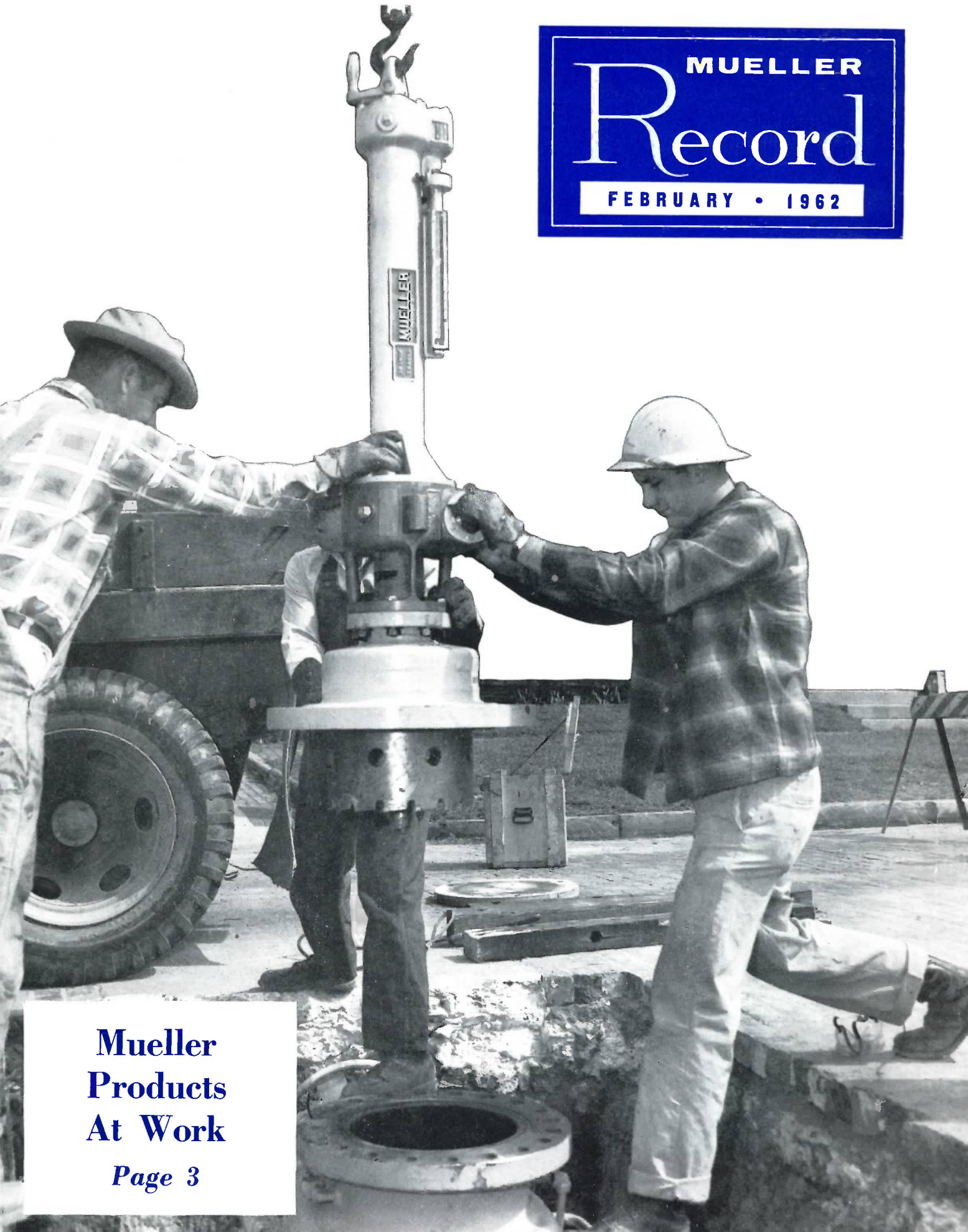
MUELLER
Record
FEBRUARY • 1962



Mueller Products At Work

Page 3

MUELLER RECORD

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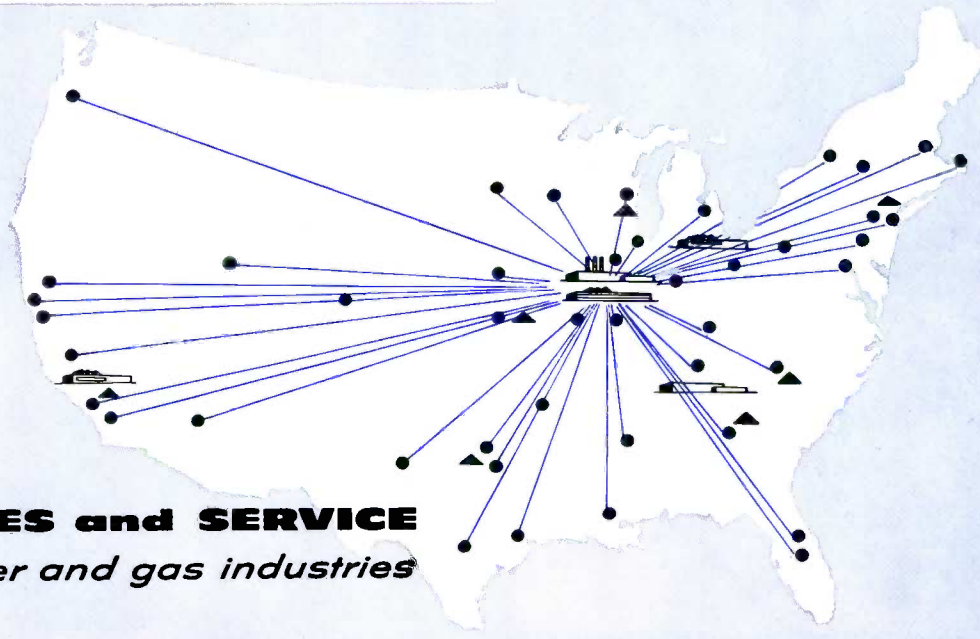
Contents



Since 1857
Quality Products for the Waterworks and Gas Industries

MUELLER® SALES and SERVICE
...serving the water and gas industries

Illinois Power Co. Problem—

Mueller No-Blo Was Solution

Mueller No - Blow fittings and equipment helped another company solve a gas distribution line problem recently.

Highway and street improvements forced Illinois Power Co. to abandon and relocate about six blocks of 12-inch gas main running through the center of Decatur, Illinois.

In order to accomplish this move, a portion of this line had to be isolated so that a valve could be inserted at one point. This new valve, along with another one already in the line, would provide the control necessary to bring about the alterations.

The line operates with about 45 pounds of pressure, and is a main feeder line from a station south of town to another station on the north edge of the city.

The flow of the line was from south to north, and back pressure from the northern station supplied those services north of the stop-off while the line was temporarily out of use.

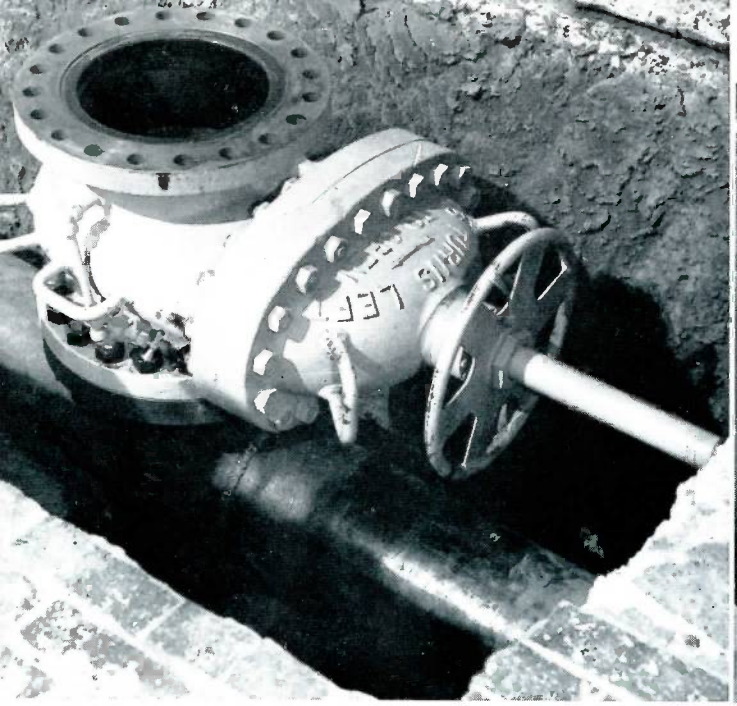
One service located on the area to be abandoned was relocated before actual work got underway, thus avoiding any loss of service.

With Mueller No-Blo fittings and equipment, a safe, effective shut-off was made on the line under pressure so that the necessary valve could be placed in the line.

In detail: A Mueller line stopper fitting was welded on the steel pipe at the desired point of shut-off, and a section of the pipe inside the fitting was removed by means of a Mueller C1-36 drilling machine. A 4SW Line Stopping Unit was inserted into the fitting and expanded, resulting in a positive shut-off.

When the work on the line was completed, the stopper was contracted and extracted from the fitting, and a completion plug was screwed into the top of the fitting and further sealed by a cap.

