

The Mueller Record

Vol. II

FEBRUARY 13, 1912

No. 20

THE BUSINESS OUTLOOK

Salesmen have replied to a request from Mr. Adolph for their opinion on the outlook for business for the year 1912.

It is gratifying to know that the opinions are almost unanimous in anticipating a good year. These opinions are based on personal observations and knowledge, interviews with the trade, other traveling salesmen, representatives of commercial houses, etc. The source of information is a safe one on which to base a claim that business will be good. Its information coming from men who are daily studying the conditions. The summary of these replies certainly justifies an optimistic feeling. We confidently look forward to a fine business.

In the letters we have received a very few cite influences likely to curtail business, but we are pleased to note that these influences are local and not general. They are due to strikes or climatic conditions, either of which may be eliminated in a week's time by the settlement of the strikes or a change in climatic conditions. For these reasons the local conditions should not be taken as having a very great bearing on the outlook in general.

Our replies show the severity of the winter is not confined to any particular locality. It has predominated the entire country, and is given as a cause for the temporary lull in improvements and building operations everywhere, with a consequent dullness in our lines. The winter has unquestionably been one of the most severe that has prevailed in years. The very fact it has been severe and that it has temporarily interfered with business, especially outdoor work, is to our advantage and should be used by salesmen in pushing a sale of our goods.

When this winter breaks up and the earth thaws out there will be thousands of pieces of frozen brass goods and service

connections to replace. Its bound to make us business and we should get it.

We observe that quite a number of letters bear out the prediction which was made in the Record several months ago to the effect that "the presidential election bugaboo" will not play an important part in disturbing business conditions. The replies show that while the people of the country now differ on the proper candidate to lead them, they recognize the fact that the election of any of the candidates under discussion will not impede the progress of business or the development of the country. This indicates a division more largely on personal reasons than on policies. Of course there is more or less division of opinion as to the correct policy along certain lines, but even this is in a measure a division of opinion as to the best way to install and enforce such policy. In the concrete there is little to divide the American people now, and the result will be more attention to business and less to politics.

The general outlook is good. It is for us to make the most of it.



READ THIS CAREFULLY

Claims Made for Glauber Self Closing Work Answered in Detail

The Glauber Company has issued an advertisement of their self-closing work in which they make claims of superiority over anything on the market. By reference without mentioning names it is obvious that the comparison by them is with Mueller Colonial Self-Closing work. They claim their work is "The Best From Every Point of View." This, of course, is a claim only. We have disassembled the Glauber cock and studied it point by point and the following are what we find to be the facts. The cock was a brand new one when we got it. Please read carefully what Glauber claims and

what we say in reply and be prepared to use our points in combatting the Glauber claims to the trade. The claims are set forth in the circular and numbered, printed in black type, and answered in order:

1—Special Wearing Quality of Alloy. This is not a very material claim. Our red brass mixture should dispose of it in general, but there is a specific point. The wear comes on the track where the balls run, just as it comes on the track where our rollers travel. The track of the Mueller Self-Closing work is HARDENED. That's the difference in favor of our work on that point.

2—Interchangeability of Parts. All Mueller parts are interchangeable—made to exact measurements. When desired a self-closing cock can be made into a Compression cock and retain the exterior appearance of our self-closing work. (See page 33 Architects' Catalog). To just what extent the Glauber cock is interchangeable we are not prepared to say. We KNOW that ours are beyond a doubt.

3—Precision of Manufacture. The new sample we have shows unevenness and pits, on top of the bonnet or cap—very marked unevenness. The hexes are irregular in length as shown by the sample. There is no comparison with the smooth, regular and perfect finished hexes of Mueller goods. The body of the Glauber cock has a flat surface on one side, the opening in the spout is rough and uneven. The claimed precision of manufacture does not show in the sample. In making a comparison it will pay to carefully study every feature of Glauber cocks looking for the existence of such points as we make here.

4—Perfect Finish. The nickeling lacks the lustre of Mueller nickel.

