

E. N. Wagenseller

The Mueller Record

VOL. IV

JANUARY 17, 1914

No. 44

THE BUSINESS OUTLOOK

The business outlook for 1914 is good. The year is opening up in good style for us. Our opportunities for bidding on the larger contracts show that conditions average up satisfactorily with the beginning of previous years. These opportunities show that the larger companies are not pessimistic. Their demands for material point to a busy year with them.

It may be too early to correctly judge the new currency law. It is not yet in active effect but there are no dangerous warnings in the commercial world as a result of its adoption. True, the East is pessimistic. The East always is at every movement which tends to change the firmly established customs and practices of that section. The time has ceased to be, however, when the West is utterly dependent upon the East. While the latter section will be slow and cautious in acceptance of the new order of things, it will accept them just the same, and at the first positive signs of the stability of the new law, will loosen its purse strings and expand its business.

Representative Underwood, the Democratic leader in the house, predicted at the opening of congress that this country would see the greatest industrial prosperity under the new law that it has known in years.

Bankers who have questioned the new currency policy are accepting its provisions almost without exception. Chicago papers announced the other day that every bank in the city would come in under the new law. Bankers everywhere are like the Eastern people. They preferred not to have our old financial system corrected unless they could dictate the manner of correcting. However, the best men among them, as explained to you by Prof. Smith, admit that the new law is 80 per cent good. If this is true, and experience demonstrates

that 20 per cent of it is really bad, it won't take long to make the 20 per cent good, and then according to the bankers themselves we will have a law 100 per cent good. It won't take long to find out the faults.

Looking at the year from our own standpoint, we see no reason why it should not be a good one for us. We have a larger force on the road than ever before. We have a better organization, and are better prepared to fill orders than ever before. As stated before, the early indications are flattering. This being the case we ought to get the business. We can, but it will require watchfulness on the part of each salesman and every one connected with the company. It will require earnest and aggressive work. That's what we expect of every one. Don't disappoint us.



NORMAL CONDITIONS

Normal conditions again prevail at factory and office. Following the salesmen's meeting the Canadian company held sessions for several days and then the Decatur company was in session for several days.

Mr. Oscar and family departed for Sarnia Saturday evening, January 10. He was accompanied by Clark Brewster of Decatur, who will act as his private secretary.

Monday morning, January 12, found all members of the company back in their places and everybody hustling for a big business for 1914.



SAN FRANCISCO BRANCH

When we established our branch on the coast we called it the "Pacific Coast branch," and it has been so known since.

At a company meeting a few days since it was decided to drop this name, however, and in the future call it "San Francisco Branch."

THE NEW CATALOGUE

Mr. McCormick Advocates Separate Books for Each Trade.

It will not be long until we will be compelled to issue a new general catalogue. It is not too early to begin talking about it. Salesmen who have ideas on the subject may send them in for publication in the Record.

J. H. McCormick has written us about the new catalogue. He is of the opinion that we should issue three separate books, one for the water trade, showing water goods, one for the plumbing trade, showing plumbing goods, and one for the gas trade, showing gas goods. His letter on this subject follows:

"Editor Mueller Record: At one of the annual meetings of salesmen a few years ago, it was asked if the new D catalogue which was then contemplated should be in one volume or in several. It was decided that it should be in one and said volume should contain all the various kinds of goods made and sold by the company.

I will not say that this decision was unwise at the time, but I do believe that the next catalogue should be divided into separate volumes for the various lines, so that a buyer will receive a book that contains only the goods in which he is interested.

"Progression is the greatest law of nature and as man is a child of nature and learns by example it is the dominant trait of character in all normal beings to constantly strive for greater success. The knowledge required today in any business or profession is so great that success is only attained by concerted action; each individual becoming proficient in a certain branch. Specialized effort has demonstrated its wisdom. A patient goes to a doctor who makes a specialty of his ailment, a client to a lawyer who specializes his problem, and the buyer to the manufacturer who makes a specialty of the commodity he wishes to purchase. A catalogue to a water company showing only the goods they use indicates that we make a specialty of those goods. A general catalogue conveys the impression that water works goods are only a side line. What is true with the water company is true with the gas company and plumber.

"Time is a factor with every business man. He is interested in material connected with his business and to save time his natural impulse is to look for it in a catalogue devoted to that business exclusively rather than search through two or three hundred pages of matter foreign to his requirements. The cost of binding would be a little more but the money saved on the hundreds of pounds of paper and thousands of pages of printing sent to people who have no use for it would certainly amount to a large sum.

"I predict that sometime the office end of the sales department of this company will be divided and it will be the duty of the man in charge of a division to specialize the goods of that division rather than to cover the entire field. In such an event a catalogue in separate volumes would almost be a necessity. It would be a great convenience to the trade, create more business and save lots of money for the firm.

"J. H. McCORMICK."



RECORD SUPPLEMENT

We are printing a supplement to the Record this month in order to show picture of the salesmen and give the article which appeared in the Decatur Daily Herald concerning the 49 club reunion.

