MUELLER Record

JANUARY • 1956

THIS MONTH'S COVER

Mueller Co. Chief Engineer Walter Bowan awoke early one Sunday morning to find that a beautiful snow fall had blanketed Decatur. He hurried to nearby Nelson Park and caught nature at its best in a series of photos that won considerable acclaim for him from Decatur camera fans. One of his favorite shots is the one chosen for this month's cover.

MUELLER Record

January • 1956

WALTER H. DYER, Editor

MUELLER CO.

MANUFACTURERS OF WATER AND GAS DISTRIBUTION AND SERVICE PRODUCTS

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Recording Our Thoughts

R. O. Eastman, president of the Eastman Research Organization of New York City, is a prolific writer whose direct mail news letters to editors and publishers of trade journals and company publications enjoy a wide readership. The men who are supposed to know good writing at its best almost always take time out to read Mr. Eastman's monthly newsletter.

A letter dated January 3 carried the theme "The Obligation of Reputation." We are condensing his letter somewhat, but nonetheless are bringing you his simple, yet powerful thoughts on reputation, which follow.

"So you struggle to build up a reputation. You work hard. You eat bread and cheese. You endure disappointments. Maybe you go broke a couple of times. But you stick to your guns.

"To start with you only get the reputation of being a particularly persistant

(Continued on page 22)

"Would you believe it . . . she's only 24 not married . . . engaged once . . . models on th' side . . . and, oh yeah, ... we gotta' work overtime tonight."

AGA President Predicts:

Third Record-Breaking Year

By

DEAN H. MITCHELL

President, American Gas Association; President, Northern Indiana Public Service Company, Hammond, Indiana

DEAN H. MITCHELL

The past year was one of the most successful in the history of the gas utility and pipeline industry. During 1955 the industry reached new record highs in numbers of customers served with utility gas, in volume of gas sold to ultimate consumers and in revenues received from the sale of gas.

Reserves of natural gas at the beginning of 1955 were at an all-time high, despite a new record production figure in 1954. The industry added more than one million new customers during 1955.

Natural gas systems are continuing to spread into new areas and to augment supplies in residential and industrial areas now served. With the completion of the Pacific Northwest pipeline, only two states in the nation will not be receiving natural gas. Expanded use of underground storage is making it possible to serve more customers with a minimum increase in distribution facilities.

After a careful review of the present record figures and factors that were responsible for the successful achievements of 1955, most members of the American Gas Association predict another record year in 1956. There is an almost unanimous belief among gas utility and pipeline companies that new records will be established in all areas of gas service during 1956.

Under approval of the Federal Power Commission about 4,500 miles of new natural gas transmission pipeline were authorized last year. More than 3,000 miles of transmission line actually were laid with the remaining 1,500 miles under way at the year-end.

More than 22,000 miles of natural gas

distribution and storage pipeline, not requiring F.P.C. approval, were constructed during the year. Today, the total of natural gas gathering, transmission, distribution and storage pipelines in the United States is more than 445,000 miles. With an additional 50,000 miles of pipeline carrying manufactured and mixed gas, the nation's entire gas pipeline now is approaching one-half million miles, and will pass the 500,000 mile mark in 1956.

Gas utility and pipeline companies spent approximately $1,385,000,000 for new construction and expansion of facilities during 1955. The industry expected to spend an additional $1,205,000,000 for each construction in 1956. Estimates made by A.G.A. Bureau of Statistics place total construction expenditures for the four years from 1955 through 1958 at more than 4,300,000,000 dollars. The gas industry now has nearly $16 billion in gross assets and is well on its way to becoming a 20 billion dollar industry.

Statistical Review and Forecast

At the end of 1955, the gas utility industry was serving about 29,210,000 customers, including about 243,000 LP-GAS customers served directly by gas utility companies. This was a gain of about 1,056,000 customers or an increase of 3.8 percent over 1954, when the industry was serving about 28,154,000 residential, commercial, industrial and other customers. There were approximately 7,500,000 customers served with LP-Gas in areas not on gas utility mains. The total of nearly 29 million straight utility gas customers was a new record, as was the total for all gas customers.

More than 24 million customers were receiving natural gas at the year-end, a gain of almost 2 million customers, and an increase of 8.4 percent over the 22,159,000 natural gas customers served at the end of 1954. Manufactured and mixed gas customers decreased to less than 5 million customers, a decline of 14 percent, as additional companies converted to use of straight natural gas.

The gas utility industry sold approximately 66,500,000,000 therms of gas during 1955, a new record volume. This was a gain of 8.2 percent over the 61,428,200,000 therms sold in 1954.

Natural gas sales achieved a new high of 62,908,000,000 therms, up 8.4 percent over the 58,000,000,000 therms sold a year earlier. Manufactured and mixed gas sales totaled about 3,464,000,000 therms, an increase of 3.9 percent over the previous year's volume.

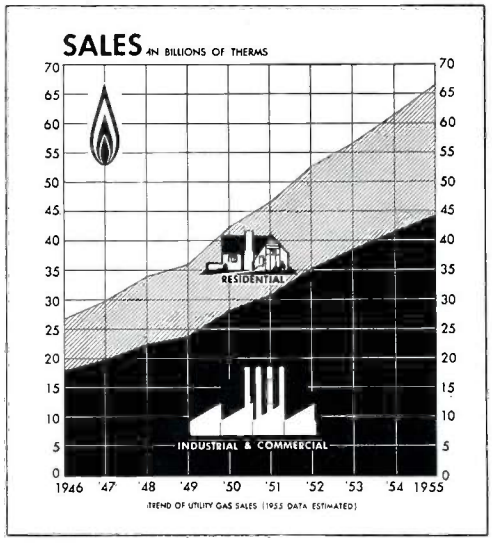
Revenues from utility sales of gas nearly reached the 3½ billion mark, in achieving a new record total of $3,473,328,000, a gain of 13.8 percent over $3,052,000,000 a previous record high established in 1954. Natural gas revenues increased 16.2 percent to total $2,995,000,000, also an all-time high. Manufactured and mixed gas revenues were about $458,000,000, up 0.4 percent over the previous year's total.

