

The Mueller Record

Vol. II

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No. 19

CONVENTION DECISIONS

Record of the Work Accomplished at the Salesmen's Recent Meeting

SPECIAL CAUTION.

Salesmen **MUST NOT** show this copy of the Record to anyone, either in or out of the trade, or permit it to leave their hands. You must be prepared to return this copy on call.

ADOLPH MUELLER, President.

This issue of The Record is devoted largely to the results of the 1911-12 salesmen's convention. All the decisions reached during that meeting together with suggestions for future action, are published in this issue and you are notified that it is the only copy which you will receive.

The decisions, etc., are strictly for the company, its salesmen and employes, and owing to the fact that some prices are given therein, you are cautioned against showing this issue to outsiders, and are also cautioned to see that it does not get out of your possession at any time. Every salesman should refresh his memory of the proceedings of the convention by a careful perusal of the matter given below.



CATALOGUES, ADVERTISING, ETC.

Advance Cards.

Motion by W. C. Heinrichs that we get out a plain advance card with lettering similar to that on the old style advance card which had the Mueller trade mark in red in the center. Motion was seconded by W. B. Ford and unanimously carried.

New Catalogue.

The following suggestions were made as a basis for the work of getting up a new catalogue. It was thought that the size of the second edition of the D Catalogue is a good size and should be adopted for the new catalogue. It was also thought that the goods should be illustrated as follows: Take for example Plain Compression Bibbs. At the top of the page a Standard Pattern would be shown. Immediately under this the Extra Pattern and immediately under it the Colonial Pattern and under the Colonial

Pattern would be one list applying to all three patterns. At the right of each cut in large type would be printed "Standard Pattern," "Extra Pattern" and "Colonial Pattern" respectively and a description of each pattern given. It is further suggested that only one description of the three water tapping machines be made.

Immediately in front of each class of goods should be illustrated a sectional view of goods and a full description of its construction and working parts.

The Advertising Department is to be instructed to write a letter to all salesmen calling attention to some of the things suggested above and requesting each salesman to send in his ideas on the construction of a new catalogue, making suggestions as to what they think should be left out and how they think best to arrange cuts, etc.

Salesmen's Catalogue.

In getting up a new catalogue for salesmen the flap should be made longer and

instead of being an extension of the front cover it should be an extension of the back cover.

Building Signs.

Motion by T. F. Leary and seconded by Mr. E. S. Morrow that we adopt a building sign entirely in black worded as nearly as possible as follows: First, the plumber's name and town and state abbreviated, are installing Mueller Guaranteed Plumbing Brass Goods.

Plumber's Name
Town and State
Are Installing
Mueller Guaranteed Plumbing Brass Goods.

Advertising.

It was thought that we should endeavor to get out something in the advertising line that the plumbers will keep and hang up on the walls of their shop instead of issuing so many small cards which are immediately thrown into the waste basket. It was thought that we should confine our efforts to advertising of a little higher grade in the future.

Booklet Information for New Water Works

It was decided that the Advertising Department should issue a non-technical booklet containing information which would be of benefit to cities installing new water works.

Regulator Blanks for Water and Gas.

It was decided that blank forms, such as have been used for steam regulators be made up for water and gas.

Local Publicity.

It was decided that we should try out in some city a local publicity policy to consumers direct.

Circular on Service Box.

A circular is to be issued on Service Boxes which will give the superior points of the Mueller over all others and will also show the bad points of other boxes. Price should be given with rod, without rod, with galvanized rod and with black rod. This bulletin should also show the freight rate on boxes.



RAPIDAC.

Rapidac Work.

It was suggested that the China handle used on top handle of Rapidac Bibbs and Basin Cocks should read 'Cold' on one side and 'Hot' on the other and to be so constructed that it could be reversed.

Rapidac Work—Preliminary Valve.

It was suggested that Rapidac Work should be furnished with the preliminary feature as now used on Colonial Self-Closing Work.

Rapidac Work—Flat Spout.

It was unanimously decided to adopt a flat spout for Rapidac Basin Cocks according to Philip Mueller's idea.

Rapidac Work—Prices.

Motion by T. F. Leary and seconded by G. A. Caldwell that we make a price on the side handle Rapidac Basin Cocks either with ball or ornamental top of 84c for the plain and \$1.00 for the index. Unanimously carried.

Motion by E. S. Stebbins and seconded by F. L. Hays that the price on top handle Rapidac Basin Cock be 74c for the plain and 90c for the index. Unanimously carried.

Quantity Price—Rapidac Work.

It was decided that Rapidac Work could not be combined with any other class of goods to secure the quantity price.

Bracket Cock—Rapidac Pattern.

It was the consensus of opinion that we should make up a Rapidac Pattern Bracket Cock. As soon as we are ready to manufacture this the salesmen should be notified and price given.

Price on Rapidac Bibbs and Bath Cocks.

Motion by Robert Mueller and seconded by J. H. McCormick that the matter of price on Rapidac Bibbs and Bath Cocks should be left up to the Sales Department for revision and bulletin will be issued as soon as a decision is reached. Until new bulletin is issued the prices will remain as they are now.

Rapidac Work Without Square.

It was unanimously decided on a motion by Robert Mueller and seconded by F. L. Hays that salesmen be furnished with a sample Rapidac Basin Cock without the square below body which fits on lavatory slab.

Thread on Rapidac Work and Compression Work.

Motion by R. Mueller and seconded by W. F. McCarthy that we make Powell thread on all Rapidac Work and regular square thread on all Compression Work.



SALESMEN.

Quota System.

Salesmen were instructed with regard to the salesmen quota system which will be put into operation this year and were given an envelope containing their quota for the month of January. They are to secure the amount of business required for this month and if they do they will be sent a rolled gold "49 Button" which they will be allowed to wear as long as they sell each month the amount required. In case they fail to se-

cure their quota for any month this button is to be sent in to Mr. Adolph Mueller with a letter of explanation as to why they failed to secure the required amount of business.

Salesmen's Credits.

Motion by W. B. Ford and seconded by W. L. Jett that we give salesmen personal credit for all goods that go into their territory on direct shipments. Carried.

A separate record will be kept by the Sales Department giving salesmen credit for the work which they do with the architects, building managers, etc.

Credit Memorandum for Defective Goods.

Where a credit memorandum is made covering an article which is sent to replace a defective one, the invoice and the credit memorandum should both be sent in the same envelope and the credit memorandum should show the item for which the credit is given and not simply show the amount.

Dun's Special Report on Customers.

Where salesmen secure a special report from Dun's Agency on any of their customers they should request that the report be sent into the house so that we will not secure a duplicate of the same information.

Uniform Method of Writing Orders.

The following committee was appointed by the Chairman to prepare a uniform and correct basis of writing up orders: W. N. Dill, Chairman; M. F. Kirkwood, T. F. Leary, W. F. McCarthy, G. A. Caldwell.

Credit of New Customers.

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.

Credit Blanks.

It was decided that a blank should be drawn up for the purpose of making a report of customer's credit. The blank should be on thin paper.

Copy of Order to Salesmen.

Motion by H. M. Flemming and seconded by J. H. McCormick that we send salesmen a copy of each order with discount, net prices and terms at which the goods are billed, specified on each copy.

Salesmen's Demerit System.

It was decided that a bulletin should be issued to the salesmen fully describing the new demerit system which will be put into effect this year. Some of the mistakes which will constitute a demerit are as follows:

Failure to co-operate with advertising department in getting information.

Failure to advise about credit on new customer.

Failure to specify price on every article on which we have prices.

Failure to specify shipping date.

Failure to specify terms.

Failure to secure order for our goods when they are specified in a building.

Not answering letters promptly.

Failure to send in route reports each day at least two weeks ahead.