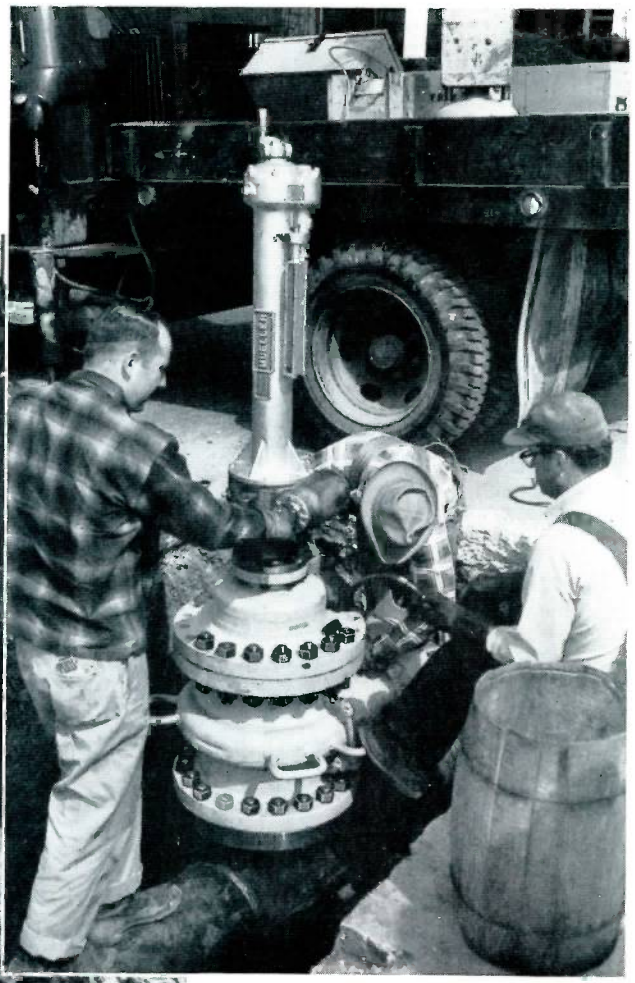
Illinois Power Co. workmen lower a Mueller 4SW Line Stopping Machine into position preparatory to isolating a section of a 12-inch gas main. The following picture story tells how Mueller No-Blo fittings and equipment accomplished this task.

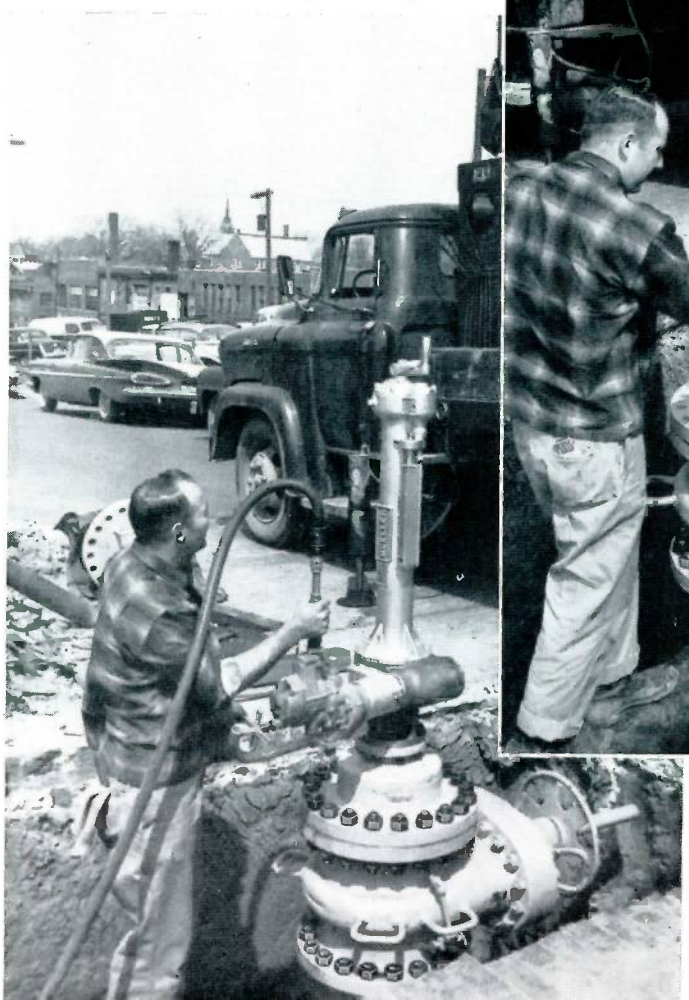


1. After the line stopper fitting is welded on the main, the special Mueller gate valve is bolted loosely to the fitting. 2. The next step is to align the completion machine and its plug and then tighten the gate valve securely to the fitting (right) so that there is no chance for a shift in equipment.

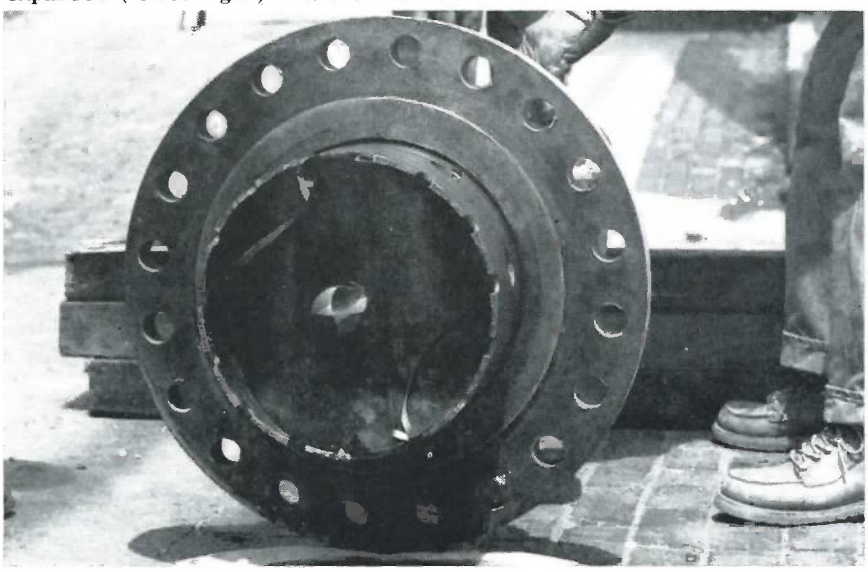
"Here's How"

3. After the drilling machine has been assembled and checked, it is bolted to the open gate valve. The cutter is extended to the main where the C1-36 machine then makes a 12-inch opening in the top and bottom of the pipe. Later on, the line stopper will be slipped into these two holes and expanded, thus making the stop-off.

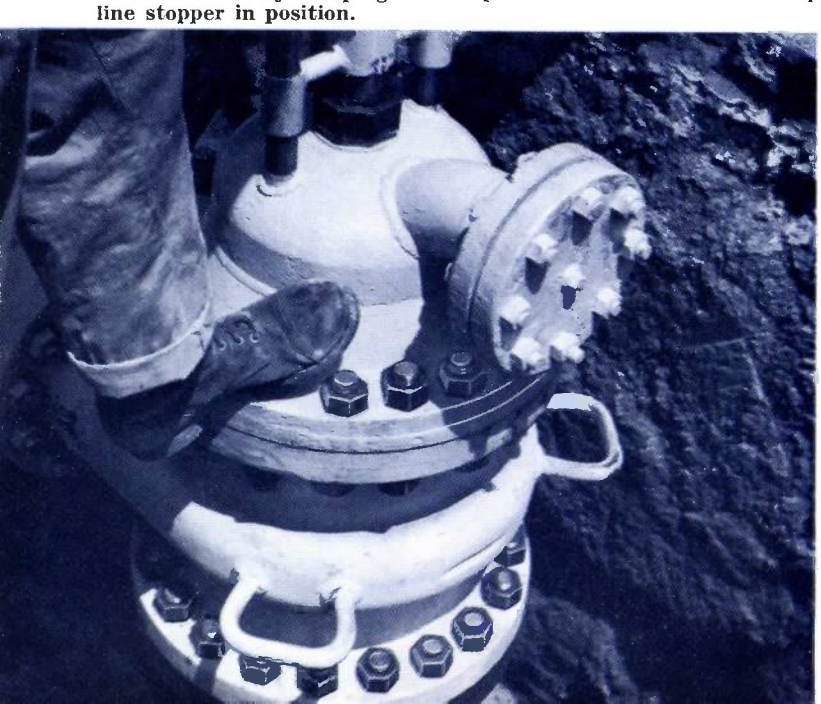


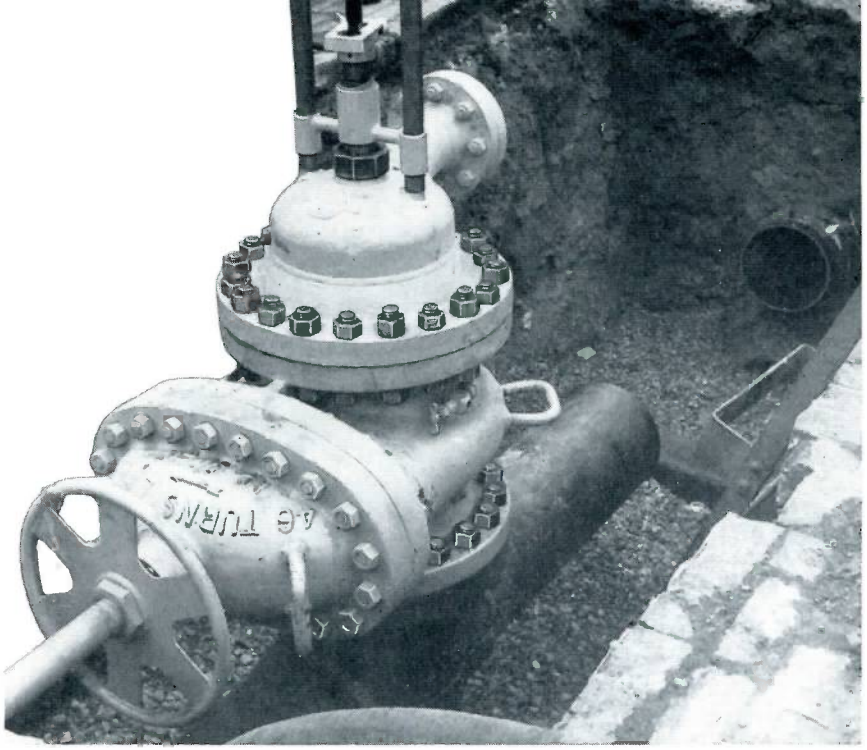


5. Workmen here are attaching the steel wedge stopper to the machine prior to bolting it to the valve. Once it is tightly bolted to the valve, the gate valve can be opened and the stopper lowered into the pipe through the two holes made by the drilling machine. After it is in the fitting and the pipe, the stopper is expanded (lower right) and the shut-off is made.