Pipelines and Reserves

Full certification was granted during the year by the F.P.C. for the construction of the American-Louisiana Pipeline Company's 1,200 mile line from Texas to Michigan and for the 1,800 mile line of the Pacific Northwest Pipeline Company from the San Juan Basin to the northwestern states. Both of these lines are well under way. The position of the Pacific Northwest Company has been greatly strengthened by the recent decision of the Federal Power Commission authorizing the importing of Canadian gas. The West Coast Transmission Company now will construct its line bringing Pacific Northwest additional supplies of natural gas from the Peace River fields. Several major transmission lines completed extensive looping and paralleling lines during 1955.

Underground storage operations increased substantially during the year ending December 31, 1954. At the start of 1955 there were 172 underground storage pools located in 17 states and an additional 12 pools were under construction. These active pools had an ultimate capacity of 1,859 billion cubic feet.

There are 6,395 active storage wells in operation in the 172 pools. It is estimated that the 12 pools under construction would add nearly 200,000,000,000 cubic feet of storage space for underground storage of natural gas. With new gas househeating customers estimated to be added for the next few years at a rate of about 1,200,000 per year, under-



ground storage of gas becomes an increasingly important factor in stabilizing the gas load.

The gas industry spent nearly $75 million on construction of underground storage facilities in 1955 and will spend nearly $50 million on such facilities in 1956. It has been estimated that about $187 million will be spent on underground storage construction in the years 1955 through 1958.

Proved recoverable reserves of natural gas at the beginning of 1955 had reached a new high level of 211.7 trillion cubic feet, an increase of about 263 billion cubic feet over reserves at the beginning of 1954. Production of natural gas in 1954 reached a new peak of 9.4 trillion cubic feet, but new discoveries and extensions of revisions of previous estimates more than offset this tremendous use of natural gas.

Industry Market Expanding

A.G.A. statisticians estimate that a great potential market for sales of gas heating equipment exists in the United States today. With a maximum of promotional effort and product design improvement, the gas utility industry could sell more than 20 million gas heating units of all types in the five years from 1955 through 1959. Actual sales of such heating units in the five years ending in 1954 amounted to 15.1 million units. A potential market for nearly 60 million gas appliances of all types exists in the United States for the next five years if consumer purchasing power remains at present levels.

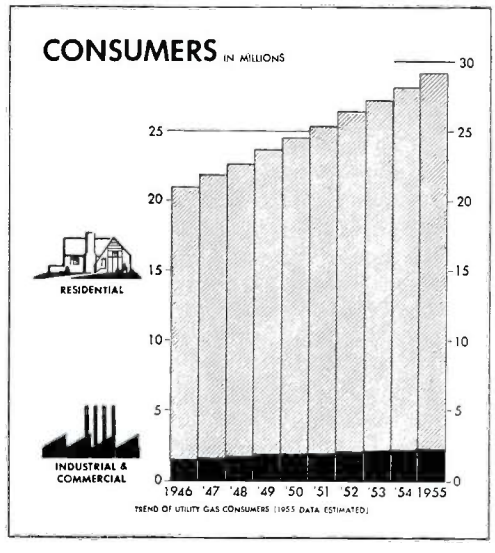
It is anticipated that space heating requirements in 1957 should be 53 percent ahead of 1954. Overall sales by the gas utilities in 1957 could total about 75 billion therms.

To meet accelerating needs for gas service, the gas industry will require 6.2 million tons of steel pipe for the 1955-1958 period. Approximately 2,200,000 tons of steel were used in 1955 alone. Of the total amount about 3 million tons will be in the form of 16 inch or larger diameter pipe, primarily used for natural gas transmission lines. An additional 199,000 tons of steel in other forms, and nearly 815,000 tons of cast iron will be required by the gas industry from 1955 through 1958.

Gas Appliances and Equipment

Aggressive merchandising and promotional efforts on the part of gas utilities and appliance manufacturers and their dealers resulted in increased sales of gas appliances during 1955. Sales of gas ranges, exclusive of built-in types, totaled about 2,280,000, compared with actual sales of 2,023,000 gas ranges sold in 1954. Automatic gas water heater sales last year totaled about 2,800,000 units an all--time high compared with 2,281,000 units sold in 1954.

The tremendous gains made in sales of gas house heating in past years con-



tinued to reflect in sales of central heating units, which last year totaled about 1,146,000 units, or about 200,000 units more than were sold in 1954. These sales included about 850,000 floor furnaces, 245,000 conversion units and about 91,000 central heating units of other types.

Sales of gas refrigerators were the highest in recent years. Automatic gas clothes dryers established one of the best records in the brief history of this comparatively new appliance. Sales of automatic gas clothes dryers last year were in excess of 350,000 units, compared with 260,000 units sold in 1954. It is conservatively estimated that there are more than one million automatic gas clothes dryers in use today.

Sales of gas air-conditioning and gas incineration units also are reported to be increasing. Research efforts being devoted to these appliances are expected to improve the efficiency, cost and sales of these appliances greatly in the next few years.

A.G.A. Laboratories

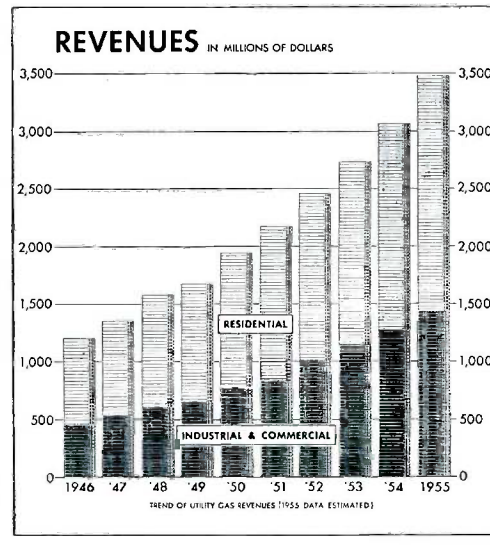
Expanded facilities completed during the year, together with improvements in operating procedures, enabled the A.G.A. Laboratories at Cleveland and Los Angeles to provide greater service to the industry. Approximately 5700 new models of gas appliances were tested during 1955. Approvals for Canadian manufacturing companies also increased substantially.

Central heating appliances accounted for over 50 percent of the appliance testing revenue. Testing of water heating equipment continued active, while domestic range activities centered around built-in sections, equipment with thermostatically controlled top burners and low input pilots.

