

# MUELLER RECORD

PUBLISHED AT DECATUR, ILLINOIS

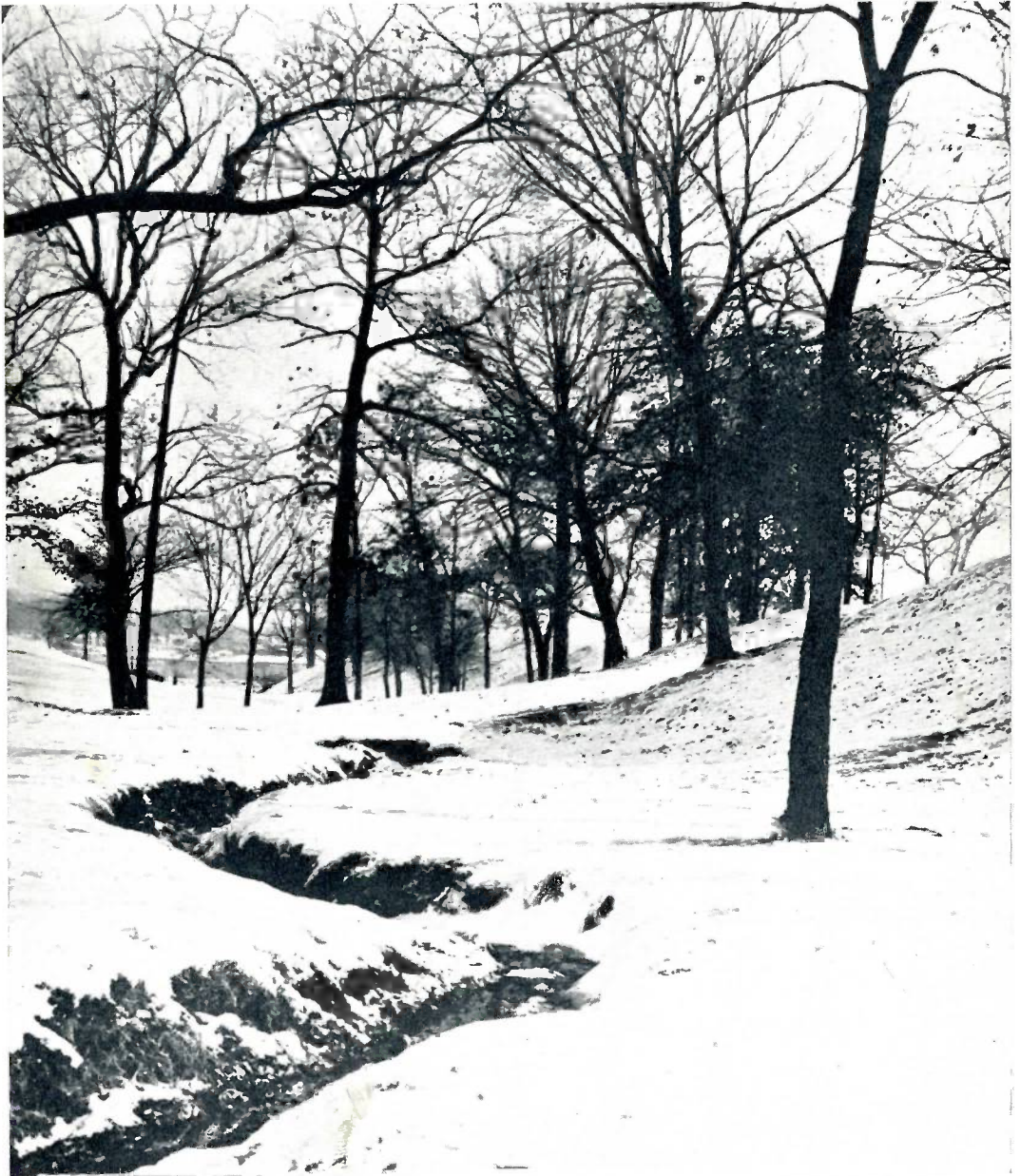


PHOTO BY WALTER BOWAN

*Early Winter Scene at Nelson Park, Decatur*

JANUARY, 1938



## Right Combination for Reducing Tapping Costs

## Mueller Machines and Mueller Stops --- The

Used by 95% of all water works, and have never failed to function, many of them have lasted a life time.

However, there is no economy in hanging on to an old machine. They still do the work, but not so good or so satisfactorily as the later patterns.

Suppose you investigate this new machine, and get our attractive trade-in offer for any type machine you may be using.

The new and up-to-date machine does everything that the old machine does, only it does it easier, faster, and with less effort on the part of the operator.

### Standard Equipment

Ratchet Handle, Combined Feed Nut and Yoke; Combined Drills and Taps with MUELLER Thread,  $\frac{1}{2}$ ",  $\frac{3}{8}$ ",  $\frac{3}{4}$ " and 1". Screw Plugs with outside MUELLER Thread,  $\frac{1}{2}$ ",  $\frac{3}{8}$ ",  $\frac{3}{4}$ " and 1". Iron Saddles for 4", 6", 8" and 10" C.L. Pipe. Large Rubber Gasket for all sizes of Cast or Wrought Iron Pipe. Small Rubber Gasket for top of Saddle; Round Link Chain with Eyebolt and Hook for Pipe up to 12". Chain Wrench; Body Cleaning Chisel; Lubricating Oil and Cutting Grease.



# MUELLER CO.

DECATUR ILLINOIS



*Your Inquiry will be  
given Prompt Attention*



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**WAGES AND DOLLARS**

It's surprising, sometimes, how people can shut their eyes to the fact that there is a direct relationship between wages and prices. They seem to forget that the item marked "labor" amounts to a considerable portion of the cost of any article they buy.

While thinking along these lines, we'd like to quote from a letter sent us recently by a man who'd been doing some thinking about this very subject. He writes:

"All this talk of better wages and, at the same time, higher prices makes me wonder if we fellows in the plants are better off or worse off than we once were. Can you tell me — who's ahead? Are we really better off than a while back, or is the whole thing just a kind of merry-go-round?"

**Comparisons**

That question is very much to the point. Just where does the average wage earner stand? Compared with the depression years? Compared with the big year of 1929? And compared with, say, twenty or twenty-five years ago?

All available figures seem to show that the average workman's actual purchasing power today is higher than in any of the three periods mentioned above — in fact, that it is higher today than ever before.

Average wages will buy more today than at any time during the depression, figures of the National Industrial Conference Board indicate. Even more surprising, perhaps, they will buy more than in the boom year of 1929.

**Buying Power Higher**

Statistics reveal that while average weekly earnings are lower than in 1929, the cost of living is still lower. As it works out, today's dollar is worth approximately \$1.15 in 1929 dollars, making actual buying power higher today than then.

When we come to compare real wages today with twenty or twenty-five years ago, the advantages of today's worker is still more striking. The average factory worker today is about 46 per cent better off than in 1914 — basing this estimate on wage and cost of living indexes of the National Industrial Conference Board.



**THE NEW YEAR**

You have come to the New Year. It is going to be yours to enjoy to the utmost, or you can make it drab, dreary and unhappy. Let's begin with thankfulness that we are American citizens. There are things of a political and economic character which sometimes annoy us and make us whine about hardships either real or imaginary. After all we should forget these petty annoyances and center our thoughts on how much better off we are than any other nation. We have the greatest liberties of any civilized nation, greater independence, greater luxuries, and higher standards of living, as well as recognized equality. The best way to illustrate all these blessings is to apply the yard stick of comparison to other nations. In doing this you find, according to reliable statisticians and economists, the following:

In the United States, there is one radio to every 6 persons; in Europe, including much-talked-of Russia, there is one radio to every 17. In the United States there is one mile of railroad to each 500 citizens; in Europe, there is one mile to each 2,000.

The United States has one telephone for every 7 persons; Europe has one for every 35. The United States has one automobile for every 5 persons; Europe has one for every 59. Ten out of every 50 Americans use electric lights; 10 out of every 75 Europeans are electric light customers. In the United States, life insurance averages \$864 a person; in Europe it averages \$69 a person.

# THE MUELLER RECORD

Published at Decatur, Illinois, by MUELLER CO.,  
Manufacturers of Vital Spots Products for the Plumbing, Water and Gas Industries.

C. N. WAGENSELLER, EDITOR

## FRIENDLY PUBLIC RELATIONS

### President E. F. Dugger Gives Seven Rules For Operation Of Water Works



Mr. E. F. Dugger of Newport News, Virginia, Water Works Commission. President A. W. W. A. 1938.

In a recent address Mr. E. F. Dugger, Newport News, President of American Water Works Association, referred to the importance of friendly public relations of water works employes and officials. The size of the town or plant makes no difference. He holds consumer's good will more important than local publicity for the water works supply system. It is his belief that it is easy to operate a water supply system when based upon the following items:

1. Retain only competent employes who are polite and courteous at all times.
2. The property and plant to be kept clean and neat.
3. Continued constructive efforts to improve the water plant even if funds are low.
4. The water supply company drivers to be more than usually considerate of others while on the road.
5. When it is necessary to install pipe lines, avoid as much as possible interference with community life.
6. Tell about the water supply work at home.
7. Have frequent conferences with the water employes and tell them what is to be done to popularize the Department, calling attention to the fact that every morning affords a new opportunity for service.

• • •  
Doctor: "What! Your dyspepsia is no better? Did you follow my advice and drink hot water one hour before breakfast?"

Patient: "I did my best, but I couldn't keep it up more than ten minutes."

## ON A LARGE SCALE

### Big Vineyards, Herds Of Cattle, Orchards And What Not In California

Out on the Pacific coast the people always have something to talk about and the subjects are big ones, because everything on the coast is big, with few exceptions. This is not intended sarcastically. It's intended literally. Persons who have not visited this section can have little or no conception of the breath-taking magnitude of many of the coast enterprises, nor of the grandeur of nature's handiwork.

Here are a few facts for which we give credit to the Pacific coast magazine "West Ways."

#### A Vast Vineyard

Largest vineyard, 5,000 acres; founded by Secondo Guasti, 1900, winery capacity five million gallons; world's largest fermentation cellars, 450 x 154 feet, holding 1,250,000 gallons.

Largest pear orchard is Di Giorgio Fruit Corporation, five miles southeast of Marysville. Contains 618 acres of which 563 acres are planted in fruit trees, 473 acres being in pears.

#### The Russ Building

Largest office building measured in floor space, Russ Building in San Francisco, 335,245 square feet of office space exclusive of ground floor or garage; thirty-one stories high; to top of flag pole 435 feet; cost \$6,700,000.

Largest municipal park—Griffiths Park, Los Angeles, 3761 acres.

Longest stretch of any federal numbered highway in any one state in the United States is U. S. No. 99, Calexico north to California—Oregon line, 921 miles.

#### High Points

Highest pass crossed by a state highway is Tioga Pass, 9,946 feet above sea level.

Highest bridge is the Golden Gate, 220 feet above high water.

Largest herd of Guernsey owned by Adolr Milk Farms, located in San Fernando Valley, numbers 2,500 head together with 1,000 head of Holstein cattle.

#### Chinchillas Worth Millions

Oldest Chinchilla farm, Inglewood, California, with 850 chinchillas, more than three fourths of these animals in the world today. A single pair is worth \$3,200. Owned by R. E. Chapman, whose father imported the first chinchillas from Chile. At this price 425 pair would be worth \$1,360,000.

(Continued to Page 11)

# CHATTANOOGA SETS FINE EXAMPLE



Chattanooga is a fine southern city. We know this because it is there that Mueller's factory making hydrants, large valves, and other equipment is located. There is a spirit of courtesy in the people, a genuine southern desire to make visitors happy and comfortable. Every courtesy is shown visiting automobilists. As soon as a traffic officer spies a strange license he swoops down upon the tourists, who doubtless expect to hear that old sarcastic query, "Well where do you think you are going?", Instead, the smiling official approaches and hands the tourist a tag, not one of those sending the recipient to a traffic court, but one extending to him the courtesies of the city. Above is a sample of the tag.

## Read This Tag

Raleigh Crumbliss, Associate Director, Chattanooga Chamber of Commerce, writing in the American City, says:

"Chattanooga's policemen, not only the traffic officers but both foot and motorcycle patrolmen as well, are schooled in the technique of greeting visitors from other states and showing courtesies. A foreign license plate on an automobile is rarely missed by the watchful eyes of these up-to-date municipal salesmen.

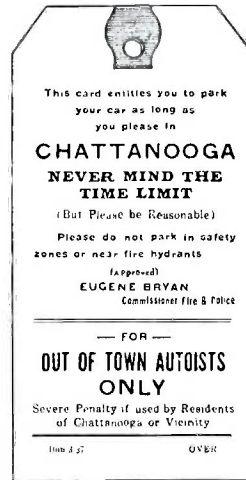
## Tourists Prolong Visit

We have ascertained that hundreds of tourists planning merely to pass through Chattanooga are so appreciative of the friendly greetings of the traffic officers and the courtesy tickets that they actually stop over and spend a day or two in this city to see what it is like. Incidentally, they spend money, which is one of the reasons of going after tourist business."

How much better this is than to subject visitors to the restrictions applying to residents of the city. Here is an example which other cities might well imitate.

Five minutes of constructive thinking will do more than a whole night of wishing.

Every man is at his best when he adds enthusiasm to whatever he honestly believes in.—Wannamaker.



## THE SUNNY SIDE

There are many readers of Mueller Record who will remember Marshall P. Wilder, at one time a popular entertainer. Deformed though he was, he had a cheerful, happy nature and spread the gospel of happiness and optimism. One of his sayings is not only appropriate for the new year, but well worth remembering. He said:

"I live on the sunny side of the street; shady folks live on the other. I have always preferred the sunshine and have tried to put other people there, if only for an hour or two at a time."