5—Novel Ball-bearing Separator and Retainer. Prevents any one ball from over-riding the incline and entering the next pocket and injuring and ruining the faucet. There is nothing to this claim when analyzed although the ball retainer is the point which Glauber is advertising heavily. As a matter of fact this ball retainer is one of the weak points of the cock. There is no danger of the ball "over-riding the incline and entering the next pocket," any more than there is of the Mueller roller bearing doing that. In either case it won't occur if the cock is properly adjusted. If

it did no particular harm could come to either the Glauber or Mueller cock because the preceding ball or roller would of necessity also go into the next pocket or incline. If the balls or rollers were loose instead of held together in regular position, damage might result by two getting into the same pocket at the same time. This "ball retainer" is a very thin, pliable piece of sheet brass which can easily be bent out of shape. It might easily be sprung out of position in the cock and thereby put the cock out of commission. The three balls are held in position by this flimsy piece of sheet brass which is cupped at regular intervals to hold the balls. Under slight pressure of the fingers they will shoot out—proving that they are not firmly held as are our rollers, whose axes are riveted to a brass collar which surrounds the stem. Consequently the liability of loss of the balls of the Glauber cock is much greater than of the Mueller rollers: It is much more likely that a single ball should shoot out of its retainer and be lost than it is for all three of Mueller rollers securely fastened together to get lost. The ball retainers of the Glauber cock cover fully two-thirds of each ball, and the balls do not revolve as freely as the Mueller roller. When placed on the track of the cap and worked under pressure of the fingers the balls slide more than rotate. This however, is simply a point that might be used to illustrate a tendency of the balls to bind. Naturally the action is not the same as when the cock is assembled and the point of contact of the balls is with the cap and handle tracks, which will produce a rolling action of the balls. The contact of the balls with the track is very slight. In consequence of this they are bound to wear a groove in the track, with a liability to eventually wedge and stick. More than this they must undergo a large amount of wear from frictional action with the retaining cups. Then there is another point to be considered. If, while being repaired, the edge of the retaining cup be struck a blow and bent inward toward a ball, a binding action will result and in operation the ball will in all probability be cut at the point of binding. The balls are brass. Compare them now with the broad roller bearing of Mueller Self-Closing work working on a broad, tempered track. In our case, what

little wear there is must be evenly distributed over the surface of these rollers and the tracks. It will not all be in ONE spot, or at one side, thereby throwing the mechanism out of true and making it work imperfectly if not preventing its work altogether. Where the wear is evenly distributed it means that our cock would work a little free which could be overcome, if desired, by a slight re-adjustment. But we KNOW the wear in our cocks is inconsequential because we have tested them equivalent to TWENTY YEARS' actual service without impairing their serviceability. It's evident from a careful examination that the Glauber cock through wear is liable to break down quicker than our self-closing work. In case it should become necessary to renew the rollers in our work it would be found that the wear on the track had been evenly distributed, because of the breadth of the rollers and the complete contact from edge to edge of the roller. A new set of rollers would make practically a new cock. On the contrary the chances are that a new set of balls would not answer the same way in the Glauber cock, for these reasons: Because of the slight contact of the balls with the track and the consequent groove cut in the track new balls would not have contact with a flat or even surface, but would roll in the groove cut in the handle and cap track by the old balls. The result would be that the edges of these grooves would cut into the new balls, with a chance of the cock soon being in worse condition after repairs than before. Therefore to repair a Glauber cock in the right way would necessitate new balls and ball retainer, new cap and handle. The Glauber cock is very hard to open—a child could not do it.

6—Avoids tilting uplift when faucet is opened and insures positive closing. (This applies to the ball bearing). The "anti-tilting uplift" is a talking point. The handle action is the same in principle as in the Mueller self-closing work. There must be more or less side motion in either cock because of the incline in the track, or pockets. This is so slight however as to be unnoticeable to the user. The fact that Glauber has imitated our cock as closely as possible makes the opening action practically the same.

7—Our construction also embodies an

anti-friction washer to aid self-return and to insure positive closing of the faucets. Both these are largely talking points. The closing of Glauber cocks and Mueller cocks is due to the spring made easier by the balls or rollers (more so in our case than in Glauber's for reasons given above). The so-called "anti-friction" washer is placed on the top of a recess in the handle, which recess also contains the thrust nut. In the case of the metal washer in Glauber work it can be said that mechanics recognize any metal to metal contact of working parts as a poor plan. This metal washer grinding between its base in the handle and the thrust nut, will produce a fine brass dust. This will be emphasized when dust or grit works into the recess in the handle from the outside, or by the lubricant used becoming hard and acting as a cutting or grinding agent. The brass dust thus produced will fall into the ball pockets to grind and cut the balls and track and thereby shorten the life of the cock. The washer in our self-closing work is of special composition. It wears smooth and throws off no particles to accumulate and clog and cut the working parts of the faucet. Its smooth surface reduces friction to a minimum.

