibble."

"ROTTEN!!!" yelled the audience. "Take him off!"

"Fishie, fishie, no bite hook;
I give fish an awful look."

By this time the eggs et cetera were flying fast. But Vam Brunt had not been a ball player for nothing. He caught all kinds of flies, fowls (not fowls), grounders, and bunts in the shape of eggs, (good and bad), tomatoes, cabbage, carrots, turnips, fruits, and various other articles. When the audience saw that they were not making any hits, they stopped. Reginald walked off the stage with four dozen eggs, seven dozen tomatoes, six cabbages, one and a half peaches—a basket full of assorted fruits and vegetables—enough to feed him for a good while.

Curtain!

Off the .. Record ..

Ode To Oleo

A pretty Swiss miss in a flutter
Dropped a big crock of soft butter.
It made the walk greasy;
She tried to step easy,
But slipped and fell in the gutter.

“What’s the idea of hiring that cross-eyed man for a store detective?”

“Well, look at him. Can you tell who he is watching?”

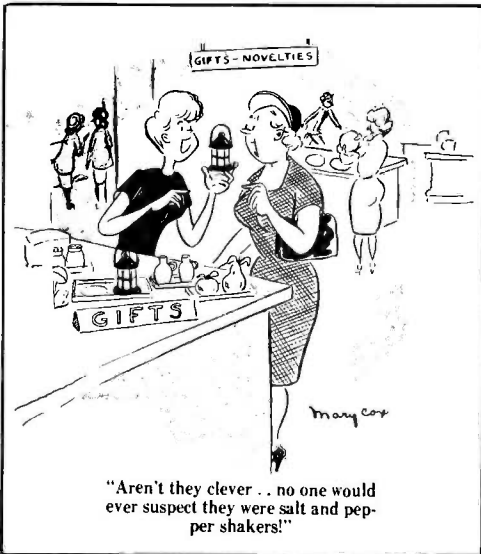
First Bride: “I’ve got my husband where he eats out of my hand.”

Second Bride: “Sure saves a lot of dishwashing, doesn’t it?”

An auditor got out of bed one morning and complained that he had not slept a wink.

“Why didn’t you count sheep?” asked his wife.

“I did and that’s what got me into trouble,” answered the auditor. “I made a mistake during the first hour and it took me all night to find it.”



Daffynitions

Excess fat: A lot of food gone to waist.

“The best way to keep lipstick on is to eat lots of garlic,” says actress Mildred Hughes.

Mueller Minstrel Show

Interlocutor: Today, woman is man’s equal. There are women doctors, women lawyers, women bankers, women congressmen, and so on.

Mr. Bones: What you say is true, Mr. Interlocutor, but there is one thing a woman can’t be.”

Interlocutor: And what is that, pray tell me?

Mr. Bones: The father of a large family. Hyak! Hyak!! Hyak!!!

Sign seen on an Indianapolis garbage truck: “Our business is picking up.”

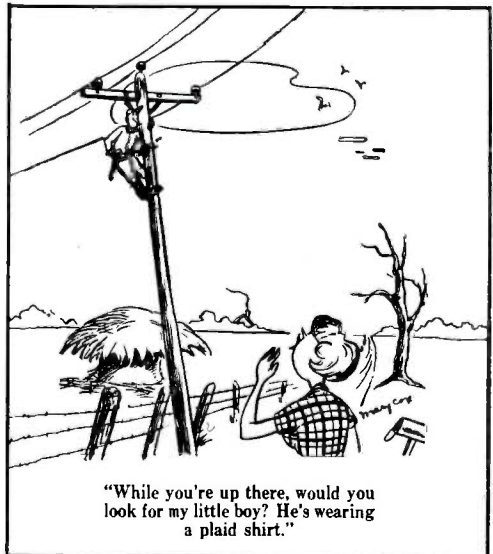
She: “What are you stopping for?”
He: “I’ve lost my bearings.”

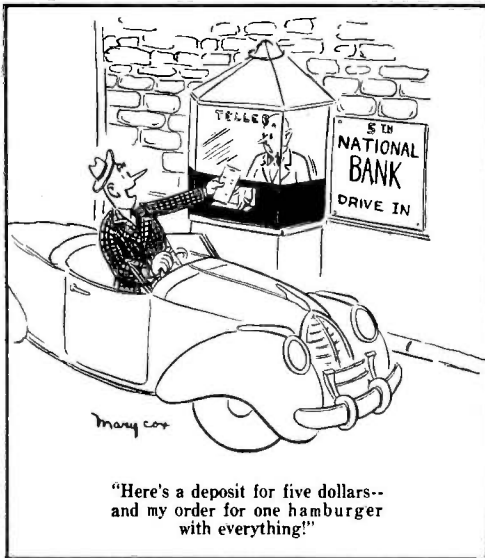
She: “Well, at least you’re original. Most fellows run out of gas.”