The Record is not to be shown to the trade, but the supplement may. It was determined that it would be a good advertisement to let the trade see this account and picture.

You may therefore show the supplement to the trade you call on.



RAPIDAC HANGERS

Attention of the salesmen is called to the fact that we still have a large stock of Rapidac hangers. This is one of the most attractive pieces of advertising we have ever issued and there should be one in every plumbing shop. Send in names and addresses so that we may mail them out.



It is a wise employer who knows when to praise.

C. T. FORD WINNER

Captures the Grand Prize of \$75 for the Year.

As a winner of the greatest number of monthly contests during the year 1913, C. T. Ford wins the grand prize of the year, \$75.

The second prize of \$25 will be divided between G. A. Caldwell and W. L. Jett.

Mr. Ford won ten individual prizes. Messrs. Caldwell and Jett won five each.

**FROM PRIZE WINNER**

We are in receipt of the following from L. A. Bland, prize winner for December:

"Your kind favor of the 6th inst., including check for \$25.00, first prize in the December contest, received this evening and kindly accept my thanks."

**BRASS GOODS NOT ALL ALIKE**

But an Idea Exists That They Are—We Should Talk Against It.

During the annual meeting one salesman cited an interesting case. The owner of a new building ordered Mueller goods, but substitution was made, because the plumbers who got the contract were so low they did not want to use quality goods. After the building was completed our salesman was in it and discovered the substitution. The owner supposed until that time that Mueller goods had been used. He had not completed payment for plumbing and notified his architects that he would not until Mueller goods were installed, and he did not. He advised his architects that when he told them to use certain goods he wanted them specified. And what excuse do you suppose the architect made. It was this: "Oh, brass goods are brass goods; they are all alike."

And this excuse is the reason for this article.

There is no doubt in our mind that many people believe this, and that belief costs us thousands of dollars yearly.

There is a wonderful field for education of the architect, owner and plumber. We should never miss an opportunity, in fact we should create the opportunity, to prove

that "all brass goods are not alike"—that ours are different.

We must demonstrate on every possible occasion that a difference does exist in brass goods just as it does in shoes, clothing, hats, etc. It exists just as it does in wood, which will prove a good comparison to make to an architect. Surely no architect would claim that all of one kind of wood is the same. He knows better—he knows that it grades. Just because he is not well informed on brass goods, however, he classes them as "mere brass goods—all alike."

The point we want to drive home is this. Make every one you come in contact with understand the difference between "Mueller goods" and just brass goods. You know this so well that you are apt to feel that everybody knows it also—but they don't.

We must emphasize this difference. We must make the trade and the architect understand the point. There is nothing of more importance than to eradicate the idea that "brass goods are all alike" and that one make is as good as another.

**POSITIONS WANTED**

Thomas H. Ayers is another good water works man who is in search of a new position. He has been superintendent at South Bend, Ind., but is leaving the service of that company. He is capable and deserving. Keep him in mind if you hear of anything and notify us.

Benjamin L. Williams of East Orange, N. J., who has had a wide experience in the water works business, is open for a position. Mr. Williams is a staunch friend of our company. He can furnish excellent recommendations. If you hear of an opening please advise us at once. We should like to help him to a place or any other of the men whose names have been mentioned in the Record.

**SOME BOY**

A telegram was received by Mrs. W. L. Jett's parents Saturday evening, January 10, from W. L. Jett, Los Angeles, Cal., announcing the advent of a son and heir, "Billy, Jr."

COMMERCIAL SINCERITY THAT PAYS

Raising of business standards—of commercial and individual ethics—is more far-reaching in its effect than might at first be supposed is today a recognized asset of every modern business, large or small. The reputation of being reliable—goods up to the standard and fair dealing—is indispensable to every man or company that expects to succeed. The very severity of competition compels those who might otherwise be inclined to cut the corners to maintain certain standards of goods and methods that will bear comparison with the best. The moment there is an appreciable let-down—a falling off in quality or consideration—it is quickly made apparent by comparison with competitors who are raising rather than lowering such standards.

Raising of business standards—of commercial and individual ethics—is more far-reaching in its effect than might at first be supposed. Some wise men go so far as to say that the uplifting of the race—of nations—will come through business. That when all men discover as some have done that it actually pays better to be honest than otherwise—to have the confidence of those with whom you deal rather than their distrust—better to work under the law of increasing possibilities—they too will swing into line and stand for a square deal. Sincerity begets confidence and confidence is the life—the very soul—of business.—Albert E. Lyons.



SYNONYMOUS

Chicago Girl—"I should worry."

Boston Girl—"I should manifest concern."



T. A. BLAND WON THE FIRST

T. A. Bland won the first prize in the December contest in the largest number of items per order, while E. S. Stebbins got the second prize.

The tapping machine contest resulted in a division of the prize between W. B. ord, H. J. Harte, R. M. O'Rourke, C. T. Ford, W. J. Haggerty and R. M. Hastings.