Over 800 field and factory inspections of production models were made by the Laboratories' inspectors prior to granting or renewing certification. An increase of about 400 percent in unannounced inspections was made, supplemented by almost 300 inspections on users' premises.

Eighteen PAR financed research projects were under study at the Laboratories with emphasis on development of gas incinerators. An experimental incinerator has been developed that effectively reduces smoke and odor emission. Further performance improvements and simpler fabrication principles are being sought. Other research studies for domestic and commercial cooking, water and house heating and general gas utilization are under way.

Research bulletins and reports have been published providing advanced technical knowledge to the industry. The approval Requirements Committee adopted fifteen revised appliance, accessory and installation standards. More than 450 utility and manufacturer representatives



were brought together through some 40 meetings to develop the new and revised appliance standards.

Washington Office

The Association's Washington office in Washington is in continuous touch with the Federal Government. A running digest of all legislative matters in Congress affecting gas has been made available to member companies through 1955. Information concerning gas has been made available to Congressional committees on request, and individual requests by members have been filled.

Federal Power Commission policies and actions in the area of regulation since the Phillips decision have been reported as they develop. The Washington

office has aided Federal agencies in making fuel determinations and in writing specifications. Tax matters, from Congressional conception to Treasury regulation are under continuous observation and reporting.

Promotion, Advertising, Research

The second ten years of the gas industry's Promotion, Advertising and Research (Par) Program began in 1955. Several new projects were initiated, including the large-scale air-conditioning research program. An investigation has been launched to ascertain the possibilities of a national television program.

The PAR Public Information Program made substantial progress. Materials are being furnished and workshops conducted to benefit gas companies wishing to start or augment their own public information activities. An economic information program emphasizing awareness of the nation's vital stake in a strong privately managed gas industry has been launched. The use of gas and gas appliances has been publicized and promoted in women's magazines, shelter magazines, builders publications, as well as in special editions of leading newspapers throughout the nation.

A major revision in the over-all PAR subscription pattern provided a basis for voluntary pipeline support for promotion, advertising, utility research or public information activities. More active efforts have been made to demonstrate the many local benefits of various PAR activities to gas utilities and pipelines.

These factors helped make 1955 one of the most successful years in PAR'S history. A record of $2,341,293 was subscribed for the PAR program, an increase of $325,829 over the previous year. Of this sum, $1,171,540 was designated for Promotion and Advertising, $1,109,-753 for Research and about $60,000 for Administration, including Gas Industry Development Program activities.

Last year brough 23 new subscribers to PAR—16 renewing their support after several years' lapse and 7 making their first subscriptions. Three pipeline companies made regular subscriptions to the PAR program. Nearly $100,000 was made available for the Public Information program during its first year.

PAR Pipeline Research likewise had record subscriptions of $250,385, though these fell short of the $300,000 quota set by pipeline operating executives to carry out the most essential pipeline research activities.

Recognition of the importance of economical, competitively priced gas all-year air conditioning devices sparked the initiation of a $300,000 PAR research activity in this field. PAR endeavors in this field have been closely coordinated with concurrent work of leading manufacturers in the field, so as to assure maximum over-all benefits and the least duplication in effort. The success of such efforts can best be indicated by quoting the comment of a national magazine, Business Week. In a recent issue in an article devoted entirely to gas air conditioning, the magazine declared, "Gas air conditioning is not just a gas industry dream. Several companies are getting ready to market a gas-powered air conditioner in the next year or two. The industry is eager to seize the market. It would help level out the demand for gas during the year."

As pointed out earlier, substantial progress has been made toward the development of a laboratory model gas incinerator. The time is much nearer when utilities can expect a completely odorless and sootless incinerator to serve as a source for additional revenues.

Last year, A.G.A. budgeted more than $1 million for national advertising.

Record-breaking, all-gas spectaculars dominated the PAR-financed national advertising program for 1955. By coordinating editorial copy with advertising copy, these sections gave full impact to the industry's theme that gas is the modern fuel for modern Americans.

Publications carrying the 190 pages of combined editorial and advertising copy included, Saturday Evening Post, Better Living Magazine, Restaurant Management, Woman's Home Companion and American Builder Magazine. Hundreds of thousands of reprints of this material featuring gas appliances and gas services were distributed, in addition to the millions of copies distributed to regular readers.

The ten Action Demonstration Cities continued active experimentation during

the year with new and more intensive marketing, servicing and advertising techniques. Several cities have adopted these techniques as a part of their permanent way of doing business. Efforts were made to encourage additional participation in the program by gas utility companies. Significant progress was made during the year to eliminate obsolete or unnecessary local gas appliance requirements.

Sectional Activities

The new General Management Section held its first annual conference during 1955 and participated actively in the Annual Convention at Los Angeles. Seminars on "Accident Prevention Through Informed Supervision" were conducted by the Accident Prevention Committee in several states during the year.

The Accounting Section sponsored another successful electronics seminar in Philadelphia. A.G.A. and Edison Electric Institute Accounting Sections have contracted with Harvard University for a research project for the development of electronics equipment and procedures for use by the electric and gas industries.

The fifth biennial school for industrial and commercial gas men was conducted during 1955 and brought to more than seven hundred the number of gas men who have attended this educational project. New requirements for installation of consumer-owned gas piping on industrial and commercial premises were prepared and issued. Work is progressing on similar recommendations for installation of industrial equipment, which with the piping installation recommendations will become American Standard.

Continuing its policy of long-range planning, the Residential Gas Section recommended advertising and promotional campaigns that were incorporated into the regular PAR program. New installation techniques were included in a revision of the "Guide for Installers of Heating Equipment" and more than fifty thousand copies of the guide have been sold to gas utility companies for local use.

The A.G.A. Home Service program was an important source of assistance and information to home service departments of member companies. In the gas industry there are now more than 1600 trained home economists.

The Utilization Bureau reports that participation in the Atomic Test in Nevada showed that the underground gas systems probably would be very little damaged by nuclear weapon attack. Appliances would suffer damage in varying degrees depending upon their proximity to ground zero.

The Operating Section continued work on a number of projects aimed at helping solve technical problems facing the industry. These projects ranged from surveys on operating techniques to preparing manuals and developing standards. Some of the projects were: gas conditioning, history of gas company use of radio facilities, peak load shaving, underground storage statistics, deliverability problems, design of high and low pressure services and plastic pipe standards.