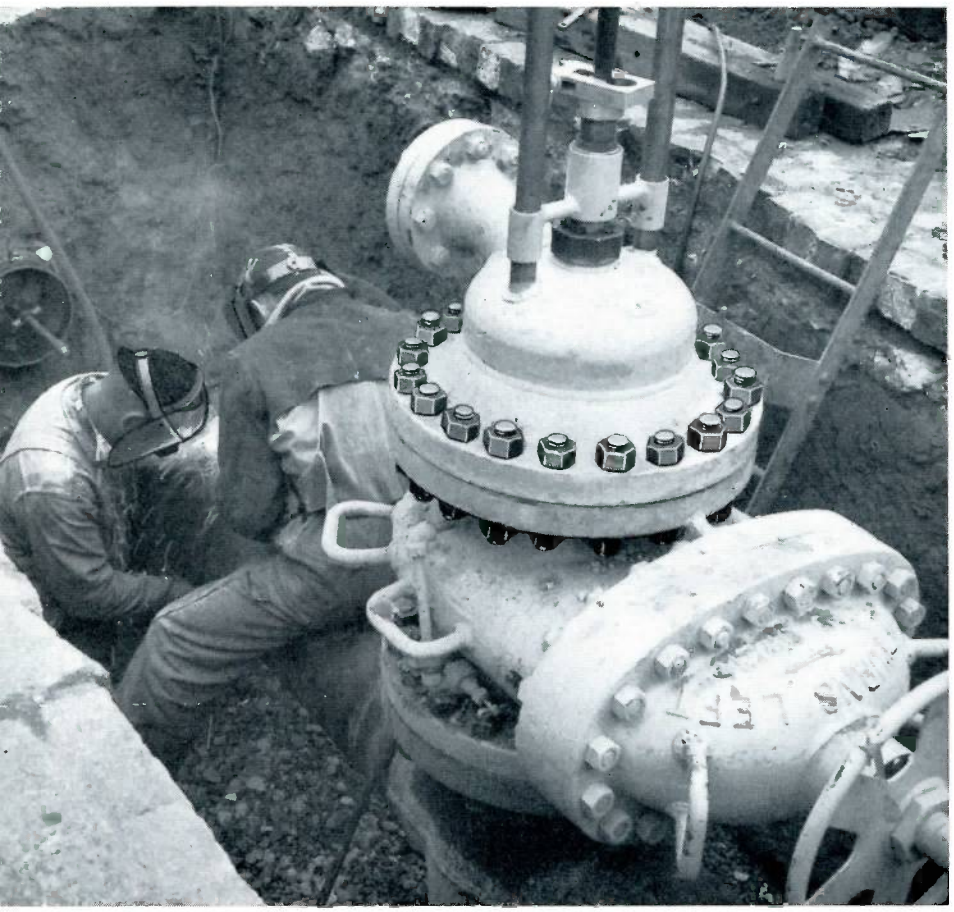


4. After the cut is complete the cutter is withdrawn to the rear-most position and the gate valve is closed so that no gas will leak into the atmosphere. The machine is then removed and blocked (above) so the steel cutting tips are not dulled by scraping on the pavement. Below is a close-up shot of the line stopper in position.





6. Once the shut-off is made workmen are free to proceed with their work. They have cut out a section of the isolated pipe (above) and safely are able to weld (below).



7. Once the work is complete, the stopper is contracted and removed, and the gate valve is closed again. The next step is to install the completion plug in the fitting (above), and remove the completion machine and valve.

8. The near finished fitting is shown at the right. The plug has been inserted and the rest of the bolts have to be put in the cap and then it is ready to stand an indefinite test of time or be available for another job like you have just seen.

"THIS IS YOUR INDUSTRY" SERIES

HONEY, MONEY and GAS

Like honey left in the hive by a prudent beekeeper, money set aside for gas and oil exploration is insurance for the future.

If the beekeeper gathers all the honey and leaves nothing for winter, the worker bee will starve. And if no provision is made for tomorrow in the gas and oil industry, the search for new deposits of natural resources will be critically handicapped.

When you earn your living in the natural gas industry, your future depends on sound planning for next year and the years after that. What's more, you are important to the U. S. economy as a consumer, with purchasing power to buy goods and services from your fellow Americans.

What's the connection between money and honey?

Right now some people are agitating for a reduction in percentage depletion. This provision in our laws assures continued abundance of our natural resources—natural gas, oil and other raw materials —by setting aside money for exploration. Without such a provision, we would be "robbing the hive."

In defining income for tax purposes more than 30 years ago, Congress provided certain deductions for such things as depreciation of plant and equipment and depletion deductions according to conditions peculiar to each case. Thus, Congress recognized and established a basic principle in our tax laws: In computing taxable income, deductions must be provided for capital assets that are used up—exhausted —in the process of earning income which is subject to tax.

This realistic tax treatment method is called depreciation in the case of plant and machinery and percentage depletion in the case of natural resources.

Percentage depletion applies to over 100 extractive industries—of which natural gas in only one.

Briefly, the provision recognizes that raw material in the ground is a producer's capital and that this capital is depleted by operation of a mine, quarry or gas well.

The present depletion rate was intended, among other things, to provide incentive for men to assume the extreme risks peculiar to natural gas exploration. Our lawmakers understood then as today that there is a difference between courage and foolhardiness, just as there is a difference, compelling to sensible men, between the ordinary risks of ordinary business and the extraordinary risks of looking for raw materials hidden deep in the earth.

They recognized also that there is a difference in risks among the industries covered by the provision. Thus, different rates were set up for different industries.

For instance, geological, geophysical and other pre-drilling work can indicate "possible" gas structures in the earth's crust. Only the drilling bit, however, can determine the actual existence of natural gas.

The well-known odds against finding natural gas—or oil—in unexplored territory are still 10-to-1.

The search for natural gas is not only risky, but extremely expensive.

A single gas well can now cost $100,000 and even a million dollars or more, and percentage depletion applies only to successful producers. No income, no deduction.

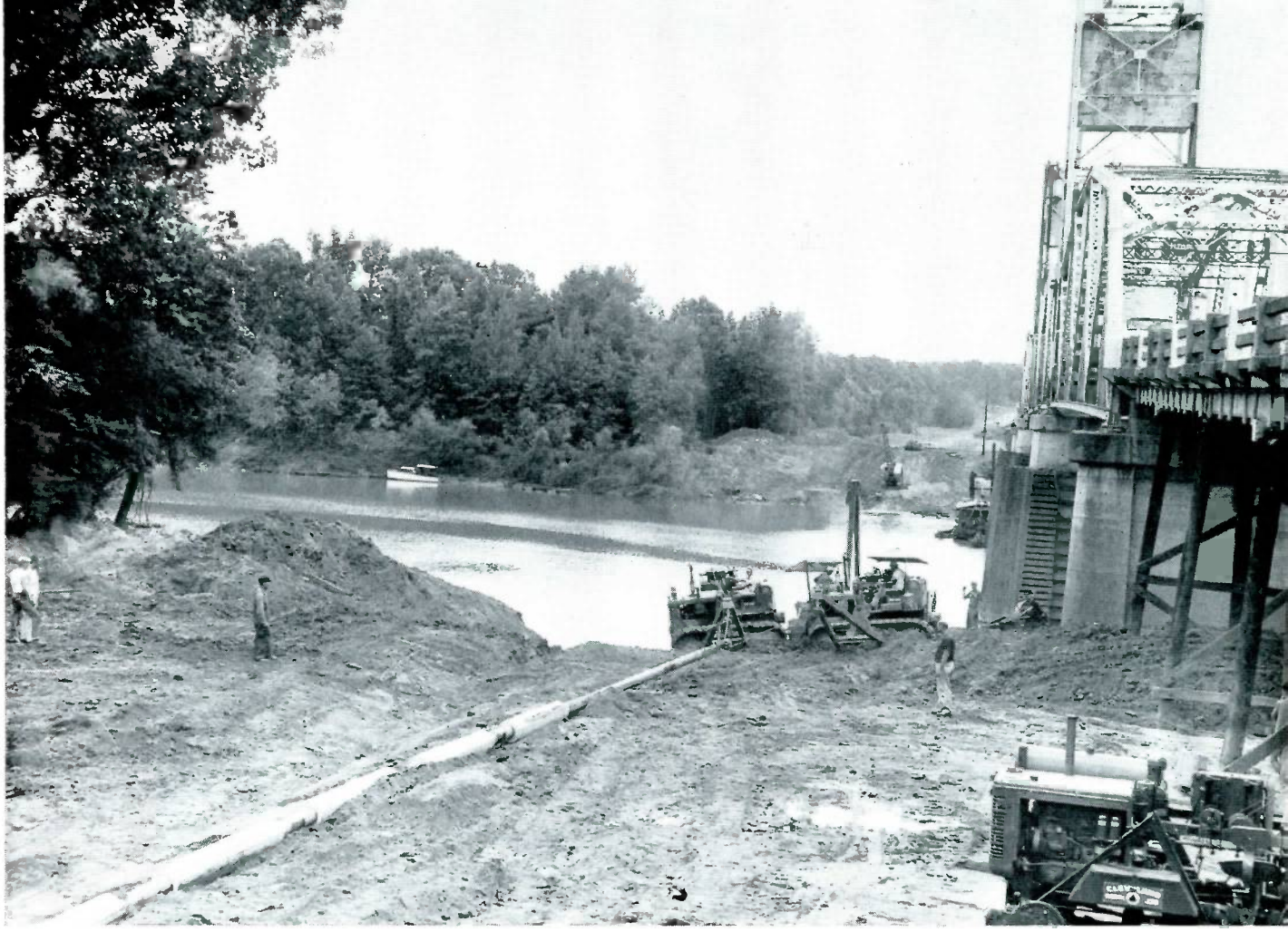
For these reasons—tremendous odds against success and enormous financial risk—Congress established a depletion deduction of 27½ percent for natural gas and oil. In no case, however, can depletion exceed 50 percent of net income from the property.