There is no contest on for January. The summary for December follows

	Average No. Items Per Order	Tapping Machines
Decatur—		
1 D. J. Mueller....	5.0	..
2 E. B. Cameron..	2.9	..
3 H. F. Clark.....	3.7	1
4 P. W. Scribner..	4.5	..
5 W. B. Ford.....	3.5	2
6 E. G. Ince.....	3.7	..
7 H. G. Miller....	4.8	..
8 E. E. Pedlow...	2.8	1
9 J. H. McCormick	4.7	..
10 R. L. Moore....	5.1	..
11 D. E. Rowley...	5.0	..
12 T. E. Beck.....	3.6	..
13 H. J. Harte....	2.8	2
14 E. S. Stebbins..	6.7	..
15 F. L. Hays....	4.2	..
16 M. T. Whitney..	1.8	..
17 R. M. O'Rourke.	4.0	2
18 L. M. Cash.....	2.5	..
19 S. Thornton....	4.2	..
20 Jas. Smith.....	2.0	..
21 L. A. Bland....	7.7	..
22 C. H. DuBois....	4.6	..
Total	4.8	8
San Francisco—		
40 Leary	3.75	..
41 Jett	4.0	..
42 Haas	4.45	..
43 Peters	2.2	..
Total	3.6	0
Sarnia—		
Meriam	2.25	..
Heinrichs	3.55	1
R. H. Mueller....	2.81	1
Total	2.87	2
New York—		
Caldwell	3.93	..
Fairfield	4.15	..
Ford	4.75	2
Haggerty	2.71	2
Hastings	3.90	2
Hennessy	5.00	..
McCarthy	4.14	..
Powers	4.08	1
Sippell	4.58	1
Tranter	4.09	..
Total	4.13	7
Grand total	3.67	17

