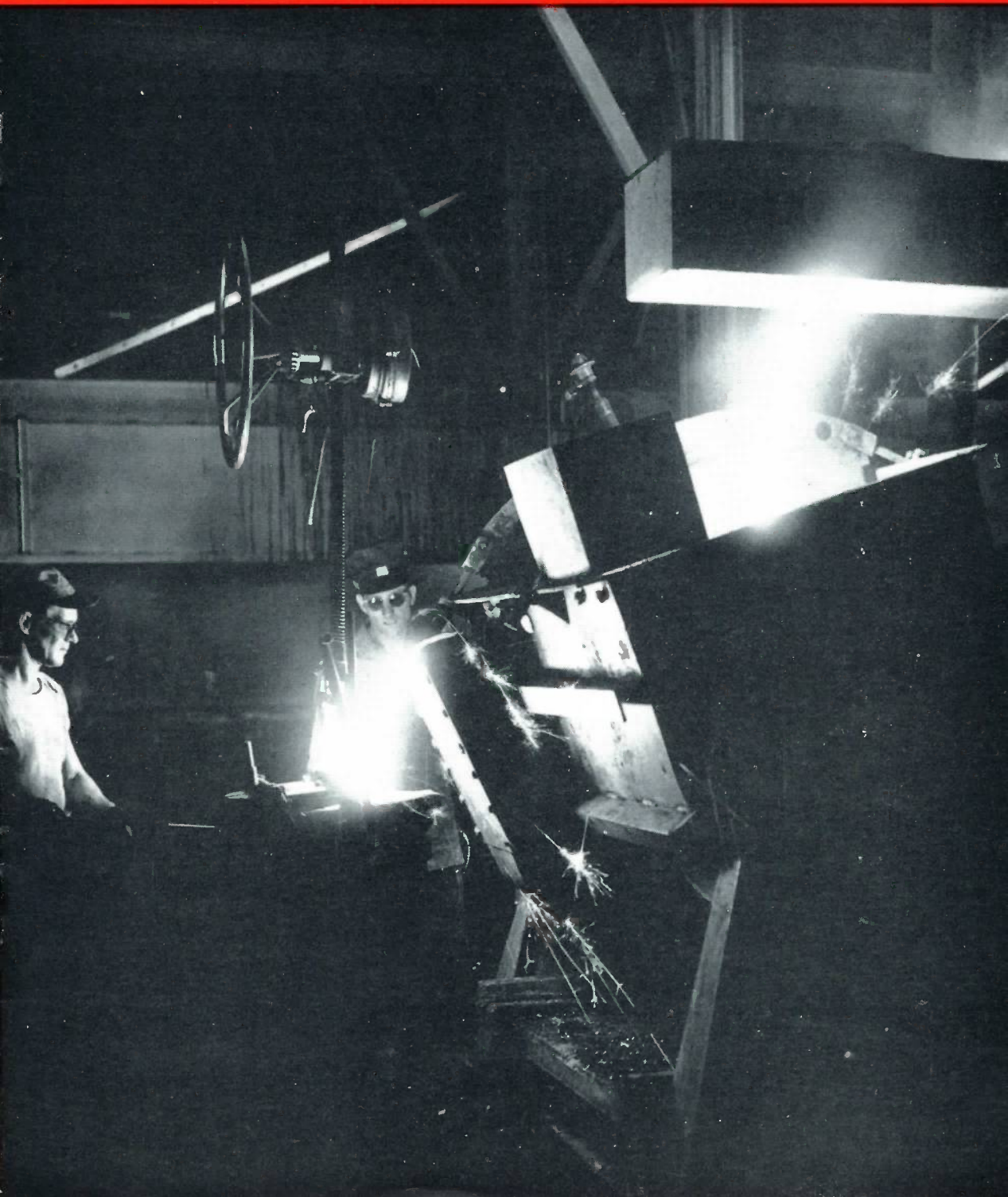


MUELLER Record

DECEMBER • 1954



Recording Our Thoughts

The Plumbing and Heating Industries Bureau reminds us that January 17, 1955, is an important date in the history of healthier living in the United States. It marks the 249th birthday of the man who, among other creditable and noteworthy accomplishments, brought the first bathtub to these shores from France, at the time of the War for Independence.

That man, of course, was Benjamin Franklin.

The Franklin bath, of hammered copper and slipper-shaped, is a far cry from the beautiful modern square and rectangular bathtubs available today. In Franklin's day, the bather sat in the heel of the tub and his feet extended into the toe. Today, the Bureau reminds us that your tub can be any size or shape and that it is available in attractive soft pastel colors as well as the conventional white.

Today's bath is a far cry from Franklin's shoe bathtub, which marked the beginning of the American plumbing industry, the largest and best in the world.

* * *



December • 1954

WALTER H. DYER, Editor

MUELLER CO.

MANUFACTURERS OF WATER AND GAS
DISTRIBUTION AND SERVICE PRODUCTS

FACTORIES
DECATUR, ILL. LOS ANGELES, CALIF.
SARNIA, ONT. CHATTANOOGA, TENN.

SALES OFFICES
NEW YORK CITY SAN FRANCISCO

TRADE MARK

MUELLER
Reg. U. S. Pat. Off.

Member Industrial Editors Association of Chicago
and International Council of Industrial Editors



The first section of the Ohio Turnpike, a 22-mile line connection with the Pennsylvania Turnpike at the state line, was opened to traffic December 1.

The section, starting at Petersburg, runs southwest, by-passing Youngstown a few miles to the south. Until now, this heavily congested area has been one of the worst bottlenecks in the route westward. On completion next autumn, the remaining 291 miles of the Ohio Turnpike will extend west from Warren to Columbia in the northwest corner of the state on the Indiana border.

Mueller Co. is proud to have played a small part in making way for this new turnpike. It was necessary to relocate a two-mile stretch of ten-inch natural gas pipeline for the Ohio Fuel Gas Company of Columbus without interruption of service. Mueller line stopper equipment was used to make the tie-ins because a gas flow of 130 pounds pressure had to be maintained during the entire operation which was completed in less than four days.

* * *

As a general rule, the Mueller Record limits news of Mueller Co. personnel and activities of the firm to that which we believe will be of genuine interest to our customers. The major part of the material in most issues concerns people in the industries we serve.