Failure to correct and properly fill out reports on cities when sent you.

Failure to send us copy of quotations made.

Sending first order for stationery by telegram.

Screw Driver for Salesmen—Stub Pattern.

It was decided that if it was possible to make up a small stub pattern screw driver for the salesmen that it would be done. This screw driver should be so constructed that it can be easily carried in the pocket.

Letters and Quotations.

It was decided that salesmen are to receive copy of all letters and quotations written by the house into their territory. Also copy of letters received from customers from their territory when same are addressed to salesmen personally.

Salesmen's Samples.

It was decided that in the future Charles Armstrong would be held solely responsible for the getting out of all salesmen's samples. He is to deliver all samples to E. A. Mann, who will pass on them before they go to the salesmen.

Sample of Competitive Goods.

Motion by Robert Mueller and seconded by C. J. Tranter that at any time any salesman find any goods that are hard competition, he is to send that information to the Patent Department, and Mr. Breuer will look the matter up to see if we have a sample and if we have not he will issue an order for same. Mr. Breuer will then be held responsible for seeing that a test is made of the article and report made to the salesmen about its defects, and show wherein our goods are superior. These points will also be submitted to the Factory Advisory Committee for their discussion.

Any sample which is sent in which refers to an order or price must be sent to the Sales Department and not to Mr. Breuer. Motion was carried.

In order to establish a price on brass goods manufactured by companies who also manufacture lavatories, bath tubs, etc., it was requested that salesmen should induce plumbers to first write for prices on brass goods only. After this price is received the plumber should then request price on complete fixture including the brass goods. After this price is received he should then request price on the fixtures and the brass goods separate.

He will invariably find that in the latter case the brass goods will be very low and much less than the price originally quoted on brass goods.

The plumber should then insist upon the brass goods being figured at the price originally quoted. This will establish a definite price on brass goods.

Order Books.

Motion by G. A. Caldwell and seconded by M. T. Whitney that we defer any decision in regard to order books until such time as we decided on the size of the new catalog and that the new catalog, bulletin book and new order book shall correspond as nearly as possible to each other as to size. Also that order books be put up in pads of fifty each.

Mill and Mine Supply Dealers—Selling to.

It was unanimously decided that the territory will govern the sale of goods to Mill and Mine Supply Dealers.

Universities.

It was decided that any salesman can sell direct to any university.

Railway Companies—Selling to.

It was decided that we will sell the Railway Companies anything they want in our line of business. Any question that comes up will be settled by the salesman with the plumber.

Specimen Orders.

Salesmen were furnished with a blank order and the chairman dictated a number of items instructing salesmen to write up the order in the way it should be written. These orders were collected and turned over to the committee on "Uniform basis of writing up orders," and their report will be made later on.



COMPRESSION STOP AND WASTE.

Compression Stop and Waste Cocks.

W. C. Heinrichs was appointed by the Chairman to sell a Compression Stop and Waste Cock to Mr. McCormick. The following talking points on Compressor Stop and Waste Cocks were developed.

It is much superior to the Ground Key Stop and Waste Cock in that it always turns easily.

The Compression Stop and Waste Cock can be frozen and afterwards work satisfactorily. Once a ground Key Stop and Waste Cock is frozen it has to be replaced with a new one.

We have no pattern on 8201 and 8202. Can furnish $\frac{1}{2}$ in. 8303 in unlimited quantities and the $\frac{3}{8}$ in., $\frac{3}{4}$ in. and 1 in. in limited quantities.

Have no patterns on 8991 and 8992. Can

furnish 8993 in sizes from $\frac{1}{2}$ in. to 2 in. in limited quantities.

Can furnish 8675, 8676 and 8677 in $\frac{3}{8}$ in., $\frac{1}{2}$ in., $\frac{5}{8}$ in., $\frac{3}{4}$ in. and 1 in. and 8677 in $\frac{1}{4}$ in. and $1\frac{1}{2}$ in. Of these 8677 in $\frac{1}{2}$ in., $\frac{3}{8}$ in., $\frac{3}{4}$ in. and 1 in. can be furnished in unlimited quantities. Our output of the others is limited.

Not affected by hot water. Will not stick. A child can turn it.

Freezing will not damage Compression as quickly as Ground Key.

A damaged Ground Key Stop and Waste cannot be repaired. A Compression Stop and Waste can be repaired the same as any other Compression work.

Compared with other Compression Stop and Waste ours have the only positive mechanical feature for preventing waste under pressure.

Ours have better metal and better workmanship than other makes.

Ours have a swivel top which makes it possible to have it waste right or left.

Ours have encased washers for both seat and waste.

Ours have phosphor bronze spring which only comes in contact with water when wasting.

Compression Stop and Waste Cocks.

Motion by F. B. Mueller that we push the sale of Extra Pattern Compression Stop and Waste Cocks in $\frac{1}{2}$ in., $\frac{3}{8}$ in. and $\frac{3}{4}$ in. in the three patterns, all lead, lead and iron and all iron. In the Colonial Pattern in iron only from 1 in. to 2 in. Also make a record that we have patterns for the Standard Pattern in the $\frac{1}{2}$ in., $\frac{5}{8}$ in., $\frac{3}{4}$ in. and 1 in. in iron only. The Colonial Pattern in iron in $\frac{1}{2}$ in. to 2 in. inclusive and the Extra Pattern in iron from $\frac{3}{8}$ in. to $1\frac{1}{2}$ in. Lead, and iron and lead, and iron from $\frac{3}{8}$ in. to 1 in.

Also that we make all patterns in rough finish and finished nickel plated. Motion was seconded by R. M. Hastings and carried. It was decided that we will not make any Standard Pattern Compression Stop and Waste Cocks and will only make in the $\frac{1}{2}$ in., $\frac{5}{8}$ in. and $\frac{3}{4}$ in. sizes the Extra Pattern. We will, of course, dispose of what we now have on hand in part or finished goods. After this change takes place the discount in our discount sheet will only apply to such goods as we manufacture in this line.

Motion by Robert Mueller that we embody in our next discount sheet the price on our Tee Handle Compression Stop and Waste Cocks in the Colonial Pattern in order that a salesman may know without figuring the difference between the Tee Handle and the Cross Handle. Also that we furnish the Tee Handle, the Wheel Handle No. 9085 on Socket Head without extra cost in the Extra Pattern Stop and Waste Cocks. Motion was seconded by Mr. McCarthy and was carried.

It was decided that we should make a record of every change of price which we make. We should notify every jobber on the list of such change.

Compression Stop and Waste Cock.

We should take up the matter of sweating waste nipples into the cap of the Extra Stop and Waste Cock. It should have a $\frac{1}{4}$ in. male thread on the outside and with $\frac{1}{8}$ in. female thread on the inside.

Globe Valve Body for Compression Stop and Waste.

Motion by Robert Mueller and seconded by T. F. Leary that the Company consider the matter of making a globe valve body for our compression stop and waste cocks, if it is thought advisable.

Central Brass and Monarch Compression Stop and Waste—Weak Points.

It was decided that a bulletin should be issued giving the weak points of both the Central Brass and the Monarch Compression Stop and Waste Cock and also show a sectional drawing of both.



TAPPING MACHINES.

Sample Tapping Machine.

It was suggested that we send out to salesmen who desire same, a sample tapping machine which will be held at his headquarters and be sent out on jobs where it is thought advisable.

Tapping Machines.

Motion by E. S. Morrow and seconded by F. L. Hays that a bulletin be issued to the salesmen advising them of the number of tapping machines that are now being manufactured and sold to the trade and what size taps these machines will make under pressure. Also issue a bulletin giving prices on competitive machines and point out defects and points in which our machines are superior to competitive machines.