## PLEASANT TIME HAD BY ALL

One evening a farmer was paying a neighbor a visit and to light him on his way took a stable lantern.

After dining well but none too wisely, the farmer set off home.

The next day he received a note from his friend:

"This morning I found a lantern standing in my dining room. Will you please return my parrot and cage?" —Montreal Star

Teacher: "What did Juliet say when she met Romeo in the balcony?"

Pupil: "Couldn't you get seats in the orchestra?"

Attorney: "A difficult case."

Client: "I know the evidence is strongly against my innocence but I've \$50,000 to fight the case with."

Attorney: Good! As your attorney I assure that you'll never go to prison as long as the money lasts.



*Mt. Pleasant Mansion—Arnold's Home*



## From Patriot to Traitor . . . Benedict Arnold Threw Away Reputation and Home in America

Next month brings the birthdays of two great Americans—Washington and Lincoln—whose title to greatness is flawless. They live in the hearts and memories of the people as the truest exemplars of American ideals, loyal, honest, and devoted to the highest principles of American statesmanship. The good of the people and of the nation was to them a duty from which they never deviated, and their records today are held up to the young as patterns for emulation.

### A Vivid Contrast

This month brings the birthday of another American, whose very memory is despised and detested. His name—Benedict Arnold, traitor to his country, an outcast who died despised, no less in England to whom he sold out, than in the country from which he had to flee. One hundred and fifty seven years have failed to efface his disloyal act, which history will always parade as an outstanding example of treachery.

### None Do Him Reverence

We know Arnold mostly as a traitor, and there are none so weak or poor as to do him reverence, not even in memory. His life, however, does present phases for meditation. One puzzles himself in searching for the cause which turned a brilliant and fearless American born soldier into a de-

spicable traitor. Arnold's life was divided into two contrary portions. He was a native of Norwich, Connecticut. At the outbreak of the revolution he raised and was captain of a company of militia. As colonel he assisted in the capture of Ticonderoga and Crown Point, which had been undertaken independently by Ethan Allen and himself. His campaign in Canada, the battle of Lake Champlain, the battles of Saratoga and other engagements stamped him as a fearless and a courageous soldier. His downfall was in a large measure due to his enmities and jealousies which were always arising. In 1777 he was deeply affronted by promotion over his head by Congress of five of his inferior officers to be major generals. His repulse of a British force at Ridgefield, Connecticut, won him recognition and he was promoted to be a major general. At Saratoga, where he was severely wounded, he quarreled with General Gates and was then nominally without command.

### In Philadelphia

After the British evacuated Philadelphia, he was in command there, and as everywhere he went he aroused enmities and was accused of disloyalty to which charge his marriage to Miss Margaret Shippen, a member of a loyalist family, gave color. He was court martialled and found guilty on two minor charges and General Washington gave him a mild reprimand. But the

discontented Arnold, probably with his plan of treachery already fomenting in his brain, asked for command of the fortification at West Point. Washington granted his request, but Arnold was unable, because of discovery, to carry out his infamous bargain with the British commander, General Henry Clinton, because of accidental discovery of his treason.

#### Joins British Army

Arnold fled to New York and became a brigadier general in the British army, leading a pillaging expedition into Virginia, commanded the British force which burned New London, Connecticut, after having overpowered the garrison at Fort Griswold and massacred most of the survivors. He went to England in 1781 and lived there most of the time and suffered the usual fate of traitors, despised by his own people and treated with contempt everywhere he went in foreign countries. In the last few years of his life he was a victim of melancholia.

#### Like Cardinal Wolsey

If any man could feel the pangs of remorse that smote Cardinal Wolsey, Arnold was the person to wail,  
 "So farewell to the little good ye bear me.  
 Farewell, a long farewell to all my greatness?"

\* \* \* \*

And when he falls, he falls like Lucifer,  
 Never to hope again."

#### What Poets Said

It is through the poets that one gleans the state of mind kindled in 1780 by the treachery of Arnold.

Thomas Dunn English, wrote:—

"Oh! that a soldier so glorious, ever victorious in fight,  
 Passed from a daylight of honor, into the terrible night;  
 Fell as the mighty archangel, ere the earth glowed in space, fell—  
 Fell from the patriots' heaven, down to the loyalist's hell."

And Philip Freneau, "wished him Bon Voyage" in these cheerful lines.

"With evil omens from the harbor sails  
 The ill fated ship that worthless Arnold bears;  
 God of the southern winds, call up thy gales,  
 And whistle in loud fury round his ears."

• •

"Young man, it was splendid of you to jump off the bridge and rescue your little friend. What prompted you to do it?"

"He had my skates on when he fell in."

## UNCLE ABNER SAYS:



The trouble with th' yeuth movement today is it's gettin' too far from th' woodshed.

Seems like the fan dancer who's got th' least number o' fans has th' most fans.

#### SHENANDOAH PARK POPULAR

The Shenandoah National Park has proved a strong magnet for travelers, practically all of them agreeing that it is one of the prettiest spots in the country. During the month of July, the past year, 172,000 motorists drove over the Skyline Drive. For the ten months ending on September 30 the total number of visitors to the park exceeded 690,000.

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#### FIFTY MILLIONS FOR DAM

A \$6,100,000 flood control dam near Ford City, Pennsylvania, is under way. This is the first of eight dams to control flood waters in the upper Ohio basin. The total cost of the eight dams will be \$50,000,000.

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Shoveller: "I dug this hole where I was told to and began to put the dirt back like I was supposed to. But all the dirt won't go in. What'll I do?"

Boss: "I have it. There's only one thing to do. You'll have to dig the hole deeper."

# I'M TELLIN' YOU

©A.C.S.



The difference between most men is little enough, but that's enough.

The difference between a shiny head and a shiny nose is a difference of tonics.

Skippy, the wire haired terrier of the editorial household, gets mad and growls if cuffed on the jaw, but cringes when belabored on the hips with a rolled newspaper, which is a difference of extremities.

The difference between talking an arm off a prospect before he signs on the dotted line is the loss of a sale.

This reminds us that the difference between a cat and a dog is a difference in numbers, one being a feline and the other a K—nine. Ouch! Who threw that brick?

Puzzle Adv.—“So she built the bridge table two feet wider,” says an advertisement. The answer—easy enough—halitosis.

At one time women had a monopoly on misrepresentation of age — but not now. Writers of liquor advertisements have stolen their thunder.

A large and varied vocabulary is valuable to some folk, but with others it simply shows a large and varied ignorance.

There is a good reason why some drivers can't make a car last a full season — too many telephone poles and railroad crossings.

At the close of the fishing season, one of our philosophic anglers says that one lesson he learned was that you can strain your back spading garden, but never in digging fishing worms.

Mussolini's chin sticks out to show the world that he can take it.

The farther away you are from a celebrity, the greater he appears.

The length of a minute all depends. If it's a telephone operator's minute, it is anywhere from three to five minutes, but on the clock or your watch, it is still sixty seconds.

The great Benjamin Franklin said, “We are more heavily taxed by our idleness, pride, and folly, than we are taxed by government.” May have been true in Benjamin's day, but oh, Miranda, how things have changed.

President Roosevelt got front page attention, when he had a tooth pulled. The editor of this sheet had sixteen pulled and got nothing—but a pain in the jaw.

A man has invented a sawed off saxophone. We hope it is sawed off just behind the mouth piece.

“You never know a car until you have lived with it,” says an authority. Same thing goes for a mule.

Many a woman thinks she can drive as well as a man—let's go a step farther—too often, by gosh, she's right.

Half the car owners have never purchased a new automobile. Probably went broke on the first one. It's not the original cost you know, it's the upkeep.

O. O. McIntyre has flung a diary paragraph into his column, and tries to give it a Samuel Pepys fling. It doesn't go over so good. It lacks the “dirt” that old Samuel peddled, which made a stronger appeal to his readers than style.

Don't wait for July to bring the awful toll of the highway and city streets during 1938. We assure you it will be terrible and suggest that you begin practicing careful driving immediately.

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## If Not, Don't

The transport was shoving off for the Orient. Two little flappers were waving goodbye from the docks.

“I think it's a shame,” said one, “to send all those nice Marines to China. What will they do there?”

“What'll they do!” replied the other. “Ain't you ever been out with a Marine?”

A college education shows a man how little other people know—Haliburton.



## WOTTA LIFE, WOTTA LIFE

### Chicagoan Tells Tale of Woe In Application For Divorce

A Chicago high school science teacher has sued his wife for divorce. She is also a teacher, but she has talents in other directions which seem to qualify her to fill the chief office of all termagants according to her husband's complaints. He is slight of stature and in various encounters weighed in at 137 pounds, while wifey is a large, strong, robust heavy weight of some two hundred pounds.

Here is what the husband alleges in his petition for freedom from marital enthrallment:

"She struck him on the head with a brass candlestick.

Threatened to kill him with a loaded pistol.

Threatened to cut him 'to shreds' with a razor.

Struck him with her fist.

Attempted to deprive him of \$11,000 in a trust agreement.

Started lawsuits without foundation and had him served with summons in his classroom.

Caused him to appear in courts to answer support pleas when she was earning a teacher's salary.

Shut off heat in his bedroom.

Turned off the water in his home.

Destroyed his blankets and sheets.

Soaked his clothes in water.

Scattered and destroyed his notes from readings and research.

The complaint said these alleged acts constituted 'cruelty.'

Outside of this we judge that the defendant is a perfect lady.

We know nothing of the merits of the case and therefore are in a position to write about it impartially. We will say, however, that if one fourth of plaintiff's allegations are true, he is married to a shrew who has left Shakespeare's Kate of "Taming of the Shrew" sticking fast in the glue, with no prospect of ever being in on the money.

And to the plaintiff we feel compelled to say that he was a poor picker, assuming of course that he was the original sinner when he led his lady to the altar, again assuming that he made the proposal, unless it happened to be leap year and the lady took advantage of that fact.

As man to man we say to the plaintiff

## FIRST PERFORATED STAMPS

### Man Punching Holes With A Pin Gives Onlooker An Idea

Just as there are sermons in stones, running brooks, and so on to the end, there are stories in everything we see and use. Take the common postage stamp, which come in sheets, neatly cross perforated so that they can be torn apart either singly or in strips. It was not always so. Originally stamps came in unperforated sheets and had to be cut apart with scissors or knife. That was in England many years ago, and the Manchester Guardian tells of how the absence of anything with which to cut them apart led to the invention and adoption of a perforating machine.

#### Fire Fowler

In London there was a journalist, Charles Fowler, who specialized in reporting fires, and thereby earned the sobriquet of "Fire Fowler." In the course of his work Fowler was continually mailing out accounts of fires. One evening he was in his "office," the Red Lion, and placed his stories in envelopes and sealed them. When it came to attaching stamps, he found that he had neither scissors nor knife to cut them apart. It was an annoying dilemma, but Fowler was resourceful and quickly solved the problem with a common pin. With this he punched small holes around the stamps, and thereby secured a rough perforation which easily permitted their being detached.

#### Onlooker Grabbed Idea

Although Fowler was resourceful, he failed to realize that he had worked out a scheme that was patentable, just as hundreds of men have done since. One, Henry Archer, was more observant. He had watched Fowler's every movement. He carried the idea home with him and worked out a perforating machine and sold the idea to the British Postal Department. He received four thousand pounds for his invention. The machine, of course, has been greatly improved.

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that he was not woman wise and should have read what some of the philosophers and wise men have to say plainly and bluntly in their estimates of the "weaker sex."

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Do you really think the devil has horns and hoofs?

No. If he had, the meat packers would have got him long ago.

## Wisdom of the Ages

With every exertion the best of men can do but a moderate amount of good; but it seems in the power of the most contemptible individual to do incalculable mischief.—Washington Irving.

The lives of other men should be regarded as a mirror from which we may take example, and a rule of conduct for ourselves.—Terrence.

Too high an appreciation of our own talents is the chief cause why experience preaches to us all in vain.—Colton.

From principles is derived probability; but truth or certainty is obtained only from facts.—Sheridan.

Works without faith are like a fish without water; it wants the element it should live in. A building without a basis cannot stand; faith is the foundation, and every good action is as a stone laid.—Feltham.

A lie should be trampled on and extinguished wherever found. I am for fumigating the atmosphere, when I suspect that falsehood, like pestilence, breaths around me.—Carlyle.

As in a man's life, so in his studies, I think it the most beautiful and humane thing in the world, so to mingle gravity with pleasure, that the one may not sink into melancholy, or the other to rise up into wantonness.—Pliny.

He only is great, who has the habits of greatness, who after performing what none in ten thousand could accomplish, passes on like Samson, and "Tells neither father nor mother of it."—Lavater.

Every one can master a grief, but he that has it.—Shakespeare.

If the internal grief of every man could be read, written on his forehead, how many who now excite envy would appear to be the objects of pity.—Metastasio.

To be happy, the passion must be cheerful and gay, not gloomy and melancholy. A propensity to hope and joy is real riches; one to fear and sorrow, real poverty.—Hume.

What maintains one vice would bring up two children. Remember, many a little makes a mickle; and farther, beware of little expenses; a small leak will sink a great ship.—Franklin.

All traveling has its advantages. If the passenger visits better countries, he may learn to improve his own; and if fortune carries him to worse, he may learn to enjoy his own.—Johnson.

By examining the tongue of a patient, physicians find out the diseases of the body, and philosophers, the disease of the mind.—Justin.

## MISPRONOUNCED WORDS

The Office of Education, Washington, D. C., helped compile a list of twelve words most frequently mispronounced. They are not great jaw-breakers or scientific terms but little words which are used every day by everybody. This list is arranged in the order of frequency of use and the two letter word "on" heads the dozen.