For that reason, we somewhat apologetically prepare this issue. By a coincidence, there is much company news which we believe will interest our customers and friends. Important personnel changes at our West Coast plant, the appointment of two new sales representatives in Illinois and California and the introduction of our officers which is the custom each year at this time, are examples.

It would seem to us that customers would be interested in something of the backgrounds of the people who operate a business such as ours. It is for that reason that we present this issue.



THIS MONTH'S COVER

The illuminating light cast upon the faces of these Iron Foundry workmen is made by white hot molten iron pouring from the cupola at our new Plant No. 4 in Decatur. Molten iron pours from the cupola into a holding ladle and again from the holding ladle into a 300-pound ladle. Details of the new plant will be found elsewhere in this issue.

Just for Fun

According to news reports our jet planes have passed the speed of sound and are fast approaching that of gossip.

* * *

A man on a park bench sat quietly as though asleep, while two other men, one on each side of him, were going through the motions of fishing. With deadly seriousness they'd cast, jerk the lines and swiftly wind imaginary reels. A policeman sauntered over, shook the man in middle and asked, "Are these two guys your friends?"

"Yes, they are, officer."

"Well get them out of the park then."

"Right away, officer," said the man, as he began to vigorously row an imaginary boat.

* * *

Nurse: "I think he's recovering consciousness, Doctor. I noticed he tried to blow the foam off his medicine."

Congress Studies Water Problems

Ten major problems in the development of land and water resources were outlined by conservationists and suggestions were made for their solution at a National Watershed Conference in Washington, D. C. December 6 and 7.

The Congress brought together organizations interested in building an effective partnership in developing and use of soil and water resources between federal, state and local government as proposed by President Eisenhower.

Sponsors include the Chamber of Commerce of the United States, The National Grange, the American Federation of Labor, Congress of Industrial Organizations, National Association of Manufacturers, American Nature Association and a number of other organizations concerned with conservation.

The ten conservation problems are: sound national land and water policy; needed federal legislation; needed state enabling legislation for creation of watershed districts; development of adequate state agencies; federal appropriations: federal, state and local cost sharing in watershed protection and development; federal inter-agency cooperation; local administrative techniques; public understanding, and organization of watershed associations.

Richard W. Smith, manager, Natural Resources Department of the Chamber of Commerce of the United States, is chairman of the committee on Federal State and Local Cost Sharing in Watershed Protection and Development.

Foreign woman customer (in bank):
"I would like to maka da loan."

Bank Official: "You want to see the loan arranger."

Woman: "Who, pliss?"

Official: "The loan arranger."

Woman: "Oh, you mean da one who say, 'Hi-Ho Silver?'"

* * *

"Bob sure has a wide acquaintance."

"Yes, I saw him out with her last night."

Lyle R. Huff Elected Vice President; Other Company Officers Re-elected

Lyle R. Huff, general controller and assistant treasurer of Mueller Co., was promoted December 7 to vice president and general controller at our company's election of officers and directors.

Other officers and directors were re-elected at the annual meeting.

Mr. Huff joined Mueller Co. in 1950 and was appointed general controller and assistant treasurer in 1952. He formerly was an auditor for the Phillips Petroleum Company, an acting instructor at the University of Illinois and a member of the firm of Gauger & Diehl, Decatur, Illinois accountants.

Albert G. Webber, Jr., was re-elected president and treasurer of Mueller Co. for the ninth consecutive time. He also serves as chairman of the Board of Directors.

Other officers re-elected are:

W. H. Hipsher, executive vice president.

Leo Wiant, administrative vice president.

Robert H. Morris, vice president and general sales manager.

Frank H. Mueller, vice president and director of engineering.

O. E. Walker, vice president and works manager.

L. J. Evans, vice president in charge of Eastern Sales.

C. H. Martin, secretary.

Nine persons were re-elected to the Board of Directors.

They are:

W. H. Hipsher

Addie E. Mueller

Frank H. Mueller

Pauline V. Mueller

Richard E. Pritchard

Charlotte Mueller Schluter

Lenore Mueller Schmick

Albert G. Webber, Jr.

Leo Wiant.

Officers and directors of Mueller, Limited, were re-elected December 8 at the annual meeting of the Board of Directors in Decatur.

George W. Parker was re-elected president and treasurer. Other officers re-elected are R. M. Nicolson, vice president and general sales manager; R. J. Skippon, vice president and factory manager; J. Milne, secretary; and C. S. Browett, plant controller and assistant secretary.

Eight persons were re-elected to the Mueller, Limited, Board of Directors. They are:

W. H. Hipsher

J. Milne

Ebert B. Mueller

R. M. Nicolson

George W. Parker

R. J. Skippon

Albert G. Webber, Jr.

Leo Wiant

New York Water Section Will Meet on January 18

The mid-winter meeting of the New York Section of the American Water Works Association, held each year after the holidays, will be at the Park Sheraton Hotel in New York City January 18. Visiting directors of various sections who will be in New York for the annual meeting will be honored guests.

Kimball Blanchard, secretary of the New York Section, reports that a number of members from other sections in the East, particularly the New Jersey Section, plan to attend the meeting.

NATIVE TONGUE

"Do your people know anything about religion, Chief?" asked the missionary of the cannibal chief.

"Well, yes, they got a little taste of it when the last missionary was here."

J. L. Logsdon, General Manager at Factory In Los Angeles, Retires

J. L. Logsdon, vice president and general manager of the Los Angeles plant, ends 35 years of colorful service with Mueller Co. on his retirement January 1. He first became associated with our company as a sales representative in 1919; however, his knowledge of Mueller products dates back several years prior to that time.

Mr. Logsdon recalls that as a boy out of school he went to work for a large wholesale hardware and plumbing concern in San Diego in May, 1912. "I became manager of the concern's plumbing division," he said, "and it was there that I first learned of Mueller products. We stocked them as our high-grade line of plumbing brass goods as well as Mueller water works goods."

He said that he was very impressed with the way plumbers always ordered Mueller products for use on the best jobs, and he soon found himself trying to sell Mueller products to every customer who called.