Motion by E. S. Morrow and seconded by W. B. Ford that a bulletin be issued advising the salesmen what size taps are advisable to be made in 4 in., 6 in., 8 in. and 10 in. cast iron pipe under pressure.

The entire afternoon was spent in the sale of the tapping machine by R. M. Hastings to F. B. Mueller. In this sales demonstration the following talking points were developed:

The H. Mueller Manufacturing Company are the pioneers in the manufacture of the water tapping machine.

Hieronymous Mueller forty years ago devised and patented the first successful tapping machine for tapping water mains under pressure.

Ninety per cent. of the tapping machines used today are Mueller.

Every part of the Mueller Tapping Ma-

chine is manufactured and assembled in our own factory. In practically all other machines the tools are made at one factory, the ratchet handle at another and the body of the machines at still another. Often times contracts for parts of competition machines are let by bids and parts are made in numerous factories, which makes it almost impossible to get repair parts that are satisfactory.

The price on all parts equal the price of the machine complete.

The machine with proper care and usage is good for more than about 3000 taps or will last about twenty years.

Machines are unconditionally guaranteed.

The machine will tap a main under pressure and if an error is made in tapping or an attempt made to insert the wrong corporation cock, or the wrong tool, it is not necessary to shut off the main to correct the error as is the case in nearly every other machine. This point is good in view of the fact that it is a dangerous proposition to shut off a water main as by so doing the town's fire protection is impaired. The machine is so constructed that it is impossible for the corporation cock not to center exactly in the tap.

By using a Mueller Machine you can put in a longer and stronger corporation cock.

It is the only tapping machine that by the means of a service clamp you can tap wrought iron pipe.

The machine is practically a drill press and it is impossible for the corporation cock not to center exactly in the tap. The machine is a two cylinder machine. Parts for machine can be purchased at any time. We are now furnishing parts for machines made twenty years ago. Machine is packed in an exceedingly convenient wooden box containing compartments for all tools, etc., for which an extra charge is made.

The machine has the largest range of work of any machine on the market.

You can extract corporation cock from the main and insert plug which cannot be done with any other machine.

All iron parts are malleable iron.

Refer a prospective buyer to any other superintendent.

Power clevis to be used on high pressure. This is an advantage which no other machine has.

The difference between the No. 1 and No. 2 machine is the heavier ratchet handle and the greater packing bearing on the boring bar of the No. 2 machine.

Salesmen should always advocate the No. 2 machine in place of the No. 1 machine.

Jobbers—Selling Tapping Machine to.

Motion by T. F. Leary and seconded by W. N. Dill that tapping machine prices to jobbers be left as they are and if any salesman wants them changed in his territory that salesman is to take it up with the house.

Marking Tapping Machine Tools.

Motion by G. A. Caldwell and seconded by W. C. Heinrichs that in the future all tools for tapping machines, whether made for Mueller Machine or for any other machine, be marked distinguishing whether the thread is "Mueller Thread," "Iron Pipe Thread," "Hall Thread" or any other specified thread, together with the date and the manufacturer of the tool. Carried.

**SELF CLOSING WORK.****Self Closing Work.**

In discussing the self closing features of our Self Closing Work over all other patterns T. F. Leary made this argument: It is generally conceded that friction bearings were the first kind of bearings used. An improvement over this idea was the ball bearing which for a time was in general use. A decided improvement over the ball bearing is a roller bearing. It is mechanically right. Mr. Leary carries with him a ball bearing and roller bearing and stated that he demonstrated the superior points of the roller bearing by actual demonstration before the architect by laying first the ball bearing on the table, putting the piece of pine on it, weighting it down and running it across the table and by using the roller bearing in the same manner.

It was decided to furnish each salesman with a ball bearing and a roller bearing and a piece of pine about 2 in. x 4-in.

The salesmen were instructed that where they find a self closing cock which is competitive to our goods and which is worthy of consideration, they should send in the name of this cock to E. F. Breuer and if we have not already a sample we will secure same, test it out and issue to the salesmen in bulletin form, points in which our cock is superior to the sample sent.

Salesmen were instructed by the chairman to each one to send in before leaving for his territory, his idea as to wherein our Self Closing Work is superior to all other makes, and also to include the points of argument in the sale of these goods.

Talking Points.

At the 1911-12 meeting of the salesmen advantages and talking points of Mueller Colonial Self-Closing work were submitted by salesmen, and the same have been summarized as follows:

- Adjustable to any pressure.
- Hardened or tempered track.
- Encased washer.
- Makes good relief valve on account of being adjustable.
- Handles and body have heavy nickel plate.
- Non-hammering.
- Low Down pattern and has large, flat spout and water way.
- Made of new metal.

Hard phosphor-bronze spring.
Spout and body cast in one piece.
Quality in general—design, metal, workmanship, etc.

Don't have to order rights and lefts.
Easy to operate, to repair, to take apart.
Not easy to keep open by fastening.
Same design as compression.
Unconditional Guarantee.
Washer does not turn on seat.
Opens either way.
Heavy tail piece and nuts.
Few parts to get out of order.
Advantage of making repairs without dismantling fixture.

When properly adjusted can be opened as easily as Fuller or Compression work.

Proved to last longer than anything on the market.

The tests it is subjected to.

Roller Bearings.

Self Closing Work and Pressure at Which It Is Set.

It was decided that a bulletin should be issued to all the salesmen advising them at what pressure all self closing work is set when it leaves the factory.

Self Closing Work As a Relief Valve.

Philip Mueller recommended our Colonial Self Closing Work as a relief valve in preference to anything else. Self Closing Work should be adjusted to open up at 100 pressure.

Gielo Self Closing Work.

In the discussion of competitive Self Closing Work the fact was brought out that the Gielo Pattern is very hard to repair on account of the spring being so extremely strong. For this same reason children find it very hard to open the cock to get water. This pattern cock will also leak very readily. It is very hard to take it apart and reassemble.

Mr. Brown stated that in the Metropolitan Hotel, Fort Worth, Texas, there were 225 of our Self Closing Work in one wing and that there were 126 of the Gielo Pattern in the other wing. He stated further that the manager of the hotel told him that there had been absolutely no repair on our cocks but that it was hard to go into any room in which the Gielo cock was used and find it not leaking.

Glauber Self Closing Work—Weak Points.

Weight of Glauber Self Closing Work is one pound ten 13-16 ounces. Mueller Self Closing Cock weighs 1 lb. 14 7-16 ounces. The screw that holds the seat washer in the stem in the Glauber cock is an ordinary round head screw. Our screw serves as a preliminary valve and prevents water hammer. The Glauber cocks will hammer. The seat washer in Glauber's cock and also in ours is encased, but our casing is much stronger than the Glauber.

In case of the Glauber cock the washer end of the stem is round and has no bearing or guide and is, therefore, loose.

The Mueller cock has four lugs which act as a guide and makes a very close fit.

The springs are practically the same.

In the Mueller the top of the spring is encased and holds the spring in position and the cap goes over the spring. This is true in the extra as well as in the Colonial. This feature is not included in the Glauber cock. The Glauber has only a 1-8 in. ring to fit into the cylinder.

The packing of the Glauber in the cap or bonnet is made of felt saturated with grease. The packing in the cap or bonnet of the Mueller is a specially prepared packing of rubber cloth boiled in a special oil. We have found by experience that where a cock containing packing made of felt saturated with grease, if used on hot water, the hot water melts the grease and loosens up the packing, leaving a leak through which the water can pass freely.

In the Glauber Cock they have ball bearings and a very steep track which makes it very hard to raise the stem. The Mueller Cock has roller bearings which is far superior to the ball bearing and the track is a gradual raise which makes it work much easier. The ball bearings in the Glauber cock have a much smaller and lighter contact with the track and they wear very rapidly. The roller bearings in the Mueller Cock have a greater contact with the track and this naturally gives a longer life and more durability and works much smoother.