8—The combination of the features mentioned makes it possible for us to use a stronger spring and hence insures a long life thereto without any increase in strain to open the faucet.

The spring in Glauber Self-closing work is phosphor-bronze, no better and no stronger than the spring used by us. It is set at high tension which combined with the other working parts makes the opening of the faucet a hard matter. The point about the spring in self-closing work is to adjust it properly so that the best results may be obtained with the slightest wear upon the faucet. This is what we have succeeded in doing in our work. The high tension of the Glauber spring will result in the seat cutting into the seat washer much quicker than if the tension were not so high. At each release of the handle the seat washer will be thrown against the seat with great force. When not in action the spring will be drawing it against the seat under strong pressure. Therefore the seat washer is much more liable to cut out quicker than in our work where the adjustment of the

spring is at the proper tension to produce good results without wearing and tearing of other parts. Our self-closing work is set to resist two hundred pounds pressure. That is greater than it will have to stand in service, but it is not so great as to endanger the life of the seat washer or other working parts.

The back page of the circular is devoted to a summary of points which includes the following:

- 1—No loose balls.
- 2—No rollers to crush.
- 3—No friction.
- 4—No over-riding of the balls.
- 5—No complicated parts.
- 6—No trouble to take apart.
- 7—No trouble to re-assemble.
- 8—No tilting uplift.
- 9—No leaks or drips.

We have answered practically all of the above. Others are more general statements which do not carry much weight. Two of the above need attention however. Glauber makes a point that there are "no rollers to crush." It would be impossible to crush one of our rollers while in the cock. It could be done only by special means, and under heavy pressure. The same means and pressure would crush a ball. As we have shown a ball bearing will wear a groove while our roller bearing will not. In the Glauber cock the balls are also susceptible to wear, leaving them flat in places. His claim of "no friction" is not true. The cups in the "ball retainer" almost enclose the balls. Therefore, there is friction on nearly all portions of the ball. There must of necessity be friction in all self-closing work. In ours it is evenly distributed and is less apt to interfere with the working of the cock because of the broad surface of the track and the rollers, and the small axle upon which the rollers travel.

Ball bearings have had their day. Every man who remembers "bicycle days" also remembers the "ball troubles." Automobile manufacturers tried ball bearings and have turned to the roller. In fact the roller is rapidly supplanting the ball wherever a bearing of that character is desirable.

You all remember Mr. Leary's way of demonstrating the superiority of the roller bearing over the ball bearing, by placing it under a block of pine and rolling it

over a smooth surface. That demonstration will uphold your arguments for the roller bearing.

Our self-closing work has been tested at factory and in service.

In a run of 469 hours it was opened and closed 699,000 times, water passing through each time. This operation was continuous. Allowing four openings per hour this test was equivalent to 20 years' actual service. The wear on the working parts was very slight, and would in no way interfere with the continued successful operation of the cock for a long period. The cocks were set to resist 300 pounds pressure, which added to the severity of the test. Similar tests are made all the time to prove that goods going through are standing up to requirements. In addition the work is regularly tested under 200 pounds hydraulic pressure.

In support of our contention you can cite 720 cocks in the San Fernando Building, Los Angeles, California, which have given satisfactory service for four years without costing one cent for repairs.

Glauber's self-closing work is not only inferior to ours in metal, workmanship and principle, but it is not backed up by any factory or service tests such as have demonstrated our superiority. At present it stands entirely on the claims of the maker. It has not yet proved any of these claims.

There is no comparison between the two. Our work simply outclasses Glauber's. Any fair-minded man can be made to see it if our claims are properly presented.



NOT PRACTICABLE

At the annual meeting it was suggested that china handles used on top handle Rapidac basin and both cocks be marked "hot and cold" so that they could be reversed. (See page 2 January Record).