First Angler: “You should have seen the fish I caught last summer. It was so big it pulled me into the river.”

Second Angler: “I suppose you got a good wetting?”

First Angler: “Oh, no! Thank goodness, I landed right on top of the fish.”





"Here's a deposit for five dollars-- and my order for one hamburger with everything!"



"They must be a new company. They got our order right!"

Famous Limbs

—burger. —ousine. Out on a—. —bo. —erick. The old "Charter Oak."

■ ■ ■

In six months Manuel, the big, 250 pound cook at the lumber camp, had become very unpopular. His menus were monotonous, the food was unbearably greasy, and it reeked with seasoning. The lumberjacks threatened to quit. When the foreman dismissed him, Manuel was skeptical of the reason advanced for letting him go. He asked for a letter of recommendation. He was surprised when the foreman gave him one, and more than pleased when he read the letter.

To Whom It May Concern:

This is to certify that Manuel has been working as a cook in our lumber camp for the last six months. Manuel is an extra large man, and anyone looking for a really good cook should give him a wide berth.

■ ■ ■

Wife: "How do you like my new evening gown?"

Husband: "All right. But why don't you crawl into it a little farther?"

■ ■ ■

The old preacher, in a sermon on leadership, was exhorting his flock to set good, Christian examples. "Brethern and sisters, you have got to live the exact way you teach the children. You can't lead where you aren't going."

Toast

"Here's to my wife's best husband."

■ ■ ■

Sailor (third enlistment): "Seasick, buddy?"

Sailor (first enlistment): "No, but I'd hate to yawn."

■ ■ ■

A man living on the Wisconsin-Minnesota border was puzzled for years about what state he lived in. Finally he hired a surveyor to find out.

"You live in Wisconsin," decided the surveyor.

The man cheered and threw his hat into the air. "Whoopee!" he yelled. "No more of those terrible Minnesota winters!"

■ ■ ■

Help was hard to get so the farmer hired the city feller, and sent him out to milk the cow. An hour later the farmer found him making the cow drink the milk she had just given. "What's the idea?" he asked. And the city feller replied, "Well, the cow stepped in the pail, so I thought I ought to run it through her again."

■ ■ ■

New Neighbor: "I envy your wife's attitude very much. I've noticed how she lowers her voice when she asks you for something."

Old Neighbor: "Don't let that fool you, Bud. You ought to hear the way she raises her voice when she doesn't get what she asks for."

Just Between Us

(Continued from Page 1)

plan. In the book of Proverbs we read: "For as he thinketh in his heart, so is he." Shakespeare wrote in Hamlet: "Assume a virtue if you have it not." Prof. William James of Harvard put it this way:

"Action seems to follow feeling, but really action and feeling go together; and by regulating the action, which is under the more direct control or the will, we can indirectly regulate the feeling, which is not."

The thing to do, then, is to act as though enthusiasm were already a part of your makeup. To your surprise, you will find that soon you will be enthusiastic. Act enthusiastic and you will feel enthusiastic! Now you do not have to indulge in forceful language, vigorous gestures, and desk pounding, or have the "good fellow" attitude to show enthusiasm. Yet if this is what it takes to get you going full steam ahead, then by all means do it.

Will having lots of enthusiasm help you in your own work? The answer is "yes." Frank Bettger is probably one of America's most successful life insurance salesmen. In his book, "How I Raised Myself From Failure To Success In Selling," he tells how he increased his income 700 per cent in ten days by merely acting enthusiastic. Frank says that you can do anything if you stick with it long enough and have enthusiasm.

Enthusiasm Helps Sales

Years ago your editor tried his hand at selling vacuum cleaners through door to door canvassing. No one could ever have convinced me that I would have any success in a racket as tough as house to house canvassing. I knew nothing about selling and I was young and inexperienced. That brief period was a valuable one in my life. I learned the power of enthusiasm.

The daily routine was geared up to a high plane. The salesmen met in the office every morning at seven. The first thing we did was to have a songfest. We sang lively, snappy songs written to popular tunes. The words extolled the merits of our product. Following this the manager or one of his assistants

gave us a pep talk which literally dripped enthusiasm. Next came several demonstration sales, one of us playing the part of the housewife and the other the salesman. Then we went out into our areas for the day to hit the sidewalks and ring doorbells. Every one of us was full of enthusiasm, and it helped make sales. By the time the afternoon rolled around, we often had lost most of it. If we had, we got a new dose of it the next morning.