1. On.
2. Again.
3. Toward.
4. Interesting.
5. Accept.
6. Address.
7. Preferable.
8. Drowned.
9. Perform.
10. Automobile.
11. Attacked.
12. Forehead.

For correct pronunciations see your dictionary.

## Shot Gun Wedding

Farmer: "I want to buy a shotgun."

Salesman: "Here's one that will last a lifetime."

Farmer: "Heck! It won't take me that long to marry off my daughters."

## Class Resentment

First Hobo (surveying stream of pleasure-seekers. I hate holidays. Makes yer feel common when nobody ain't workin'.")

## Flying Too Low

After a two miles chase the speeding autoist pulled over to the side of the road on signal of the cop.

Autoist—What's' the matter officer, was I driving too fast.

Officer (sweetly): "Oh, no, not at all. You were just flying too low."

## B. J. MULLANEY TAKES REST

Has Been Prominent And Active Figure In The Gas Industry

B. J. Mullaney, prominent and influential in affairs of the gas industry for twenty years past, has retired from his position as vice president of the Peoples Gas Light and Coke Company, Chicago. Mr. Mullaney is going to take life easy. He has earned the right to do so. His resignation became effective November 1. Mr. and Mrs.



MR. B. J. MULLANEY  
President, Peoples Gas  
Light & Coke Co.

Mrs. Mullaney will spend the winter in Southern California and plan going to France in the spring. Mrs. Mullaney has a home in the Paris suburb of Chantilly.

### An Active Career

Mr. Mullaney has had an interesting career. He is a native of Woodhull, New York, where he began life as a farm hand and a rural school teacher. When he came west, he entered newspaper work in Minneapolis. In a few years he moved to Chicago to continue his journalistic work as a reporter, political editor, and editorial executive of the Chicago Herald subsequently Times-Herald and Record-Herald. After sixteen years newspaper work he entered the advertising field which claimed his attention and ability from 1903 to 1916, except for four years as secretary to the mayor, and as Commissioner of Public Works. During the war he was publicity director for the Illinois Council of Defense.

### Turns To Gas

It was at the close of the war that he turned his talents to the gas industry and joined the Peoples Company in 1917. He was made director of Public Relations in 1919 and vice president of Industrial Relations in 1924. His previous work furnished a sound foundation for unusual and practical contributions to his new position. His rise to responsible position in this organization was rapid as it was in gas associa-

tion work. He has been a member of the Executive Board of the American Gas Association since 1922, vice president in 1927 to 1929, and president from 1929 to 1930.

### Public Spirited

He not only became an aggressive worker in his new connection, but as great as were the demands upon his time and energy, he identified himself with local and state activities. Among state public associations claiming his attention were the Illinois Public Utilities Association of which he was president 1932-1935; Illinois Manufacturers Association; chairman of the Public Relations Committee, 1933-37. Locally, he was a member and vice president of the Chicago Association of Commerce, chairman of its Ways and Means Committee, member of the Executive Committee, Senior Council, and chairman of General Publicity Committee.

The Record joins with Mr. Mullaney's many friends in the hope that his retirement will bring years of peace, happiness, and contentment.

## AUTHORIZES KILLING OF PIGEONS

Driving through Central Illinois we came to Petersburg, county seat of Menard County. We were interested in seeing a group of men with shot guns surrounding the court house. Suspecting imminence of a lynching or contrawise protection of a heinous desperado from the rope, we made inquiries. These brought forth the information that the men were shooting pigeons, because they had become an alleged roof nuisance. We wondered what would happen to the shooters if they tried this treatment on the pigeons of St. Mark's Cathedral, Venice. This celebrated cathedral is the home of thousands of pigeons. The magnificent structure was begun toward the close of the tenth century and it is one of the magnets which draws tourists to the famous old city. Pigeons have perhaps made it their home for centuries and have been left undisturbed without any particular damage to the stately structure. It is not known that there is any religious significance to the association of pigeons with the building or their protection, but no one kills them. Tourists like to be photographed at the fountain in front of the cathedral with hundreds of the birds fluttering around them.

### Just Babies

Stranger: "Tell me, have any big men ever been born in this city?"

Native: "No, sir—only babies."

## Always Something New

A pneumatic hammer has no trigger. The valve is opened by pressure on the work. A safety feature prevents tools from being shot out.

A vial dispenser for small tablets is made of phenolic plaster. A quarter turn of the non-removable top opens a slot through which the tablets drop out one at a time.

A new paint applied directly over rust is said to penetrate the rust and prevent further corrosion.

A molded plastic make up kit, cylindrical shaped, is only  $2\frac{1}{4} \times \frac{7}{8}$ ", yet has four compartments. One for rouge, cream, powder, and eye shadow.

A novel tag for traveling bags has a tiny padlock to prevent removal of metal tag bearing name and address.

There is a ring binder of a new type which operates without the snapping action of springs. A slight pull on a small lever opens the rings and closes them, when the lever is pushed back.

A new style electric kitchen is housed in a small unit. It includes electric refrigerator, small electric stove, sink, work spaces, and shelves. It folds into one compact cabinet, when not in use.

A new alloy of nickel, molybdenum and iron has high resistance to hydrochloric and other acids. Its physical properties are comparable to those of good alloy steel.

## A DESERVED REBUKE

The farmer was passing through his barn with a bundle of straw in his arms. Suddenly one of his horses let go with both hind feet, catching the farmer squarely in the seat of the pants. The blow lifted him clear off the ground and smack up against the wall.

The farmer picked himself up and glared at the horse.

"You cut that out now," he ordered sharply, "can't you see I'm busy."

## MEAT BUYING CHART

### Another Effort To Educate Public How To Make Selections

The butcher is a "cut up." He never quits. Day after day he cuts, he saws, he cleaves, and he has many weighs to add a little diversity to his day's work. Here is a tradesman who serves customers, who really do not know whether they are making a good buy or not. It is said the average patron knows less about meat, or how to judge it, than anything he buys to eat or wear. The big packers and the butchers know this but have failed to educate the public, which they tried to do with diagrams naming various cuts. It was wasted effort. The customer seemingly preferred to dwell in ignorance rather than be able to designate the cut he really wanted. All he knew was that he wanted meat, and it was quantity rather than quality. There are many who may know good meat, but circumstances compel them to buy on the quantity basis. One of the big city packers is again trying to educate "the buying public." This particular chart reproduces in full color and dissects the whole beef carcass into recognizable retail cuts and then ties it up with pictures of each cut as it will appear on the consumers table. The wise buyer will then know all about the cut, except the taste, and for that the cook will be largely responsible.

## BOOKS

The Bible is still the best selling of all books. An average of 30,000,000 copies are sold yearly or 80,000 a day.

In the United States, Abraham Lincoln has been the leading subject for books. It is said more books have been written about him than any other historical character. Prior to 1870 Napoleon was a favorite subject and seems to have held the record up to that time.

Noah Webster spent approximately 25 years compiling his American dictionary of the English language. He began in 1803 but the book was not published until 1828. He had already published, prior to 1803, a speller and compendious dictionary. The American dictionary when completed contained 12,000 more words and 40,000 more definitions than had any dictionary yet published.

## AROUND WORLD 24 TIMES

### One Month's Production Of Cigarettes Produce Astonishing Statistics

In days of old when men were bold and risked invidious comparisons by daring to smoke cigarettes in public, there were two brands on the market which were popular, in a limited sense. They were known as "Old Judge" and "Sweet Caporal." Old time smokers scorned them and held fast to their cigars. Young men and boys were the cigarette "fiends" of that day. The least offensive epithet applied to them was "dude" which meant effeminate or sissy-fied.

#### Almost Beyond Belief

Now the consumption of cigarettes is almost incomprehensible and the ladies are the "first aid corps" to the males of the land. All the crusades and all the preachments have failed to even make a pause in the growing habit.

This is true if the figures, of the bureau of internal revenue are to be relied upon. Here is what they show for October, 1937, a new record high.

#### New Record High

In that month the production of small cigarettes reached the enormous total of 13,892,142,613 compared to 13,203,851,027 in 1936.

Production of large cigars declined 33,539,153 in October of last year from 517,563,260 of the previous October. Small cigars in October, 1937, amounted to 17,897,560 against 17,140,080 in October of 1936. The large cigarettes produced in October amounted to 308,870 as against 177,900 in 1936.

#### No Machine Big Enough

These figures excited our curiosity. We have all kinds of office machinery but nothing with sufficient capacity to meet the problem which developed in our imaginative brain. Therefore we had to depend on our best mathematicians, and had the figures checked and rechecked. This is what we learned. A small cigarette is  $2\frac{3}{4}$  inches long and 13,892,142,613 cigarettes end to end make 38,203,392,185.75 inches. There are 12 inches in a foot and these cigarettes would therefore make 3,183,616,015.48 feet.

#### Twenty-four Times Around World

There are 5,280 feet in a mile which gives us 602,957.58 miles of cigarettes. The earth's circumference is approximately 25,000 miles, so we have enough cigarettes to circle the globe 24 times plus.

## In Money

Carry this a little farther. The October cigarettes in packages amounted to 694,607,130 and at 15 cents a package cost \$104,191,069.50. A dollar bill is approximately 6 inches long so we spent 625,146,417 inches of money to smoke up the October production or 9,868 miles, more than 1/3 of the earth's circumference.

#### Chance To Go Nutty

If the reader is not off balance by this time we can supply further entertainment. Since writing this we ran across an item in a local paper where in it told of Decatur High school principals of some 30 years ago figuring out mental deficiencies of pupils who smoked cigarettes, and if you can find out how many persons smoked these billions of cigarettes and make 25 per cent the extreme of mental deficiencies, you will learn why the world is cuckoo.

#### Worse And More Of It

The above article was written several weeks ago. The enormity of the figures were so astonishing that they seemed unbelievable, covering as they do only one months production, but they are now proved correct. On December 23rd we came across an Associated Press Dispatch giving similar statistics for a year. It says:

NEW YORK—Enough cigarets to encircle the earth at the equator 282 times, if laid end to end, were rolled in American tobacco factories in 1937, a record year.

The total reached the stupendous sum of 163 billion, as compared with 152,400 million in 1936, 103,560 million in 1932 and 119,600 million in 1929, estimates based on bureau of internal revenue reports indicated.

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(Continued from Page 2)

#### Small Things

Smallest jail on the San Francisco-Oakland Bay Bridge consisting of one cell. Violators of traffic regulations are locked up there.

Smallest oil lease at Signal Hill, a producing oil well with a daily output of 120 gallons of high gravity oil. The 84 foot derrick occupies a tiny triangle 26 x 46 feet.

• •

#### Nobody

"Our hair restorer will grow hair on a billiard ball."

"Yeah, but who wants a billiard ball with hair on it?"

A wit's a feather, and a chief's a rod, an honest man's the noblest work of God—Pope.

# GUESTS FROM LONE STAR STATE . . . .



*In center Tony Yonker of Mueller Water Works Division—To right Mr. Jack B. Dale.*

It's been some time ago, October 22, since the visit of Mr. Jack B. Dale, president of the Briggs-Weaver Machinery Co. of Dallas, Texas, but we wish to acknowledge the courtesy and to assure him and his companions that it was a pleasure to welcome them and we express our appreciation of the call. Mr. Dale was accompanied by eight salesmen and members of the office force of the company mentioned. Mr. Dale, and his travelling companions, were just completing an extensive trip to the north and east, the sole object of which was to visit the companies Briggs-Weaver Co. represents in Dallas, get acquainted with the manufacturers and inspect their factories and processes of manufacturing. It was an ambitious undertaking and puts the Briggs-Weaver Company in the class of progressive and aggressive wholesalers.

After meeting company members and heads of various selling divisions they were escorted through the Mueller plant by A. O. Yonker, of the water works division.

The visitors were guests at Luncheon in our cafeteria and were then taken on a short automobile trip over the city of Decatur, including a trip to the lodge at Mueller Heights, the Athletic Club House, and a ride over the new Lake Shore Drive.

The visitors left on the Wabash Banner Blue train for St. Louis. After so long a trip they were anxious to reach home the following morning. The Decatur visit was

the last stopping point in the itinerary of the visitors.

## JUST ABOUT GIRLS

A girlie whose name doesn't matter,  
Found that she got fatter and fatter,  
But she dieted so well  
That she now looks like —,  
And there isn't a place you can patter.

Mr., Miss;  
Meet, kiss.  
More kisses;  
Mr., Mrs.

He's suffering from high blonde pressure.

## IT'S TRUE

A city and a chorus girl  
Are much alike, 'tis true;  
A city's built with outskirts,  
A chorus girl is too. — Puppets.

## The Spinster's Epitaph

Here lies the body of Mary Jones,  
For her life held no terrors.  
It really was an open book —  
No hits — no runs — no errors.

## Try A Doily

Flapper: "I would like to try on that vieux rose frock in the window."

Saleslady: "I'm sorry, that's a lampshade, but we could copy it for you."

## THIS TIME IT WAS A PIGEON

### Barber Befriends A Small Feathered Waif In The Storm

Now and then the barber has something more interesting to talk about than the world series, economics, the president and politics. We always let the barber do the talking, because he has opinions and is bursting his belly band to put them into circulation. In November last, Illinois was given some genuine winter weather with five or six days of snow and near zero cold. Having, as usual, stalled the party of the second party for two weeks to avert the cutting of our curly locks, we yielded and went to the barber shop.

#### Averting A Domestic Tragedy

In passing, however, we wish to remark that we yielded only under duress—that is a threat to throw our editorial carcass in the garbage can if we came home again with Buffalo Bill curls hanging down on our shoulders.