Mr. Philip reports that this is not practicable.

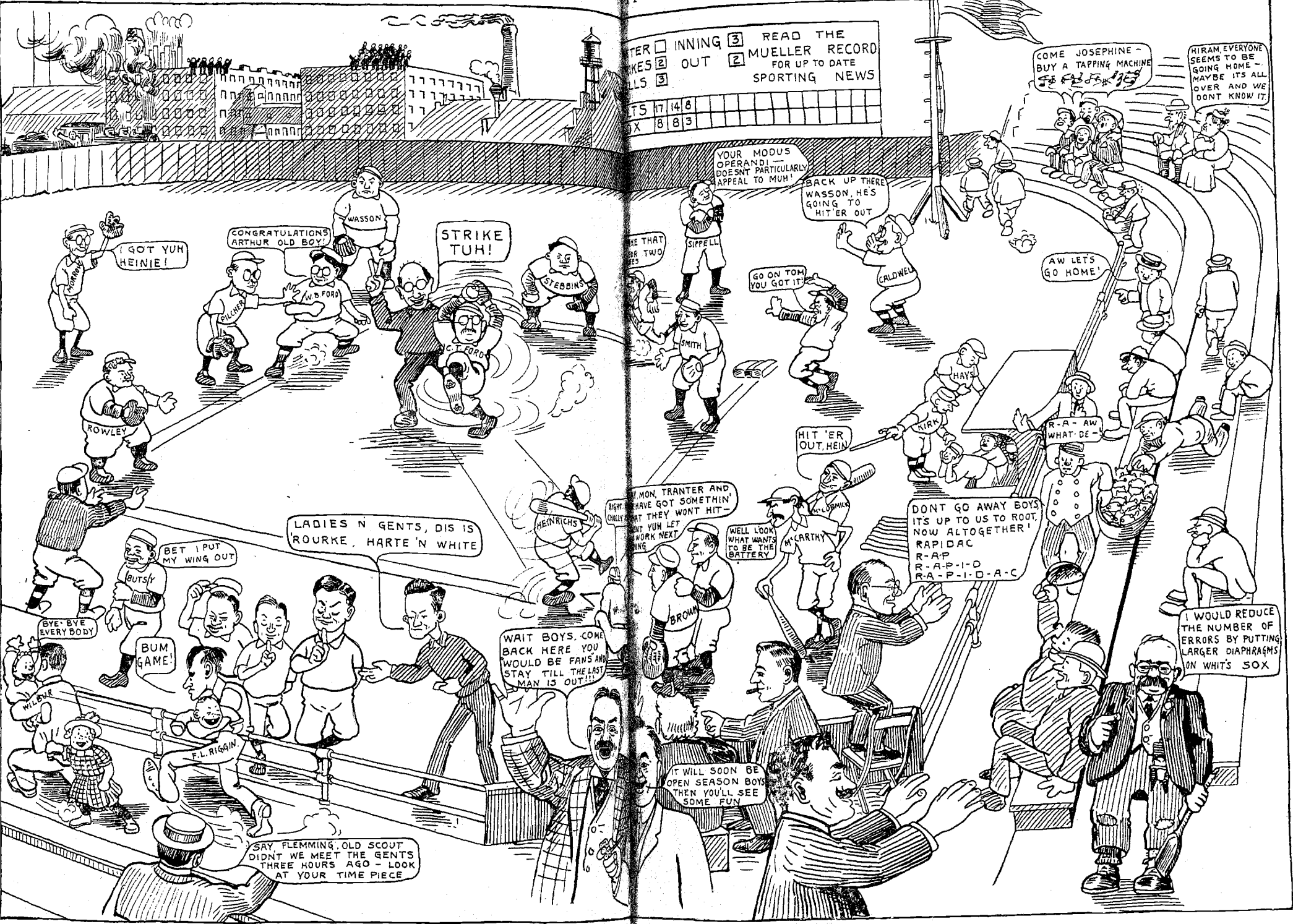


MEREDITH BUILDING DONE

Horace Clark advises us that the Meredith building, Des Moines, Iowa, is completed, and that the same is equipped with Mueller goods.