For more than a generation, percentage depletion has encouraged the gas industry, made up of millions of owners, to invest billions of dollars in the search for new sources of natural gas. It has assured the gas customer that he will have plentiful supplies of nature's miracle fuel—and the gas company employee that he has a job with a future in a progressive industry.

Our proved reserves of natural gas today are 11 times the 1926 level and they are growing larger every year.

Gas consumption is also growing. And as we enter the space age more and more energy will be needed for expanding industry and a growing population.

If we are to meet our future needs for natural sources of energy —and keep the honey in the hive —we must maintain incentives which stimulate the search for natural gas. As a nation, we reduce percentage depletion at our peril.



Unfortunately transmission lines can't always be laid through smooth dry terrain. In the case pictured above, a river was one of the hazards that had to be coped with in the laying of the 85-mile long transmission line in central Alabama. Two tractors drag the line to the water's edge where another tractor and a crane take a cable and pull it across the river's muddy bottom.

Mobile, Alabama

Another Service District Added To Growing Southeast

An 85-mile gas transmission line to serve about 14,000 persons in Central Alabama has been finished recently in the newly formed Clarke- Mobile Counties Gas District.

Construction on the $3,800,000 project which will have about 4,000 services, began in Jan., 1961 and was complete in Nov., 1961. J. B. Converse & Co., Inc. of Mobile, was the engineering firm on the project which was constructed by Hyde Construction Co. of Jackson, Miss. The Hyde company sublet the project to Slade & McElroy Pipe Line Constructors of Gulfport, Miss.

The transmission line begins 20 miles north of Mobile where it ties into its supply from United Gas Pipe Line Co. The line includes 9 miles of 12-inch pipe, 13 miles of 10-inch pipe, 31 miles of 8-inch pipe, 25 miles of 6-inch pipe and 7 miles of 4-inch steel welded pipe.

Union Gas Co. of Alabama, Inc. subsidiary of Union Gas Co. of Jackson, Miss., will operate the system under the supervision of Mr. Milton Walsh. Mr. G. M. (Mike) Coulter will be general superintendent of the Clarke - Mobile Counties Gas District.

Union Gas Company has been operating gas systems since 1950 which includes 14 systems in Mississippi, three in Arkansas and one in Kentucky.

The distribution systems for the cities have been designed to operate initially at 10 pounds of pressure at the regulating and meter stations and will have a minimum of 5 pounds of pressure at the lowest point on the distribution system. Provisions have been made for increasing the pressure at the regulating and meter stations to 20 pounds to take care of added load in the future without having to lay larger mains.

The biggest towns in the system, Jackson, Grove Hill and Thomasville, had a population of about 10,000 in 1960. By 1980 they are expected to grow to 17,000.

The District extends for approxi-

mately 70 miles, running roughly north and south along U. S. Highway 43 and Alabama Highway 5. The District covers the territory paralleling the Mobile and Tombigbee Rivers which are navigable streams.

The area is one of the largest in the United States for the production of wood pulp products. In addition to a number of large wood pulp industries, the area has many large salt domes and as a result a number of chemical plants have moved into the area in recent years.

The section is rich in natural resources and since navigable river transportation is available to Alabama Port, it is conservatively thought that the growth potential of this area is one of the finest in the country.

In the northern half of Mobile County is one of the major oil fields in this section of the country. Drilling is continuing in this area and it is hoped that a strike of major proportion may be had so that natural gas would be available locally, which would of course, give this area another boost toward a fast expanding chemical-industrial complex.

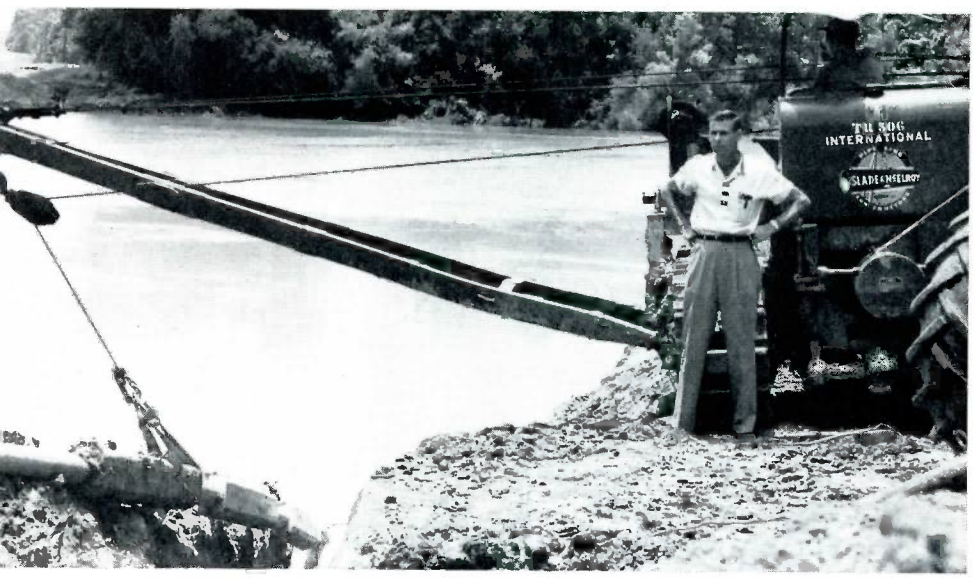
Approximately 50 per cent of the gas supplied in the district will be used by industries already located there.

Natural gas was introduced into the Mobile, Ala., area in 1930 and is credited as being one of the major factors that contributed to the rapid growth of that city.

Heavy concrete weights are put on the line so that it will rest on the river bottom without moving with the currents.

This is the way the crossing looked from a boat as the line slithered across the soggy river floor. Having reached the north bank of the river the contractor is ready to begin his normal laying operation again.

Mr. Lindburgh Slade, Superintendent of the project, surveys the crossing in the pictures above and below. Contractor on the transmission line was Slade & McElroy Pipe Line Constructors of Gulfport, Miss.



Two lines of steel and concrete stretch to the river's edge preparatory to their submersion into the Tombigbee River.

Blue Flame Whispers

Program To Convert Gas Heat To Electricity Is Under Way

Direct conversion of gas heat into electricity is moving a step closer to practical use in a research program undertaken jointly by the American Gas Association and General Dynamics Corporation's General Atomic Division.

The aim of the project is to develop a small, low-cost thermoelectric module which could be used to convert part of the heat from a gas flame directly into small amounts of auxiliary electric power.

Such power could be used to supply energy necessary to operate a blower on a gas furnace. It might also be used to operate controls, fans, pumps, lights and blowers on other gas appliances.

T. L. Robey, Director of Research for A.G.A., said a major objective of the research is to develop a compact, durable and lightweight low-cost device which is adaptable to multiple production techniques.

Dr. Frederic de Hoffman, Senior Vice-President of General Dynamics and President of General Atomic Division, announced that the project is already underway at General Atomic's John Jay Hopkins Laboratory, San Diego, Calif.

Personnel Changes Made On A.G.A. Research Staff

Thomas E. Walsh, formerly with International Petroleum (Columbia) Limited, has joined the A.G.A. as a research engineer.

Mr. Walsh will be assigned to pipeline research under the PAR plan. He replaces Roger M. Duke, who has resigned to join Talbot Associates, Inc., Union, N. J. Mr. Walsh received his B.S. degree in petroleum engineering from the Missouri School of Mines.