Sitting down in the torture rack to receive the white apron we rolled eyes heavenward and espied a pigeon sitting on a ledge near the ceiling. That glance was the signal for the barber to open up his vocal batteries.

#### Came In Uninvited

"He was at the door when I came this morning. The minute I opened it he walked in uninvited and shook himself. He was wet and he draggled with last night's snow. Picked him up and dried him with a towel. In doing this I noticed a band on his leg marked "B. S. K. 137," carrier pigeon, see? He refused to eat bread so I bought some bird seed and he filled up on that. Going down to the feed store presently and get him some grain, something substantial. I'd like to know where he belongs, I'd send him home."

#### It Was Thoughtful And Humane

We were interested both in the bird and the man, who was thoughtful and humane enough to care for the little stranger, showed that he had a heart, and the pigeon seemed to like it. Every now and then he'd flutter down from his perch and parade about the shop. He seemed to know that he had found a friend, and that he was safe from the storm and the biting northwest wind, which he had battled the night before for hundreds of miles, perhaps.

Misfortunes are often blessings in disguise; A dog without a tail has no fear of a tin can.

## ENGLISH HUMOR

English Agent—"Now, there is a house without a flaw!"

Customer—"My gosh, what do you walk on?"

The train with three inebriates aboard slowed down for the stop at Wembley.

Said the first—"Is thish Wembley?"

Second—"No, it's Thurshday."

Third—"So'm I."

"Your husband seems to be a very brilliant man — suppose he knows most everything."

"Don't fool yourself, he doesn't even suspect anything."

Her Ladyship: "What is it now, William?"

Butler: "It's his lordship, my lady, He's just sent me a note to say that he's going on a brief vacation, and he desires me to forward his drawing materials."

Her Ladyship: "Well, well, isn't that plain enough?"

Butler: "Hardly, my lady," "I don't know whether to send his paints and brushes or a couple of corkscrews."

The English laugh at a joke 3 times:

1st when they hear it.

2nd when they tell it.

3rd when they understand it.

"Were you presented at court when you were in England?"

"Yes, and had to pay five pounds fine."

## CHANGE CREWS OFTEN

Locomotives do not grow tired rushing over the rails at tremendous speed, but train crews do, which is one of the reasons why frequent changes are made on long trips. The Canadian National Railway furnishes a good illustration. The distance between Halifax and Vancouver is 3,771 miles. There are 11 changes of train crews and 24 in engine crews necessary on this transcontinental trip.

#### Comforting

Dear Old Soul (visiting her very sick brother): "I've a very nice letter from Emily. She says she's so sorry she ain't able to come and see you but she hopes to be able to come to the funeral."

# Prominent Men In Gas Industry...



MR. NAT. C. MCGOWEN

*New President of the American Gas Association*

Gas, natural or manufactured, and gastronomy, seemingly have no affinity beyond the sameness of their first syllable. After that they take the switch for different points. However, gastronomic habits, aided and abetted by electricity and oil have had an influence on the use of gas for domestic purposes. This interesting fact was developed at the convention of the American Gas Association held in Cleveland in September. Two very significant addresses touching on the decrease in the volume of gas used in the home were made by two men prominent in the industry. One of these was Mr. Herman Russell, Rochester, N. Y., Gas and Electric Corporation, retiring President of the Association and the other, Mr. Walter C. Beckjord, Vice President and General Manager of the Columbian Gas and Electric Corporation.

Both of these gentlemen are prominent in the gas industry. Both of these addresses were along the line of the state of the gas industry. They were important and significant.

Mr. Russell said in part, after a brief survey of the industry in the past:

## A Battle of Fuels

"In the home the fuel battle is being fiercely waged. Here, where gas reigned supreme, coal and oil—thanks to improved appliances—have returned to the fight and a new foe in the form of electricity, with colors waving and band playing, has joined the attack. The sales of manufactured gas for domestic use, exclusive of house heating, decreased 23 per cent from 1930 to 1936 and for the six months of this year, 1937, show a drop over the same months of 1936 of 2.9 per cent; and natural gas sales for the same six months of 1937, including house heating, show an increase of 3.8 per cent. Since 1930 there has been a decrease of 1 per cent in natural gas sold for domestic use, including house heating.

"What are the reasons for this drop in the domestic use of gas? More homes are being constantly built; new consumers added; population is increasing. There should be a normal increase of domestic gas use commensurate with this increase. Why is this not taking place?

## Some Conclusions

"From a careful survey of conditions in Rochester and elsewhere we have come to the following conclusion. Not only is the gas industry facing increasing competition with other fuels for the domestic market, but it is facing the problem of changing habits of the American people in their home life and in their diet. Families are smaller, more married women are working, more children are going to school and eating their noon lunch away from home; whole families or parts of families are away taking week-end or holiday trips in the auto; more meals are eaten away from home.

## The Feminine Figure

"Women concerned about their figures refrain from eating pastry, bread, potatoes and turn to fruits and salads, which require no cooking. Bakeries have improved the quality of their products; fresh vegetables and fruits are available the year around; there is less cooking, less canning in the home. Laundries do a better job of home washing at a very moderate cost. Wash day and ironing day no longer mean peak load days for the gas company. Small electric appliances, convenient and economical in use, such as the toaster, percolator, waffle iron, egg cooker, have made the breakfast in many homes an all electric meal. The electric grill and roaster are also popular cooking devices.



"Then there is the direct competition with electricity, coal and oil for the domestic load. Many new homes and some old are being equipped electrically. Improved coal and oil water heaters are offering stiff competition.

"These are the factors responsible for the decline in the domestic gas load and these are the conditions to be combatted. What are we going to do about it? What of the future?"

#### Still Behind In 1936

Speaking along the same line, Mr. Walter C. Beckjord said:

"From the peak of the 1929 boom the consumption of manufactured and natural gas by domestic consumers in the United States had declined some 11½% at the close of the year 1933. Part of this reduction was due to loss of customers, but the major portion of the decrease indicated a smaller consumption per meter. In the opinion of many economists the turn in the tide took place in 1933, and it would have been natural to assume that as economic conditions improved a gradual increase of the residential gas consumption would have been shown. There has been some slight improvement since that time. The number of domestic customers served is greater than ever before and gas house heating and refrigeration continue to gain in customer acceptance. But, in 1936, the residential sales per domestic meter for all uses including house heating, were still only 89% of the sales in 1929.

#### Changes And Reasons Why

"Let us consider a few of the changes that have occurred in our manner of living:

a. Cooking for breakfast seems almost to have disappeared in the American home, except for coffee and toast, and that is frequently done on the table by electricity.

b. The family takes the old bus out for various trips in the evenings and over weekends, and patronizes the road houses and restaurants.

c. Tourist and trailer camps provide facilities for consuming sandwiches and heating coffee.

#### Apartment Houses A Factor

d. The tremendous growth of apartment house living in the large cities promotes the habit of eating out, reducing the domestic fuel consumption and increasing the hotel and restaurant load.

e. The home service students tell us there is less bread and cake baking by the younger housewives.

f. Greater use of pre-cooked or partially cooked foods, cereals, meats, vegetables, etc.

g. Less home canning — more purchases of canned products.

h. New theory of diet with less heavy hot meals, modern style and appearance, both men and women attempting to achieve the slender figure.

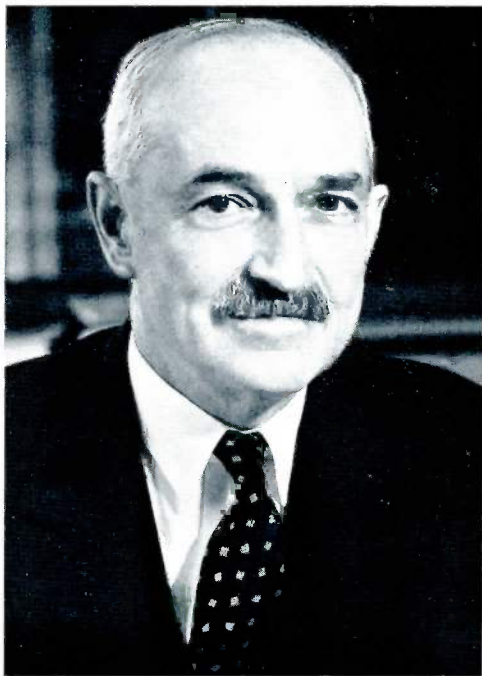
i. Increase in number of chain restaurants serving low-priced meals."

The 19th annual convention of the American Gas Association was of marked interest to those who attended, as well as the industry at large. There was no display by manufacture, and consequently the proceedings were the sole magnet bringing together members of the gas industry and visitors. The actual registration was 2,569 persons. Sectional and departmental as well as the general sessions were all largely attended, and in addition command undivided attention during each session. The technical and general papers as well as the addresses were of high quality, and sent the delegates home with a generous helping of food for thought.

The officers and directors elected follow:

President, N. C. McGowen, Shreveport, La.; Vice-President, Conrad N. Lauer, Philadelphia, Pa.; Vice-President, Walter C.

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MR. HERMAN RUSSELL  
*Retiring President of American Gas  
Association*



# FORTY NINE Club Gives Testimonial Dinner to Members of Mueller Co. - Songs, Speeches & Feasting

The Mueller salesmen have been with us again and are back on their "reservations" after a profitable business meeting, a happy reunion of the old timers, and a round of social events in which company members, salesmen, and employes mingled in the true Mueller spirit of good fellows and good friends. The outstanding social event was the 49 Club's testimonial dinner given by the salesmen in honor of Robert and Adolph Mueller. This was held at Mueller Lodge on Monday evening, November 29, and there was a large attendance and it was a joyous and jovial informal affair.

When the honor guests of the evening entered the dining room, Lee Homebrook's orchestra played "He's a Jolly Good Fellow" before and after they were seated.

## Turkey Dinner

The turkey dinner and the accompanying feast was a fine example of what good cooks can do with good food. The finest tribute that can be paid to cooks is of a gastronomical character, and it was paid in such hearty and enjoyable manner as to leave no doubt of the appreciation of the diners.

There is only one man of our reading acquaintance, however, who has ever paid a worth while tribute to cooking, which still stands as a classic. That man was Owen Meredith, who said:

"We may live without poetry, music and art;  
 We may live without conscience, and live without heart;  
 We may live without friends, we may live without books;  
 But civilized man cannot live without cooks.  
 He may live without books—what is knowledge but grieving?  
 He may live without hope, what is hope but deceiving?  
 He may live without love — what is passion but pining?  
 But where is the man that can live without dining?"

## Open With Song

When the dinner was over the company was called to attention by the Toastmaster John P. Stenner, who announced that Leroy J. Evans would sing the Mueller theme song by that new American composer, George W. Knipe, of the New York office, with lyrics by the 49 Club, the song being dedicated to Messrs. Robert and Adolph Mueller.

Mr. Evans, who happens to possess a baritone voice of fine timbre, delighted the gathering with the paraphrase of "Marching Along Together."

"Going along with Mueller  
 That is what we all have done  
 Giving our all for Mueller  
 That is why we've always won.  
 Honesty is our policy, quality is our aim.  
 From San Francisco, and New York,  
 Los Angeles, by gum  
 Chattanooga, Sarnia, Decatur we are one:  
 Yeah, come on along with Mueller  
 And we'll have them on the run, run, run."

## Opening Address by Toastmaster

In opening the toasting portion of the program, Toastmaster Stenner said:

"Honored guests and members of the 49 Club. We are very happy to be here on this occasion to pay tribute to our honored guests, Mr. Robert and Adolph.

It has been a privilege and a pleasure to be associated with these gentlemen, who possess such unusual kindness and human understanding of their fellow employees.

We are indeed fortunate to be identified with a company that has the ability to expand into new lines, build new factories and to rehabilitate existing plants. This, however, would not be possible if it were not for the abilities of Mr. Robert and Mr. Adolph to visualize the future, which permitted our business to go forward to greater accomplishments.

While having achieved their full measure of success and distinction in life, it has never gone to their heads, and by that rule of standards a truly great man is measured."

## The Toast To Robert And Adolph Mueller

"Here's to Robert and Adolph,  
A pair you cannot beat,  
As kind hearted good fellows  
That you will ever meet

Our 49 Club is proud  
On this auspicious day  
To do honor and pay tribute  
What more can we say?"

### The Old Guard

Toastmaster Stenner introduced six of the oldest salesmen, in each instance paying a neat compliment to their ability and personality. The list included Thomas F. Leary, San Francisco; W. B. Ford, Birmingham; George F. Sullivan, Milwaukee; W. L. Jett, Los Angeles; W. N. Dill, Los Angeles; and C. J. G. Haas, New York City. The remarks were all impromptu except in the case of W. N. Dill and C. J. G. Haas. These two had prepared addresses. The others spoke briefly, referring to their long association with Mueller Co. and the pleasant relations with the company as a whole and as individuals. There was a lot of wit and repartee, and some of the speakers made use of the license always issued to salesmen in social contact at the meeting and took a few shots at the company members and executives.

### Address by Charlie Haas

C. J. G. Haas in his prepared address voiced the sentiments of all the salesmen, executives, and employes in attendance. He said:

"According to Webster's Dictionary, testimonial is a writing or certificate in favor of one's character, ability, etc., a token of regard or admiration in acknowledgement of services rendered or the like, presented to a person.

This being a Testimonial Dinner tendered by the Mueller "49" Club to two of Decatur's most outstanding citizens, Mr. Robert Mueller, and Mr. Adolph Mueller, it appears quite fitting that individuals that have been in the employ of the Mueller Co. many years should be called upon to attest to the exemplary lives of these two genuinely democratic executives.