Conclusion

The gas industry constantly seeks to improve both its product and its service. Gas appliances today are the most modern household devices that can be installed in American homes. New sales techniques and promotional plans are bringing the industry greater shares of the new home and replacement market. Natural gas reserves continue to gain and success has been achieved in the production of substitute gases for natural gas to augment our natural resources in that field. With so many factors in the industry's favor it is evident that the gas utility and pipeline companies cannot fail to move ahead to new record high levels in 1956.

Noteworthy Reply

A teacher who was giving the children written exercises wrote out this "Wanted" advertisement:

"Wanted—A milliner. Apply by letter to Miss Smith, 10 Blank Street."

The children had to apply for the position in writing.

One youngster wrote:

"Dear Miss Smith—I saw you want a milliner. I hate to trim hates. Can't you get somebody else? Please let me know at once. Edith Brown."

Roy Abel Is Assistant To O. E. Walker, Vice President and Works Manager

A former member of a Chicago engineering firm has been named Assistant to the Vice President and Works Manager of the Mueller Co.

He is Roy Abel, who was a member of the firm of Albert Ramond & Associates, Chicago management consultants, until he came to Mueller Co.

The appointment to the newly created position was announced by O. E. Walker, Vice President and Works Manager, who is in charge of all Mueller Co. factories in the United States.

For the past 15 months, Mr. Abel has been on special assignment from the Chicago firm as a consultant for Mueller Limited, subsidiary of Mueller Co. at Sarnia, Ont., Canada.

He was graduated from Ohio State University in 1943 with a degree of Bachelor of Industrial Engineering. He joined the Firestone Tire and Rubber Co. after graduation and was with that company until he entered the Navy as an ensign in 1944. During World War II service he was a member of an underwater demolition team until it was decommissioned in 1945 and later became an officer on the staff of the Commander, Sea Forces, Hawaiian Sea Frontier.

Mr. Abel became a field representative for the James F. Lincoln Arc Welding Foundation of Cleveland, Ohio, in October, 1946, and in April, 1947, he was employed by the Lincoln Electric Co. at Cleveland as a time study and methods engineer.

In 1949, he entered Cleveland College, Western Reserve University, as a graduate student studying business administration, and in February, 1950, he was named Executive Assistant to the President of Wagner Awning and Manufacturing Co.

In 1952, he joined Albert Ramond & Associates.

Mr. Abel is a member of the American Institute of Industrial Engineers and the Institute of Management Science. He is married and has two sons, John Christian and Douglas Edward. His family will join him in Decatur in February.

ROY ABEL

Wistful Thinking

"I feel like taking that beautiful blonde out again tonight."

"Have you taken her out before?"

"No, but I felt like it once before."

And Advice Is Free

Marriage teaches a man thrift, regularity, abstinence, and many other splendid virtues he wouldn't need if he were single.

Service Is Our Motto

A motorist and his wife traveling through the Blue Ridge Mountains of Tennessee stopped at a one-pump gas station before a mountaineer's cabin. After the man told the proprietor to fill the tank, his wife asked: "Is there a rest room here?"

"No, ma'am, there isn't, but you'll find a mighty comfortable rocker up there on the porch."

F. E. Klinck Retires From Los Angeles Sales Department

A career with Mueller Co. that began in 1917 as a metallurgist came to a close November 30 for Fred E. Klinck when he retired from his position in our Los Angeles Sales Department.

Mr. Klinck, a Cornell University graduate in Mechanical Engineering in 1910, had a unique beginning with our company. He was a faculty member in Mechanical Engineering at Cornell from 1910 to 1917, and during this period he became good friends with one of his students, a great Cornell football player named L. W. (Duke) Mueller who later was to rise to the position of Chairman of the Board of Mueller Co.

Mr. Mueller, who died in 1953, learned that Mr. Klinck was thinking of leaving the teaching profession to enter some phase of industry, so he invited him to visit Mueller Co. headquarters in Decatur.

Of this visit, Mr. Klinck recalls that he met several members of the Mueller family—Adolph, Fred, Robert, Phillip and Oscar. "I was favorably impressed with this fine team of men and the reputation and integrity of Mueller Co.," he said, "so when they offered me a position in the company, I accepted and reported to work a short time later."

Among the duties first assigned Mr. Klinck were assisting in the design of regulators and relief valves, the establishment and operation of a physical and chemical laboratory for the purpose of materials control, installation of new power plant equipment, installation of a reclaiming plant for manufacture of brass ingots, and the supervision of the Brass Foundry.

For a few years after 1920, Mr. Klinck was with a Chicago firm as foundry engineer and later as a designer for a business machine company in Endicott, New York.

FRED E. KLINCK

He returned to Mueller Co. in 1926 in sales and cost work, and after the opening of the Los Angeles plant, he was transferred there first making an engineering survey and promoting the sales of regulators and relief valves. Later, he joined the sales force with a territory covering Southern California and Arizona.

Sometime later, he became a part of the Los Angeles office sales organization and for a few years performed engineering sales work contacting the water and gas utilities. He helped pioneer our line stopper fittings and other No Blo items for the Gas Industry.

Mr. Klinck was a member of the team that investigated the use of "O" Rings which later were adopted by our Engineering Division for use in various items of our manufacture.

In the past few years, Mr. Klinck has assisted such sales executives as W. N. Dill, J. L. Logsdon, and E. George Baker.

Hotel Guest phoning at late hour: "Is this the desk clerk?"

Ill-humored clerk: "Well, what's eating you now?"

Guest: "That's what I'd like to know."

FPC Reports:

Houston Firm to Pipe Gas From Canada

The Federal Power Commission has authorized Pacific Northwest Pipeline Corporation, of Houston, Texas, to construct and operate natural gas pipeline facilities for the transportation and sale of natural gas which will be imported from Canada.

Under the authorization, Pacific Northwest will import 303,462,000 cubic feet of natural gas per day to be supplied at the U.S.-Canadian border by Westcoast Transmission Company, Limited, from gas fields in the Peace River area of Alberta and British Columbia.