The Glauber has at the end of the stem a D Washer as a thrust washer against which the top of the handle works. This D Washer is made of brass and is not encased. This means that it will be only a short time until the D Washer being metal, will work against the handle, causing a cutting to take place. These cuttings, being small particles of brass will work down into the ball bearings and cause a cutting of the track and prevent the cock from working satisfactorily and will gradually cut the balls, etc.

The Mueller thrust washer is a special hard rubber composition and is also encased. We have found by long test and experiment that the metal working against the rubber gives us a satisfactory contact and a much longer life. There is no limit to the life of this washer. No cutting takes place and there is no danger of small particles getting down into the roller bearing part as there is in the Glauber.

In the Glauber adjustment the nut can be screwed down to any point desired. In order to leave a very small amount of play in the handle it is almost certain that when setting the adjustment feature in the Glauber cock it will be set so close that there will be only a very slight play on the handle movement. If the seat washer wears the

least bit it will cause a shortening of the stem and a leaking of the cock.

In the Mueller we have four adjustments and it will be practically impossible to adjust the nut on the Mueller Cock to a point where it will endanger the life of our cock before it becomes necessary to make a re-adjustment.



SERVICE BOXES.

Tool for Cleaning Out Service Boxes.

It was suggested that we investigate and manufacture, if thought advisable, a tool for cleaning out service boxes. Mr. Ford stated that we can secure some idea as to what this tool should be from Mr. Rapp and Mr. Whitney suggested that if we will write to Burlington we could secure their idea. Mr. Rowley suggested that the service box be cleaned out with a hose and nozzle under pressure.

Service Boxes.

Mr. Paradine, of the Paradine Manufacturing Company, was at the meeting and during the discussion of boxes the following points of merit were brought out with regard to the Mueller Service Box:

The top section or stand pipe is made of spelterized pipe which to a great degree prevents rusting. The bottom cylinder is a gray iron casting. The spanner or key furnished with the Mueller box will also fit the Hays Box. The key is made of malleable iron.

The Mueller Box cannot be threaded for 1¼ in. Minneapolis Thread Cocks but the box can be furnished by using a bushing.

Where a customer complains that a cock is hard to turn, salesmen should find out what cock he is using as in a great many instances this trouble can be traced to cock not being made right.

Combination Key For Service Boxes.

The combination key will fit the Mueller Box, Buffalo Box or the Jarecki. The spanner wrench will not open the Barry Box.

Special Stand Pipe For Service Boxes.

Mr. Paradine stated that he now has patterns and can make both the Arch and Minneapolis Pattern Service Boxes with 1¼ in. stand pipe. In fact he will make any size stand pipe if the order is large enough. (Bulletin to be issued.)

Galvanized Rod For Mueller Service Boxes.

It was decided that we should investigate the furnishing of galvanized rod for Mueller Service Boxes.

Service Boxes Without Rods.

We can furnish service boxes without rods. (Bulletin will be issued showing cost of rod and box separately.)

Using Brick Under Service Boxes.

It was suggested that salesmen recommend that brick be used under the Arch and Minneapolis Pattern Service Boxes.

Blue prints are to be gotten out showing service water connection with a Mueller Box instead of Buffalo and showing brick underneath.

Service Boxes.

It was decided that a bulletin be issued on service boxes with regard to 1¼ in., 1½ in. and 2 in. shafts.

Leather Holders for Combination Key.

It was suggested that we order a leather or canvas carrier for the combination key with pockets for the different sockets.

Motion by Robert Mueller and seconded by F. L. Hays that where a salesman deems it advisable to send out a sample Mueller Box with key, that he be allowed to do so and same will be billed no charge. Salesmen should not send sample unless he is reasonably sure that he will secure an order.

**REPAIR LIDS.****Repair Lids.**

Mr. Jett was appointed by the Chairman to sell a repair lid to Mr. Caldwell. During this sale the following talking points for the repair lid were developed:

Saving of time and expense where service box is in pavement.

Old box with repair lid as good as new box.

Convenient form of using old boxes which have been taken out.

Difference in price between repair lid and old lid and screw 17c.

Fits any standard Buffalo Box.

Better to clean out old box filled with dirt and put on repair lid than to buy new box.

Repair lid can only be taken off with regular wrench.

Covers on all boxes will prevent law suits against cities where accident is caused on account of open box.

Where grade of sidewalk is lowered, old box can be chiseled off and repair lid used.

Repair lid stronger and not so much leverage, not so easily broken.

Repair lid beveled and snow shovel or plow slides over.

Our screw is larger and stronger.

Safety lugs keep iron piece from falling into pipe.

Gas boxes will be drilled with holes to take care of escaping gas in case they despire.

It was decided that we should consider the matter of making a quantity price on repair lids to large buyers.

Also consider the matter of reducing price on repair lid.

COMBINED WASTE AND OVERFLOW.**Flange for Supplies and Waste and Overflows.**

The Company should investigate the adoption of a heavy cone flange for all basin and bath supplies as well as combined waste and overflows.

On a motion by Wilbur Simpson which was seconded by H. M. Flemming it was decided that we make the following prices on Combined Waste and Overflows. These prices should be subjected to the regular quantity discount as well as regular jobbing differential: D 25111—\$1.15; D 25112—\$1.25; D 25114—\$1.20; D 25115—\$1.20. (Bulletin should be issued.)

**PACKING, SHIPPING, ETC.****Packing.**

All goods up to and including 1 in. are to be packed in a box excepting the 1 in. Inverted Key Curb Cocks. They together with all larger cocks are to be packed singly and separately.

Gummed Tape.

Gummed tape is to be used on all goods that are boxed up to and including the ½ in. size and including all other goods which are boxed in telescope boxes. All other size boxes are to be tied with a string.