W. Roger Sarno, Assistant Utilization Engineer with A.G.A.'s Utilization Bureau, has been transferred to PAR Research, where he will be assigned to air conditioning and prime mover research.

Mr. Sarno replaces Robert C. Kluthe, who has been named to the new position of Manager, Research Communication, in the Public Information Bureau.

Gas Industry Safety Record Improving

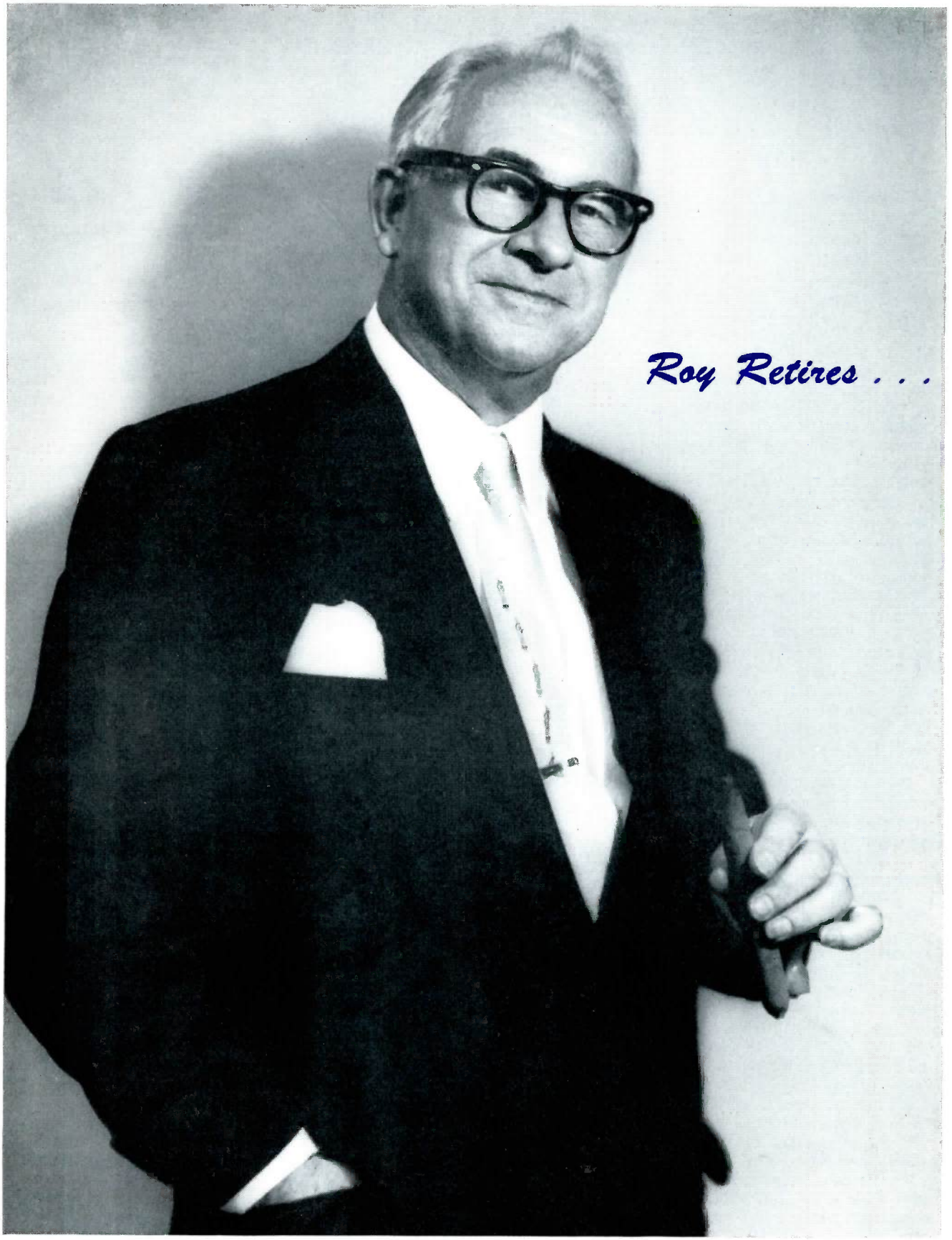
The employee safety record of the gas industry in the third quarter of 1961—running contrary to the trend for this period—improved substantially over a year ago, according to the A.G.A.

Disabling injuries dropped 20.9 per cent and days lost because of these injuries declined 46.5 per cent.

The reduction in disabling injuries occurred despite records of the three previous years which show that this quarter has been the most hazardous for gas industry employees, A.G.A. said.

The sampling of 83 representative companies indicate that the frequency rate in the third quarter was 5.46 disabling injuries per million manhours, compared with 6.90 a year earlier.

A.G.A. said the safety record of the first nine months of 1961 indicates the gas industry may establish another record low for the 14th consecutive year.



Roy Retires . . .

Roy Evans Ends 42-Year Career

Mr. Eastern Sales Retires

In 1919, a young man named Leroy J. Evans went to work for Mueller Co. in the New York City sales office.

That was 42 years ago. Roy was big in stature, big in friendliness, and big in his desire to do a job for Mueller.

Roy made friends early and easily. For a short time, he was only a voice on the telephone to the customers who phoned the New York office. Soon he was transferred to become Sales Representative in the New England states. He then became more than a voice.

In 1944 he was appointed Manager of the New York office, and in 1950 was named Vice-President in charge of Eastern Sales.

Roy has traveled a great deal during these 42 years, but he hasn't suffered the loneliness so common to traveling men. His warm and gracious wife, Lucine, the former Lucine Camille DuPont, has covered thousands of miles at his side. Together they are a familiar sight—and a most welcome one—in Mueller hospitality rooms at major trade conventions.

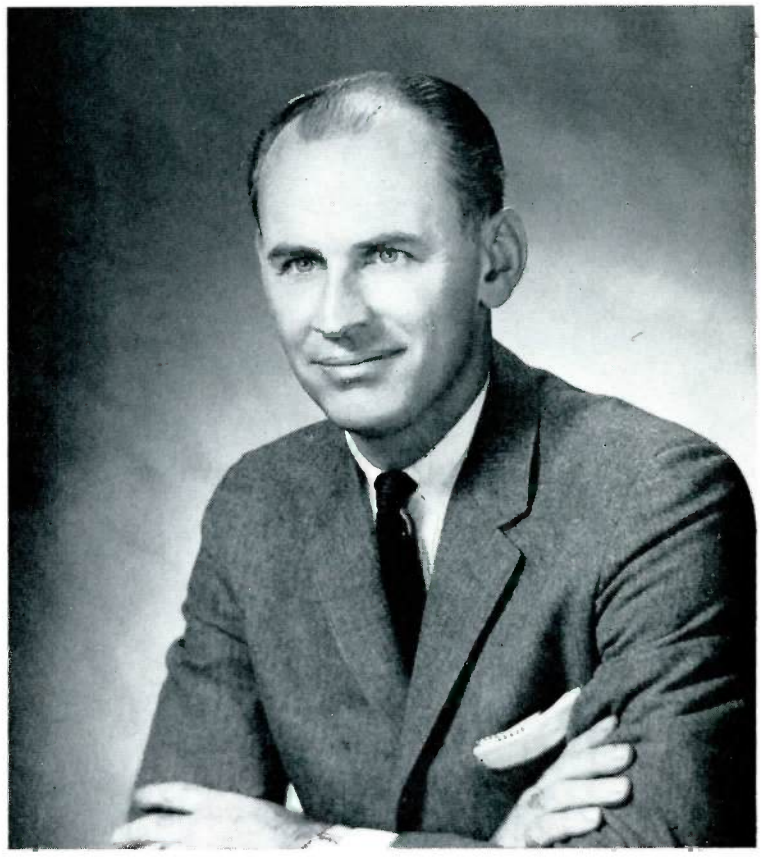
Roy is not leaving Mueller Co., but will be directly associated with the Sales Division as Staff Assistant—Sales. Among other things, Roy will attend conventions, trade meetings and gatherings, and will enjoy seeing you on various occasions.

Moving into Roy's former position as Eastern Section Sales Manager is affable Herbert T. Huffine, about whom you will read more in the next issue of the RECORD.

HERBERT

T.

HUFFINE



Mr. McAvity Elected Mueller Co. Director

Mr. Frank H. Mueller, Vice-President for Engineering, was elected chairman of the Executive Committee of the Board of Directors.

Mr. George McAvity, Managing Director of Mueller, Limited (Sarnia, Ontario), has been elected to the Board of Directors of Mueller Co. at the firm's annual shareholders and Board meeting in Decatur recently.

Mr. McAvity joined Mueller, Limited in June, 1961. Prior to that he was president of McAvity Western and Vice-President of T. McAvity & Sons, Limited of St. John, New Brunswick.

With his father and Mr. Scannel Case, he has been in the actual management and control of the more than 100-year-old T. McAvity & Sons, Limited, manufacturers of iron and brass valves, hydrants, pulp mill and railroad specialties.

Mr. McAvity attended the University of Dalhousie in Halifax and served as a major in the Canadian Artillery in World War II.