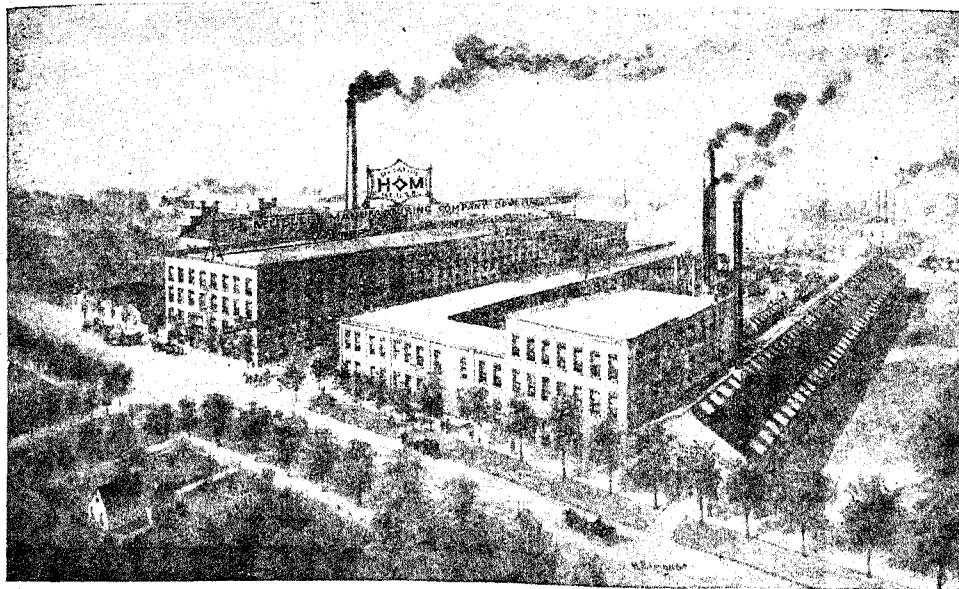
SUPPLEMENT TO

The Mueller Record

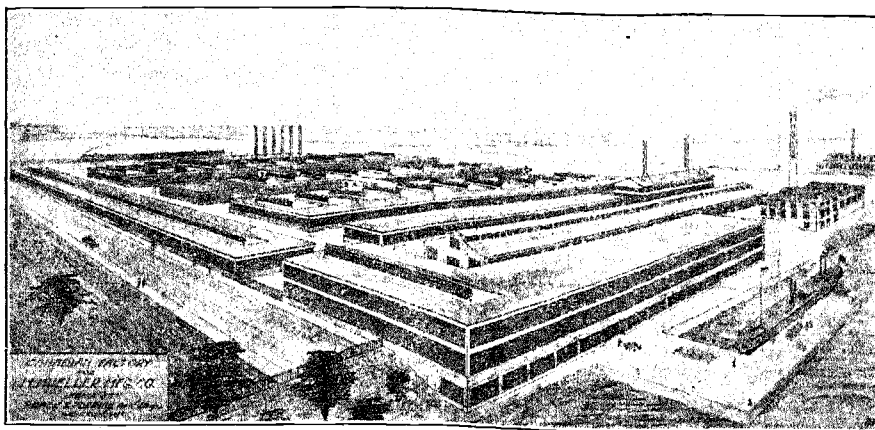
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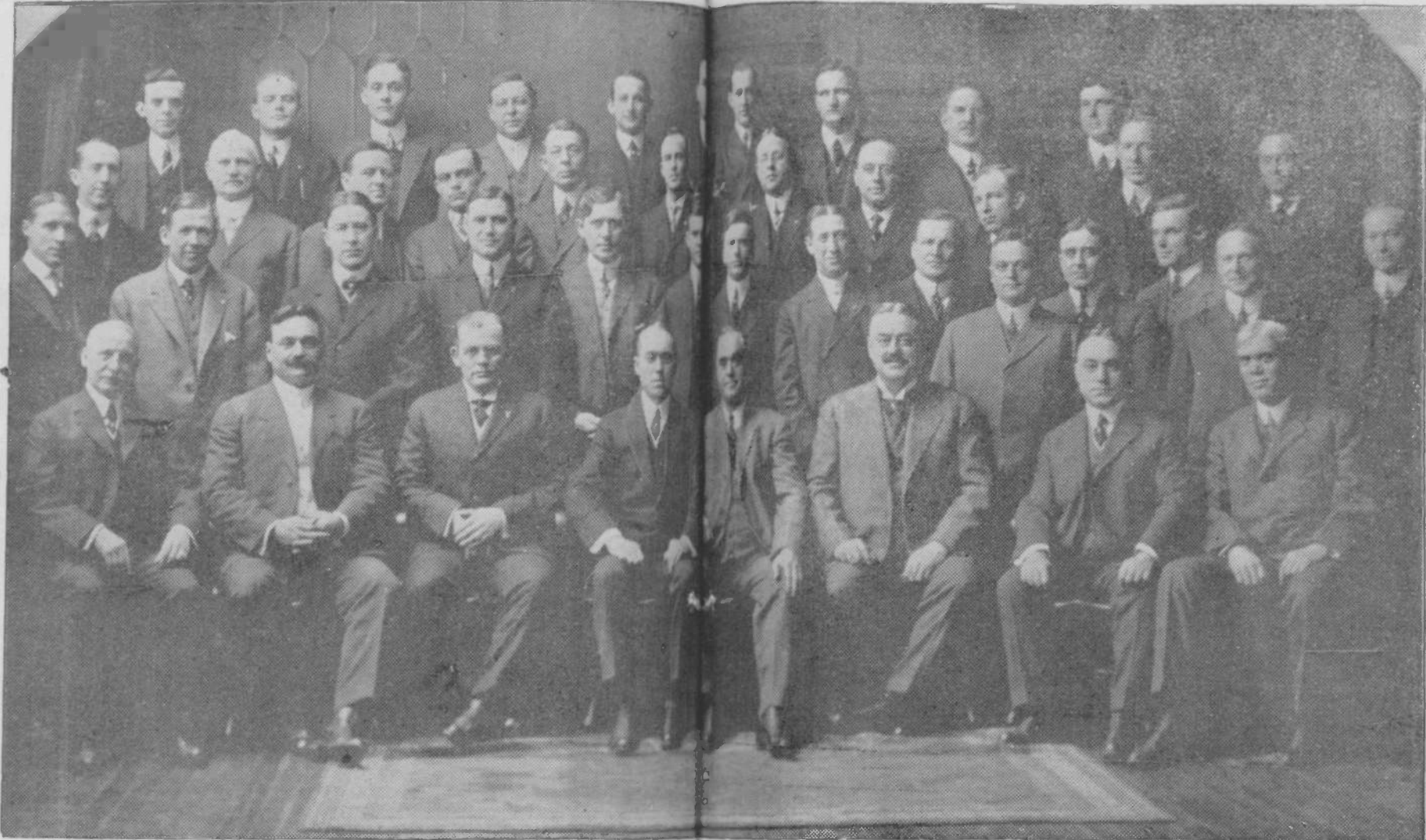


The picture above shows only a portion of the Mueller plant at Decatur—the portion south of the Wabash tracks. A large part of the plant north of the tracks and west of the buildings pictured above are not visible.



The H. Mueller Mfg. Co., Ltd., Sarnia, Ontario, commenced operations July 1st, 1913. The buildings are of the most modern type. They are one-story structures with the latest and most approved methods of lighting and ventilation. In addition to the Decatur and Sarnia factories the company has an Eastern division at 145-149 W. 30th St., New York City and a San Francisco branch at 589 Mission St., San Francisco.

THE MUELLER COMPANY AND THEIR 1914 SALESMEN



Left to right, back row—W. J. Haggerty, P. W. Scribner, Joseph A. Hayes, James Smith, H. J. Harte, W. N. Fairfield, H. A. Staley, T. W. Merriam, C. T.

Ford, and H. G. Miller.
Second Row—A. B. Bailey, R. M. Hastings, R. H. Powers, L. M. Cash, J. H. McCormick, L. M. Ross, S. Thornton, E. F.