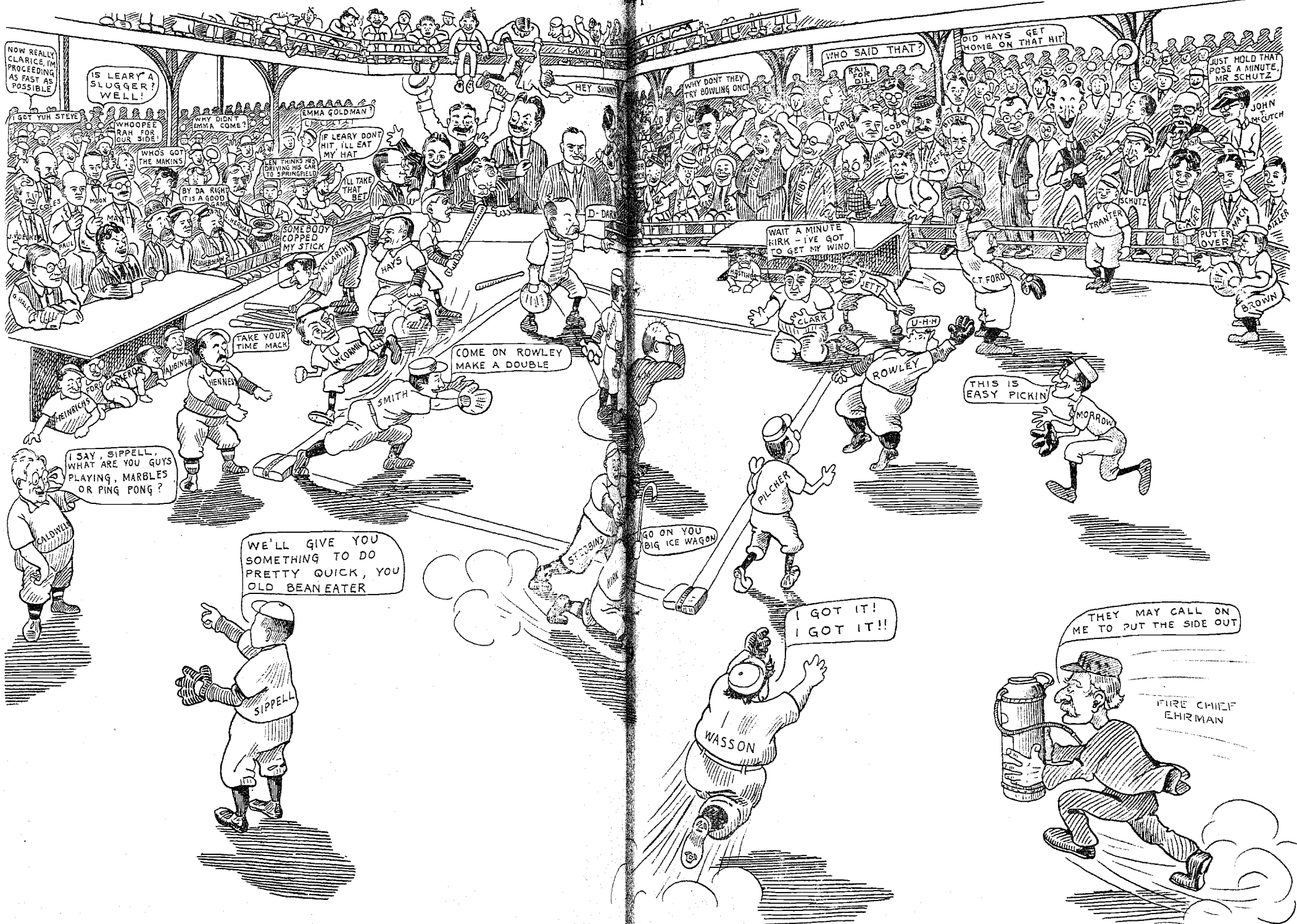
We will also investigate the matter of the card board which is now being used in our boxes and that which was used when we first started to make them, to find out just what the difference is. Also we will investigate the metal on the corners to see if it is the same as formerly used and find out why it does not hold the corners of the box as it should. We will also find out if the fault is with the machine and investigate the matter of the length of metal strip which goes on the box lids and see if the boxes could be made up stronger. Also give instructions that the matter of packing goods in boxes should be investigated carefully and that goods should not be packed in a box which is too large and will allow them to move around freely. Report is to be made to Fred Mueller on all of these points so that Mr. Oscar's letter of December 23rd can be answered. A note should be given to the Shipping Department again requesting them not to send out any boxes with the old green or blue label.

Shipment and Delivery.

It was decided that an item should appear in each issue of the Mueller Record giving list of those items a quantity of which we have on hand and which can be shipped promptly.

The greatest complaint of the salesmen was that of slow deliveries. Some of the delays were traced to orders delayed in the

Sporting Extra—Base Supplement Mueller Record



SECOND INNING—CALDWELL VOLTS STILL IN THE LEAD

office. Others were traced to delays in the factory. It was recommended that the Sales Department should be responsible for the delivery of goods.



PROSPECTS.

Drumming Prospects.

It was decided that new building prospects should be drummed not more than once every three months. Also that water works prospects should not be drummed oftener than once every two months.

Catalog and Discount Sheet to Prospects.

It was decided that the catalog should be sent to the city clerk, as soon as notice is given that bonds are issued and the letting of the water works contract. It was thought best to secure the city clerk's name from the local bank before writing him. No discount sheet should be sent unless requested by the city.



MISCELLANEOUS.

Number of Employees.

Statement was made by the Company with regard to our employes as follows:

In 1909 this time of the year we had 770 employes.

In 1910 we had 882 employes.

This year we have 919.

Plumbing Ordinance.

It was decided that a synopsis of the Decatur Plumbing Ordinance should be gotten out in bulletin form.

Government Work.

In the discussion of this subject the facts were brought out that they are now using Mueller goods at the following forts: Annapolis, Fort Morgan and Jeffersonville, Indiana. It was decided to get out a bulletin for forts and army posts on Mueller goods.



SUPPLIES.

Basin and Bath Supplies, Competitive Samples.

The salesmen were requested by Adolph Mueller, Chairman, to hand in to F. L. Rigin a list of competitive basin and bath supply pipes. A selection will be made from these and we will get samples and test them out. In sending in supply pipes the samples should state price, house from whom they were purchased and state what they are sold for to the trade. (Bulletin to be issued.)

One Piece Supply Pipe.

It was decided that a sample of the one

piece supply pipe should be sent to all of the salesmen.

Price on Basin and Bath Supply Pipes.

In case the Company can see their way clear to do so the price of basin and bath supply pipes should be reduced.

Wrench for Mueller Stewart Supply.

It was decided that we should investigate the matter of furnishing the salesmen with a combination wrench for Mueller Stewart Supplies and Bath Cocks and Mueller Combined Waste and Overflows. We will endeavor to find out if we have these in stock and issue a bulletin to salesmen on same.

Basin and Bath Supplies.

It was the consensus of opinion that the price of our Combination Waste and Overflows is too high and it was decided to consider the matter of using brazed tubing or a small gauge tubing. We will investigate to see if we cannot purchase pipe cut to lengths, plain and nickel plated, iron pipe size with a thread on one or both ends. It was believed that in larger quantities pipe could be purchased at a less price than we are now paying.



POINTS ABOUT THE GOODS.

Check Valve.

At a sales demonstration the point was brought out that our check valve is used at the house to prevent hot water from backing through the meter and damaging it. A relief valve should always be used with the check valve.

No. 4 Corporation Cock.

The 1¼ in., 1½ in. and 2 in. No. 4 Corporation Cock has a Mueller Thread on the inlet side and the same pitch as an iron pipe thread only a larger diameter. The outlet is iron pipe thread one size larger than the body.

Flange Colonial Bath Cock.

Complaint was made that the flanges on Colonial Bath Cocks are too large and often times overlap overflow strainer. Test will be made and report submitted.

Handle for Extra Pattern Compression Bibb

It was decided that the Mechanical Department should take up the matter of making a neat handle on Extra Pattern Compression Bibb which would do away with the sharp beads at the end.

Thread on Round Way Minneapolis Solid Head Work.

Motion by Robert Mueller and seconded by W. F. McCarthy that the matter of changing the thread on the Round Way Minneapolis Work. Socket Head, be left to the Sales Department. Carried.

Fuller and Compression Bath Cocks.

If it is possible to do so there should be a reduction in the price of Fuller and Compression Bath Cocks.

Brass Ferrule Over Fuller Ball.

Sometime this year brass ferrules will be furnished over Fuller Balls on all Fuller Work.

Cross Handles.

The company should decide as to the style of cross handle which should be used on the Colonial Compression Work. If this change makes a reduction in the cost, reduction in selling price should be considered.

**QUANTITY PRICES.****Quantity Prices.**

It was decided that a bulletin should be issued immediately covering quantity prices. **Quantity Prices Bath Cocks, Bibbs and**

Basin Cocks.

It was decided that under no consideration could bath cocks be combined with bibbs or basin cocks to secure the quantity price.

**WATER METER TESTER.****Multiple Cock.**

Philip Mueller suggested that we chamfer the stem of the multiple cock on meter tester. Also mark outlet and inlet side of multiple cock.

Testing Meter Testers.

It was decided that all meter testers should be tested under water pressure before being shipped.