Company officers elected were:

A. G. Webber, Jr., President and Chairman of the Board

Jackson Kemper, Executive Vice-President

Frank H. Mueller, Vice-President for Engineering

Dan R. Gannon, Vice-President and General Sales Manager

Frank A. Speer, Vice-President for Manufacturing

Leo Wiant, Vice-President for Purchases

Lyle R. Huff, Secretary and Treasurer

GEORGE McAVITY

Elected to the Board of Directors were:

Joe H. Gardner
Jackson Kemper
George McAvity
Ebert B. Mueller
Frank H. Mueller
Mrs. Pauline V. Mueller
John A. Schluter
Mrs. Lenore Mueller Schmick
Franklin B. Schmick
Harold M. Sherman, Jr.
Albert G. Webber, Jr.

Mueller, Limited Holds Elections

Mueller, Limited, Canadian subsidiary of Mueller Co., elected officers and directors at its annual meeting in Decatur recently.

Officers of the company located in Sarnia, Ontario, are:

Albert G. Webber, Jr., President and Treasurer

George McAvity, Managing Director

R. M. Nicolson, Vice-President and General Sales Manager

R. J. Skippon, Vice-President and Manager of Engineering

C. S. Browett, Secretary, Assistant Treasurer and Plant Controller

J. Milne, Assistant Secretary

Elected to the Board were:

Orval W. Diehl
Jackson Kemper
George McAvity
J. Milne
Ebert B. Mueller
R. M. Nicolson
R. J. Skippon
A. G. Webber, Jr.
Leo Wiant

MUELLER CO.

OFFICERS

Jackson Kemper

A. G. Webber, Jr.

Frank A. Speer

Frank H. Mueller

Dan R. Gannon

Leo Wiant

Lyle R. Huff

A.G.A.'s Review and Preview

Sales Hit $6 Billion

By E. H. Smoker
President, American Gas Association and President, The United Gas Improvement Company, Philadelphia

•

Gas sales revenues reached the $6 billion mark in 1961 for the first time, pointing up the continuing growth of the nation's sixth largest industry.

Revenues from gas sales climbed 7.4 per cent to $6,031 million, compared with $5,616 million in 1960.

During the year, the gas industry added more than 900,000 new customers, bringing the total to 34.5 million. This is a 2.7 per cent gain over the 1960 year-end total.

Accompanying these increases was a new peak in gas usage. Consumers used 95.4 billion therms of gas, an increase of 2.8 per cent over 1960. All types of customers used more gas, led by commercial which rose 7.4 per cent.

To keep pace with this record demand for gas, the industry made an expenditure of $1.8 billion for construction of new facilities during the year.

Because of the large gains made in all areas during 1961, the nation's 1,400 gas transmission and distribution companies expect that 1962 will bring a continued strengthening of the industry's position.

CUSTOMER INCREASE

Of the 34.5 million gas customers, there were 32.3 million using natural gas. This is a 3.2 per cent gain over the 31.3 million customers using natural gas in 1960. Manufactured and mixed gas customers averaged 2.1 million, reflecting a 4.2 per cent drop as former users of these fuels converted to natural gas.

The number of gas utility consumers is expected to mount steadily through the 1960's, reaching an estimated 42.8 million in 1969, of which nearly 40 million will be residential customers.

Industrial gas customers made the greatest gains in 1961, increasing at year-end by 5.1 per cent. Commercial customers rose 3.2 per cent and residential users 2.6 per cent.

SALES AND REVENUES

Of the 95.4 billion therms of gas sold in 1961, natural gas accounted for 93 billion therms, an increase of 2.8 per cent over the 90.5 billion sold in 1960. Manufactured and mixed gas sales rose 2.9 per cent to 2.3 billion therms despite the decline in manufactured and mixed customers.

Natural gas revenues increased 8.0 per cent to $5,731 million, from the 1960 total of $5,036 million. Manufactured and mixed gas revenues totaled $288 million, down 2.8 per cent from $296 million the previous year.

In 1961, A.G.A. undertook a study of interruptible gas sales which showed that during the test year of 1959 industrial plants saved residential gas customers $392 million by helping to "pay the freight" on fixed transportation and distribution costs. These sales of gas to industries may be interrupted during winter months when residential demands hit a peak.

UNDERGROUND STORAGE

Underground storage of gas near the point of use has become increasingly important as the demand for gas rises each year. At the beginning of 1961, the capacity of underground storage areas had been increased to a record 2.9 trillion cubic feet, compared with 2.5 trillion the previous year.

During the peak days of a year—when consumer demand is highest—as much as one-quarter of all gas supplied to utility customers is drawn from underground storage.

These storage areas include 217 storage pools in 20 states. The amount of gas actually in storage at the beginning of 1961 was 2.2 trillion cubic feet, compared with 1.9 trillion a year earlier.

A.G.A.'s 10th Annual Report on Underground Storage showed California made substantial gains in storage, nearly tripling its capacity in one year. The state began 1961 with a 271 billion cubic foot capacity, compared with 99 billion the previous year.

California now ranks fifth in underground storage capacity. The top four states are Pennsylvania, 477 billion cubic feet; Michigan, 465 billion; Ohio, 437 billion, and West Virginia, 343 billion.

PIPELINES AND MAINS

Natural gas pipelines and distribution mains again were expanded into new areas in 1961 to keep pace with the increased popularity of gas among residential, commercial and industrial consumers. More than 26,000 miles of pipe were added to the nation's gas network, bringing the total at the year's end to about 658,000 miles.

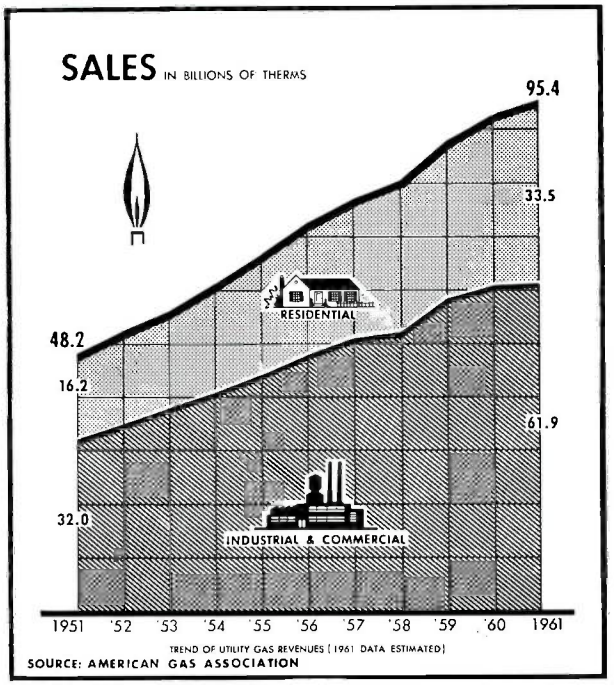
It is anticipated that this expansion of pipelines will continue at a rapid pace to keep up with rising customer requirements. At the end of the 1960's there will be about 890,000 miles of pipelines and utility mains spread across the nation, A.G.A. estimates.

INDUSTRY GROWTH PLANT

The gross plant worth of the gas industry at the end of 1961 was about $23.1 billion, up 7 per cent from $21.5 billion the previous year. Total construction in 1961 was $1.8 billion.

Among the major construction projects of 1961 was the pipeline which will bring natural gas from Canada to California. About $194 million was spent on the project for construction in the U.S. The gas will serve customers of the Pacific Gas and Electric Co..

Gross plant is expected to approach $25 billion in 1962 and double in size during the next ten years.



Gross plant has nearly tripled since 1950, when the industry stood at approximately $8 billion.

NATURAL GAS RESERVES

Proved recoverable reserves of natural gas reached an all-time high of 263.8 trillion cubic feet at the beginning of 1961. Texas and Louisiana, which account for more than two-thirds of the nation's proved gas reserves, had a total of 182.9 trillion cubic feet.

During the past decade, discoveries, revisions and extensions have increased the nation's gas reserves by 183 trillion cubic feet. At the same time, total production has soared to 104.8 trillion cubic feet. Despite this increased demand for natural gas there was an addition of 78.2 trillion cubic feet to reserves, bringing them to the present 263.8 trillion.

PROMOTION, ADVERTISING, RESEARCH

A.G.A.'s successful Promotion, Advertising and Research Program (PAR) reached new heights in all areas during its 17th year. It had a record budget of $7,937,000 in 1961, an increase of about $290,000 over 1960. These funds were put to excellent use in coordinating gas industry sales promotion, research and public information activities.

PROMOTION

The ever-growing promotional activities added a new department with a creation in 1961 of the Air Conditioning Promotion Department. It reflects the industry's high interest in this market as a load builder. This new department will consolidate all previous activities in the residential and industrial-commercial fields in addition to expanding the air conditioning promotion program.

A major project of commercial promotion was the Commercial Gas Marketing Planning Guide which was developed during 1961 for use in 1962. It covers commercial cooking, water heating, industrial and commercial incineration, large and small tonnage air conditioning and school heating and cooling. The portfolio is intended to be a guide for gas companies in planning and executing an overall marketing concept in promotion, advertising, selling and public relations.

The Home Bureau's "Blue Star Homes" program gathered momentum in its second year and found active support among some 140 gas companies which represented more than 60 per cent of the industry's residential customers.

The A.G.A. Promotion Bureau introduced a new plan of displays and dealer kits during 1961 which tied in with the A.G.A. 24-sheet posters series.

The "Great Autumn Sale of Gas Appliances" was the Promotion Bureau's most popular 1961 project. It received national support on radio, television and through print advertising. Free monthly newspaper advertising mat service was expanded and more than 2,400 free mats were supplied to manufacturers, utilities and dealers.