When Mr. Logsdon joined the Navy in World War I, he already had decided to seek employment with Mueller Co. after his return from service. He left the service in 1919 and, after applying for the position was appointed a sales representative by Adolph Mueller, company president, who in those days hired all sales representatives. He was assigned to the San Francisco area on May 5, 1919.

Armed with a 30-pound sample case in one hand and a brief case with catalogs of our full line in the other, Mr. Logsdon began calling on plumbers, architects and engineers. He remembers that his first mode of travel was by walking or streetcar. Three years later, he bought a model-T Ford which, he says, at least made it easier to carry the sample case.

His San Francisco territory was extended in 1925 to take in the San Francisco Peninsula down as far as Palo Alto.



J. L. LOGSDON

In 1929, his territory again was extended to include the Monterey Peninsula 135 miles south of San Francisco, and the Northern California Coast line up to the Oregon border. In these territories, he began to call on not only plumbers but water companies and some of the gas utilities.

Again in 1933, Mr. Logsdon's territory was expanded to include the San Joaquin-Sacramento Valley and as far east as Reno, Nevada. He traveled this territory until June 15, 1940, when he was transferred to the Los Angeles plant and appointed assistant manager of the Pacific Coast factory and sales.

On December 31, 1944, Mr. Logsdon was appointed general manager for the Pacific Coast which included factory operations and sales territory in the seven states now served by the Los Angeles plant.

He was elected to the position of vice president in charge of Western sales in July, 1950, and on December 9, 1952, he was elected vice president and general manager of the Los Angeles plant.

Mr. Logsdon is an active member of many professional, civic and fraternal organizations. In retiring from Mueller Co., Mr. Logsdon said he would like to wish his many friends in Mueller Co. and customers of the company best wishes for their continued success.

MUELLER CO. OFFICERS

As Mueller Co. enters its ninety-eighth year of service, we can look back on a growth that has paralleled the tremendous advance of the water and gas industries. We feel that our very existence is due to the growth of these industries, and we have remained abreast of both by inventing and perfecting products befitting their needs or by improving old products to meet new situations.

This great expansion of water and gas industries makes it no longer possible for our officers and directors to become personally acquainted with each customer and friend of Mueller Co. Yet, each of them does wish to acknowledge their appreciation for the position we maintain in the water and gas industries. They are sincerely grateful for the friendship of those whom they serve.

Each year at this time, the Mueller Record is pleased to take this opportunity to introduce the officers of Mueller Co. to our customers and friends. To each of you throughout the United States and abroad, we present the men who guide the destiny of our firm. They join us in saying to you . . .

Best wishes for a prosperous New Year.



OUR BOARD OF DIRECTORS

MUELLER CO.

W. H. Hipsher
Addie E. Mueller
Frank H. Mueller
Pauline V. Mueller
Richard E. Pritchard
Charlotte Mueller Schluter
Lenore Mueller Schmick
Albert G. Webber, Jr.
Leo Wiant

MUELLER, LIMITED

W. H. Hipsher
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George W. Parker
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Albert G. Webber, Jr.
Leo Wiant



ALBERT G. WEBBER, JR.

President and Treasurer



LEO WIANT

Administrative Vice President

W. H. HIPHER
Executive Vice President





LYLE R. HUFF

Vice President and General Controller



ROBERT H. MORRIS

Vice President and General Sales Manager

L. J. EVANS

Vice President in Charge of Eastern Sales



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FRANK H. MUELLER

Vice President and Director of Engineering



O. E. WALKER

Vice President and Works Manager



C. H. MARTIN

Secretary



R. M. NICOLSON
*Vice-President and
General Sales
Manager*



R. J. SKIPPON
*Vice-President
and Factory
Manager*



**GEORGE W.
PARKER**
*President and
Treasurer*

**MUELLER, LTD.
SARNIA,
ONTARIO**

J. MILNE
Secretary

C. S. BROWETT
*Plant Controller and
Assistant Secretary*



Mueller Co.'s New Plant No. 4 Geared For Improved Service to Customers

Mueller Co. is keeping pace with the increased requirements of water and gas distribution!

A new mechanized all modern plant housing both Iron and Brass Foundries, a Core Room tuned for high production, our Pattern Shop, Chemical Laboratory, Iron Machine Shop, and several other departments of our Decatur factories was built and placed into operation more than a year ago.

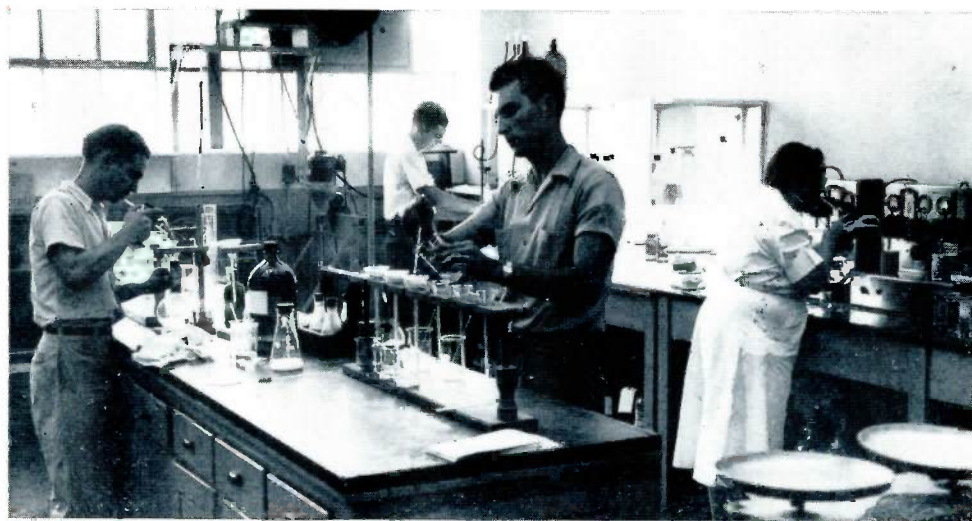
Now, for the first time, we introduce this plant to our customers and friends through the pages of the Mueller Record.

The phenomenal growth of the water and gas industries prompted Mueller Co. Management some time ago to plan the necessary steps that would enable us to continue to offer the best in service. It takes time to manufacture a quality

product in the field of water and gas distribution and service, and it was apparent that to meet the expansion of the industries we serve, we too would have to expand.