It was fully twenty-five years ago, and after selling certain business interests, that I deemed it expedient to seek employment with a growing concern and naturally one that offered real opportunities for advancement.

Realizing that I had reached a time in life when in consequence of a proper de-

cision much concern regarding the future would be minimized, I purposely attended a National Convention at my own expense and with a view to negotiating in a proper and thorough manner.

### Met The Late Fred Mueller

It was my good fortune to effect an interview with Mr. Fred Mueller, who graciously acquainted me with certain of the company's policies, and after considering these in the light of information imparted by others, it did not require much reflection for the purpose of reaching a favorable decision in connection with an early request to visit Decatur and become a member of this organization.

This somewhat reminiscent, but, nevertheless, brief recital of facts, may cause some to wonder as to the relationship between such and the two Mueller boys who are being feted on this memorable occasion.

Let us not lose sight of the fact that business, even twenty-five years ago, was much dependent upon proper management for both immediate and future success. However, it was only under recent date that some among the country's directorates fully awakened to the all important roll which management plays in the conduct of business.

The ability to fully recognize certain essential fundamentals is in itself most commendable. To keep such in force in the face of adverse influences, both within and outside of the organization, requires the constant application of sound reasoning on the part of alert mentalities. It is, therefore, most gratifying to rest in the assurance that both Bob and Adolph have not been found wanting in this respect.

### Have A Better Understanding

It requires but little reflection to recall to mind the fact that many of their untiring efforts have frequently been exerted in behalf of our many associates. This cannot be said of many heads of our leading corporations, who, even at this late date, have failed to recognize the necessity for a better understanding of the interests and problems of those who comprise their factory, office and sales personnel. This lack of common interest has in many instances contributed to the development of conditions which resulted in stoppage of operations with resultant idleness on the part of men and women.

Let us not be influenced by the erroneous assumption that a business institution is for the most part self-functioning. This might be true to a certain extent as concerns some departments. It, therefore, becomes necessary to consider proper ad-



ministration from a standpoint of all departments, and let me assure you that their ramifications are many and far reaching and not without ever recurring problems.

Thus we have some ideas of what it means to shoulder without shirking responsibilities which befall these executives, who have served so faithfully and without flinching for over half a century.

Is it any wonder that the "49" Club should embrace this opportunity to pay tribute to brothers who have so thoroughly endeared themselves to us and many others?

We might well give earnest consideration to their unimpeachable examples and consequent achievements, and profit thereby."

#### Tribute to Robert

In presenting the name of Robert Mueller: Mr. Stenner paid him this compliment:

"During my 21 years of association with the next speaker, I have never heard him say one mean or unkind word about anyone. His kindly nature and deep understanding of human problems have endeared him to the hearts of everyone. It is a privilege and a pleasure to present to you our guest of honor, that lovable character, Robert Mueller."

#### W. N. Dill Tells of Old Times

"When John requested me to be one of the speakers at this dinner, which is in honor of our good friends Robert and Adolph, I hesitated in accepting, not wanting to spoil a delightful dinner with a poor speech, but knowing Bob and Adolph as I have for many years, and having been closely affiliated with them, as well as other members of the family, I thought a few high lights of their early struggles would be interesting.

When speaking of Bob and Adolph you naturally think of the Mueller Co. and the Mueller family, as their entire lives have been given to the developing and expansion of the business, and the various plants which they now own and operate are the results of a hard fought battle, with many ups and downs. There were times when it would seem to me that we were gone, but Adolph never had such a thought; he merely worked all the harder and won out.

#### Expansion

It was along about 1893 when plans were being formulated for expanding the business. We were then in the midst of a real depression, similar to the one which we just came out of; or, rather thought we were out of — but even though we were then midway in a panic, Adolph was planning for the future, considering putting on a salesman, and in 1894 the first salesman started out, and in 1895 two or three more were added to the force, and then, in '96, due to another panic, and a bad one too, they were called off the road and given their old positions in the factory or office, working half time. It was a tough year, and so was '97, until towards fall when

the sun again shone and we ventured out and gathered in some good business, and this was followed by a bumper year in 1898 and continued good until 1907 when we had the money panic. It too affected business, but far less than the previous two panics.

#### Trouble About Money

Salesmen in those days had a hard time getting acceptable money. When cashing their checks they would get in exchange for these, checks or an I. O. U. from a local bank, which was all right as long as you remained in that town, but not so when you got to the city further on. They didn't know the bank that issued the I. O. U., or at least they didn't recognize the paper, and it seemed, many times, that you would be left stranded, but at the last moment, when you wanted to pull out, a friend would appear and help you on to the next stop. Those were difficult times and caused one much inconvenience and anxiety, but with it all it taught us a lesson in that we must have sound money that would be acceptable wherever we go.

#### Good Planning

Panics cause one to think and consider matters and leaves you with a thought that you never forget, because you have paid the penalty, for some serious mistakes—probably not yours but mistakes of others some place along the line, and so it is well to put a wee bit away for the rainy day, along lines as the Mueller Co. did, when they built up a reserve which carried them through the lean years of 1932-'33 and '34, and even after sustaining a loss of a million dollars they had sufficient in reserve to build plants in Los Angeles and Chattanooga, and during this time assisted many of their employees in taking care of mortgages on their homes and seeing that their families did not suffer. This was all done through planning in advance and building up a reserve, which enabled them to keep the plant open and give employment to our men, but — what are we going to do now? When they are now taxing surpluses, with the result that all profits are now being paid out in dividends, and when the next depression occurs we will have no surplus to carry us through these critical days.

It is hard to determine when the next depression will occur, but it is on the way and will catch up with us sometime, and when it does — Oh My! as the surpluses will all be gone.

#### Some Amusing Happenings

In closing I wish to relate a few amusing happenings of the earlier '90's. Our past-times and pleasures were not different from those of today; we played poker and drank beer but not much "likker," but as money was scarce we had a 10 cent limit.

One evening Phil and Mrs. Mueller invited me to a family dinner. When dinner was over the men folks pulled off to the side and opened up a little game. The

game got pretty lively with a 10 cent raise here and there until we had 80 or 90 cents in the pot, and finally Fred called Bob's bet and asked him what he had. Bob said, "That was his business"—he wouldn't show his hand, so Fred took the pot.

Shortly afterwards we all got a fussing around a big pot with a little more money in it than usual, and finally Bob asked, "What does five cards of one suit beat?". We told him and so Bob said, "I raise you a dime". Not suspecting that he was pulling a fast one we all laid down our hands, but when Bob spread them out he had a bob-tailed flush, "One of the hearts happened to be a spade." He never got by with another — all called him.

In those days Adolph occasionally sat in the game at the hotel. He seldom won! Said he couldn't hold 'em so he would sit around until the wee hours in the morning trying to get even. Finally the game broke up and he went home; he never played any more.

In the early '90's Adolph had the credit and collection department as well as the financial and all other duties pertaining to carrying on the business in those days and was able to make everything click. He was a good collector. Never overlooked an old account.

In those days we did all sorts of jobs, sharpening lawn mowers, doing repairs of various kinds; making trolley wheels, etc., anything to get in the money. One afternoon a customer came in to get a lawn mower sharpened.

#### Good Collector

This party was a member of the same church Adolph attended, and a number of years ago he had contracted a bill which he had never paid, and in the meantime he had gone into bankruptcy, but Adolph still had a clear recollection of the account and when paying for the sharpening of the lawn mower Adolph inquired if he could not pay the old account he owed Mr. Mueller, and he replied that he had settled it according to law, but Adolph asked him, when thanking the Lord for favors bestowed upon him if he ever thought of the \$15 he owed his father. While he didn't get the money in this instance, he was successful in collecting seemingly bad accounts in many instances.

He had a thorough understanding of all the branches of the business; intimately acquainted with the details, etc., and still retains that intuition to know what is going on even though these matters are now handled by others, but don't forget — he knows what is going on.

#### Adolph On The Road

I might relate of Adolph's first experience on the road and the first bill of goods which he sold was to a concern in Peoria, Ill. of German descent. I, at that time, had taken charge of the credits during his absence, and when he sent in the order I checked up to see how they were rated—

found "Not satisfactory," so questioned the account, and as soon as Adolph got my letter he wrote me that "they were good Germans" and gave me to understand that they would pay their bills, and naturally I didn't look for any further reference—passed the credit; goods were shipped, and promptly paid for.

During my many years of association with Mueller's I became very intimately acquainted with both Robert and Adolph, and during this period, passed through many depressions, and you learn much of their real selves and when their funds were short and they were having a difficult time meeting their obligations they were still always thoughtful of their employees, and always tried to make things as comfortable for them as possible. They still retain this thoughtfulness of their men up to the present time, as evidenced by distribution of bonuses by them during the last few years, and especially the recent bonus which came so unexpectedly. Even though we were paying top wage in comparison with others engaged in this line of business, a liberal bonus was given to all employees. It has been a pleasure to have been associated with them these many years."

#### Adolph Mueller

Adolph Mueller was called upon by the toastmaster and spoke informally and principally in a reminiscent mood. Going back to the early days of Mueller Co., he gave incidents which were serious at the time but became funny in retrospect. He told of some of the trials and obstacles which beset the founder of the business and then gave some personal recollections of the older employes. W. N. "Butsy" Dill was the first target. When the speaker and his brothers joined their father to assist him in making the company a going concern, "Butsy" was among the first office employes. Then as now he was something of a cut up and did not always take business as a serious undertaking. This was back in 1893. After some office experience he was assigned to road duty, becoming the first travelling salesman in 1894. "Butsy" did not have any special training as a salesman. In fact he did not know much about the outside world. On his initial trip he got his first ride in a sleeping car. He left Lena, (Illinois) in an upper as his expense account showed "1 upper birth." But he developed rapidly and orders began coming back at an astonishing rate. They came in so fast that Adolph's father remarked that they would have to call "Butsy" back home as he was sending in more orders than the young business could fill. However he was not called in.

Then he turned to Billy (W. B.) Ford as the second salesman, now in his 40th year of service. Billy's first efforts were in the

plumbing shop, afterwards going on the road. His first trip was to Springfield, Illinois, under the tutelage of Robert Mueller.

T. F. (Tom) Leary was the next one referred to. He was found in Rock Island, Illinois. Some member of the company met him there, formed a liking for him and correctly estimated him as a salesman, so some 35 years ago he became a part of the organization.

Another instance was C. J. G. Haas who referred in his talk to his special visit to Salt Lake City to join the company. It was meetings of this character that resulted in employment of many of our salesmen, although in so far as possible the company's policy has been to build up the force from within the organization. Bert Kitchen, a 35 year man, was a factory foreman. Floyd V. Johnson, Harold A. Probst, Otto H. Sharlock, Paul Hines, T. E. Gaither, and R. L. Jolly were all former members of the Decatur force.

He called attention to the fact that in the present force of 627 persons there are 84 grandfathers and one grandmother. In the selling force there are four grandfathers. These facts are evidence of the mutual reliance of company members and employes and of pleasant, happy, friendly relationships which have been a potent force in the upbuilding of the company.

Following the meeting of the salesmen in Decatur, Adolph Mueller went to New York to attend a meeting of the Manufacturers Association. While there he attended a group meeting of members of the office force and presented Mrs. Grace Timm with a fifteen year service emblem.

Before returning to Decatur for the Christmas festivities, he visited the Sarnia, Ontario, factory where a meeting was held and two 25 year men, were given service pins, and suggestion awards were made.

### PRESENTS

There were a number of gifts made by the 49 Club during the evening. Robert and Adolph Mueller were remembered with handsome desk sets, John P. Stenner, retiring president of the 49 Club, and J. W. Simpson, general sales manager, were presented with watches.

George Leach of Mueller Co. Pacific Coast Factory contributed his share to the evening's enjoyment with a solo "Without A Song."

All together the Testimonial Meeting stands out in bold relief as one of the happiest and most enjoyable get-together gatherings in the history of the organization.

### HICKS NO MORE

Some people used to speak of the farmer as a "hick" or a man from the "sticks," but a quarter of a century has changed all that. The "hick" and the "sticks" are things of the past. A quarter of a century has changed the farmer into city folks, in dress, manners and appearance. Driving through the country one meets men and women who bear all the ear marks of urban residents. Several conditions of life have changed them, principally the automobile, radio, electricity, and the universities. Driving back from a small town these subjects were under discussion and comment was made on the business like deportment of several men upon whom we had called. One of the party, a man not yet in middle life, who had been reared in the country, told of his boyhood life as we sped over the old Terre Haute-Springfield trail and passed an old tavern which Lincoln frequented. The narrator said when he was a boy, within the past quarter of a century, the 15 mile trip to Decatur and return required a full day from early morning to dusk. In the swift moving automobile the same distance was covered in 20 minutes easily. Some farmers took small town daily papers but most of them waited for the weekly to get abbreviated news of the world. Few of them ever saw a metropolitan daily. Now they tune in on the radio and hear the news at the same time as their city brothers and have telephones and daily papers.

Then there is electricity. Power lines stretched across country are a boon to rural communities giving them advantages and comforts not dreamed of a quarter century ago. Electricity has displaced candle and coal oil lamps for house and out buildings. Throwing a switch illuminates out buildings, furnishes power for machines, for cooking, for running water in the house which makes modern plumbing possible. All the comforts of home are now a reality in the farmer's home of today.