**A WORD ABOUT JUNK****And How It Is Sold Back to Plumbers and By Mail.**

In a recent issue of the Plumbers' Trade Journal there appeared an article which all plumbers should be familiar with, and it might be well for our salesmen to remember the points, and if the opportunity presents itself show the plumber that it is to his advantage to batter with a hammer all goods which he desires to junk. In cities where bibbs, basin cocks and bath cocks are sold for junk, as they are taken out to give way for replacements, junk dealers and others repair these goods and often re-sell them to plumbers in exchange for junk, or put them on the market to be sold by mail order houses, ten cent stores, and on bargain counters. The result is that the plumber has brought his junk into direct competition with himself.

If plumbers will batter up this class of goods they can get as much per pound for old brass as they can when they sell it without having defaced it. A little investigation of this subject by plumbers would show them that the houses selling the "competition goods" are of the mail order breed and the very class of people who "knock" the plumber in their catalogs.

Some firms are doing business under three names, one for the plumbing trade, and one for the mail order and wrecking houses, and the third with ten cent stores and hardware men. But no matter which of these three trades they cater to the net result is detrimental to the plumber and plumbing interests. All goods look alike to the people who do not know anything about plumbing, and it generally lies with the master plumber to show the people the merits of the goods he is installing and to make them understand that the "housewrecking—ten-cent-store—junk dealer" variety is not worth the cost of installing.

An argument by the salesmen along the above lines is one step toward inducing plumbers to stick to goods of quality.

**RAPIDAC.**

During the salesmen's meeting a yell was improvised for the Rapidac work and you salesmen probably remember how effectively it was given. In order to refresh your memory it is reproduced here:

"Rapidac
R-a-p-
R-a-p-i-d-
R-a-p-i-d-a-c
Ra-pid-ac-
Rapidac."

It is suggested that at conventions the salesmen attend, a few good friends and boosters could be used effectively to spring this cry.

**REPLY POSTAL CARD.**

A reply postal card to all the trade has gone out. A shortage in the number prevented salesmen receiving a copy. The wording, however, is as follows:

H. Mueller Mfg. Co.,

Decatur, Ill.

Gentlemen:—

Please make us your liberal exchange proposition on our.....No..... Tapping Machine. Also make an estimate on the cost of repairing our Mueller No..... Tapping Machine, which we are sending you via.....

Yours very truly,

METER TESTER CAMPAIGN.

Three Complete Outfits and One Scale Sold.

As previously announced to you by letter the meter tester campaign will be continued during the present year, under the same conditions under which it was carried on in 1911, except the home office will not go after prospects so vigorously with printed matter.

There are between 150 and 200 prospects which may be considered "alive" and if nursed along properly we should be able to effect a good many sales, and in addition stir up new business.

The following sales have been reported to date:

- Evanston, Ill.—Whitney.
- Waukesha, Wis.—Whitney.
- Kankakee, Ill.—Rowley (scale only.)
- Flint, Mich.—Cameron.

The sale by Cameron included the auxiliary attachment.



SIXTY-NINE MACHINES TO DATE

Caldwell's Team Playing Rings Around Whit's Sox.

At the end of the second inning of the tapping machine contest the score stands 31 to 16 in favor of Caldwell's Colts, due to the heavy hitting of Kirkwood, Hays and Clark. Kirk's 'Charlie Hoss' has not affected his batting. He leads both sides with a total of six sold up to the first of the year. He has scored a home run and a double, but Stebbins, Wasson and W. B. Ford are close up with a home run and a single each. Whit has five men on his team who have thus far failed to connect, while Caldwell has three who have not been able to score a hit. But the game is young yet with twelve innings to go and a rally on Whit's side may speedily change the result.

The total score to date for the two sides is 47 sales while the sales departments have 22 to their credit, making a grand total of 69 up to the first of the month. The second inning showed an increase of just one machine over the first inning for the salesmen, while the Sales Departments got 10, two less than the first inning. There are three new men in the game now—O'Rourke and White assigned to Whit and Harte assigned to Caldwell. They had good records in the "brush leagues" but it remains to be seen how they will show up in the ranks of veterans of the first class.

Kirkwood opened the second inning with a hit at Lexington, Miss., and Hays scored his first single at Niles Center, Ill. Clark got one at Jefferson, Ia., and Kirk came back with another at Syracuse, Kansas. Clark lined 'er out at Arthur, Ia. and again at Canton, Mo., while Hays placed one through a jobber at Chicago, and also one through a jobber at Culbertson, Neb. Billy Ford got in good at Tampa and Captain Caldwell,

Leary and Heinrichs did likewise at Sangus, Mass., Granby, Mo. and Wausau, Wis. Jett pinched off a little one at Decatur, Ill., which affords him an opportunity of large talk about his hitting ability. McCarty got in with one at Red Hill, Pa.

The heavy work for Whit's Sox was done by Stebbins and Wasson, the former scoring a homer by sales at Bridgeport, Neb., Hargler, Neb., Steinauer, Neb. and Red Cloud, Neb. He was the big chief of the month for Whit, but Wasson was pushing him hard for honors, scoring at Dewey, Okla., Waynoka, Okla. and Foss, Okla. Smith, the only other man to show, got one at Middlebourne, W. Va.

The score:

	MS.	1b.	2b.	3b.	HR.	Po.	E.
Whitney, c.....	0	0	0	0	0	0	0
Morrow, f.....	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....	5	1	0	0	1	0	0
Hastings, p....	0	0	0	0	0	0	0
C. T. Ford, p... 1	1	1	0	0	0	0	0
Wasson, p....	5	1	0	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	16	8	0	0	2	1	1

	MS.	1b.	2b.	3b.	HR.	Po.	E.
Caldwell, cf... 2	2	0	1	0	0	1	0
Hays, rf..... 3	3	0	0	1	0	0	2
Jett, lf..... 1	1	1	0	0	0	0	1
McCormick, 2b.. 0	0	0	0	0	0	0	0
Aubinger, 1b... 2	2	0	1	0	0	0	0
Cameron, 3b.... 0	0	0	0	0	0	0	0
Leary, ss..... 4	4	0	0	0	1	0	2
Hennessy, c.... 0	0	0	0	0	0	0	0
W. B. Ford, p... 5	5	1	0	0	1	0	1
Kirkwood, p... 6	6	0	1	0	1	0	2
Clark, p..... 4	4	0	0	0	1	1	1
McCarthy, p.... 2	2	0	1	0	0	1	0
Heinrichs, p... 2	2	0	1	0	0	0	0
Harte	0	0	0	0	0	0	0
Total	31	2	5	1	4	3	9
Sales Dec.....	15	0	0	0	0	0	0
Sales N. Y.....	7	0	0	0	0	0	0
Grand total ..	69	0	0	0	0	0	0

Score by Innings.

Whitney	8	8
Caldwell	17	14

Cartoonist Plate gives a new version of the game this month. He has hit it off very happily. The fact that McCormick is shown going down to first is accounted for by the fact that he hit a foul and immediately began to tear up the grass. Additional interest has been injected into the cartoon by

showing some of the factory and office people with whom you are acquainted, especially the "Newlyweds."

We are a long way from the "batting form" required to get that 1000 machines during the contest. Go to it hard. It is not an impossible mark. And get the brass goods when you get the orders for the machine.



GET THE NAMES

Make Data Complete as Possible for National Water Main Cleaning Co.

In reference to data for the National Water Main Cleaning Co., Mr. Oscar suggests that Mueller salesmen may find it possible to get some positive information through engineers and superintendents of water works, without letting them know the purpose for which the information is to be used. The name of the person giving the information should be placed on the cards we have furnished you, thereby affording the National Water Main Cleaning Co. definite information on which to work. Salesmen are requested to keep this matter in mind and do what they can to assist the National Water Main Cleaning Co. as that company is making it a point to furnish us information which leads to the sale of tapping machines.



NET PRICES.