The result was the construction of a new plant in Decatur. Facilities at the new factory, known as Plant No. 4, were designed to greatly enhance our ability to provide improved service to the water and gas industries.

Placing this plant in operation is but one of a series of moves planned by Mueller Co. Management to further step up the production pace, not only in Decatur, but in our other plant cities as well. Maintaining the best in quality products while continuing to improve service to the customer is the goal of Management at this time.



The Chemical Laboratory plays an important role in the manufacture of Mueller Co. Products. To guarantee that proper materials are used, the laboratory staff runs daily analysis for our Brass and Iron Foundries, assuring us that our customers are always receiving the best in service and quality.

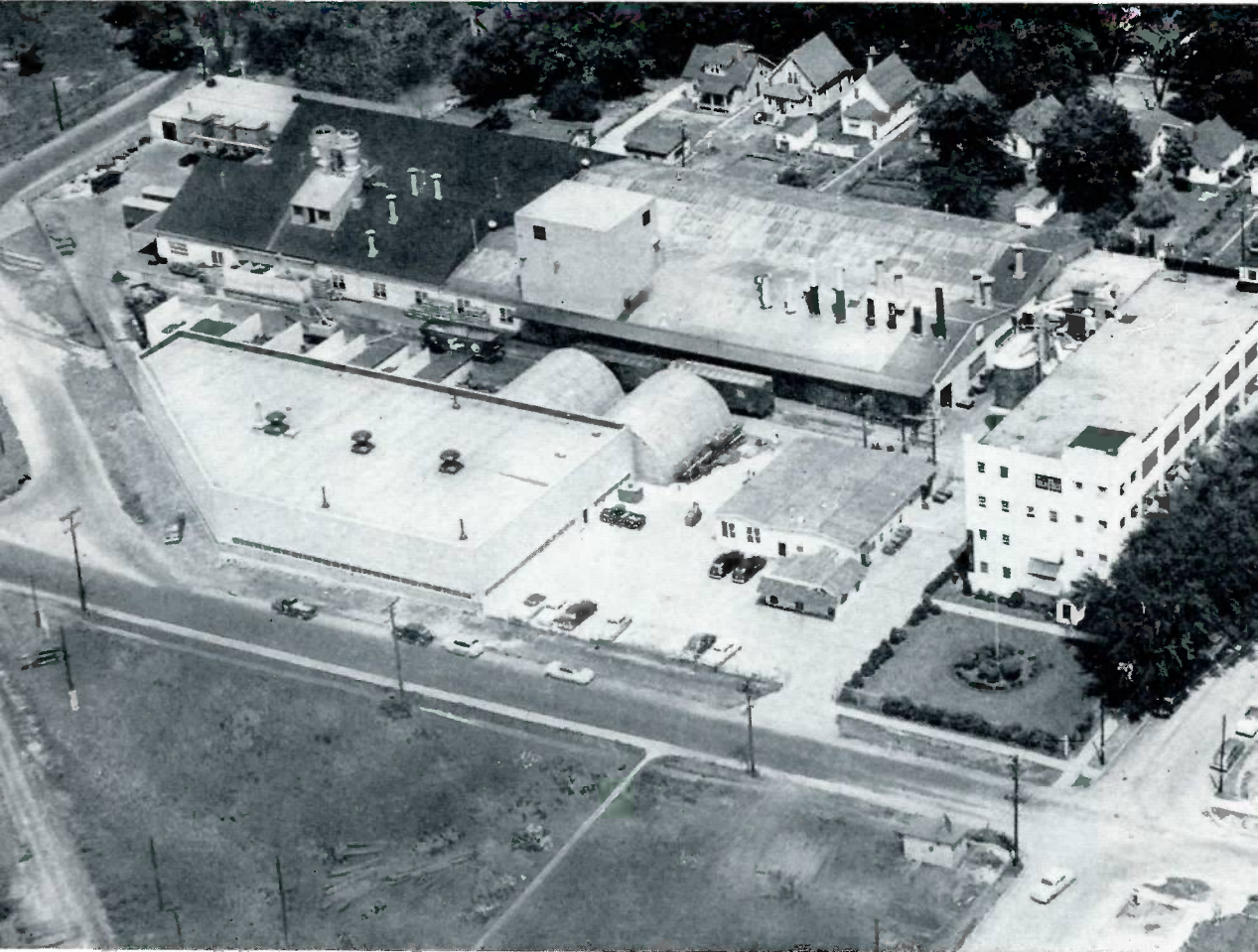
A review of the first full year of operation at Plant No. 4 points up the fact that our customers can not only look forward to improved service, but will also continue to receive the same quality products for which Mueller Co. is so well known.

Many customers and friends already have had an opportunity to visit one of our plants in Decatur, Chattanooga, Los Angeles or Sarnia, Ontario. In every

instance, the visitor expressed his interest and pleasure in a plant visitation. Since the great majority of our customers will never be able to visit our plants, we thought it particularly appropriate that the plant tour literally be brought to the customer.

Photographs on the eight pages included in this article will give the reader an idea of what he would see on a plant visitation of Plant No. 4,

Here's Plant 4 As Seen From 100



Bringing both the Iron and Brass Foundries under one roof is one of the chief advantages in the new setup of our Decatur factories. Formerly, the Iron Foundry was located in a separate Decatur plant known as Plant No. 2.

The Brass Foundry formerly was located in our main plant which is known as Plant No. 1. The area at Plant No. 1 which was occupied by the Brass Foundry is now utilized for warehousing finished products. This enables us to

increase the manufacture of goods regularly stocked in order that the customer may receive his order promptly whenever possible.

Probably no department in the new plant has saved more production time than that of the Core Room. For example, several cores are blown at one time rather than the single cores as in the past. In addition, cores are baked in a matter of minutes as compared to former procedures of an hour or more.