Colleges have changed life for the younger generations. A large per cent of boys and girls from the country help make up the student body of colleges and universities. These young folks go back home with new light in their lives. They are not only educated but have benefited by mingling with other students from all walks of life. They have learned that after all the young folks from the farm are cast in the same mold as those in the city. They carry back

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# MYSTERY OF MOONLIGHT IN MAINE



## AN EXPLANATION

*(This prologue tells of a little incident following the New England Water Works Convention at Poland Springs, Maine, in which James Payton, Mueller salesman in Maine, essayed to drive Adolph Mueller, president, and C. J. G. Haas, manager of the New York Division, back to Portland, Maine, where Adolph was to catch a night train west. It depicts the futility of using the moon as a road sign in night driving, and the argument between Adolph and Jim, whether the old mistress of the skies got out of bed on the east or the west side on the night in question. The incident was made the subject of an amusing little sketch produced at the testimonial dinner given by the 49 Club to the firm members at the recent meeting of the Mueller salesmen in Decatur.)*

### One Act Sketch by

Charles J. G. Haas, Dramatist

### DRAMATIS PERSONAE

Adolph Mueller . . . . . The trustful pilgrim  
James Payton

Who took the pilgrim for a moonlight ride

ADOLPH: "Where have you been all this time? Don't you know when you agree to take a person to the sleeper-train it becomes necessary to consider reaching the point of embarkation at least thirty minutes ahead of time?"

JIM: "It is all the fault of Jack Stenner. He told me that, although he had never been in Maine before, he knew enough about the territory to realize that it was quite a jaunt from Poland Springs, Maine, to Portland, Maine, so he advised me to go to the bathroom before starting."

ADOLPH: "You must learn not to take Jack Stenner seriously."

JIM: "Well, he was right this time."

ADOLPH: "Are you sure you know the way to Portland?"

JIM: "Adolph, if you know your onions as well as I know my Maine, you would sell your factories and buy a grocery store."

ADOLPH: "Speaking of bananas, that sounds very appealing."

JIM: "As we say in New England, that's sure a slippery one."

ADOLPH: "Remember that old saying: Make sure you are right and then go ahead."

JIM: "That being the case, we turn right at this junction."

ADOLPH: "Hadn't you better close that window. It's turned very cold all of a sudden."

JIM: "I never knew it to turn cold so quickly."

ADOLPH: "What is that moon doing over there to my right?"

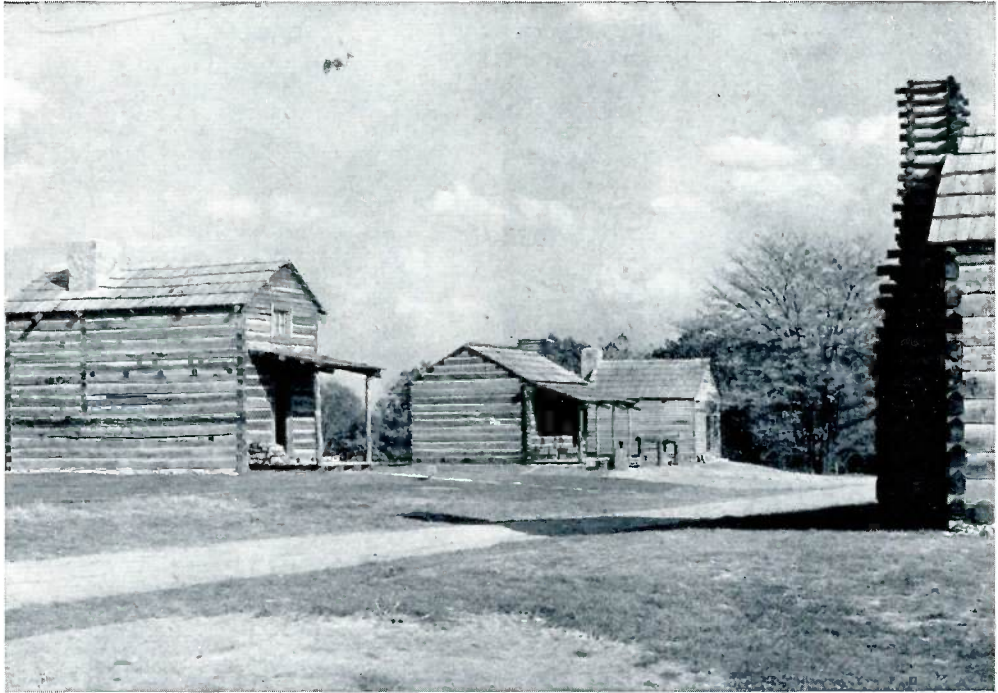
JIM: "How do I know — I didn't put it there! Don't forget, Mr. Adolph, things are different in New England."

ADOLPH: "Well, you had better make inquiry at the first filling station. I'm convinced we are going in the wrong direction."

JIM: "Tell me, madam, are we on the right road to Portland? The outskirts of Montreal?"

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# New SALEM Historic Town Replaced by Illinois is a Great Drawing Card for Tourists from all Parts of U. S.



*The Lincoln-Berry Store*

During the summer and fall of 1937, thousands of tourists from practically all states visited the reconstructed village of New Salem, Menard County, Illinois. It is located about twenty miles northwest of Springfield. Its principal interest lies in the fact that in an early day it was the home of Abraham Lincoln, and the place where he conducted a store and where he courted Ann Rutledge.

### **Isolation and Hardships**

Aside from this interest it furnishes a graphic illustration of the life, the hardships, and the isolation of the early settlers in Illinois, dating back to 1828. The first settlers were James Rutledge and John Cameron, who arrived in the fall of the year mentioned, built a grist and saw mill, laid out the town, and began to sell lots. The original town had a brief existence. It never included more than one hundred residents. Its decadence began with the founding of the town of Petersburg, two miles north. When this town became the county seat in 1839, New Salem quickly became, "The Deserted Village."

### **Beautiful Setting**

New Salem is situated on the brow of a hill overlooking the valley of the Sangamon, a beautiful, restful, bit of scenery. The restoration is authentic and visitors are impressed with the rough architecture of the log buildings, the rough hewn floors and walls, the great fireplaces, the sparsely furnished rooms, the antique furniture, the old cooking pots, the big kettles, the spinning wheels, and old four poster beds. The latch string locks, opened by a string which hung out if the traveller was welcome, but withdrawn if not. In practically every house, however, on some shelf or in a cabinet, one sees the "fairy touch of a woman's fingers" in some bit of finery brought from many states by wagon over rough unimproved country roads by the rugged adventurers seeking homes and fortune in a new and almost unknown country.

Trying to visualize life of these early settlers one cannot refrain from comparison with our modern life. No heating stoves, no baths, no gas or electric lights, not even lamps, no big, soft cushion chairs or loun-



ges, few books or newspapers, and no amusement, except those of a simple, rough outdoor character, or an occasional dance to the music of an old fiddler.

#### Had Few Comforts

A little retrospect impresses one that with all of our ills of modern society, we have blessings of comfort never dreamed of by those hardy pioneers who laid the foundations of a great country on hardship and deprivation.

On the exterior one sees the old well with its long sweep, or with windlass and single bucket, rough hewn troughs made from a single log or a curious basket like affair, where wood ashes were saved. These were used in making soft soap. Going back to the interior one comes across such articles as candle molds, and bullet molds, and other devices for providing the common needs.

#### Old Furniture

Much of the furniture for these rebuilt homes is of black walnut, and rocking chairs seem to have been the one big comfort of home life in those early days. One of these known as "Boston Rocker" was originally brought to Athens, Illinois, from New York state in 1818, the year Illinois became a state. The style of the chair is the out growth of the Windsor and was much in vogue in the early nineteenth century. It was originally owned by Col. Matthew Rogers, Athens, Illinois.

#### Woman's Work Was Never Done

As an example of woman's work in those days there is a quilt made by Abigail Hornback, who spun the thread, wove the linen and pieced the quilt.

#### Bible Principal Book

In glancing through the official catalogue it is interesting to note the books of those early days. The Bible predominated for many years with such religious periodicals as "Lectures on the Covenants," and "The Right to Church Membership," "History of England," "Latin Grammar," "Murray's English Reader," "A Collection of Psalms & Hymns," "Small Prayer Book" 2x3½ inches published in Ireland, "Union Questions on Select Portions of the Scripture," "Murray's English Grammar," 1st Edition, published by Holgate, New York, 1814.

#### Living Descendants

Aside from extensive research of old records to support a faithful reproduction of New Salem, the state authorities had the following living descendants of the original occupants of the cabins, now restored, from which to secure details of the period of the original New Salem:

Henry Onstot:

Grandson, John N. Onstot, Petersburg, Ill.

Grand daughter, Miss Susan Onstot, Forest City, Ill.

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*Interior of Samuel Hill Home New Salem*

## OUT OF THE ORDINARY

In the recent town election, Hyde Park, New York, President Roosevelt's vote elected Cecil Marshall, Democrat, highway supervisor. Marshall received 1908 votes to 1907 for Levi Sprague. The State Supreme Court confirmed the result after a recount. Marshall gives the President full credit for the victory, saying it was the chief executive's homecoming that decided the election. Marshall is the first Democrat elected in Hyde Park in 35 years.

A woman prospect entered the show room of the Gridley Pontiac Company, Wichita, Kansas, and selected a car that suited her. "Sold," said she to V. L. Mathis, salesman. "Bring it out and bring a gunny sack and get your money." Mathis did as he was directed. Good thing he took the gunny sack. The woman counted out 700 silver dollars and \$85.35 in bills and change. She had made a hobby of saving silver dollars.

"I had to tell, I had to get it off my mind," said Harry Burns, 49, as he surrendered to the Chicago police. He said he still owed Pennsylvania three years on a prison sentence. He was imprisoned 33 years ago at the age of 16. His crime consisted of robbing a gum vending machine. He has lived an exemplary life since his escape, is married and is the father of eight children. When the judge heard Burns' story he said: "Discharged. You deserve a medal, not a prison sentence."

Mr. and Mrs. Charles Woodyard, Pueblo, Colorado, invited seven guests to a rattle snake dinner. Dr. Wilbur Bertram, one of the guests, said the rattlers were very good stewed or roasted. A party of five had killed 208 rattlers with 22 calibre rifles. With Colorado and Florida eating rattle snakes, and Illinois people eating crows, we wonder when buzzards will get on menus.

Donald Gittleston, Chicago, is two years old. The father dropped a slug to phone his wife. Donald watched and tried to imitate his father, but put the slug in the slot of his face instead of that in the phone. Doctors managed to retrieve the slug.

Fritz Glomm, janitor, Chicago, is a sport, but a \$275 short one. Two strangers bet him 50 to 1 that he could not raise \$400. Fritz

raised \$275 and left it with the strangers. They also left while Fritz was sweating blood raising the remaining \$125.

The American Trucking Association, in a recent convention at Louisville, honored Allen B. Hill of Corpus Christi, Texas, by naming him "World's Safest Truck Driver" — 1,400,000 miles in 30 years without an accident.

Rev. Robert Lee Grundy, 86 year old colored minister, Houston, Texas, applied for a marriage license, saying, "I'm taking over the pastorate of my late friend, Rev. William Gillian, and I'm taking it over lock, stock, and barrel." The bride was Ella Gillian, aged 70, and widow of the late William Gillian.

The prize Thanksgiving turkey story comes from Washington, New Jersey. George Ambrecht had the gobbler in his basement. The basement was cold. Ambrecht and wife turned off the draft on the coal range and opened the oven door to keep the kitchen warm during their absence. When they returned, they found the gobbler in the oven keeping warm.

William Martin, 42, found in Central Park, New York, at 3:30 a. m. completely nude and strolling unconcernedly in a cold rain. He told a policeman that he did not need clothes. The policeman decided he did need examination and he was sent to Bellevue hospital.

In a year the "average woman" washes an acre of dirty dishes, three miles of clothes and one mile of glass and scrubs and washes five miles of floors. These figures are by Mrs. Eileen Murphy, home service director of the British Commercial Gas Association.

Carlyle Campbell, San Francisco, was before Municipal Judge Theresa Merkle for resisting an officer. Sentence: Must tip his hat to every policeman he meets for a period of ninety days. Why didn't the judge add: "and make him say, 'Beg Pardon'".

Rooming house romance in Milwaukee, Mrs. Rosie Bielski keeps a rooming house. Three of her children married three of the roomers on the same day.

After being sweethearts nearly sixty years, Mrs. Ardella Dean and Andy Babcock of Sacramento, each eighty, who had not seen each other for forty years, met recently — but why go on, you've guessed it — they married.

(Continued on Page 27)

# Gretchen Stanberry's SEEING EYE . . .

Gretchen Stanberry, a blind Decatur girl, has one of the famous dogs known as the "Seeing Eye" furnished by the institution at Morristown, New Jersey. It is a German shepherd dog trained to lead and protect blind persons. Gretchen is 23 years of age and has been blind since birth, but with great determination she refuses to allow her handicap to smother her ambition to be something more than "that blind girl." She is an honor student at McMurray College, Jacksonvill, Ill., having completed two years of her course in which she is majoring in music. It is her ambition to become a teacher. She spent her vacation last summer with her mother in Decatur, except when she was at Morristown, for the time necessary to get instruction on handling her dog "Queenie."

## Possess Great Intelligence

These dogs possess almost unbelievable intelligence. It takes four years of training to equip the animals for the responsible duties they must perform. One favor is asked from the public in relation to the "Seeing Eye Dogs," which is that people refrain from petting them and trying to help the team across the street. The dog's sole interest in life is in its master. Affection from others and a mistaken kindness in trying to aid the pair is likely to disturb the harmony between them.

Miss Stanberry did not apply for assistance but went to Morristown, New Jersey by invitation of Morris Frank, vice president of "Seeing Eye Inc." for training. She was there for a month taking instructions.

## Obedience and Studied Disobedience

The instruction includes teaching the dog obedience, the principles of guiding, and studied disobedience for the dog must disobey any command which might lead its master into danger. All blind persons cannot avail themselves of the use of "Seeing Eye Dogs." They are either too old or too young or else unfitted temperamentally or physically. Students are selected after a rigid examination of their character, their needs, and abilities. At the present time there are three hundred of these dogs in service in America.