Sporting Extra—Base B...plement Mueller Record

WATER	INNING	3	READ THE
WIKES	2	OUT	2
WILLS	3		FOR UP TO DATE
			SPORTING NEWS
TS	7	14	8
X	8	8	3



I GOT YUH HEINIE!

CONGRATULATIONS ARTHUR OLD BOY!

STRIKE TUH!

WASSON

STEBBINS

YOUR MODUS OPERANDI DOESNT PARTICULARLY APPEAL TO MUH!

BACK UP THERE WASSON, HES GOING TO HIT'ER OUT

GO ON TOM YOU GOT IT!

COME JOSEPHINE - BUY A TAPPING MACHINE

HIRAM EVERYONE SEEMS TO BE GOING HOME - MAYBE ITS ALL OVER AND WE DONT KNOW IT!

AW LETS GO HOME!

ROWLEY

LADIES N GENTS, DIS IS ROURKE, HARTE N WHITE

BET I PUT MY WING OUT

BUTSY

BYE BYE EVERYBODY

BUM GAME!

F.L. RIGGIN

WAIT BOYS. COME BACK HERE YOU WOULD BE FANS AND STAY TILL THE LAST MAN IS OUT!!!

MON, TRANTER AND HAVE GOT SOMETHIN' THAT THEY WONT HIT - DONT YUH LET WORK NEXT

HEINRICHS

WELL LOOK WHAT WANTS TO BE THE BATTERY

W. C. CARNEY

HIT'ER OUT, HEIN

DONT GO AWAY BOYS ITS UP TO US TO ROOT, NOW ALTOGETHER! RAPIDAC R-A-P R-A-P-I-D R-A-P-I-D-A-C

R-A-AW WHAT DE-

I WOULD REDUCE THE NUMBER OF ERRORS BY PUTTING LARGER DIAPHRAGMS ON WHIT'S SOX

IT WILL SOON BE OPEN SEASON BOYS THEN YOULL SEE SOME FUN

SAY FLEMING, OLD SCOUT DIDNT WE MEET THE GENTS THREE HOURS AGO - LOOK AT YOUR TIME PIECE

R-A-P, R-A-P-I-D, R-A-P-I-D-A-C—RAPIDAC. RAPIDAC IN THIS CONTEST WILL MAKE IT A WINNER

UNDERGROUND GOODS

Many Replacements Necessary Following Cold Weather

Spring is coming. It will find lots of frozen brass goods, connections, etc., as a result of the severe winter. This will not be a local condition it will be general, as the whole country has experienced a very hard winter.

Plumbers will find lots of work in this line and water and gas companies many replacements.

By our orders we are already beginning to note the effects of the weather on underground goods.

Salesmen should make this a talking point in pushing goods.

You are cautioned to scrutinize all goods now claimed defective, and which will be claimed defective during the next few weeks. Ninety-nine out of a hundred of the defects claimed will be found to be due to frozen goods and not to any fault of ours.



THIRD INNING IS TAME

Tapping Machine Business Lagged—Whit's Side Away Behind

In the unadorned vernacular of the simon pure baseball fan the third inning of the tapping machine contest was strictly and decidedly "on the bum."

Only eleven machines were sold by salesmen, eight by Caldwell's Colts and three by Whitney's Sox, while the side play by the Sales Department, netted only five, making a total of sixteen. That is a long way from a 1,000 clip. There must be some better battling than that to keep up the average.

The returns would indicate that some one thought the game had been called off on account of the weather. This game is one in which the weather does not figure. It goes on all the time.

The single feature of the game lies in the fact that Billy Ford pased Kirkwood for batting honors, and now heads the list with a total of seven machines sold. Kirk failed to make a single hit during the month. Caldwell's Colts are still away in the lead. The captain himself opened the third inning with a single at Norton, Mass. and McCormick and Heinrichs followed with

singles at Delaware, Ohio, and Shakopee, Minn. Leary got a double landing at St. Louis, Mo. and Shelbina, Mo. Billy Ford was right up to the mark with a double one at Atlanta, Ga., and the other at Tallahassee, Fla. McCarthy got in with a single at Crosswicks, N. Y.

For Whit's side Stebbins connected at Ogallala, Neb., Wasson at Lubbock, Texas, and C. T. Ford at Norfolk, Va.

And then the game froze up.