100 Feet in the Air

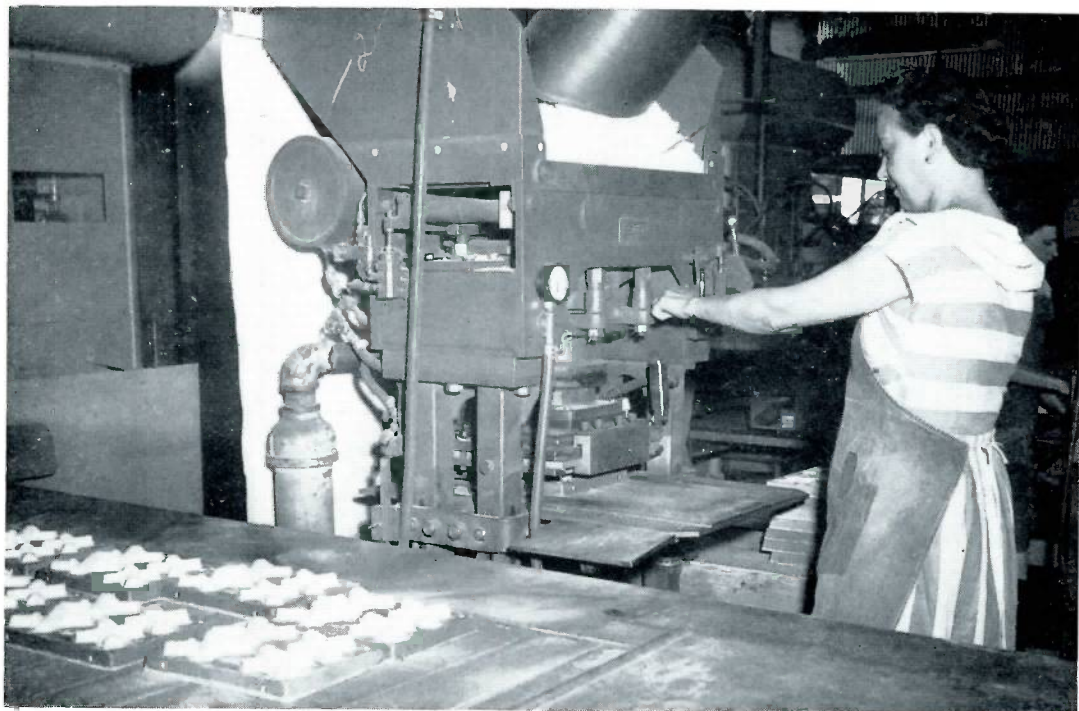


Here is Plant 4 as viewed from nearly 1,000 feet in the air. The four-story building at right is occupied by the Core Room, Pattern Shop, Production Control Department, Chemical Laboratory and a number of other departments. The long building attached to the rear of the four-story building is the Iron and Brass Foundries. The Iron Machine Shop is housed in the building at front left. A spur track bisects the machine shop and foundry building where freight cars are spotted.



When a new product is designed for production, the Pattern Shop is responsible for creating the necessary pattern and core box equipment. Besides maintaining equipment on hand, pattern makers work with engineering groups in the development of new processes such as shell moldings and plastic core boxes for the foundries.

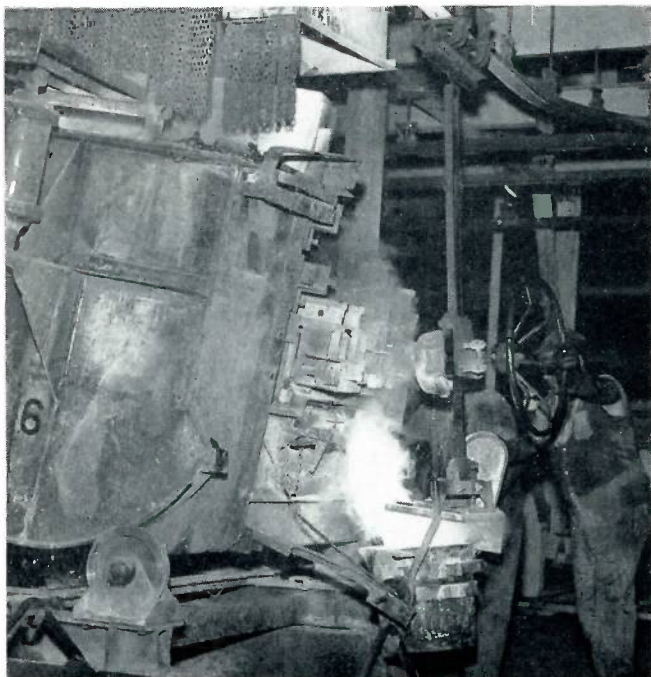
Time saved in the manufacturing process means improved service for the customer. The machine below is one example of the many time-saving features in our new Decatur plant. This machine blows cores in plastic dryers, some of which are shown as they move automatically to the core oven. Several cores are blown at one time rather than single cores formerly blown in metal boxes. In addition, cores are baked in a matter of minutes as compared to former procedures of an hour or more.





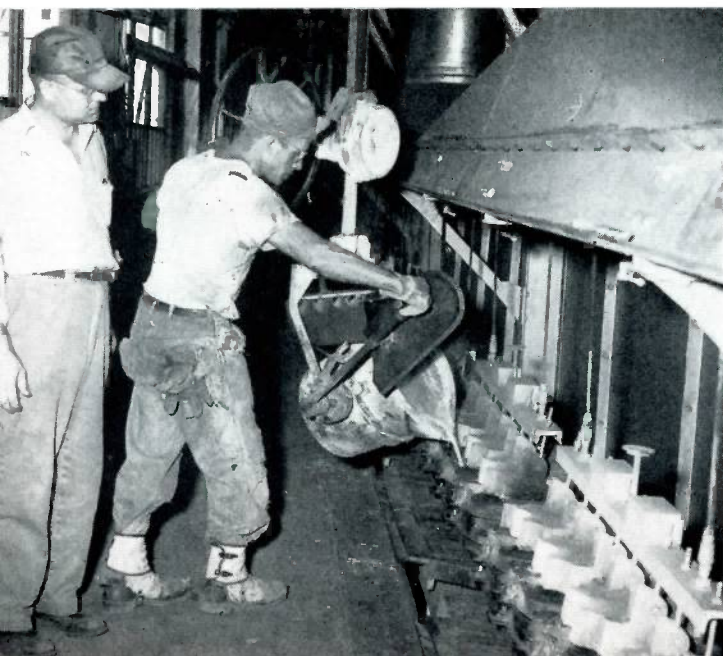
Baked cores are cleaned and inspected by our large staff of Core Room inspectors before being conveyed to the core storage area.