The FPC at the same time issued a certificate to El Paso Natural Gas Company of El Paso, Texas, to construct pipeline facilities estimated to cost $194,-274,000 to make additional natural gas available to existing customers in California, Nevada, Arizona, New Mexico and Texas. The El Paso authorization includes exchanges of natural gas with Pacific Northwest.

The Commission's opinion and order also authorize Nevada Natural Gas Pipe Line Company, of Las Vegas, Nev., to build new facilities, costing $4,103,188, to enable it to transport additional gas to be received from El Paso.

Pacific Northwest will construct a total of 955 miles of new pipeline and 12,800 horsepower in compressor capacity at a total estimated cost of $28,549,-456. The company also will make certain changes in the natural gas system authorized by the FPC in June of 1954 by substituting larger sized pipe on some portions. The FPC's June 1954 order authorized the company to build a $160,-000,000 pipeline system to transport gas from the San Juan Basin in New Mexico and Colorado and other fields along the route to market areas in Colorado, Utah, Wyoming, Idaho, Oregon and Washington. When the facilities authorized today by the FPC are completed, the company's system capacity will total 678,-562,000 cubic feet daily.

Pacific Northwest will receive the Canadian gas from Westcoast Transmission at a point near Sumas, Wash. The natural gas will be sold at various points on Pacific Northwest's system. The company also plans to export some gas to Canada. The export includes a maximum of 12 million cubic feet of gas daily on a temporary basis for distribution in Vancouver, B.C., pending completion of Westcoast's facilities in the fall of 1957. Deliveries under this temporary arrangement at Sumas, Wash., would total 3,942,000,000 cubic feet. Pacific Northwest also will export 12,600,000 cubic feet daily to the Trail area of British Columbia, with delivery at a point near Boundary, Wash. This export would continue for a 20-year period, with the gas destined principally for industrial use.

In authorizing the import of the gas, the Commission pointed out that, as a supplementary source of gas for a market primarily served with gas coming from the opposite end of the integrated system, Pacific Northwest's proposal has many advantages. The Canadian gas, for the first few years at least, will be largely used for industrial purposes, thus permitting interruption to render firm service to domestic and commercial customers, the Commission said. Furthermore, it added, the existance of the supply at the northern end of the system would facilitate plans for temporary emergency service in the event of a line break or other interruption to the receipt of gas from Pacific Northwest's other sources.

El Paso's project will expand its system by 455,175,000 cubic feet of natural gas per day. Of this, the company will sell 177,013,000 cubic feet to Southern California Gas Company and Southern Counties Gas Company of California; both of Los Angeles; 177,013,000 to Pa-

(Continued on page 22)

Texas Builders Cite Pro

Thirty years of outstanding progress in the design and performance of household gas appliances, displayed in 1926 and 1956 homes, highlighted exhibits at the state convention of the Texas Home Builders Association, held recently in Houston. The high-legged gas range and old fashioned ice box are in the kitchen of the 1926 home which was completely furnished in keeping with the era it represented.

TREMENDOUS advances made in the design and performance of gas appliances during the past 30 years were dramatically displayed in completely furnished 1926 and 1956 homes which highlighted exhibits at the state convention of the Texas Home Builders Association, held recently in Houston.

While the architecture, construction, decor and furnishings of both old and new homes were in sharp contrast, the most striking differences were noted in the gas appliances in the respective homes.

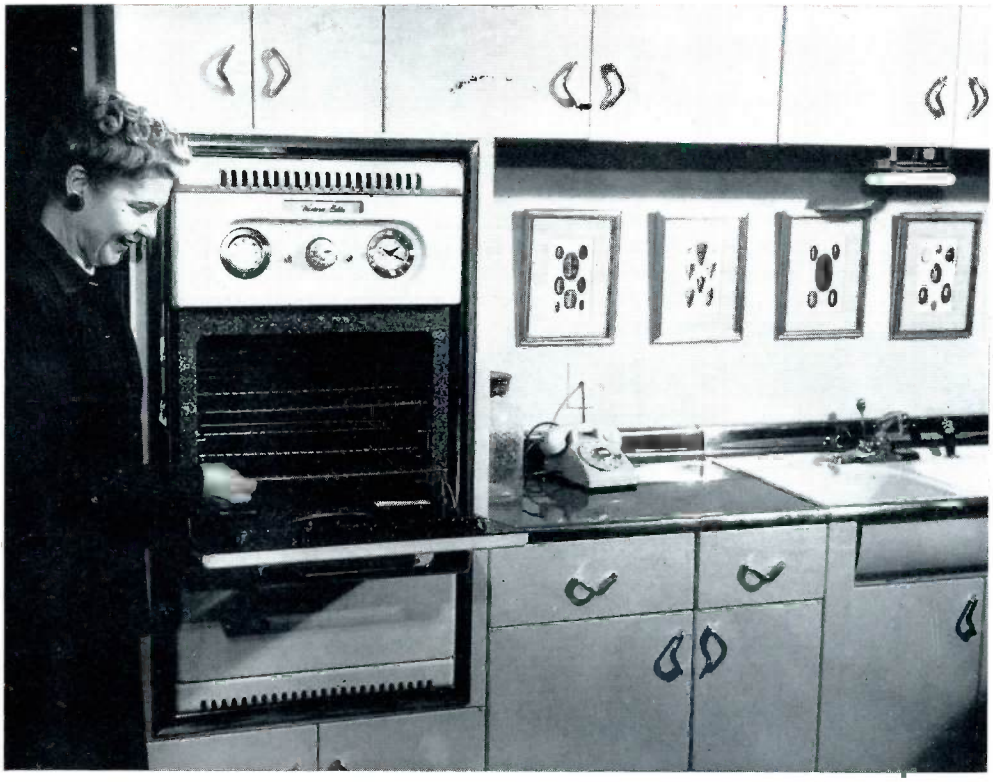
The 1956 home symbolized the 10,000,000th home built in the United States since the end of World War II.

The installation of gas appliances in both old and new homes was coordinated by United Gas Corporation and Houston Natural Gas Corporation.

The strictly utilitarian kitchen of the 1926 home had an awkward-looking high-legged gas range which seemed entirely unrelated to the handsome built-in gas cooking equipment in the beautiful kitchen of the new home.