There is another reason why being enthusiastic helps. Suppose you and another person are being considered for a promotion or some other important assignment. Your abilities are about equal. Your records of performance are similar. Other factors to be considered seem to be fairly even. The chances are that the person with the most enthusiasm will get the appointment. Companies often place more value on enthusiasm than on ability.

Don't Be Artificial

But beware of the artificial brand of enthusiasm. I am sure you have seen it at some time. This type of fellow comes up to you with a big smile, grabs your hand, and pumps your arm vigorously. He slaps you on the back, and talks in a peppy sort of way, endeavoring to leave the impression that you are his best friend. He puts up a good front, and may fool you for a while, but behind this mask, his real nature shows. He is looking out for himself first, and is putting on this act to gain some end that he has in mind.

The really enthusiastic person believes intensely in the thing that he is doing, and he can communicate that enthusiasm to others, selling them on the idea, too. He always thinks of the other person first, never himself. Enthusiasm is the biggest factor in successful selling. Enthusiasm will help you become more successful in business, make more money, have a more happy and healthier outlook on life, and get rid of your fears. How much enthusiasm do you need? For most people the following rule is a good guide. Take the enthusiasm you have, double it, and you will then have just half the enthusiasm that you really need.

Begin tomorrow to act with more enthusiasm, and see how quickly you get results.

"HOW WE SOLVED IT"



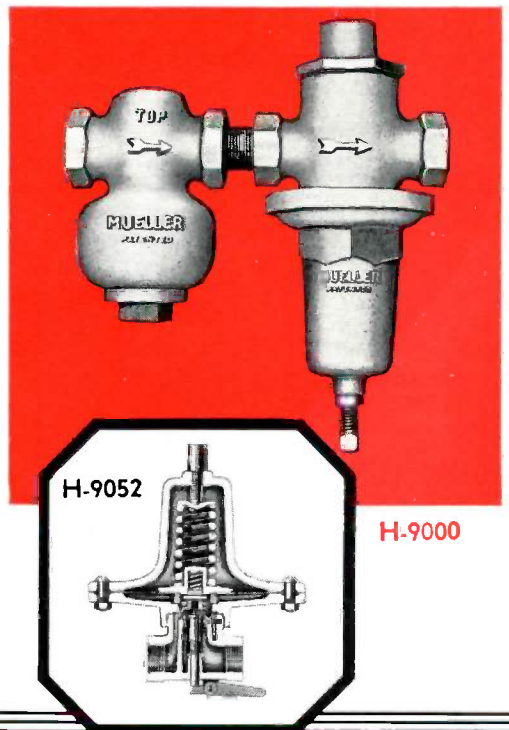
We were proud of our new house—all but the plumbing. The pipes knocked and banged. The faucets splashed water. The seat washers and packings leaked. The constant drip-drip at night annoyed us no end. And the water bill went up. —“I’ll tell that plumber a thing or two!” I told my wife. —And I did! . . . Then the plumber showed us the cause of the trouble. The water

pressure was too high. We needed a MUELLER Pressure Regulator. He had recommended one when we first built, but we wouldn’t listen and said, “No.” —We’ve spent more than the few dollars one cost on seat washers, headache tablets, and the damage to Aunt Emma’s dress, —not to mention the embarrassment when company came . . . But that is all over now. We put on a MUELLER Pressure Reducing and Regulating Valve right away. We’ve saved money, embarrassment, and worries.

This Valve Will Do It!

The large seat opening provides full volume of water at regulated pressure. The special composition diaphragm will withstand a pressure of 800 lbs. per sq. in., assuring long life. The seat disc is unaffected by hot water. All working parts subject to wear can be replaced with the regulator in the line. Accurately set and fully tested before shipping.

On installations where water is heated, if a regulator is installed in the line, a relief valve should be placed between the regulator and the hot water tank since a regulator acts as a check valve. Only MUELLER has the EXCLUSIVE Auxiliary Spring Seating Principle. This provides instant relief from excessive pressures, positive closing without dripping, and prevents imbedded discs.



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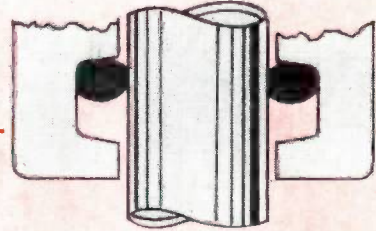
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