Kennedy, C. R. A. Mann and R. D. Bourke, W. C.

Heinrichs, W. L. Jett, E. B. Cameron, J. W. Drew, F. L. Hays, D. E. Rowley, T. E. Beck, R. H. Mueller, C. J. Tranter and L. A. Bland.

First Row—M. T. Whitney, Oscar Mueller, F. W. Cruikshank, Adolph Mueller, Philip Mueller, F. B. Mueller, Robert Mueller and T. F. Leary.

(From Decatur Daily Herald Jan. 4, 1914.)

The school of instruction for Mueller salesmen held here this week was fittingly wound up Saturday night in the huge annual meeting and banquet of the "Forty Nine" club, composed of the salesmen, officers of the firm and a few close friends.

After the most strenuous day of the

school the salesmen gathered at the St. Nicholas hotel where a five course dinner was served with songs, speeches and roasts as an accompaniment and everyone had a hilariously good time. The banquet lasted until nearly midnight and most of the men after a half hour of busy leave-taking departed at once on the night trains for their widely separated posts all over the country.

J. H. McCormick President.

The chief matter of business transacted at the meeting was the election of officers and J. H. McCormick of Huron, O., was chosen president for the coming year. Mr. McCormick has been connected with the firm for 10 years and was unanimously chosen for the position. W. F. Ford of De-

catuur, retiring president, was presented with a handsome vest chain by the members of the club. The presentation was made by M. T. Whitney of Chicago and in his talk he complimented Mr. Ford very highly on his work with the firm and jollied him as one of the salesmen and member of the 49 club.

Mr. Ford first began his work with the

THE MUELLER RECORD

H. Mueller Manufacturing company as a factory boy at \$2.50 a week and has never worked for any other company. His rise was rapid and at present he is considered one of the best salesmen on the force. In his response he said that he hoped never to leave the employment of this company. Mr. Ford travels in the South, making his headquarters at Birmingham, Ala.

Rival Toastmasters.

T. F. Leary, manager of the San Francisco branch, was master of ceremonies and he appointed Adolph Mueller toastmaster on behalf of the company, and M. T. Whitney toastmaster on behalf of the salesmen. Considerable merriment was caused by the efforts of the two toastmasters to defend their respective sides and there were plenty of good natured roasts flung back and forth for each.

The Talks.

Talks were made by W. J. Hilliard, of Elmhurst, Ill., state president of the Master Plumbers; F. P. Kelsey of Chicago, vice president and editor of the "Gas Record," and Adolph Mueller, president of the company. Oscar B. Mueller, president and general manager of the Sarnia Co., spoke on "Success for Success' Sake." Short talks were also made by Robert Mueller, secretary of the company, Philip Mueller, superintendent, and F. B. Mueller, field secretary and special representative of the house on the road. Brief speeches and toasts were heard from many of the others present, including W. N. Dill, J. H. McCormick, W. L. Jett, and M. T. Whitney.

A program of light rag-time songs and parodies had been printed and was sung by all of the members with Allerton S. Freeman at the piano.

The meeting was closed by Adolph Mueller, who complimented the salesmen upon the work they had done during the past year and upon the work accomplished at the school. It was, he said the most successful one ever held and he looked forward to a fine showing for the coming year.

Adolph Mueller Surprised.

Adolph Mueller as "teacher dear" of the school of instruction Saturday received a surprise from the salesmen in the form of a present presented by each. He was presiding over the school when the men arose and under the leadership of M. T. Whitney sang a little song they had composed for his especial benefit, then, still singing, marched past his desk and each one brought a present of a package of chewing gum, sack of candy, or a bunch of flowers. The song was as follows:

Good morning, dear teacher,
How are you today?
We're singing this morning
Our praises to say.

Dear teacher, we're happy,
Our work is most done,
We're singing our praises,
Of faults overcome.

A present we bring you,
From each, every one,
To show you our feeling
Of work you have done.

Needless to say, Mr. Mueller was much pleased by the ovation he received and later in the day he repaid the favor by presenting each of the salesmen with a leather bill fold in behalf of the firm.

The school Saturday was crowded with work for all of the men. It began at 8 in the morning and lasted until 5 o'clock in the evening with little rest. W. J. Hilliard gave an address in the morning on the subject of co-operation between the manufacturer and the plumber. His talk also contained a technical discussion of plumbing lines.

Eleven new members of the 49 club were taken in Saturday night and will start out at once on their duties. W. N. Dill of Decatur returned to work, and will begin this year as a general traveler with no set district. Mr. Dill resigned last year but after a year out of the business he could no longer resist the impulse to get back in the game. He was for many years the company's traveling representative on the Pacific coast and in the Northwest, and has a wide acquaintance in the plumbing trade. As a special representative of the company he will not now be restricted to any territory but will devote most of his time to the western half of the country.



DESTINED

"I belave," declared the Irishman, "that me youngest son's born t' be a surgeon."

"Phwat leads ye t' say thot?" asked his friend.