The old ice box with its messy drip pan in the 30-year-old home appeared

gress of Gas Appliances



Gas appliances were selected for the ultra-modern home which symbolized the 10,000,000th post-war home built in the United States. This home, erected next to an actual 1926 home, was a feature of the recent state convention of the Texas Home Builders Association in Houston. Here, Mrs. Clara Irby, United Gas home service supervisor, is admiring the smartly-styled built-in automatic gas oven-broiler unit in the kitchen of the 1956 home.

as an antique beside the magnificent Servel gas icemaker refrigerator in the 1956 home.

The new home was equipped with the latest type gas water heater which presented quite a contrast with the outmoded side-arm heater hooked on to the water tank in the older home.

Separate gas heaters of the type used 30 years ago appeared throughout the old home while the modern home has central gas heating equipment.

A washline full of clothes flapping in the Texas breeze in the yard of the old home was a reminder that the automatic gas clothes dryer had not yet made its appearance in 1926. The new home has a compact gas laundry.

A gas incinerator completed the array of up-to-date gas appliances selected for the ultra-modern home.

At the close of the convention, the exhibits were opened to the public. Through this highly realistic presentation of gas appliances in "then and now" fashion, thousands of visitors were able to see revolutionary changes in style and the way today's gas appliances have become an integral part of the design and function of the modern home.

MUELLER CO. OFFICERS

As Mueller Co. enters its ninty-ninth year of service, we can look back on a growth that has paralleled the tremendous advance of the water and gas industries. We feel that our very existence is due to the growth of these industries, and we have remained abreast of both by inventing and perfecting products befitting their needs or by improving old products to meet new situations.

This great expansion of water and gas industries makes it no longer possible for our officers and directors to become personally acquainted with each customer and friend of Mueller Co. Yet, each of them does wish to acknowledge their appreciation for the position we maintain in the water and gas industries. They are sincerely grateful for the friendship of those whom they serve.

Each year at this time, the Mueller Record is pleased to take this opportunity to introduce the officers of Mueller Co. to our customers and friends. To each of you throughout the United States and abroad, we present the men who guide the destiny of this firm. They join us in saying to you . . .

Best wishes for a prosperous New Year.

■ ■ ■

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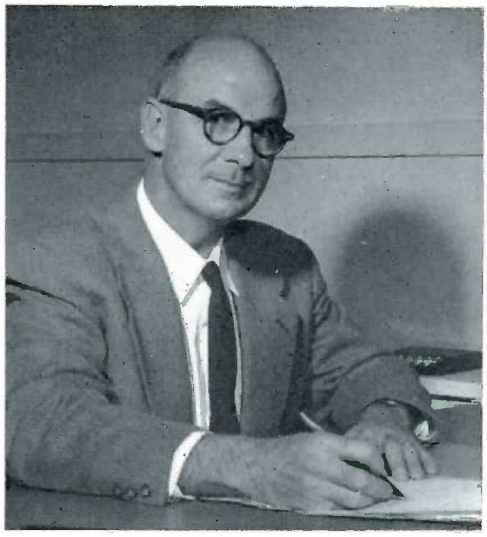
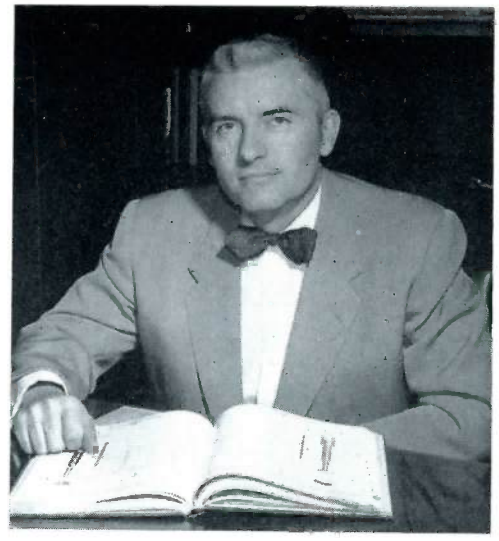


LYLE R. HUFF

Vice President and General Controller



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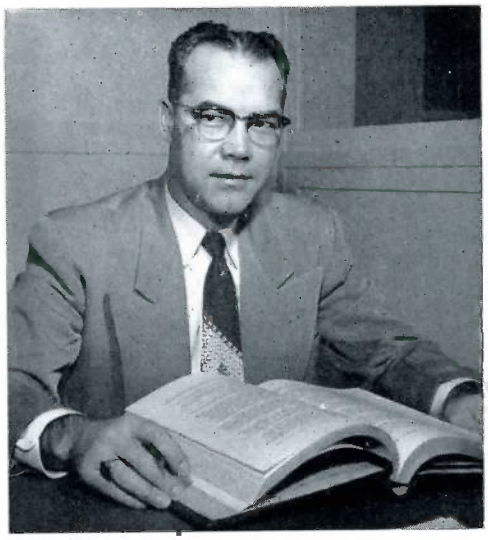

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New Peaks For Gas Industry

By
W. F. ROCKWELL, Jr.
President, Gas Appliance Manufacturers Association

W. F. ROCKWELL, JR.

YOU DON'T need an expert to tell you business is good—not if you've got 36 million regular customers on the books and a million more all but knocking down the door.

That's the situation in the gas industry. The past year was the biggest in history, and 1956 is sure to see a new set of all-time records for the industry.

The number of gas utility customers topped 29 million in 1955. It will approximate 30 million in 1956, and the number of LP-Gas users will raise the total of all types of gas customers to about 37 million by the end of the year. New peaks in gas usage are sure to be reached in homes, in industry and in commercial establishments and institutions.

As a result manufacturers of all types of gas appliances and equipment will enjoy a favorable sales climate and are likely to top their banner performances of 1955—with water heaters, furnaces and ranges leading the way.

Manufacturers of automatic gas water heaters shipped 2,799,000 units in 1955. This was an all-time high and was 22.7 per cent above the 1954 total. It's worth noting that these manufacturers a year ago estimated that sales for 1955 might run 1 or 2 per cent ahead of 1954. Unofficial estimates by some of these conservative prognosticators indicate that 1956 may see a slight increase over 1955. It may well be, however, that the 1955 pattern will be repeated, in which case the industry might top the 3-million-unit mark for the first time.

Makers of gas warm air furnaces enjoyed an even more spectacular 1955 than the water heater manufacturers. They shipped 850,000 units, nearly 30 per

cent above the 1954 total, another all-time high. Gas boiler makers, too, profited by the trend to gas heat, increasing their shipments 13 per cent above the 1954 total.