## More Than Training School

"Seeing Eye Inc." is more than a training school for dogs and blind people. It's object is to help the blind prepare for a personal and economic freedom to which the dog is the key. The cost is \$1000 for each person assisted. Of this amount each pupil accepts a minimum obligation of \$100



payable when able to do so. Five years is the usual time allowed for full payment.

Founded in 1929 by Mrs. Harrison Eustis, the Seeing Eye is rapidly being recognized by leading workers for the blind. Today the "Seeing Eye" is supported by members who subscribe in amounts from \$2 to \$100 or over.

## Constant Companions

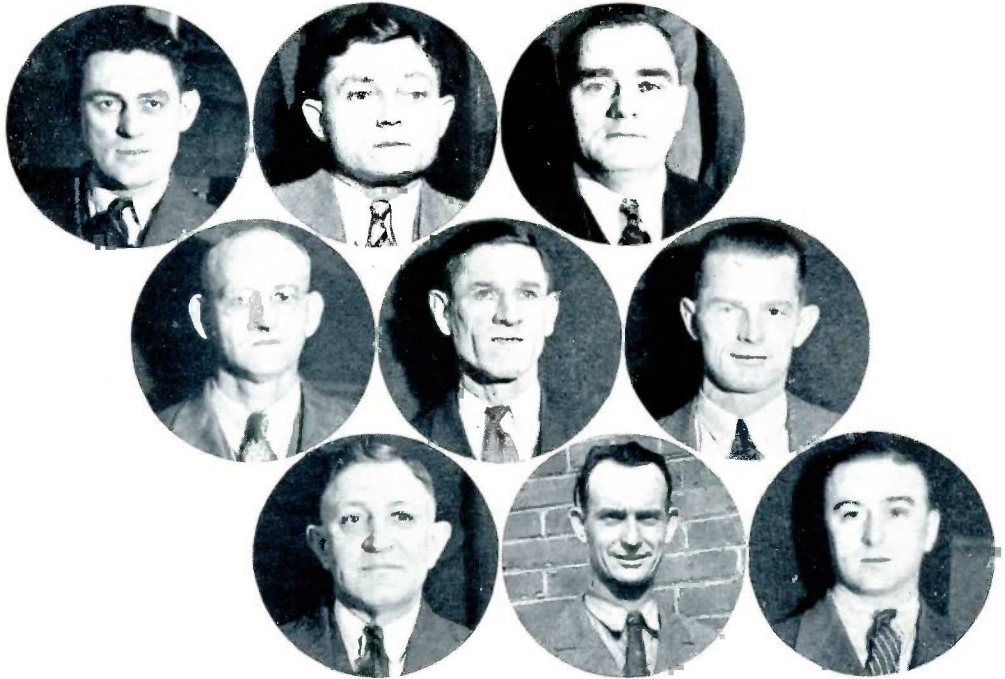
Miss Stanberry is back in McMurray College, and "Queenie" is of course her constant companion. "Queenie" and her mistress apparently understand each other perfectly. While female dogs are most generally used as "Seeing Eyes," about forty per cent of those trained are males. When "Queenie" makes a mistake, her mistress cries "phui" in a quick, sharp command. This is the only German word used in training the dogs in America. It means "Shame on you. That's wrong. You led me wrong." This word is used at no other time except when the dog has erred. Miss Stanberry and her "Seeing Eye" were objects of much interest in Decatur, while she was home on a visit to her mother after returning from Morristown.

• •

## Too Busy To See

In Compton, Calif., Mrs. Sylvia M. Schwartz was unable to identify a thief who snatched her purse. Explanation: "He didn't wear a stitch of clothing, so I didn't get a good look at his features."

# SUGGESTIONS PAY *In Every Way . . .*



*Top Row—Increased Production—W. E. Corley, Charles Reidelberger, Herman Amman;  
Center—Reduced Overhead—E. H. Umphries, Ernest Watkins, Orville Keller;  
Bottom Row—Safety—Roy Pease, Lee Ellington, Edgar Stark.*

## “Suggestions Pay In Every Way”

The headline proves this. It was selected from 115 slogan suggestions as the winner in our annual contest. It was the offering of Roy Fleckenstein.

This was an interesting feature of the contest but not the most important. There are three annual contests on the following subjects:

### Increased Production

- First—W. E. Corley, \$25.00.
- Second—Clarence Reidelberger, \$15.00.
- Third—Herman Amman, \$10.00.

### Reduced Overhead

- First—E. H. Umphries, \$25.00.
- Second—Ernest Watkins, \$15.00.
- Third—Orville Keller, \$10.00.

### Safety

- First—Roy Pease, \$25.00.
- Second—Lee Ellington, \$15.00.
- Third—Edgar Stark, \$10.00.

In addition to the above there were 160 suggestions adopted at \$2.50 each. These went to 73 persons, some of whom won as high as \$25.00 by making as high as ten accepted suggestions. An idea of the interest these contests create may be judged

by the fact that a total of 408 suggestions were submitted.

These contests are open to employes only excepting executives, heads of departments, and foremen, who do not participate. All suggestions are passed on by a committee, the members of which have no knowledge of the identity of the person making the suggestion. There is no limit to the number of suggestions that one person may submit.

In addition to the three grand prizes the company pays \$2.50 for each suggestion adopted.

Under this plan the number in the different classes was:

No of Adopted

Suggestions	Winners	Award Each
One	42	\$2.50
Two	13	5.00
Three	6	7.50
Four	5	10.00
Five	2	12.50
Six	1	15.00
Nine	2	22.50
Ten	2	25.00

To the above there were added prizes. A prize of \$2.50 was given to each person making five and less than ten suggestions that were adopted. These winners were L. I. Hopper, 6; Fred Meador, 9; Charles H. Sarver, 5; Oris Whitaker, 5; Gale Hutchens, 9.

Two men, Ira Auer and W. E. Corley, submitted ten suggestions but less than 15 and received \$5.00 each in addition.

W. E. Corley won the grand prize of \$25.00 for increased production; \$25.00 for making a total of 10 suggestions at \$2.50 each, and \$5.00 for having made ten and less than 15 which makes his total winning \$55.00. The second largest winner was Ira Auer who was awarded \$25.00 for making 10 adopted suggestions and \$5.00 for having made 10 and less than 15.

There were four girls in the list each submitting a winning suggestion. They were Ferne Pope, nurse; Ethel Turley, specialty division; Marian Richards, of the works managers office; and Ruth M. Campbell of F. H. Mueller's office, two suggestions.

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Al Coon of El Centro, California, has a great toe that has a "rendezvous with smashing" every decade. In 1917 it toed the mark for an express wagon to run over it. In 1927 a block of ice did the work, and in 1937 a drum of gasoline got in its smashing blow. It's a little early to give advice, but we cannot refrain from advising Al to put in 1947 as a limb setter or in rocking chair contest.

University of Idaho co-eds now insist on kissless dates. They are justified. The male students entered a whisker growing contest.

Capt. A. S. Wilcoxson, a veteran in trans-Atlantic flying, smiled grimly at the Imperial Airways Ball at Southampton, when he won one of the prizes — free tickets for two five minute airplane rides.

A Baltimore negress pleaded guilty to a larceny charge before Judge Rowland K. Adams. The judge said: "Do you know what guilty means?" The prisoner answered: "Yes Sah, it means I didn't done it." She was acquitted.

(Continued from Page 20)

to their suburban home higher aspirations and ambitions and desires to make greater progress in life.

Don't go hunting for "hicks," inhabitants of "tank" towns or denizens of the "sticks" — They have passed out.

(Continued from Page 23)

Grand daughter, Mrs. Emma Boyer, Bloomington, Ill.

Grand daughter, Mrs. Cora Ringland, Quincy, Ill.

Samuel Hill:

Grand daughter, Mrs. Lula Hill-Martin, Columbus, Ga.

Peter Lukins:

Grand daughter, Mrs. Mae G. Tucker, Champaign, Ill.

Dr. John Allen:

Grand daughter, Miss Marinda H. Allen, Jacksonville, Ill.

Grand daughter, Mrs. Abbie Bancroft, Jacksonville, Ill.

(Mrs. Horace Bancroft)

Grandson, Harrison King, Jacksonville, Ill.

Dr. Francis Regnier:

Grand daughter, Mrs. Ella R. Branson Craig, Petersburg, Ill.

Grand daughter, Mrs. Anne Rainey McCullough, Springfield, Ill.

Grandson, Edward R. Branson, Evanston, Ill.

Grandson, Dr. L. B. Humphrey, Los Angeles, Calif.

Grandson, Francis Regnier, Little Rock, Ark.

Grand daughter, Mrs. Helen Creighton, Spokane, Wash.

Grand daughter, Mrs. Victoria Thomas, Akron, Ohio.

Grand daughter, Miss Mame E. Humphrey, Akron, Ohio.

#### Had The Proof

It is said that a political candidate's publicity man told him that people were saying he was illiterate.

"Illiterate," he exploded. "I ain't either — I was the second child in the family."

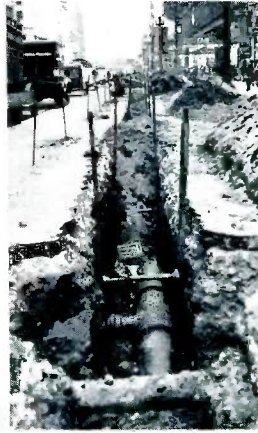
#### WINNER OF SLOGAN CONTEST



Roy Fleckenstein, winner of Slogan Contest with this slogan

SUGGESTIONS PAY IN EVERY WAY

# PUTTING BIG MAIN ON STATE STREET



Eventually the demand for air conditioning will necessitate larger water mains and sewers. This is already the case in Chicago. One of the largest stores on State street uses 3,000,000 gallons daily during the summer, when the air conditioning plant is in service. This amount is about equal to the need of a city of 30,000 population. Water works officials sensed the fact months ago that Chicago distribution system would prove inadequate. Now they are preparing to meet this new demand. A sixteen inch cast iron main is being laid in State street to reinforce the present system. At the present time the loop district requires 47,000,000 gallons of water daily for air conditioning purposes.

## Greater Demand Seen

Loran D. Gayton, city engineer, estimates this demand may rise to 295,000,000 gallons per day in two decades. At the present time Chicago's water system supplies 1,500,000,000 gallons daily. To supply the water is only one of the problems facing the authorities.

## Means Enlarge of Sewers

The water, because of air conditioning, must be disposed of after being used, which means enlarged sewers. Chicago's experience is not an isolated case. Other large cities must prepare to face the same problem. The sudden development of air conditioning means that it is going to be a business necessity to satisfy a popular demand.

The result of the increased discharge into the sewers has in some cases, Chicago being a notable example, placed so great a demand on the drainage system, that it

has become necessary to place certain limitations on further installation of water using air conditioning plants, either in the community as a whole or in certain sections of a city. City Engineer Gayton says that the amount of water discharged into Chicago sewers from condensers on a hot day is greater in volume than that of the heaviest rainfall in the history of the city.

## Chicago Leads All Cities

Chicago leads all cities in the matter of air conditioning due, it is said, to an abundance of water at the lowest rates. The water works system serving 3,500,000 people is a gigantic and intricate enterprise. It requires 1,500,000,000 gallons daily. In early stages, like most cities six inch and eight inch mains were considered large. With the coming of sky scrapers engineers realized that larger mains were necessary. In 1910 the minimum sized main was placed at eight inches with feeder mains as large as 48 inches. Now the city has 23 miles of 48 inch mains, 101 miles of 36 inch mains, 117 miles of 24 inch mains and 1,575 miles of eight inch mains. The total miles is given at 3,652.

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## Speechless

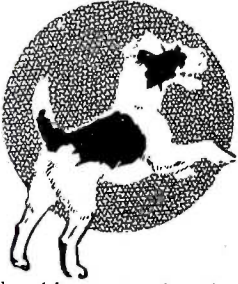
Mrs. Gossip (to her next door neighbor): "Did your husband go to the club dinner?"

Neighbor: "Oh, aye, he went all right."

Mrs. Gossip: "And did he deliver his speech?"

Neighbor: "Oh, he must have delivered his speech because he was speechless when he came home."

## Animals In The News



ly able to stand — but he still retained that affection which is an outstanding trait of all good dogs.

The eminent Charles Dana, Editor of the New York Sun, said some fifty years ago, "if a dog bites a man, it is not news, but if a man bites a dog, it is news." By this measuring stick, if a mouse bites a cat, it certainly is news. That's what happened at Carlinville, Illinois, recently. Mrs. Crouch's cat started to swallow a live mouse. The mouse proceeded to bite and scratch the cat's mouth and throat. The Crouch family finally freed and killed the mouse, and a Veterinary was called to treat the cat for "lacerations of mouth and throat."

Near Belvidere, Illinois, a skunk attacked and bit the three year old daughter of E. H. Seymour before the father could kill it.

Traffic accidents in London became so numerous as the result of dogs walking unexpectedly into the street, that the police instituted a school for training the animals in better behavior. The result is a long waiting line of dog owners. Owners of dogs should keep them on a leash, if they wish to guard against accidents.

A brown bear and a Siberian bear fought a battle to death in a cage of Hagenback-Wallace Circus winter headquarters, Peru, Indiana. Trainers and helpers failed to stop the fight with steel bars and blank cartridges. The total weight of the animals was approximately one thousand pounds. The fight ended only when both animals, fatally wounded stopped from exhaustion.

Another bear story — A 235 pound black bear, attracted by the smell of fish, entered the yard of Alfred E. Crickman, Vancouver. Crickman grabbed his gun and from his bedroom window killed the animal.