"Oi caught him usin' th' scissors on a book Oi'd lately bought, an' before Oi c'd stop him he cut out th' appendix."—Bohemian.



A Chicagoan who employs a Swedish maid overheard the following conversation the other day between her cook and the maid next door, also a Swede

"How are you Hilda?"

"I well, I like my yob. We got cremated cellar, cemetery plumbing, elastic lights—and a 'hoosit'."

"What's a 'hoosit,' Hilda?"

"Oh, a bell rings. You put a thing to your ear and say 'Hello,' and some one says 'Hello,' an' you say 'hoosit.'"

"DID NOT HAVE TO"

The Independent Stage Which Caused One Salesman to Quit.

Here is what a traveling salesman said to one of the office buyers one day this week

"I went to the house one day last week and told them to get some one in my place, that I was through. I'm tired of getting letters first from one department and then the other, asking me why I don't sell more of this or more of that; telling me to canvass towns and make an individual report on the goods used by a certain line of trade and to show why we can't get a part of it. These are a few things I am asked to do. I won't do it. I know my business and my trade and where I can sell goods. If the house wants an errand boy they will have to get some one else. I'll not be "it." I don't have to."

"That's the whole trouble," suggested the buyer. "You don't have to—in my opinion you did the wise thing in resigning."

This man to the writer's knowledge has been on the road for one house for 25 years. He has grown rich. He bought stock in the house which pays him a profit of \$5,500 a year. Other investments in industrial stocks pay him as much.

That's why "he doesn't have to"—he's got a perfectly good reason.

And yet he was piqued at his house for asking him to do perfectly legitimate work in an effort to increase departmental business. When the house asked him to recommend a successor he refused to do so, and told the house to pick out its own successor to him.

The man was not quite fair. He was just a trifle ungrateful. True, he worked for all he got in salary and he has been a cracker-jack salesman, but he had reached the "don't have to" station, and he resented any attempt of the house to direct the labor which they paid for. He did not say so—he did not need to, but his whole attitude proved it—he felt he knew his business and did not propose to have the house interfering with him.

Then isn't he just a little ungrateful. That house picked him up a green product, gave him a good territory, taught him the business and doubtless stood for years of his

independent attitude after he had established a trade. The house did more than this—it gave him a chance to buy stock at par which is now way above par and pays big dividends. But all this the man forgot—he "did not have to" even remember that. His whole attitude toward the house is that of a spoiled self-willed, petulant child. His obligation was so slight, as viewed by himself, that he was not impelled to even suggest a man who could take his place. Notwithstanding, it was to his own interest to have the business kept up, because it is paying him handsomely.

The story in a nutshell is that this man felt himself bigger than the house, which is the very worst notion an individual employe of any kind can get into his head.

The country is full of "don't have to" salesmen, and the majority have not the financial independence to back them up that the subject of this story has. These "don't have to" salesmen are simply fully developed specimens of the "I won't do it" child. They don't want suggestions from any one. They don't want to do anything but travel their territory as they please and to handle the trade as if it were their own personal and private property. Modern business has no use for them. They won't last.

The dominant note in modern business is "the house," and that means the organization back of the business. Any man who puts himself ahead of the organization is putting himself outside of the organization, or, in other words, putting himself out of a job. Really the best thing the "don't have to" salesman can do is to quit. If there has been a place for him, or if the house has tolerated him, it is pretty apt to grow weary, and if he does not quit he will get fired sooner or later.



DISCONTINUED

We have discontinued our Chicago branch.

Experience has taught us that we can deliver an express order from Decatur the day after its receipt and heavy freight shipments can be delivered in two days' time.

In view of this excellent service it seemed a useless expense to maintain a branch at Chicago.

SOME TELLING FIGURES

Cut Price vs. Salesman's Salary.

Nov. 18, 1913.

To Members:

Gentlemen—Upon request of two members we reproduce a circular sent out March 2, 1910, on the above subject.

"It is notorious that the Salesman's 'Tale of Woe' on high prices and competitor's low prices, only too often influence 'The Office.' Have you considered what that means and have you shown your salesman what it means for him. Read this over twice and see what you think of it.

"Assume that your salesman sells \$100,000 annually, at prices on a basis of 10 per cent manufacturer's profit, from which the salesman is paid on a 3 percent basis.

"Result—Manufacturer's profit, \$7,000.

Salesman's salary, \$3,000.

"To maintain the Manufacturer's profit and the same salary:

"If he cuts 1 per cent he must sell \$111,111, or 11 per cent more goods.

"If he cuts 2 per cent he must sell \$125,000, or 25 per cent more goods.

"If he cuts 3 per cent he must sell \$142,857, or 43 per cent more goods.

"If he cuts 5 per cent he must sell \$200,000, or 100 per cent more goods.

"If he don't sell more than before, and to retain for the Manufacturer the same profit (which should be), it will be necessary to cut his salary.

"On a 1 per cent cut of price from \$3,000 to \$2,000.