The coming year will undoubtedly see the emergence of gas as the number one fuel for the nation's residential central heating systems, surpassing the total of oil systems in use for the first time. Gas central heating systems in use will exceed nine million by the end of the 1956-57 heating season. That's about seven times the 1,292,000 gas heating plants which were operating in American homes in 1945. Of course, this trend to gas heating serves to stimulate the demand for other domestic gas appliances since homebuilders and modernizers are increasingly aware of the operating economies achieved through multiple usage of the fuel.

Gas range manufacturers are optimistic about 1956 prospects. Their 1955 shipments were 2,277,000 units, more than 12 per cent above the 1954 total. These figures, incidentally, do not include built-in units which now account for a substantial percentage of gas cooking installations in new housing.

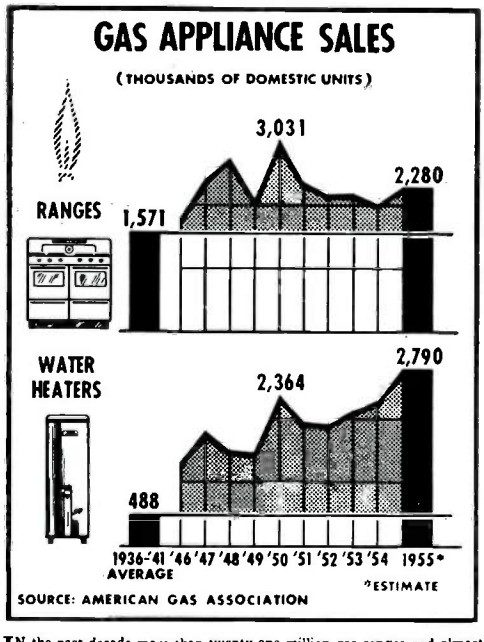
Range manufacturers expect to do still better in 1956—in both free-standing ranges and built-in units. The recently perfected automatic heat control for top burners is expected to be a powerful sales stimulant. Manufacturers who are incorporating this feature in 1956 ranges feel that it is the most important range development since the introduction of the oven heat control. They believe the fact that the average housewife does 80 per cent of her cooking on the top of the range will make the new top burner control a most wanted item.

The gas clothes dryer, and the combination washer and gas dryer are sure to reach new highs in 1956 and to improve their competitive position. While the gas dryer nationally accounts for only about 25 per cent of the total sales, in a dozen major markets it either leads in sales or runs neck-and-neck with competition. Stepped-up promotion by gas companies in other markets during the coming year will enable the gas clothes dryer to improve its competitive position—and to surpass the peak of 300,000 units shipped in 1955.

Similarly, utility company promotion efforts in behalf of domestic gas incinerators are likely to boost incinerator sales to an all-time high during the coming year.

Makers of other types of domestic gas appliances are extremely optimistic. Gas conversion burners which slumped during a part of 1955 and came on very strong in the latter part of the year will be in demand with the introduction of natural gas in the Pacific Northwest, following a pattern which has developed in every other area with the arrival of the natural fuel.

The extension of the natural gas pipeline system into the Northwest and the availability of increased quantities in other parts of the country will also boost demand for wall heaters, floor furnaces and various types of direct heating equipment. Manufacturers of these appliances also expect a quickening of interest in their new decorator-designed models and in the principle of zoned heating which permits individualized



IN the past decade more than twenty-one million gas ranges and almost twenty-one million automatic gas water heaters were bought, according to Gas Appliance Manufacturers Association. Thus two out of every five homes in the United States are equipped with postwar model gas ranges and water heaters.

heating of areas in the home as they are used.

Continued growth in the use of gas equipment in industry is assured for this year and years to come. American industry has been swinging to gas almost as fast as the fuel can be transmitted. Gas is now being used as either a fuel, tool or actual ingredient in virtually every item necessary in the nation's daily living. A similar situation exists in the hotel, restaurant and commercial field. Gas is used in the preparation of more than 95 per cent of the 65,000,000 meals served daily in public eating places. This overwhelming preference for gas and gas equipment assures continued demand for gas equipment for new construction and for replacement of obsolete equipment in existing hotels, restaurants and institutions.

Houston Firm . . .

(Continued from page 11)

cific Gas & Electric Company, of San Francisco; 30,345,000 to Nevada Natural; and 70,805,000 to existing customers in Arizona, New Mexico and Texas. El Paso's project includes the construction of 413 miles of 34-inch pipe extending from the San Juan Basin, and looping existing lines, to a point on the Arizona-California border near Topock, Ariz. El Paso proposed to obtain from sources within the Permian Basin up to 101,150,000 cubic feet of gas per day; an additional 252,875,000 cubic feet from the San Juan Basin; 50,575,000 cubic feet by purchase from Pacific Northwest; and 50,575,000 from the Pinedale Field in Wyoming, to be delivered to Pacific Northwest at a point near the Big Piney Field in Wyoming, and received by way of exchange an equivalent amount of gas from Pacific Northwest at a point within the San Juan Basin area, but action on this exchange is deferred.

Roomer: "I don't see why you should raise my rent when I live on the top floor and have to climb all these stairs?"

Landlady: "You evidently haven't considered the wear and tear on the carpets."

Recording Our Thoughts

(Continued from page 2)

or tenacious cuss. You shrug your shoulders and keep on going. You console yourself with the dream that when you've achieved your reputation your struggles will be over.

"And that's a dream that never comes true.

"No matter what your profession or job, you find that hard as it was to earn your reputation it's harder still to keep on deserving it.

"Then you come smack up against the obligation of reputation.

"Maybe you thought that when you had a reputation there would be things you could get away with that those with lesser reputations couldn't. What an awakening you get! You find that things are expected of you as a matter of course that would never be expected or required of the other fellow.

"You begin to have a keen and heartfelt sympathy for Mr. Caesar's celebrated wife.

"So you spend the rest of your life trying each day to do everything a little bit better than you did it the day before. For that's the only way to keep the reputation you have so dearly won.

"A good reputation is the greatest asset any of us can have. But it only stays good when we take it very much to heart and keep it from going to the head."