A glance at the score shows nine men who are still nursing goose eggs. They should be warm enough to hatch by this time. If they don't hatch soon they are liable to go stale. We hope that no such odoriferous event as this will happen.

The score:

	MS.	1b.	2b.	3b.	HR.	Po.	E.
Whitney, c.....	0	0	0	0	0	0	0
Morrow, lf.	1	1	0	0	0	0	1
Sippell, rf.	1	1	0	0	0	0	0
Brown, cf.	0	0	0	0	0	0	0
Tranter, 2b.	0	0	0	0	0	0	0
Smith, 1b.	1	1	0	0	0	0	0
Rowley, 3b.	1	1	0	0	0	1	0
Pilcher, ss.	1	1	0	0	0	0	0
Stebbins, p.	6	0	1	0	1	0	0
Hastings, p.	0	0	0	0	0	0	0
C. T. Ford, p. ...	2	0	1	0	0	0	0
Wasson, p.	6	0	1	0	1	0	0
Dill, p.	0	0	0	0	0	0	0
White, p.	0	0	0	0	0	0	0
O'Rourke, p.	0	0	0	0	0	0	0
Totals	19	5	3	0	2	1	1

	MS.	1b.	2b.	3b.	HR.	Po.	E.
Caldwell, cf. ...	3	0	0	1	0	1	1
Hays, rf.	3	0	0	1	0	0	2
Jett, lf.	1	1	0	0	0	0	1
McCormick, 2b..	1	1	0	0	0	0	1
Aubinger, 1b. ...	2	0	1	0	0	0	0
Cameron, 3b. ...	0	0	0	0	0	0	0
Leary, ss.	6	0	1	0	1	0	3
Hennessy, c. ...	0	0	0	0	0	0	0
W. B. Ford, p. ...	7	0	0	1	1	0	1
Kirkwood, p. ...	6	0	1	0	1	0	2
Clark, p.	4	0	0	0	1	1	1
McCarthy, p. ...	3	0	0	1	0	0	0
Heinrichs, p. ...	3	0	0	1	0	0	0
Harte, p.	0	0	0	0	0	0	0

Total	39	1	3	5	4	2	12
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Sales Dec.	19	0	0	0	0	0	0
Sales N. Y.	8	0	0	0	0	0	0

Grand total	.85	0	0	0	0	0	0
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Score by innings	0	0	0	0	0	0	3
Caldwell's Colts	17	14	8				
Whit's Sox	8	8	3				

Artist Plate's cartoon for this issue is worth studying. He has his own idea of the game and has gingered it up by a few remarks and reference to recent incidents which most of you will recall.

The next month ought to show a decided improvement in the contest on both sides. Every man jack on the job should get one machine at least. With spring only a few weeks distant our tapping machines should be in big demand. Get after the orders—and when you sell a machine don't forget the brass goods.

Monday morning's mail brought us orders for six tapping machines. The trade has already commenced to thaw out.



JUGGLING THE PRICES

Underhand Means Fixed on a Lincoln, Neb., Jobbing House.

We recently withdrew all but trade prices from a Lincoln, Nebraska jobbing house. E. S. Stebbins got them dead to rights in competition for business at Ogallala, Neb. This house boldly claimed to sell Mueller goods at a less price than we are quoting. The town wanted a tapping machine and brass goods, and Mr. Stebbins was hot after the business. The supply house was most interested in getting the brass goods part of the order. The representative of that house told the Ogallala committee he could save them 10% on all their goods, even the tapping machine. He seemed to have all the best of the argument.

Mr Stebbins finally pinned the salesman down and found he was quoting on a No. 1 machine while the committee was in reality considering a No. 2. Then the committee gave Mr. Stebbins leeway and he forced from this salesman the admission that he did not even know the name of the brass goods he was advocating equal to ours but 10% cheaper. We got all the business. In a letter concerning this deal Mr Stebbins says:

I have heard where they have sold a No. 1 machine for \$75.00 but they would not mention the number of the machine so you can readily see that their men can give the No. 1 instead of the No. 2 at the \$75.00 price or if they want to, they can say that they will furnish the Mueller machine for \$67.50 or 10% less than our price of a No.