"On a 2 per cent cut of price from \$3,000 to \$1,000.

"On a 3 per cent cut of price from \$3,000 to 0 and on a 5 per cent cut of price he should owe the manufacturer \$2,000 at the end of the year.

"Great, isn't it Is it not a fact, though

"Talk this over with 'Billy' the next time he complains about your 'prices being too high' and he attempts to break down your determination to 'stick to prices and terms.' Suggest to him that the above works the other way, too, if he can sell above your prices. Good 'Nervine.'"

Figures do not lie and this holds good today.

Respectfully,

M. WULPI, Commissioner.

GOOD WILL

Here is a little talk by Henry B. Joy, president of the Packard Motor Car Company, on the subject of "Good Will," which rings true. He says:

What is that which next makes most for success after organization, permeated with the spirit of co-operation?

It is conducting the affairs of the company along the lines of straightforward business principles, which will win for the company the good will of its patrons.

One of our basic rules of action is that we cannot buy the good will of a customer. He cannot sell good will. It will not stay bought.

If we do not deserve good will by reason of the quality of our goods, by the methods under which they are sold, by the service our organization renders, that good will, upon which the company's success depends, will slip through our fingers.

If we know and can prove that we are right, fair, equitable and sound in our principles, we will get the customer's good will ultimately and then it will belong to us. It will be ours by right of having won it fairly—by right of deserving it.

I would rather have this company right than to have it a greater financial success. I consider that the greatest success we can make is to have it said of us that we are right.



IN AUSTRALIA

Lawrence Drobisch, who was formerly connected with the advertising department, is now in Sydney, Australia, where he arrived December 8th. Actuated by a desire to see something of the world he sailed in November for this faraway country. He expects to take up advertising there and writes that he has several positions open to him.



Father—"Will our boy get any prize this year?"

Teacher—"Sure, he is going to get it in arithmetic."

Father—"Thank God, then we will have some one in the family that can read the taximeter"

DECATUR ORDERS

From the Dearborn Plumbing & Supply Co., Chicago, for 24 only D-11901 basin cocks, plain nut, friction ring and washers but no tail pieces.

From A. Dussell & Son of Columbus, Neb., for 72 only D-11902 basin cocks indexed hot and cold, with shanks drilled for $\frac{1}{2}$ " O. D. tubing. These goods are for the Thurston Hotel at Columbus, Neb.

From J. G. Weber Co. of Chicago, for 48 only D-11908 lever handle, plain top basin cocks. These goods are for the Schoenhofen Brewing Co. at Chicago.

From Jacob G. Weber Co. of Chicago for 6 only D-11902 basin cocks, indexed hot and cold, with friction rings and washers, less tail pieces. These goods are for the Tower building.

From Bailey & Farrell Mfg. Co. of Pittsburg, for 82 pairs of D-12909 china handles marked H. & C., for installation in the Holly Hotel at Charleston, W. Va.

From Bailey & Farrell Co. of Pittsburg for 27 pairs of Colonial Self Closing basin cocks for the Gladstone school at Pittsburg.

From Charles Jurgenson of Steger, Ill., for 12 only $\frac{1}{2}$ " D-12002 Fin. for the Steger piano factory.

From the Hot Springs Water Co. for D-23140 meter tester complete.

From F. L. Hays, Jr., for 40 only D-11902 Self Closing basin cocks, to be used in the Georgia building, erected by J. L. Campbell.

From the Board of Education, Chicago, Ill., for 1 D-11902 S. C. Basin Cock with Index Hot and with $3\frac{1}{4}$ " Shank, to be placed in the Henry school, and for $1\frac{3}{8}$ " D-11803 N. P. Stop less Body, to be placed in the Newberry school. The last was for $1\frac{3}{8}$ " D-11803 N. P. with 4 Arm Hdl., 2 N. P. 4 Arm Hdls. for ditto, 2 N. P. Pl. Top Nuts only for ditto, to be placed in the Moos school.

From E. J. Reamdonck, St. Louis, Mo., for 342 $\frac{1}{2}$ " D-8646 stop with rough N. P. body neck, to be finished N. P. with finished N. P. cap and S. S. flange and with all porcelain 4 arm handles, H. & C.; 342 $\frac{1}{2}$ " D-8633 rough N. P. stops with finished N. P. cap and all porcelain 4 arm handles, H. & C.; 56 $\frac{3}{4}$ " D-8633 rough stops with all

brass handles; 20 1" D-8633 rough stops with all brass handles; 40 $1\frac{1}{4}$ " D-8633 rough stops with all brass handles; 68 $\frac{1}{2}$ " cast brass spouts with $\frac{1}{2}$ " male I. P. thread on inlet end with outlet end tapped with hose couplings except outlet spout end to angle at 8 degrees and with adj S. S. flange, all finished N. P. These are to be placed in the Warwick Hotel, St. Louis, Mo.

From Hutzell & Co., Ann Arbor, Mich., for 24-11909 N. P. 12 Hot and 12 Cold. These are to be placed in the Allenel Hotel.