Regarding net prices attention is called to the fact that the National Association of Brass Manufacturers at their meeting in New York City, December 13 and 14, 1911, adopted a preamble and resolution in which they decided that the making of net prices is harmful, tends to demoralize the market and drive prices and values to a lower level. The Association therefore resolved to discontinue and discontinue the making of net prices insofar as it lies in their power to do so, and urge all manufacturers to discontinue this harmful method of business and instead to quote, sell and invoice their goods from the regular lists and discounts as has been the custom for years.



RAPIDAC PINS.

We have ordered 1,000 Rapidac badges to be worn on the coat lapel. These will be used at the convention of Illinois Master Plumbers, January 24, 25, at Decatur, Ill.

There will be a quantity left which salesmen may use to good advantage with the trade or at state conventions which they may attend.

The button is one inch in diameter, blue and white with "Rapidac" in blue letters.

NEW ORDINANCE.

An amended plumbing ordinance will shortly be considered by Decatur. When passed we will supply each salesman with a copy.



BULLETIN ON BUILDING SIGNS.

At the salesmen's convention December 29, 1911, it was decided that building signs should be furnished plumbers, bearing their name, in quantities of not less than 25. They will be furnished to plumbers who will make a practice of using them in greater quantities if desired. Salesmen should be particular, however, in getting the actual possible number required, in order to prevent ordering an unnecessary amount.

A little precaution of this character will assist materially in keeping the expense of printing down to a minimum.



RECENT SELF-CLOSING ORDERS.

Among the Self-Closing orders received during the past few days are the following:

134 pairs of D-11904 to be used in the New LaCledé Hotel at St. Louis, Mo., by the Abel & Gerhard Plumbing Co.

120 D-12902 to be installed in the Western Home Building, Calgary, Alberta. These cocks were sold to the Western Foundry & Metal Co. and Mr. Heinrichs informs us that he presumes it completes the contract for the goods.

19 pairs D-12902 for the Guther Building, Chicago, Ill., a six story structure and a very pretty one at that.



THE TIME CONFOUNDED

Mr. Oscar Has Fun at the Expense of H. M. Flemming.

There was a general laugh at the expense of H. M. Flemming when Mr. Adolph read the following letter from Mr. Oscar, during the sessions of the salesmen's convention:

"Enclosed please find postal card received from Flemming. You will please note that he dates this card 12-28-11 stating, 'Just coming from work, 10:45 p. m.' It might be a good idea for you to read this to the salesmen to show how New Yorkers do things, as you will find the postmark at Decatur shows that this left the postoffice there at 8:30 p. m., two hours and fifteen minutes before Flemming mailed the card; that's going some. As you know, they get out newspapers here several hours in advance and sometimes the day before."

Perhaps the fact that Eastern time is faster than Western time may account for the anomaly of a postcard being mailed some two hours in advance.

AN EDITORIAL COMMENT

Domestic Engineering Speaks Favorably of Reply to George Fitch.

Domestic Engineering January 6th published the article of George Fitch on "The Plumber" and the reply made by Mr. Adolph in the Record-Herald. Commenting on this Domestic Engineering says:

"George Fitch has written in the Chicago Record-Herald a series of essays which are clever and forceful. Their value is to add to the gaiety of nations, and sometimes contribute a sentence or two to our philosophical needs. It is not unusual, however, for a good man to go wrong, and recently Mr. Fitch made a serious mistake in adding to the already long list of unfair characterizations of the plumbing industry. Fortunately, the caricature was not allowed to remain unnoticed. The plumbing industry found an immediate and able champion in Adolph Mueller, president of the H. Mueller Mfg. Co., Decatur, Ill. We reproduce the essay and the defense, and the two of them will furnish an excellent example of what is being done by the press and what can be done by members of the plumbing industry to offset the attacks of the press. Mr. Mueller's letter can be used as a basis for future retributive measures. A good strong letter written along these lines as soon as a caricature of the industry appears, will do much to educate the public and prevent repetition of the offense."



NEW FIELD FOR REGULATORS

Mr. Cash Points Out Opportunities for Possible Sales.

We have recently had quite a number of inquiries for Reducing and Regulating Valves for oxygen gas in steel holders with initial pressure at various points from 50 pounds up to 2250 pounds, the range of delivery pressure required generally being stated as from 1 to 30 pounds, but sometimes being required to be as high as 50 pounds. To meet this demand we have recently designed and made several sample regulators, with Union connection for high pressure tank, high pressure gauge connection, reduced or low pressure gauge connection, needle valve and low pressure hose connection, all self contained and in very compact form, with the addition of a safety relief valve to prevent any excessive pressure on the reduced, or delivery side of the Regulator.

These regulators are for use in connection with welding, and metal cutting outfits, a tank of oxygen, and a tank of acetylene gas, each equipped with pressure reducing and regulating valve being mounted on a portable hand truck, of which there are at present a rapidly increasing large number in use in various sections of the country.

The operation of these Regulators has been demonstrated at our recent Salesmen's meeting, and we believe there will be quite a demand for such regulators not only on oxygen gas, but also on high pressure of air for various manufacturing and mechanical purposes, and we would request that our salesmen bear this in mind in calling on prospective customers where such goods would likely be required.

We would also request that the salesmen bear in mind that our $\frac{1}{4}$ in., $\frac{3}{8}$ in. and $\frac{1}{2}$ in. sizes of 13160 regulators with special seats are being used quite frequently by several different manufacturing concerns, both on low pressure oxygen generating systems, with initial pressure of 50 to 150 pounds; also on acetylene gas apparatus under the same conditions of pressure, but in all such service we must have full information regarding the kind of service, minimum and maximum initial pressure, and minimum and maximum reduced or delivery pressure required, together with approximate quantity of gas to be used per hour in cubic feet at atmospheric pressure.



THE MAN WHO WINS.

The man who wins is the man who works—
The man who toils while the next man shirks—

The man who stands is his deep distress
With his head held high in the deadly press—
Yes, he is the man who wins.

The man who wins is the man who knows
The value of pain and the worth of woes—
Who a lesson learns from the man who fails,
And a meral finds in his mournful wails.
Yes, he is the man who wins.

The man who wins is the man who stays
In the unsought paths and the rocky ways,
And, perhaps, who lingers now and then,
To help some failure to rise again.
Yes, he is the man who wins.

And the man who wins is the man who hears
The cause of the envious in his ears,
But who goes on his way with his head held high
And passes the wrecks of the failures by—
For he is the man who wins.
—Baltimore News.



KNEW HIS LESSON.

D. E. Rowley was the first salesman to "come back" with an order after the meeting. He landed on a plumber at Richmond, Ind., for 26½ dozen brass goods. David was a good student at the school of instruction.

AFTER HOTEL BUSINESS.

We have cut out a number of trade journals, in which we have been advertising without materially lessening our representation in the water, gas and plumbing lines. A portion of this saving will be diverted to hotel papers, and from these we will be furnished an advanced service showing hotels to be built and hotels to be remodeled. We will therefore be in a splendid position to grab this business, and there is a lot of it which has slipped through our hands, for lack of information. Such papers as Building Management, through which we have obtained good results, architectural papers and hotel papers, give us one means of going direct to consumers and generally big consumers.

We believe it good policy to get next to these people.



AN OBSTACLE COLUMN.

An "Obstacle Column" will be a feature of The Record this year. We want all salesmen to use it. If a salesman has a knotty sales question he should state the conditions which confront him. His name will not be used. Efforts to show him a way over the obstacle will be made by the home office or by some of the other salesmen. A free use of this column will result in a valuable and beneficial interchange of ideas.

In helping each other we help the company.



VOTING THE WHOLE FAMILY.