2 which machine we always push. If our salesmen neglect to say anything about the difference in the machines the customer, who knows nothing about the difference, thinks he is getting the same from the jobber as he would from us and that he is saving 10% by buying from the jobber.



SALESMEN'S ROUTES

Useless Expense Follows Failure to Send Them In.

The necessity of our having salesmen's routes is imperative, in order that the useless expense of telegraphing may be eliminated.

Some of the salesmen do not seem to appreciate the importance of this. In addition to the frequent telegrams called for by the neglect or carelessness, there is the delay in getting your mail to you with the possibility of losing orders thereby, or a failure to cover some point where urgent business is impending. Salesmen must take this question into consideration and see to it that their routes are in the office, sufficiently in advance to overcome any or all delays consequent upon a failure to keep us advised.

As a rule conditions are such that it requires twice as much time to get your mail to you as it does for you to get mail to us, and this fact should not be overlooked.

For example—a salesman sends in his route today covering the next two weeks. In twelve days, Feb. 25th, he mails us another route from a town which is two days distant from us, by mail. We don't get that route until the morning of Feb. 27th and in the meantime because of uncertainty of where to reach him, we have been compelled to hold up his mail. We can't send it until the 27th and the result is a three days' accumulation which he will get from four to five days later than he would had he kept his route up the required two weeks in advance.

Recently there have been several cases when it was necessary to locate salesmen by telegraph and have them advise as to their route by telegraph. It would not have been necessary had the salesmen kept us properly advised. The expense was the result of negligence, carelessness, forgetful-

ness, or all three elements which have no place in up-to-date business methods.

We desire all salesmen to remember this and keep the Sales Department advised of route full two weeks in advance all the time.



CREDITS FOR NEW CUSTOMERS

Correction of Statement in Annual Convention Proceedings.

In the proceedings of the annual meeting, page 3 of January Record, under the heading "Credit of New Customers" the following appears:

It was decided that salesmen should investigate a new customer's credit before calling on him. If he finds it not good he should not call at all.

Salesmen are liable to place a wrong construction on this and not call on a prospect at all. Your line of operation in such cases should be this:

Before accepting orders on an open account you should be satisfied as to the credit standing of a new customer. If the customer's credit does not justify the purchase of goods on open account the salesmen should not hesitate to call and offer to take the business on the same basis as others or C. O. D. It is important that we keep in touch with new prospects.

Although they may not now have financial standing that enables them to purchase on open account, they may some day be in such condition. When they are we should by reason of our past fair treatment and attention to them, be in a position to merit their business. If we completely neglect them now, refusing to solicit their C. O. D. business or business on the same basis that others take it we certainly will not be in a good position to ask for their business when they have improved their financial and general credit.



IN RECEIVERS' HANDS

Sanitary Company of Cleveland Involved in Financial Troubles.

The Sanitary Co., which some of our salesmen regarded as a strong competitor is in the hands of a receiver. When they were cited at the annual meeting a year ago as

getting much business, because of the attractive prices they made, Mr. Adolph predicted that they could not sell at the price and live. Domestic Engineering January 27th says:

On application of creditors of the Sanitary Co., of Cleveland, Ohio, Judge Day of the U. S. Circuit Court on January 22nd appointed R. C. Koblitz as receiver. The company's obligations are about \$120,000, while its accounts receivable amount to \$86,000 and a recent inventory gives \$56,000 as the approximate value of stock and material now on hand, in addition to the factory which is conservatively valued at \$60,000. The receivership was caused by the demoralization which has existed in the jobbing business in plumbers' supplies during the past two or three years, and by inability to realize on the stock on hand without great loss. The company is not insolvent, and it is expected that all creditors will be paid in full. Mr. Koblitz believes that in a comparatively short time the company's affairs will be straightened out.



SOME RECENT ORDERS

Five hundred and thirty six Extra Self-closing basin cocks with 4-arm handles. D-11902 for the Henry Watterson Hotel at Louisville, Ky. This order came from Hamilton & Moyer, Tulsa, Oklahoma, who have the contract.

From D. E. Rowley an order for thirty pairs Colonial Self-Closing basin cocks; 40 pairs of basin supplies D-25009 and 6 pairs basin supplies D-25005 to be shipped to James A. Diggle, of Indianapolis. These goods are for the Hume-Mansure building of that city. This is the third order for that building within a year.