A Brass Foundry furnace operator pours molten brass from a furnace into a 300-pound ladle. The metal is taken from here via a system of monorails to the pouring section.





Visible above are a part of our Plant 4 machine molders each of whom makes molds and places them on the individual cars of the train. To maintain a high rate of production, four trains are in constant operation. While molds are being placed on one train, they are being poured in the second. The third is in a cooling section and the fourth is going through the shake out area where sand and castings are shaken from the flasks. Note the train of molds being dumped in the background.



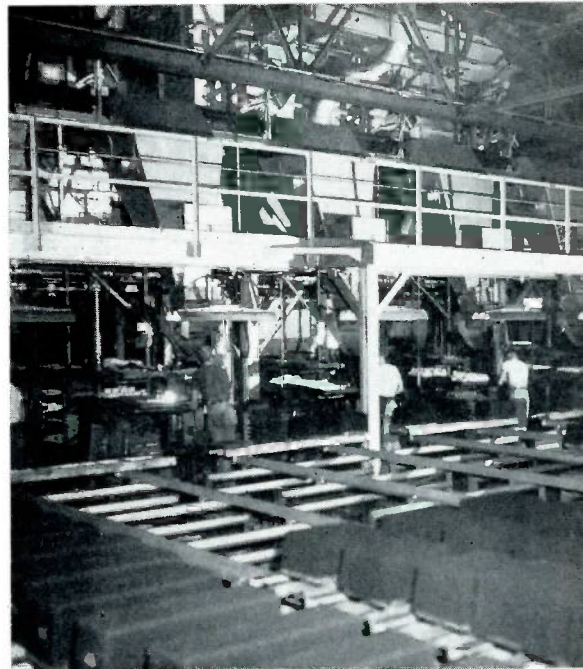
The Brass Foundry foreman looks on as a ladleman pours molten brass into a train of molds shortly after they were made by machine molders. The train is in the pouring zone. After pouring, the train leaves this section and is pulled to the cooling zone before being dumped.

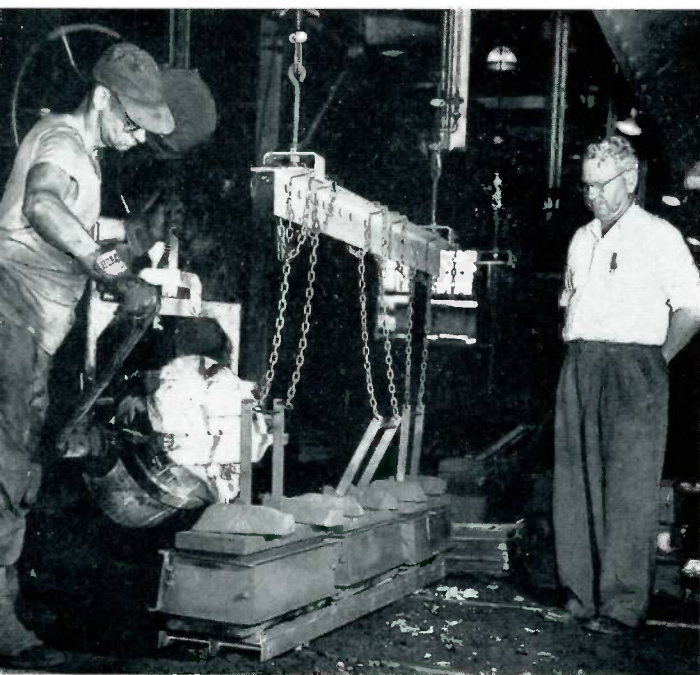
MUELLER RECORD



Castings are sent through a cleaning process which removes adhering sand and cores, and gives them a golden bronze appearance for which our products are well known. They are sorted, placed in pans and then travel on a conveyor to the four men at left who inspect them and remove any with visible defects. Once inspected, castings continue their journey to the grinders where gates and fins are removed. Two grinders are shown at right.

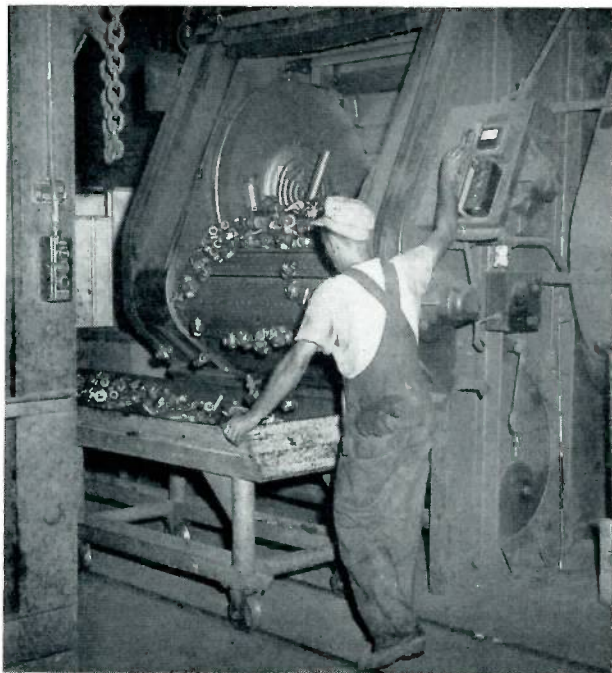
At right is an over-all view of our Iron Foundry Pallet System. This shows the storage of molds on pallets where they remain until the pouring operation begins. Sand conveyors and mold hoppers can be seen at the top of the photo.





At left a ladleman pours molten metal into the molds while our Iron Foundry foreman looks on. Following the pouring operation, castings are shaken from the mold and placed in hoppers where they are cooled.

After cooling, the core sand, gates and sprues are removed and castings are loaded into the Wheelabrator where they are tumbled and blasted with fire iron shot which removes adhering sand. The photo below left shows castings being removed from Wheelabrator onto a large sorting table. They are inspected and identified and then placed in containers in preparation for grinding. At right, a grinding operator grinds off the gate of an iron casting.



Municipally Owned Water System At Concord, N. C. Is Model of Efficiency

In most heavily populated communities municipal water plants are a necessity. Often, they are also a headache and a liability.