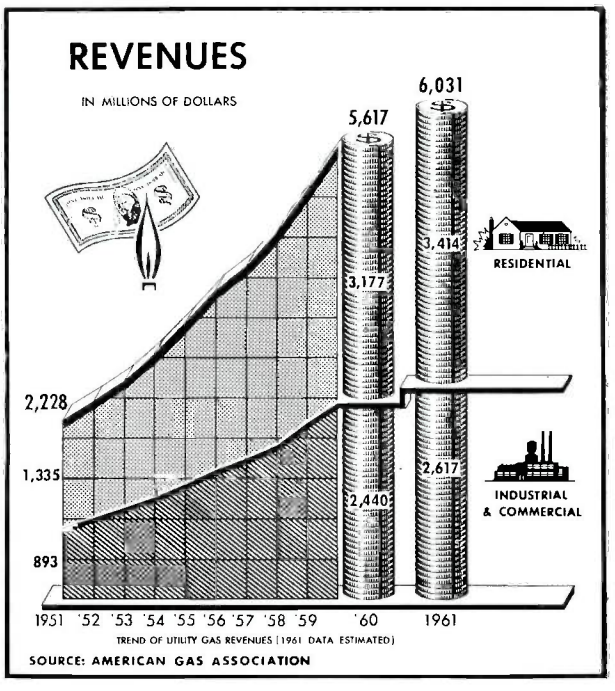
ADVERTISING

National print advertising programs totaled about $1.7 million in 1961 to promote gas and gas appliances in major residential commercial and industrial magazines. In addition, about $3 million was spent on national television.

A space-sharing plan with appliance manufacturers made possible the second largest domestic magazine campaign in PAR history. It placed 186 full-color and black-and-white advertising layouts in general women's, housing and builder magazines.

A big part of the advertising budget, plus Gold Star funds and contributions from manufacturers, was devoted to support of the Gold Star Range Promotion. Launched in 1959, this campaign promotes top-quality gas ranges. During 1961, Good Housekeeping magazine gave its coveted Guaranty Seal to Gold Star standards for gas ranges.

A major undertaking during 1961 was the spon-



sorship of 'Theatre 62," a television series featuring live, color production of David O. Selznick movies. Selected to act as the industry's hostess for these programs was Jinx Falkenburg.

Industrial and commercial advertising was strengthened through the increased interest of manufacturers in matching A.G.A. funds in a cooperative advertising undertaking.

The Promotion-in-Depth approach, developed for the Special Heating Program, was so successful the General Promotion and Planning Committee has recommended that it be expanded to cover other industrial and commercial uses in 1962.

RESEARCH

The $3 million PAR research program produced significant progress in all segments of the gas industry during 1961.

In the important field of air conditioning, two turbine projects are underway with manufacturers: Solar Aircraft is developing its T-350 turbine for gas applications, and also Alco Products has begun work on a turbine project. Both programs are aimed at producing turbines whose exhaust heat can be used for heating and cooling.

Work continued through 1961 on a 50-ton gas engine driven heat pump, and a unit developed with the Worthington Corporation will be installed soon in an office building.

Considerable emphasis was placed on distribution system research during the year. Of interest is the new concept of buried, pre-stressed concrete tanks for storage of liquefied natural gas. A 1,000-barrel demonstration tank is now being constructed.

In pipeline research, a device was field tested which may enable pipeline itself to be used as a communication medium.

Domestic research was advanced with the construction of a gas-fired baseboard heater prototype, improved gas light and mantle designs, a jet-type range top ignition system and a screen-type radiant heater for localized area application. Available for the first time is a vent design manual covering all materials and multiple and single appliances.

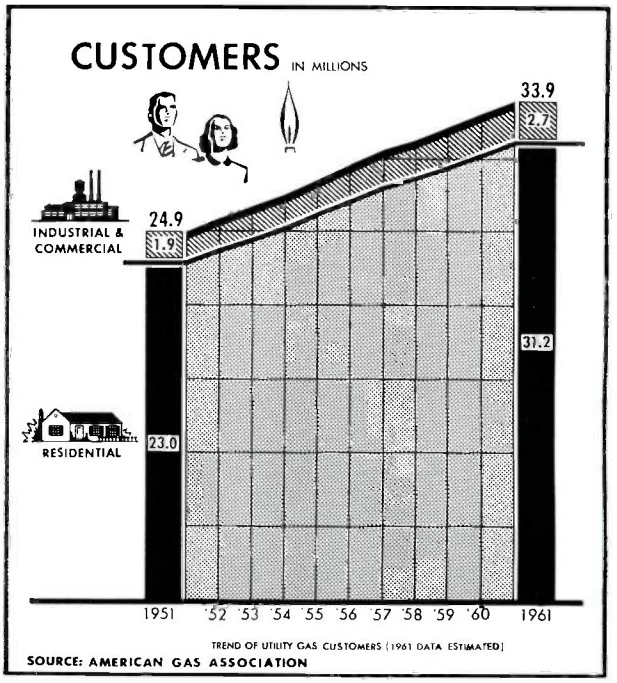
In the industrial and commercial areas, a new use for gas was developed in the form of a grease vapor incinerator which is now being evaluated in the field. Other items now being studied are high-speed conveyor-type and "pop-up" toasters, equipment to quickly reconstitute frozen foods and an industrial gas-fired vacuum furnace.

In special long-range research, a well-rounded energy conversion research program was initiated. Along with accelerated fuel cell and thermonic activities, two new projects in thermoelectricity were initiated at Transitron Electronics Corporation and General Atomic Corporation. Both are aimed at reducing the cost of thermoelectric devices for future use in gas appliances.

PUBLIC INFORMATION

In its seventh year, PAR Public Information held five regional workshops designed to help strengthen local gas company public relations programs. The bureau was active also in explaining and distributing information about government in gas.

There was stepped-up emphasis placed on news



TREND OF UTILITY GAS CUSTOMERS (1961 DATA ESTIMATED)
SOURCE: AMERICAN GAS ASSOCIATION

releases to newspapers and magazines during 1961 which resulted in a 50 per cent increase. To the growing list of Public Information materials was added such booklets as "Miracles of Modern Living With Gas." Company employees were kept informed of what is going on in the gas industry with the popular "Know Your Industry" and new "It's A Fact" cartoon panel.

The fifth annual A.G.A. Public Relations Achievement Award was won by the United Fuel Gas Company for employee communication. The aim of the winning program was to achieve more effective communication in a growing system of gas companies covering a four-state area.

GAS INDUSTRY DEVELOPMENT

During 1961, A.G.A.'s Gas Industry Development Committee undertook the important project of setting short and long range goals for the industry.

A three-part report was distributed to the industry during the year, after the G.I.D. Committee gathered extensive material from all segments of the industry. The combined report provides a broad program upon which the industry can plan its future.

A.G.A. LABORATORIES

Appliance testing, field inspections and research kept the A.G.A. Laboratories at Cleveland and Los Angeles operating at an accelerated pace during 1961.

In its main role as a national gas appliance testing facility, the laboratories examined thousands of gas appliances and accessories. Those which were found to meet standards were authorized to display the "Blue Star" Approval Seal, or listing symbol.

Approximately 1,100 inspections were made by laboratory personnel to ensure appliances and equipment were being produced by manufacturers in compliance with "Blue Star" requirements. Half of these visits were unannounced.

ASSURED SAFETY

in all your gas operations!