"Rowdy," was sure glad to see us," said his two rescuers, John Perkins and T. J. Simpson.

Three weeks ago this three year old police dog fell in an abandoned well. He was nothing but skin and bones and barely

At Jefferson, Missouri, one little pig, called "Red," was picked out for "christening" the new lethal gas execution outfit. "Red" got a reprieve when it was discovered that the chamber was not air tight. Twenty witnesses congratulated themselves that the leak was discovered. We congratulate them and also "Red," the pig.

In Istanbul, Turkey, the police fire poison gas capsules at stray dogs and cats. The animals overcome by the gas are then removed and painlessly destroyed. More humane than one would expect of a Turk.

Silver fox pelts cannot be had from any animals but the difficult-to-raise silver foxes. Pelt are expensive. About 4,000 families in the United States and 6,000 ranches in Canada will endeavor to supply milady. Expected results: 150,000 pelts for \$8,000,000.

### BITS OF INFORMATION

The people of the United States consume about two thousand car loads of potatoes each day.

Corn is grown in every state in the Union.

There are now many cities in the United States under the commission form of government. It originated in Galveston, Texas, in 1901 and was an emergency measure following the flood of 1900.

A representative in Congress does not necessarily have to live in the district he represents. The Constitution provides that no person shall be a representative who shall not, when elected, be an inhabitant of that state in which he shall be chosen, but there is no requirement as to residence within a district. However, it is customary for a representative to be elected from the district in which he lives.

All great generals had favorite horses. Washington's favorite white horse was called Lexington. His other horses were Bradock, Greenway, Fairfax, Dolly, and Nelson.

Napoleon's favorite was Marengo.

Grant had three — Egypt, Cincinnati, and Jeff Davis.

Sherman had two, Lexington and Sam. Sheridan's horse was Winchester.

Lee's was Traveller.

## A NON SKID BATH TUB

### Patent Granted Robert Mueller Which Will Insure Safety to Bathers

Sometime ago we came across an article in the Manchester Guardian on the perils of the bathtub. This noted English paper took a humorous view of the subject. Among the Guardian's suggested safe guards were these: Do not take a bath at all; sand paper the soles of the feet, never step into a bath tub without some sort of suckers on bottom of the feet.

Robert Mueller, of this company, through his long association with the plumbing industry, as well as study of statistics showing bath tub accidents, took a serious view of the subject, which led him to design a bath tub which would retain its graceful lines but possess greater safety to bathers. The United States Patent Office recently granted a patent on the tub. The present plan is to manufacture and market the new tub.

The Decatur Herald recently carried the following article:

#### Here's A Tub With Seven New Gadgets

The days of fractures, bruises, and cuts from bathroom falls are over.

They should be, anyway as soon as the new type of bathtub invented here by Robert Mueller is put on the market. The tub contains seven new features never before covered by patent, and the announcement that a patent had been granted in Washington was received here last night.

Mr. Mueller, who is vice president of the Mueller Co. of Decatur, said last night that he had been working on the idea for the past two years. He plans to arrange a contract with some bathtub company to make the tubs with fixtures furnished by the Mueller Co.

#### Here's How It Looks

Almost the whole bottom of the bathtub is covered with a non-skid, heavy rubber mat which is set into a 5/8 inch depression. While those fun-seeking individuals who enjoyed slithering around in the bottom of the tub while they were taking their baths might not like the arrangement, others who are in continual fear of breaking their necks whenever they get in and out of the tub will find the invention a great boon to bathing.

Besides the all-important non-skid bottom, the new tub has a foot receiving opening on the bottom edge so that the maid or mother can stand side of the tub to bathe little Johnny or Mary without fear of taking a nose-dive.

#### Handle Bars, Too

Another feature is non-skid hand grips on the side which greatly facilitates the climbing in and out process. The new tub, too, has aprons on both sides, not the kind to wipe your hands on in emergencies, but the kind of aprons which can be grabbed for aid.

The whole thing seems just a little difficult to explain, but there are thousands of people who hope it works.

## WE WORK LESS FOR MORE FOOD

### Grocery Order Represents 1½ Hours Of Labor—Facts About Foreigners

The average American workman who labors only 18 minutes for a pound of bacon would have to work at least twice that long to make a similar purchase in most any foreign nation, a survey of comparative buying power and wages has shown.

For example, the Englishman would have to work 45 minutes at the prevailing British wage; the German 89 minutes and the Belgian 156 minutes. Almost the same ratio applies to all standard foodstuffs, the survey shows.

In this respect, a market basket filled with 1 pound of bacon, 1 pound of beef 1 pound of butter, 1 pound of bread, 1 pound of potatoes, 1 dozen eggs, 1 quart of milk and 1 pound of sugar would represent 1½ hours of labor by an American industrial worker at the prevailing wage average. For the same grocery order the Englishman would work 3¾ hours, the German 7 hours and the Belgian 14 hours.

(Continued from Page 15)

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# A Wonderful Performance . . .

**Mueller Pressure Control Fitting Undeniable Success in First Use on High Pressure Gasoline Line Saves a Shut Down, Averts Draining Main of Valuable Gasoline and Does the Job Satisfactorily in Four Hours Time—Read This Account Given by Oil and Gas Journal.**

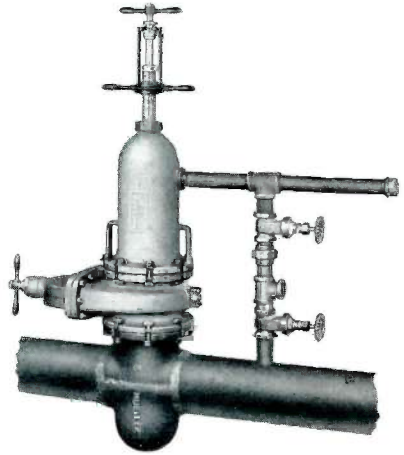
A common pipe line problem was recently overcome in a newly devised manner by Tide Water Associated Oil Co. (Associated Division) on their 6-inch high-pressure line which transports natural gasoline from the Coalinga field of California to a marine terminal at Monterey. At one point on this 165-mile line, construction of a county road resulted in the removal of so much earth that the line, which had been buried to a depth of 2 feet, was left on temporary props 10 feet above ground. It immediately became necessary for the company to change this overhead crossing to an under-

ground crossing, but this could not be accomplished simply by lowering the line into a ditch. Circumstances made it necessary to cut the line and lay a new section under the right of way.

## Essential Equipment

On a long-distance gasoline line, changes which require cutting the line represent a considerable expenditure, since it is necessary to flush the line out with water in order to avoid having to waste all the gasoline in the cut section between two main-line valves, which may be 5 to 10 miles apart. Flushing at best is a procedure which requires considerable down time, and usually there are other grave disadvantages to this method. With a desire to avoid flushing in this instance, a new method was investigated. This method makes it possible to install a shut-off at any point on a line while it is under pressure. The essential equipment includes a special fitting, Mueller H-10422 which is welded around the pipe, a shell cutter tool which opens up the line without allowing leakage, a stopping unit, Mueller H-10420 for forcing a rubber plug into the line, and an instrument for capping the opening after the plug has been removed.

The shut-off was tested on the Tide Water Associated Oil Co.'s line by installing a small hot-tapped fitting with a valve that could be opened to tell when the flow had stopped. It was found that a complete shut-off had been effected. The line



was then cut, the new road-crossing section of pipe was welded in place, and the rubber plug was removed from the pipe by backing it up through the gate valve and into the pressure chamber of the Mueller H-10420 stopping unit, also the fitting plugged by means of the hand screw. The line was then put in service. To complete the job the nuts and bolts on this flange were spot welded.

While this was the first time this patented Mueller equipment was ever used in actual operations of the oil industry, only four hours were required to effect a shut-off. It is contemplated that many occasions will arise on this and other pipe lines which will call for the use of this equipment. It is especially acceptable on a line of the kind on which it received its first application, where filling of the line with water is objectionable, where long shut-downs are difficult to arrange, where line contents are hazardous, and where work must be carried on near highways or some other points of activity. Also, equipment of this type automatically becomes valuable in case of line failures.

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Farmer (proudly showing off his pig): "Yes, sir, that is the cutest little pig I have, and his name is 'Ink!'"

Visitor: "How's that?"

Farmer: "Because he's always running out of the pen."

(Continued from Page 21)

- Well, Mr. Adolph, I bet you never before met a Mueller salesman who covered his and foreign territory so quickly."
- ADOLPH: "How in the name of goodness did you ever manage to go so far out of your way?"
- JIM: "You shouldn't have told me to turn right after we left Poland Springs."
- ADOLPH: "I said, Make sure you're right and go ahead."
- JIM: "That is the reason I am turning around, and, if all goes well, I will have you in Portland in plenty of time, and please notice that I have had the moon moved over to our left."
- ADOLPH: "Remember to follow Route 66."
- JIM: "Well, you can't say I didn't take you for a ride."
- ADOLPH: "It seems more like a world tour. That sign said Route 99."
- JIM: "That's because we're going so fast that we have got 66 standing on its head."
- ADOLPH: "What's the big building just ahead?"
- JIM: "Oh, that's the insane asylum."
- ADOLPH: "The sign says 'Poland Springs House'."
- JIM: "I still say it is a nut house—didn't we leave it before starting for Canada?"
- ADOLPH: "Portland at last! Now the next question is how to get to the railroad station."
- JIM: "Please, madam, where is the railroad station? Going in the wrong direction? Don't tell me, Adolph, we are not running true to form."
- ADOLPH: "You have just passed the railroad station."
- JIM: "We have fifteen minutes to spare, so I thought we might relax by killing a little time."

• • •  
Wonderful

A camera man, working for the educational department of a film company, met an old farmer in town and said:

"I have just been taking some moving pictures of life out on your farm."

"Did you catch any of my me in motion?" asked the old man curiously.

"Sure I did."

The farmer shook his head reflectively, then said: "Science is a wonderful thing."

# A MATTER OF Seconds



It takes only a matter of seconds to hook up to a MUELLER-COLUMBIAN Hydrant and have a full flow of water at the nozzle in any kind of weather. The nozzle caps have extra long heavy chains with definite clearances to prevent "hanging". The Self-Oiling Top insures free turning of the operating nut and the bronze to bronze contact of working parts eliminates any chance of binding or corrosion. Large dual positive operated drain valves make certain of a dry hydrant when not in use. It cannot freeze and will drain immediately and completely when operations cease.

The MUELLER-COLUMBIAN is strictly an "ALL WEATHER" Hydrant and can be depended upon for split-second efficiency at all times. Make your next replacements or installations MUELLER-COLUMBIAN.



## MUELLER CO.

CHATTANOOGA, TENNESSEE

# Service Continues

WHEN YOU USE

## MUELLER PRESSURE CONTROL FITTINGS and EQUIPMENT



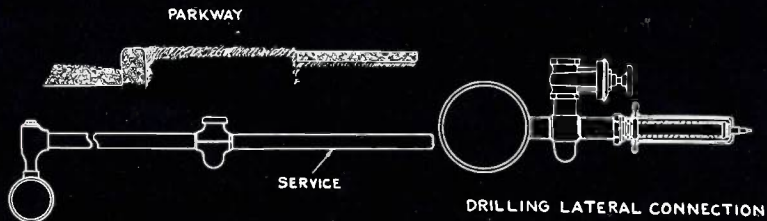
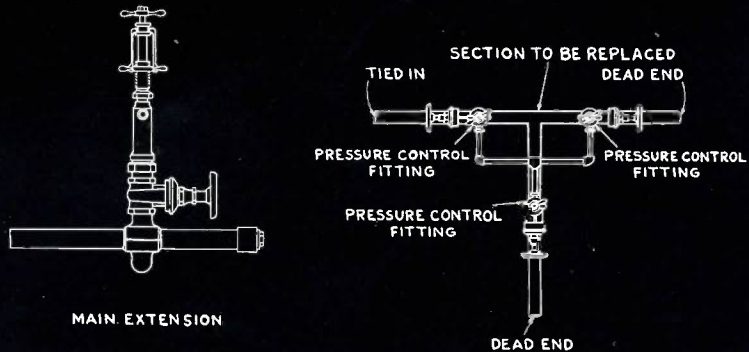
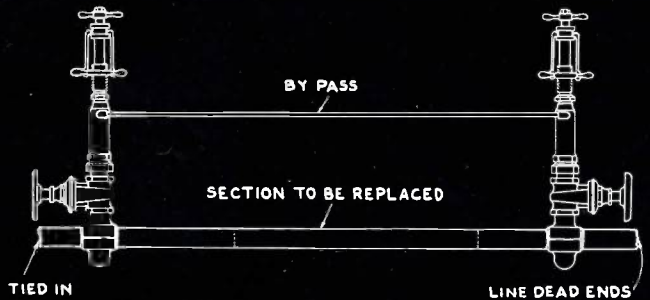
No longer impossible or impractical to cut into high pressure lines without shutting off the pressure.

Mueller Pressure Control Fittings and Equipment save days of work and hundreds of dollars.

Read article from Oil and Gas Journal, page 31 of this issue of the Mueller Record.

Every oil and gas company is interested. Don't neglect reading—not what we say—but what a responsible publication says on one of the greatest advances ever made in control of high pressure mains.

Write us for additional information. We can help you solve your maintenance problems safely—save you money—save you loss—with no shut down. You cannot afford overlooking a device of such great importance to you.



# MUELLER

PRESSURE CONTROL EQUIPMENT

PLUMBING

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CO.

DECATUR  
ILLINOIS

*Look to*  
**MUELLER**

SINCE  
1857

*for*

**plumbing  
brass goods  
in**

**1938!**