On Kitchen Committee

Miss Mildred R. Clark, home service supervisor, Oklahoma Natural Gas Company, Tulsa, Okla., has been appointed chairman of the A.G.A. New Freedom Gas Kitchen and Laundry Committee for the 1956 association year, it was announced by Dean H. Mitchell, president of the American Gas Association. Activities of the committee have recently been expanded to include promotion of New Freedom Gas Homes in additions to gas kitchens and laundries.

You're not driving your car after you pass 60 miles an hour. You're aiming it!

Mitchell Names AGA Board of Directors Committee Heads

Dean H. Mitchell, president, American Gas Association, has announced the appointment of chairmen of various committees of the A.G.A. Board of Directors. Among the new chairmen named for the 1956 association year are: R. A. Malony, president, The Bridgeport (Conn.) Gas Company, chairman of the A.G.A. General Convention Committee; R. R. Blackburn, vice-president, Southern California Gas Co., Los Angeles, Calif., chairman of the Executive Committee on Excess Liability Insurance; Frank C. Smith, president, Houston (Tex.) Natural Gas Corp., chairman, Executive Conference Committee, with W. E. Mueller, president, Colorado Interstate Gas Co., Colorado Springs, Colo., as vice-chairman of that committee.

Mr. Mitchell will serve as chairman of the A.G.A. Executive Committee of the Board, James F. Oates, Jr., chairman of the board, The Peoples Gas Light & Coke Co., Chicago, will be chairman of the Special Committee of Executives on Public Affairs while Ernest R. Acker, president, Central Hudson Gas & Electric Corp., Poughkeepsie, N. Y., will head the A.G.A. Finance Committee. G. H. Sandusky, superintendent, consumer services, Southern California Gas, is chairman of the Committee on Gas Appliances, and J. H. Dennis, utilization superintendent, Long Island Lighting Co., Mineola, N. Y., will be vice-chairman of that committee.

N. B. Bertolette, president, The Hartford (Conn.) Gas Company, will serve as chairman of the A.G.A. Laboratories Committee, and William G. Rogers, president, The East Ohio Gas Company, will be vice-chairman of that committee. N. C. McGowen, president, United Gas Corp., Shreveport, La., again will serve as chairman of the Committee on Natural Gas Reserves. W. L. Shomaker, vice-president, Northern Natural Gas Company, Omaha, Nebraska, was appointed chairman of the General Nominating Committee.

H. R. Derrick, president, Alabama Gas Corp., Birmingham, Ala., will be chairman of the PAR Committee. Serving with him as vice-chairmen will be John E. Heyke, Jr., president, The Brooklyn (N. Y.) Union Gas Company, Henry A. Eddins, executive vice-president, Oklahoma Natural Gas Co., Tulsa, Okla., and Edward G. Twohey, president, gas division, New England Electric System, Malden, Mass.

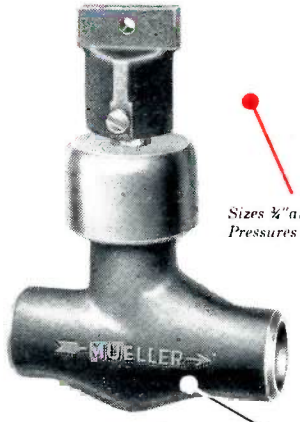
Other committee chairmen in 1956 will be: A. W. Conover, president, Equitable Gas Co., Pittsburgh, chairman of the Executive Safety Committee; Charles H. Mann, treasurer, Columbia Gas System Service Corp., New York, N. Y., chairman, Committee of Executives on Taxation; and F. D. Campbell, president, New England Gas & Electric Association, Cambridge, Mass., again will serve as 1956 chairman of the A.G.A. Committee on Atomic Energy.

Robert Drevs, Chicago, Heads AGA Secretaries

Robert M. Drevs, secretary, The Peoples Gas Light & Coke Company, Chicago, has been appointed chairman of the A.G.A. Corporate Secretaries Committee for the 1956 association year, according to John H. Carson, vice-president, The East Ohio Gas Company, Cleveland. Mr. Carson is chairman of the American Gas Association's General Management Section, which comprises five committees including the Corporate Secretaries Committee. Mr. Drevs has been employed by Peoples Gas during his entire business career, having worked part time for the company while in high school and college from 1926 through 1933. He was appointed secretary of Peoples Gas in 1954.

Robert T. Sprague, manager, Insurance Department, Cities Service Petroleum, Inc., New York, N. Y., will serve as chairman of the A.G.A. Insurance Committee in 1956.

MUELLER



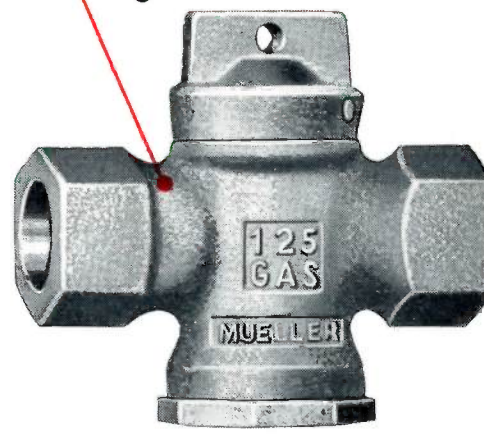
Sizes ¼"and 1"
Pressures to 1200 p.s.i.

No-Blo® Steel Valve. For high pressure service lines. Machined from steel forging. Available with threaded or welding inlets and outlets. "O" rings around stem and in cap prevent leakage to the outside. Metal to metal line contact of stem and seat assures gas-tight shut-off. The No-Blo Steel Valve can be completely reconditioned under full line pressure without escape of gas by using the Mueller E-4 Drilling Machine and gate valve. Easily operated from above ground through curb box.

POSITIVE CONTROL at the curb

Inverted key curb stop

Positive shut-offs are assured with precision ground key which is individually lapped into the stop body. This assures pressure tightness at the port and prevents leakage through the stop when closed. Key is firmly seated with spring pressure and line pressure. "O" ring seals at top and bottom of key prevent leakage to outside. Light down pressure on shut-off rod unseats key for easy turning. A wide selection of inlets and outlets will easily adapt it to any type of service line.



Sizes ¼"through 2"
Pressures to 125 p.s.i.

Contact your Mueller Representative or write direct for complete information.

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