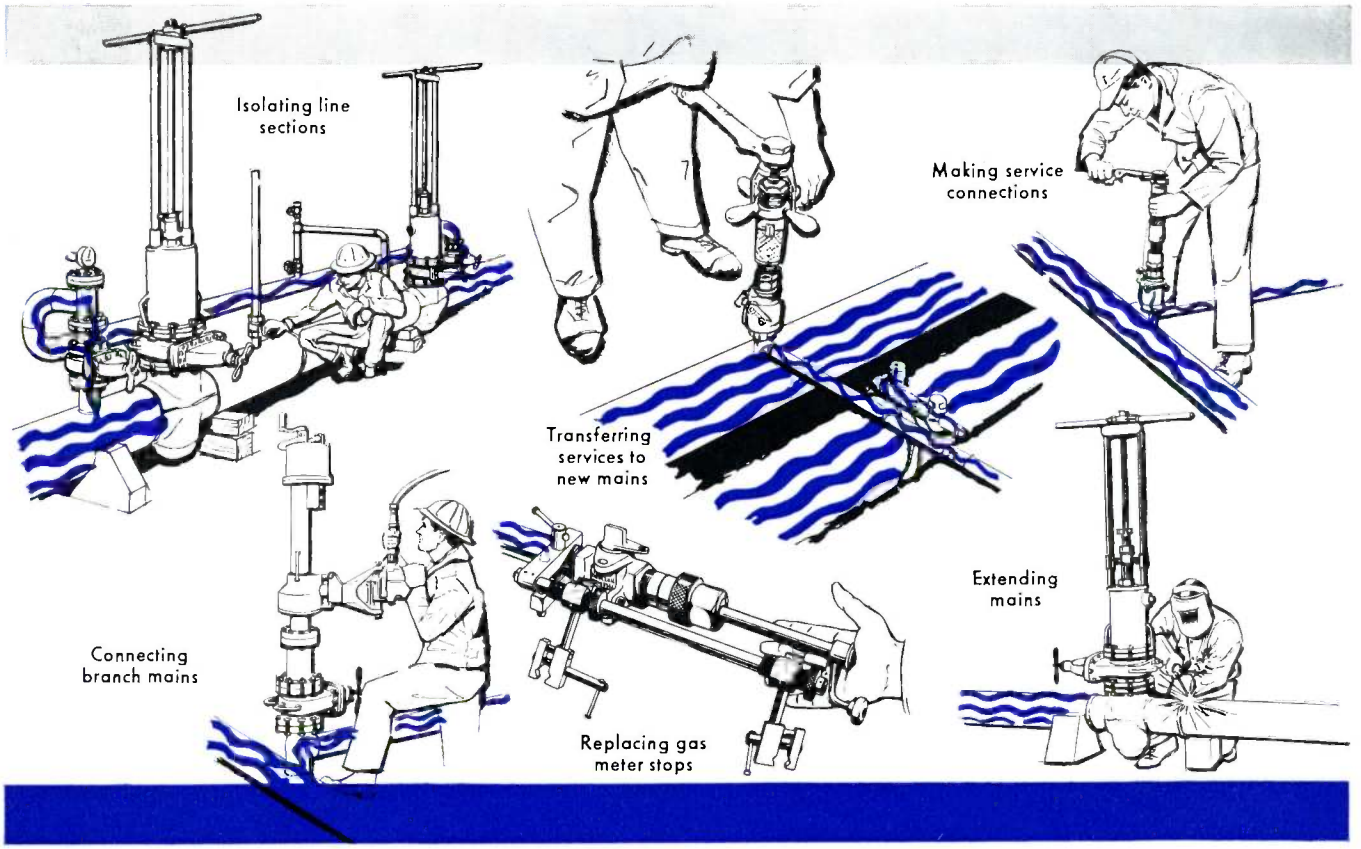
MUELLER® NO-BLO® METHOD

■ Safety for your customers and for your employees is a prime consideration of gas utility management.

One of the most significant contributions you can make to safe operating practice in your company's operations is to insist upon the use of Mueller No-Blo methods.

The No-Blo Method is a simple operating procedure that allows all connections to be made under pressure without the escape of gas—assuring safe working conditions for your employees. This positive confinement of gas at all times, plus the rugged, "service-proven" dependability of Mueller Products assures the safety of your customers now and in the future. And both you and your customers will like the time-and-money-saving convenience of uninterrupted service!

If you are not familiar with the safe Mueller No-Blo Method, contact the local Mueller Representative in your area. He will be happy to explain the application and use of the complete line of Mueller No-Blo Products and Equipment and to refer you to other companies who are taking advantage of these safe operating procedures.



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And They're Still Arriving
RECORD READERSHIP SURVEY
Jim M. Milligan, Editor
Mueller Record
Mueller Co.
512 W. Green Garden
Decatur, Illinois

Surveying The Survey

More than six months ago, we included, within an issue of the RECORD, a survey card asking your opinions concerning the MUELLER RECORD.

Hundreds of cards have been returned to us—enough that we have been able to determine several important things.

First: There is still an apparent misunderstanding in the minds of some readers concerning the contents of the magazine. One month, the RECORD is written for, and mailed to, members of the waterworks industry. The next month, it goes to the gas industry. On occasion, we will combine the two issues in one, such as the recent Christmas issue. Many readers—at their own request—receive both issues of the RECORD.

Second: Almost every reader who returned a card stated that he reads the RECORD "always."

Third: We learned, from the survey, that your preference is for feature stories about the industry in which you work; that you also like to read feature stories which do not necessarily relate to your industry; and that you like the joke section!

Fourth: It was gratifying to note that nearly all of the repondents like stories concerning Mueller products, and that many respondents would like to see even more product information in future issues.

Fifth: Most repondents indicated that they pass the RECORD along to one or more persons. This interests us, because it means that there are several hundred more readers of the magazine who are not on our mailing list.

Sixth: May we brag a bit? We were happy to see that so many of you take the magazine home for your family to read. We intend always to present a tasteful magazine suitable for home consumption. If the RECORD is helpful in telling your family about the industry that provides their livelihood, we have accomplished one of our goals.

Your many "extra" comments concerning the RECORD were sincerely appreciated. Although we deliberately avoided asking for your signature on the card, we were grateful that so many of you signed them.

Space does not permit us to present a detailed breakdown of our survey statistics. If you are interested, however, we will be most happy to send these figures along upon request. Also, if you would like to have the RECORD sent regularly to others in your organization, just send us their names and addresses.

We consider our first readership survey a success. We set out to learn what our readers think of the RECORD. We feel that we have a sufficient number of replies to judge opinion.

We are confident that the majority of our readers like the magazine, that they wish to continue receiving it, and that we must constantly seek ways to make it more acceptable to you.

It's a little late to be making New Year's resolutions, so may we close by simply saying that we are deeply grateful to our readers for their interest, and we will earnestly seek to provide you with reading enjoyment in the months and years to come.

—*Jim Milligan*

Kellam Division of Mueller Co., High Point, N. C.

High Point, N. C.

Mueller Co. Purchases East Coast Foundry

A. G. Webber, Jr., president of Mueller Co. recently announced that the land, buildings and equipment of the Kellam Foundry, High Point, North Carolina, have been purchased by Mueller.

In commenting on the purchase, Mr. Webber said, "We are happy to have been able to acquire the skill and knowledge of the Kellam organization. Their products will make a valuable addition to the Mueller line."

Kellam Foundry was formerly operated by Hugh and Carey Kellam, who will remain as operators and managers of the High Point plant. The plant will continue to produce iron castings and other items not currently manufactured by Mueller Co.

High Point is an important manufacturing center, especially of furniture products, and is located, in central North Carolina.

Kellam Foundry, which was established in 1929, is located on a four-acre tract. Additional land purchases recently provide adequate room for future growth.

The transfer of the properties was effective Jan. 1, 1962.

David D. Resler Appointed Mississippi Sales Representative

David D. Resler has been named Mueller Co. Sales representative for the state of Mississippi.

The states of Mississippi, Alabama and Georgia formerly were covered by two men. With the addition of Mr. Resler, Sam F. Parker will take the state of Alabama and Jack L. Chilton will cover Georgia. Previously Mr. Chilton and Mr. Parker each covered half of Alabama, and Georgia and Mississippi respectively.

Mr. Resler is a native of Decatur, Ill. and graduated from Millikin University in 1960 with a B.S. degree in Engineering Administration.

During the past 18 months he has been with Mueller Co., he has been going through a sales training program which included a year as Special Sales Representative on the Mueller No-Blo demonstration traveling unit. He also worked a short time as a draftsman at Mueller Co., prior to this.

Mr. Resler, 27 years old, has served two years in the U. S. Army Chemical Corps. He is married and has one daughter.

The Reslers make their home in Jackson, Miss. at 425 Windsor Dr.

DAVID D. RESLER

According to Vice-President and General Sales Manager Dan R. Gannon the addition of Dave Resler to the Southern Sales Section will accomplish a closer company-customer relationship and provide for better service.

Strictly *Off the Record*

Joey Ray tells about a group of visitors being shown around a battleship. The guide paused before a bronze plaque on the deck and bowed his head. "This plaque," he said solemnly, "is where our gallant captain fell."

"Well, no wonder!" said one weary old lady. "I nearly tripped over the durned thing myself."

Money isn't everything, and don't let anybody tell you it is. There are other things, such as stocks, bonds, letters of credit, travelers' checks and drafts.

"I'll be 96 tomorrow," boasted the old man, "and I haven't got an enemy in the world."

"That's a beautiful thought," said his friend.

"Yup," the old man said, "I've outlived every darned one of them."

Financial Wizard: "Where in heaven's name does all that grocery money go that I give you?"

Wife: "Stand sidewise and look in the mirror!"

A very stout man was walking on the promenade of a seaside town when he noticed a weighing machine with this notice: "I speak your weight."

He put a penny in the slot and stood on the platform. A voice spoke up: "One at a time, please."

"Mama," asked 7-year-old Joyce, "what does trans-atlantic mean?"

"Across the Atlantic, of course," replied her mother. "Trans always means 'across.'"

"Then I suppose," continued little Joyce, "transparent mean a cross parent."

"Well, my dear," said a businessman who had married his secretary. "I must get someone to replace you at the office."

"I've been thinking of that," replied the bride. "My cousin is just leaving school."

"What's her name?"

"George Burns," said the bride.

A professor at medical school asked one of the students how much of a certain drug should be administered to a patient, and received the following reply: "Five grains."

A few minutes later, the same student raised his hand. "Professor," he said, "I'd like to change my answer to that previous question."

The professor looked at his watch and replied, "I'm sorry, young man, but it's too late. Your patient has been dead for forty seconds."

The car screeched to a stop in front of the hospital emergency entrance. An excited young man jumped out, took the steps three at a time, and went spinning through the revolving door.

"What seems to be the trouble, sir?" asked the anxious nurse.

"My wife's going to have a baby."

"Well, bring her in."

"Oh, the baby isn't due for another month. I'm just timing myself to see how fast I can get here!"

"Me father and a man named Mulligan have been fightin' fer twinty years, but now they've stopped."

"Why? Did they bury the hatchet?"

"No, they buried Mulligan."

"Soon this land will be ours again! Palefaces go to moon!"

"He seems like a nice enough young man, but who are his people?"

MUELLER CO., DECATUR, ILLINOIS

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