From the Alabama Supply Co., Birmingham, Ala., through W. B. Ford: Thirty-one 1-inch D-8661; thirty ½-inch D-8661; four ½-inch D-8940; thirteen pairs ½-inch D-11704; 126 pairs D-11904; 126 pairs ¾-inch basin supplies with stop cocks D-25097 complete; eighteen pairs ½-inch ball offset supplies with stop cocks D-25038.

From Lieber Bros., San Antonio, Texas, for 42 pairs 11901 for the Beach Hotel, Corpus Christi, Texas.

From W. B. Young Supply Co., of Kansas City, Mo., for 76 D-11901 Self-Closing Basin Cocks.

COMPARISON OF WEIGHTS

Some Interesting Facts Concerning the
Louisville Contract

In bidding on the Louisville Water Works Company order, Wilbur Simpson figured it out in pound weight. On this basis the Sanitary Company was only about \$154.00 less than our bid, or 5 per cent. less in price, but their weight fell 10 per cent. below ours.

It is not often one can determine the prices per pound on a bid and consequently the following figures by Mr. Simpson will be interesting. Study them carefully, giving especial attention to the weights of the Sanitary and Hays companies, both of which are away under the weight shown by us and Glauber. It is not surprising in view of this that these companies at times outfigure us.

Comparisons of Bids "Louisville, Ky. Contract:"

	Total Weight	Total Bid	Price per lb.
Sanitary Co.....	9035 lbs	\$2,920.00	32.32c
H. M. Mfg. Co....	9906 lbs	3,074.00	31.03c
Glauber Co.	9936 lbs	2,940.50	29.59c
Hays Mfg. Co....	9329 lbs	2,875.50	30.82c
Anderson Cplg. Co	9732 lbs	2,776.00	28.52c
	9035 lbs. x 28.52c=	\$2,576.78	
	9906 lbs. x 28.52c=	2,825.19	
	9936 lbs. x 28.52c=	2,833.75	
	9329 lbs. x 28.52c=	2,660.63	

Total weight column is exclusive of Brass Plugs.

Total price column is exclusive of Brass Plugs.

✦

COMP. S. & W. COCKS

Your attention is called to our desire to push the Extra Compression Stop and Waste in lead and lead, lead and iron and iron and iron, $\frac{1}{2}$, $\frac{5}{8}$ and $\frac{3}{4}$ -inch sizes. Also push the Colonial pattern in 1 to 2 inch sizes in lead and lead, lead and iron and iron and iron.

We now have in stock some 1 inch Stop and Waste iron and iron, that we can make immediate shipment of and would like to sell them quick to get them out of the way so that we can begin pushing the Colonial pattern in the 1-inch size. We will notify you when the stock of one-inch extra iron and iron Compression Stop and Wastes get low.

LABELS FOR PLUMBERS

Salesmen are instructed that we will furnish our labels to plumbers who desire to mark their bins of our goods with the same.

Recently W. L. Jett supplied a customer with a full set of labels and reports that he has noticed quite a number of plumbers who use our labels in this way.

We are willing enough to supply labels for this purpose. It helps advertise us. A suggestion from you may induce some of your trade to adopt this method of keeping track of their stock.

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MORE DIRECT SALES

During the first ten months of 1911 our average monthly sales of tapping machines through jobbers was 36.4 per cent.

During December, 1911, this average dropped to 27.2 per cent., indicating that we are beginning to get to the water companies direct in a little better shape.

We should keep on cutting down the per cent.

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REPORT ANY RESALE PRICE

When a salesman discovers that any of our goods, such as tapping machines, tools, regulators, etc., upon which a re-sale price has been made, either more or less than our regular price, he should notify us at once, giving full particulars, but the salesman should say nothing to the customer unless advised by the house.

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SUBJECTS ON LETTERS

Your attention is again called to the necessity of putting subjects on your letters. This caution is especially to the new salesmen.

It's very important and necessary to have the name of company and address of same in every letter.

Confine each letter to a single subject.

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USE MUELLER GOODS

Murry Kirkwood in a recent letter says the Chalmers Hotel at Hutchinson, Kansas, has about 160 of our D-11901 in use.