In Concord, North Carolina, the reverse is true. The municipally owned and operated system is one of the best in the South. Engineers throughout the country rate it as a model in efficiency, adequacy and operation. Locally the consumers appreciate its uninterrupted, unlimited volume, and the wholesomeness and purity of supply. They know it as one of their greatest conveniences, and as the community's greatest asset.

Lake Fisher, an open reservoir located on Cold Water Creek five miles northeast of Concord, has a storage capacity of 1,102,000,000 gallons, made possible by a watershed area of 20 square miles, and an annual rainfall of 48 inches. This gives a daily supply of 9,000,000 gallons. The new Hillgrove filter plant, completed in 1950, more than doubled the city's water supply, bringing it up to a possible maximum of 6,000,000 gallons daily.

Tank and underground storage of clear water is 5,000,000 gallons. The entire system, from intake, process, storage and distribution, is modern and up-to-date in every respect. The operation of practically everything at the plant is automatic, and three men handle the eight hour a day shifts. A licensed chemist is in charge of the modern complete laboratory at Hillgrove filter plant, and makes all the necessary tests.

The water and light systems of the city are operated by a Board of Light and Water Commissioners of four members, of which the current mayor of Concord, a member, serves as chairman.

They are Mayor Zack L. Roberts and Commissioners Hugh M. Grey, G. Norman Bisanar and J. G. McCachern.

Concord also owns and operates the power and light system. Rates are among the lowest in North Carolina, and below the average in many larger cities. The great Duke Power Company is tapped for bulk volume which is distributed locally to industrial and domestic customers by the Board of Light and Water Commissioners of the city. The local physical plant is one of the most modern anywhere, and Concord is known for the effective lighting of its streets.

Power for domestic and industrial purposes is unlimited, and the efficiency of management is attested by the comparatively low rates and the additional fact that the system is operated at a profit.

This department is also under the direct supervision and management of Superintendent L. A. Fisher who since his appointment December 7, 1911, has brought the water, power and light facilities of the city to a high degree of adequacy and efficiency.

One of the duties of an employer is to write occasional letters of recommendation. At a loss to know what to say concerning a doubtful applicant, one personnel executive responded as follows:

"Dear Sir: When you come to know the applicant as we know him, you will appreciate him as we appreciate him."

* * *

Admirer, to candidate: "I liked the straightforward way you dodged those issues."

* * *

We heard a fellow remark the other day that there were just as many careless drivers forty years ago, but the horses had more sense.

Two New Sales Representatives Appointed



JOHN T. LEAHY

The appointment of two members of Mueller Co.'s Sales Division as sales representatives has been announced by Robert H. Morris, vice president and general sales manager.

Robert R. Lugo, Jr. who since August, 1953, has been an order interpreter in the sales office at our Los Angeles plant, has been assigned, effective December 1, 1954, to cover a part of the Los Angeles area and portions of Southern California extending to the Arizona and Nevada borders.

John T. Leahy, assistant to A. O. Yonker, assistant sales manager in charge of water products at our Decatur office, will travel our Southern Illinois territory.

Both territories are newly created, each having previously been a part of a large area covered by a single representative. The new areas were set up to give our customers more efficient representation.

Mr. Lugo, an Air Force veteran of World War II and a native of Los Angeles, attended Los Angeles City College and the University of Southern California. He was engaged in sales work before joining Mueller Co. in Los Angeles.



ROBERT R. LUGO, JR.

As order interpreter, he gained much valuable knowledge of Mueller products which will greatly assist him in being of service to his customers.

He is married and has one child. In his new position, he will continue to make his home in Los Angeles.

Mr. Leahy came to Mueller Co. from St. Louis in June, 1953. He is a graduate of St. Louis schools and studied mechanical engineering at Washington University of St. Louis before entering sales work. Prior to joining Mueller Co., he spent considerable time in sales and administrative work.

He is a Navy veteran of World War II, is married and has two children.

His experience as an assistant to Mr. Yonker has given him the training necessary to perform the duties of an efficient sales representative.

Charles (pointing to choke lever): You say your car uses too much gasoline? Know what this is for?

Mary Ann (airily): Oh, that! I never use it, so I keep it pulled out to hang my handbag on.

Earl E. Bright Named Plant Manager At Los Angeles Factory December 1

Earl E. Bright, who on December 1 was appointed plant manager of our Pacific Coast factory in Los Angeles, becomes another of many Mueller Co. leaders who have advanced through the ranks.

Mr. Bright began his career with Mueller Co. on July 1, 1935, as a miscellaneous machine operator in the Los Angeles plant's Brass Machine Shop, two years after that plant was built and placed in operation. The past 19 years have seen him advance to the top of that plant's table of organization.

As plant manager, he will be in charge of all divisions of the plant and will direct its operations in cooperation with O. E. Walker, vice president and works manager, whose office is in Decatur.

After a few months as a machine operator, Mr. Bright was moved to the Tool and Pattern Making Shop where he remained for two years. In 1937, he returned to the Brass Machine Shop as a set-up man, and from this spot he advanced to assistant foreman of the Brass Machine Shop in 1942. He was promoted to foreman of the shop in 1946.

He was elevated to the position of production superintendent in 1950, a capacity whereby he actually served as assistant to the vice president and general manager of the plant. Mr. Bright was promoted to factory superintendent in 1952, the position he has held until



EARL E. BRIGHT

his recent appointment to plant manager.

He is a member of the Merchants and Manufacturing Association of Los Angeles. Born February 6, 1917, at Independence, Kansas, Mr. Bright moved with his family to Los Angeles in 1924. He has lived there since that time. His wife, Dorothy, is a native Californian, and they are the parents of one son, Randy Lee. He received his education in Los Angeles.

More than 80 per cent of the average family's income went for necessities in 1900, according to the Chamber of Commerce of the United States, while today the average family spends less than 60 per cent of its income on such needs as food, shelter and clothing. And—largely because of machines, mass production, standardization—those necessities are better, more plentiful, and less expensive.

When government operated the railroads during World War I, taxpayers had to make up a daily deficit of nearly \$2 million, says the Chamber of Commerce of the United States. During World War II, when the railroads remained under private management, they paid the federal government an average of more than \$3 million a day in taxes. The taxpayers were ahead \$5 million a day.

Frank O'Dell, Creator of Mueller Heat Control System, Retires Dec. 1.