From L. M. Rumsey, St. Louis, Mo., for 6 D-12902 Finished S. C. Basin Cocks, H. & C. These are to be placed in the Jefferson Hotel, St. Louis, Mo.

From L. M. Rumsey, St. Louis, Mo. for 1 2" D-13160 Reg. for hot water. 1 $\frac{1}{2}$ " D-13160 Reg. for cold water 1 2" D-14401 Water strainer, 1 $1\frac{1}{2}$ " D-14401 Water Strainer. These are to be placed in The Planters Hotel, St. Louis, Mo.



NEW YORK ORDERS

From W. N. Fairfield as follows: 72 D-8303 Basin Cocks, H. & C.; 20 D-8794 W. $\frac{1}{2}$ " D-25033 Supplies; 10 D-25112 C. W. & O.; 20 pairs $\frac{3}{8}$ " D-25001 Supplies; 60 $\frac{3}{8} \times \frac{1}{4}$ " N. P. D-25098; 36 $\frac{5}{8}$ " D-6514 S. & W.; 66 $\frac{1}{2}$ " ditto; 6 $\frac{1}{2}$ " D-9021 Sill Cock; 12 $\frac{1}{2}$ " D-9075 Fin Tray Bibbs.

From C. A. Allbe Plumbing Co. of Springfield, Mass., through W. N. Fairfield, for 42 D-12902, indexed hot and cold, to be installed in the Williams block of that city.



AGAIN IN THE HARNESS

W. N. Dill left Sunday, January 11, on his first trip. He headed for Keokuk, Ia., to attend the annual meeting of the master plumbers, and expected to continue on West.



Don't be afraid to use the other fellow's good ideas. The world never would have advanced if it hadn't done the same thing.



"Who gave ye th' black eye, Jim?"
"Nobody give it t' me. I had t' fight for it."—Life.

HERE WAS A BOSS WHO WASN'T

Once upon a time, runs a modern fable, a youth about to embark on the sea of matrimony went to his father and said:

"Father, who should be boss, I or my wife?"

The old man smiled and said:

"Here are a hundred hens and a team of horses. Hitch up the horses, put the hens into the wagon, and, whenever you find a man and his wife dwelling, stop and inquire who is the boss. Wherever you find a woman running things leave a hen. If you come to a place where a man is in control, give him one of the horses."

After ninety-nine hens had been disposed of he came to a house and made the usual inquiry.

"I'm the boss of this farm," said the man.

So the wife was called, and she affirmed her husband's assertion.

"Take which horse you want."

"I'll take the bay."

But the wife did not like the bay horse, and talked to him. He returned and said:

"I believe I'll take the gray."

"Not much," said the young man, "you get a hen."—Bindery Talk.

**HASTE NOT ALWAYS ECONOMY**

A story is told of some Japanese business men who visited New York and were hurried from their hotel to a local subway train. They were then transferred from the local train to an express train, then made another transfer to another express train and were finally landed, much out of breath, at the battery. "Why did we make all those transfers," asked one of the Japanese. "We made them," replied the American, "because we saved four minutes." "And what, please," inquired the polite Japanese, "are we going to do with the four minutes?"

In Japan people do not over-exert themselves to save minutes and seconds. Effectiveness lies not in a nervous strain to get somewhere quickly by clipping off seconds of time. Such hurry and bustle is an evidence, not of efficiency, but of nervousness, to which most of us are too much prone. The efficient person may be likened

to a well constructed machine, which runs smoothly without noise, but produces a constant stream of power. When we hear the motors begin to pound we can be sure that the machine is not doing its best work. If we must save four minutes let us save either by starting four minutes sooner or by taking it up at the end of the day, for unless one is catching a train, four minutes saved by hurry and nervous strain is often paid for by twice four minutes lost in some other part of the day's proceedings. Time is saved by the correct use and apportionment of it.

**BRASS MANUFACTURERS**

(Plumbers' Trade Journal.)

The National Association of Brass Manufacturers held its annual meeting at the Hotel Astor, New York City, December 10th and 11th, and passed an order to establish a uniform thread for the tail piece or shank of all ball cocks, in which the co-operation or assistance of all manufacturers, especially tank manufacturers who make ball cocks, is solicited, whether members or non-members.

The convention ratified the work of the List Committee on the work done thus far on the Official Catalog and Price List, that is to be issued January 1st, 1915, in which many types or styles of goods that time and progress in the plumbing line has rendered obsolete, to be supplanted by new goods that have taken their place.

A notice of this will be issued to all manufacturers and jobbers in the United States and Canada from the commissioner's office at the earliest opportunity, giving detailed information.

The List Committee is considering the question of establishing uniform thread on all 3/4-inch hose couplings, in which the co-operation of the manufacturers in that line is also respectfully solicited.



Man grows in confidence and mental strength as he develops in knowledge of himself and his goods.



Don't misrepresent your goods; when it becomes necessary to do so it is time to quit the business.