In the salesmen's meeting when the question of credits came up for decision by the salesmen, Charley Ford arose to vote contrary to the side of the question favored by his brother Will, whereupon Billy cried excitedly "Charley, sit down!"

The little incident not only goes to show that Billy wanted to vote himself but the rest of the family in order to carry his point.



A. C. PILCHER TO WED.

A. C. Pilcher, of the Eastern territory, has confided in Mr. Oscar the fact that he has succumbed to the wiles of Cupid and will shortly claim as his bride Miss Sharp, of Troy, N. Y.

Members of the '49 Club will join with the home office in extending congratulations to their fellow salesman and co-worker.



TAPPING MACHINE COMMISSIONS.

It is not the intention to pay tapping machine commissions as sales are made.

These will be paid in lump sums after the contest closes or early in the year 1913.

DECATUR'S RADICAL STEP

Unreliable Makes of Meters Are Condemned by Commission.

Decatur, where all water is metered, has taken a radical step to protect itself from inferior and unreliable meters.

The commissioners approved a recommendation that certain makes of meters in use here be condemned. It was stated in the report that this condemnation does not apply to meters already installed, but condemns the make for future use, unless the makers can show that such of their meters as found dead here were put in that condition by unusual causes which would have affected any other make in the same way. It was also the opinion of the commissioners that any variety of meters installed here, and of which five per cent. go dead, should be condemned.

This action is important. It can be used as an argument in the sale of our Water Meter Testers. It is official recognition of the fact that all water meters do not perform work for which they are designed. If you find a man with blind faith in his meters, you should be able to shake that faith by citing to him what has been done in Decatur. And you can bolster up the argument with the fact that Commissioner Harry Ruthrauff, who was instrumental in securing this action, was for twenty years water inspector. He has a wide experience with meters, and knows them like a child knows its playthings. As water inspector, he refused to install any meter until after he had tested it.



WHAT ABOUT THE YESTER-DAYS?

A little relative once asked me, "What becomes of all the yesterdays?" I couldn't answer him intelligently, but sometimes I believe that they are being woven into a panoramic view to be unscrolled to man in some future existence, so that he may see the glorious opportunities he daily overlooked. If so, let's digest well the passing show of the todays.—W. A. MacKensie.

SECOND HAND MACHINES

Under no circumstances do we deem it advisable to take an old tapping machine in trade where you make a sale of a second hand machine.

We don't know of this having been done; but the subject came to our attention recently, and we think it proper to let you know how we feel about it.

The sale of second hand machines should be discouraged as much as possible. Taking into consideration the price of a new machine and its long wearing qualities, there is little reason for a customer buying a second hand machine. In the end, he has nothing more than a second hand machine, and, except in rare cases, nothing that is second hand is as good as the new article.



DOESN'T PAY TO KNOCK

An Instance Where It Redounded to Our Advantage.

At Great Falls, Montana, recently, W. C. Heinrichs was shown a defective tee handle of our make. It had been used by a Glauber salesman to knock our goods in an effort to land an order for which the water company was then in the market. It acted as a boom-erang, however. We got the order.

We don't know what tactics our salesmen use at times to secure business, but we do not approve of the policy of knocking a competitor's goods. We don't believe it is a good plan whereby to get business, especially if the competitor's goods do possess merit.

A much better plan is merely to talk the strong points of our goods. Bring the points out with sufficient force and clearness to demonstrate their superiority. If this is done, the customer will make the comparison himself and see wherein we have the advantage.

It is our belief that more orders are lost than gained by knocking a competitor's goods. It may frequently happen that an opposing salesman is liked personally. Isn't it natural, then,

for a customer to turn to the man he really likes when he hears some one else detracting from that man? We believe it is.

At Great Falls, Montana, that Glauber salesman helped us get an order. We are obliged to him for his thoughtlessness. If a customer should open up the subject so that you may then show him the inferiority of other goods, it is well enough to do it, but boosting our own line is the best way.

Mueller goods are BETTER. That's the point. Make it stick.



NEW LEADS FOR BUSINESS

We got an order a few days ago from the Brewer Acetylene Lighting Company, of Marshalltown, Iowa, for gas cocks.

There is lots of business in this line for us if we work it right. Salesmen must make it a point to go after every acetylene gas man in their territory, and also gas stove manufacturers and dealers. In fact, we want to keep in touch with all manufacturers who might use our goods in connection with their product.

This is good business to get, and we want more of it in the future than we have had in the past.



TEACHING OF MODERN BUSINESS

The modern business man has taught us these five things:

1. The value of honesty as a business asset.
2. The excellence of commerce as a civilizing influence.
3. That the interests of proprietor, public and employe are mutual.
4. That art, ethics, economics and education can and should move forward hand in hand.
5. That business righteousness is simply a form of common sense.—Elbert Hubbard.

SLEEVES AND VALVES

Sleeves and Valves are carried in stock in the following sizes:

- 2 2-in. valves to open to right.
- 2 2-in. valves to open to left.
- 3 4-in. valves to open to right.
- 3 4-in. valves to open to left.
- 1 6-in. valve to open to right.
- 3 6-in. valves to open to left.
- 1 8-in. valve to open to right.
- 1 8-in. valve to open to left.
- 1 4x2 sleeve.
- 4 4x4 sleeves.
- 6 6x4 sleeves.
- 6 6x6 sleeves.
- 3 8x4 sleeves.
- 2 8x6 sleeves.
- 1 10x4 sleeve.
- 1 10x6 sleeve.
- 1 10x8 sleeve.
- 1 12x4 sleeve.
- 2 12x6 sleeve.
- 1 12x8 sleeve.
- 1 16x6 sleeve.

**CATALOGUE SUGGESTION**

F. L. Hays, Jr., writes as follows, concerning Catalogue E:

"First, I wish to state that the book size of the second edition of Catalogue D is all right and the indexing feature is a good one. I have found the great trouble our customers have is in finding the pattern of goods that they want, that is the Standard, Extra and Colonial patterns confuse them.

"I would suggest that we print all the Standard goods that we make on paper of one tint, and also a separate colored paper for each of the Extra and Colonial patterns, and make notation of this in the front of the book or on the front cover.

"This will add some to the expense, but believe that it would be of great help in defining our three patterns of goods."

**IMPROVED REPAIR LID**

It has been decided to change the pattern on our Mueller Repair Lid. The rim that fits over the service box will be extended so as to meet the flange on the service boxes. We now have a quantity of these lids on hand which have the short rim, but as soon as they are disposed of, all Mueller Repair Lids will be furnished with the improvement.

THE DATA BLANKS

For the benefit of the Advertising Department salesmen should use data blanks concerning our goods in buildings.

Give name of architect, builder, owner, plumber and the name of a good photographer.

It's very much to the salesman's benefit to do this as the data accumulated will eventually prove of influence on future prospects.

If you have not got data blanks, ask for them and they will be supplied.

**A MULE POWER PLANT**

Industrial note from the Independence Reporter: "Over west of Elk City a half mile, the Missouri Pacific maintains a pumping station operated with a blind mule. The mule is left alone all day and goes round and round, pumping water. When the big tank is full the water splashes out on a zinc platter, and this makes a noise that is a signal for the mule to stop. When a train comes along and stops the mule starts up again and goes and goes until the water splashes out on the zinc. This has been going on for fourteen years. It is probably the only horse power engine in Montgomery County, and that is the home of crude oil. Henry DuMonde, who owns the mule, and gets paid for its services, got out and worked last spring to beat the bonds in Elk City to build water works because the construction of water works there would throw him and his mule out of work."



There is a difference between the simple life and the simply ridiculous life.



Many women dislike flattery. More dislike not to be flattered.



Bleached blondes keep silent about it because silence is golden.



The only thing that beats a good wife is a bad husband.