Frank T. O'Dell, who will be best remembered as the man who perfected and patented the "Mueller Hot Water Heat Control System," retired December 1 after forty years service with Mueller Co.

Mr. O'Dell spent his entire career with our company in the Sales Division and in recent years has been a special representative of the company. He has served as a liaison between our sales representatives, our sales offices and our customers.

As an outstanding expert on fluid regulation and relief valves, he was in a position to provide assistance for our customers everywhere. His territory was all of the United States and he traveled in every state bringing good will for our company to all whom he visited.

It was Mr. O'Dell who originated the heating system now known as the H9500 Mueller Heat Control System. In order to introduce this system to the trade, Mr. O'Dell traveled to all parts of the United States where hot water was used for heating homes. He did an outstanding job in introducing this system to our customers and was largely responsible for its quick acceptance and extensive use.

Mr. O'Dell first joined Mueller Co. in 1914 as a sales representative in the Minnesota territory with headquarters in Minneapolis.

Minnesota in those years was not considered one of our better territories, but Mr. O'Dell's ability as a sales representative was soon proven as business increased in that territory each year he traveled it.

He developed his heat system idea during World War I. He recalls that in 1916 with the war at its height in Europe, Mueller Co. was beginning to play an increasingly important part in war production. At the same time, much of the materials used in the manufacture of our regular line of products was be-



FRANK T. O'DELL

coming more scarce as the days passed and we were limited in what we could sell other than to the government.

It was at this time that he conceived an idea where and how we could increase our sales of relief and water regulating valves. This was by applying these valves to a hot water system for heating buildings.

"I worked out such a system in the rented house in which we were living," he said. "With the permission of the owner, I removed the expansion tank and hand control for the water supply to the hot water heating system and substituted a combination of pressure reducing and pressure relief valves which then formed an automatic system of water supply and pressure relief. To this, I added a regulator for the control of the furnace dampers to economize on coal.

"The oil burner was just being developed," he recalled, "and the use of gas for heating homes was considered a millionaire's privilege. I experimented

Introducing:

E. George Baker, Asst. Sales Manager, Los Angeles Plant

The new assistant sales manager at the Mueller Co. Pacific Coast factory in Los Angeles has a background particularly suitable for the position. He is E. George Baker, and his experience with Mueller Co. has given him a solid grounding in auditing, sales and the factory.

Mr. Baker, whose appointment to the new position became effective December 1, will have complete authority and responsibility for the operation of the functions and personnel of the Los Angeles sales office. He will be directly under the supervision of the office of the general sales manager at Decatur.

A native of Clinton, Illinois, Mr. Baker completed his elementary and high school education in that city and attended Illinois State Normal University at Normal. He was graduated from Millikin University in Decatur, Illinois, with a Bachelor of Science degree in Business Administration. His major was in accounting.

He joined Mueller Co. in February,

Frank O'Dell . . .

with this system for about two years until I was satisfied that it was marketable."

Mr. O'Dell later convinced Mueller Co. of the saleability of his idea, received a patent for the product and was largely instrumental in placing it on the market.

As the years passed he came to be our best known sales representative. Customers from coast to coast in our metropolitan as well as our smaller cities know Frank T. O'Dell by his first name. His reputation as an expert in the field grew, and his knowledge of the industry coupled with his genuine sincerity and love of mankind helped to develop our company's excellent relations with friends and customers that we enjoy today.



E. GEORGE BAKER

1947, in the Accounting Department as a branch ledger clerk in our main office in Decatur. In this position he kept books for Mueller Co.'s Los Angeles and Chattanooga plants. In October, 1947, he was promoted to senior cost clerk, and in 1949, he was named chief time clerk for the Decatur factories.

The latter position gave Mr. Baker an opportunity to become familiar with the operation of the factories. He spearheaded the move to standardize our present time keeping system now in effect.

In 1950, he was transferred to the Sales Division as a sales correspondent. Following army service during the Korean War, he returned to Mueller Co. and in 1951 was appointed assistant to the assistant sales manager of the Decatur plant's Water Products Department.

Mr. Baker next served as assistant to the assistant vice president in charge of sales, and in August, 1953, was given the position of administrative assistant.

During World War II, Mr. Baker served with the Transportation Corps and was stationed at the New York Port of Embarkation as an auditor. In 1950, he was recalled to service and oddly enough was assigned to the same office and job at New York's Port of Embarkation as that of his previous service.

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Since 1857, Mueller Co. has been vitally interested in the design and manufacture of high quality Water Works Bronze. This interest has resulted in the Mueller Thread—adopted as standard corporation stop thread by the AWWA, the introduction of copper service pipe and copper service connection thread design, as well as many other improvements for the water works industry.

All components of Mueller Corporation Stops are cast from Mueller Water Works

Bronze; the key is precision ground and lapped into the body, and carefully tested and inspected. All exposed threads are accurately machined and coated with protective plastic, assuring arrival in an undamaged condition. This extra precaution also assures their quick, easy insertion into the main under pressure with the tapping machine.

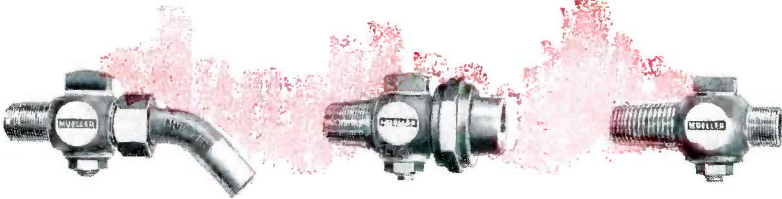
Consult your Mueller Water Works Catalog W-96 or your Mueller Representative, or write direct for complete range of sizes and types.



H-15000 with Mueller Thread inlet—straight copper coupling nut outlet

H-15035 with I.P. thread inlet—eighth bend copper coupling outlet

H-15070 with Mueller Thread and compression joint inlet (for thin wall pipe)—quarter bend swivel copper coupling outlet



H-9981 with I.P. thread inlet—increasing I.P. thread outlet with eighth bend coupling for wiped joint

H-10002 with Mueller Thread inlet—lead flange outlet

H-9990 with wood main thread inlet—I.P. thread outlet (same size as inlet)

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MAIN OFFICE & FACTORY DECATUR, ILLINOIS