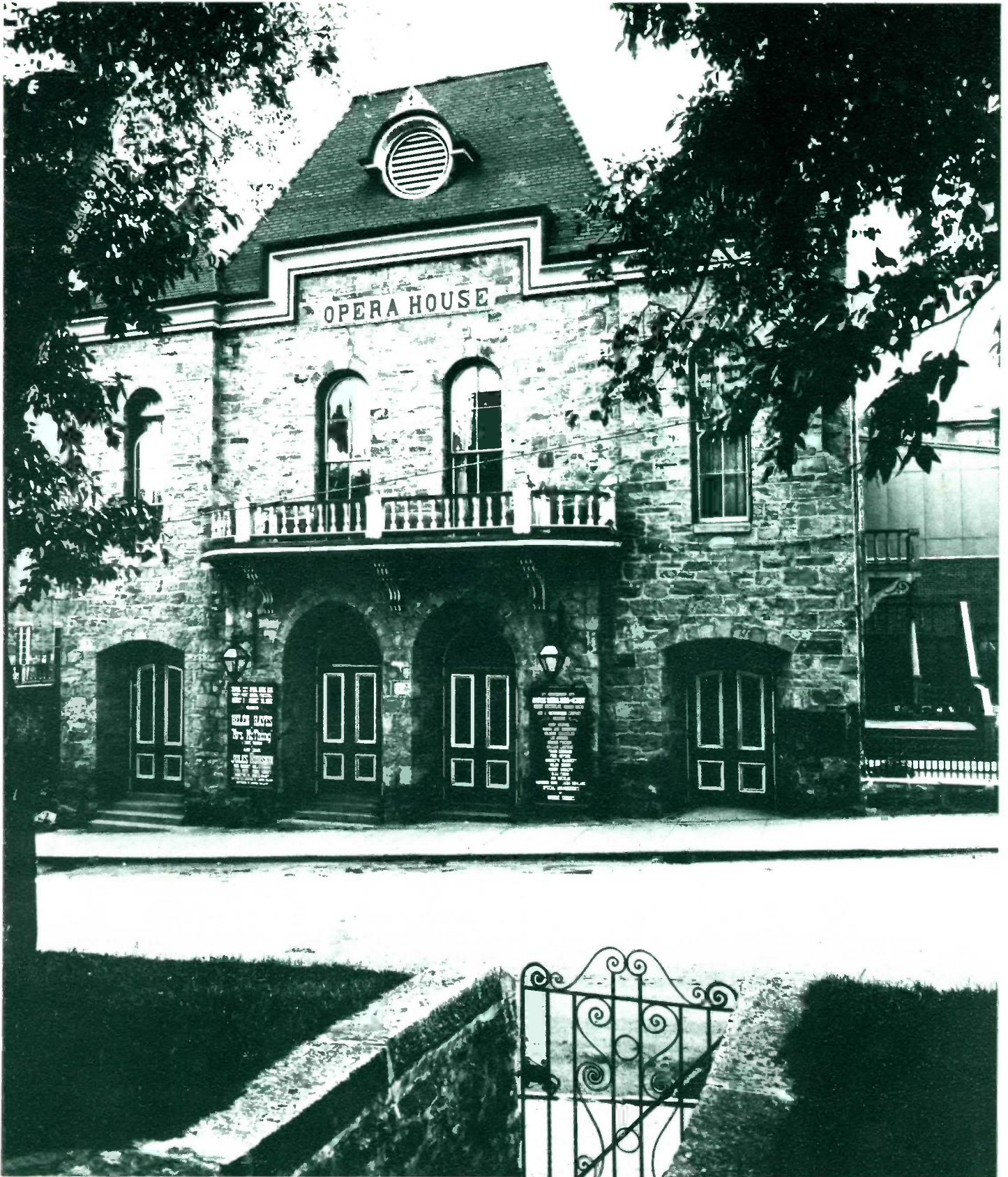


# Mueller Record

JANUARY, 1966



MINING CAMP TURNED OPERA CENTER—CENTRAL CITY, COLO., Story on Page 3.

# MUELLER RECORD

JANUARY • 1966

Joe Penne  
Editor

Published by  
**MUELLER CO.**  
500 W. Eldorado St.  
Decatur, Illinois

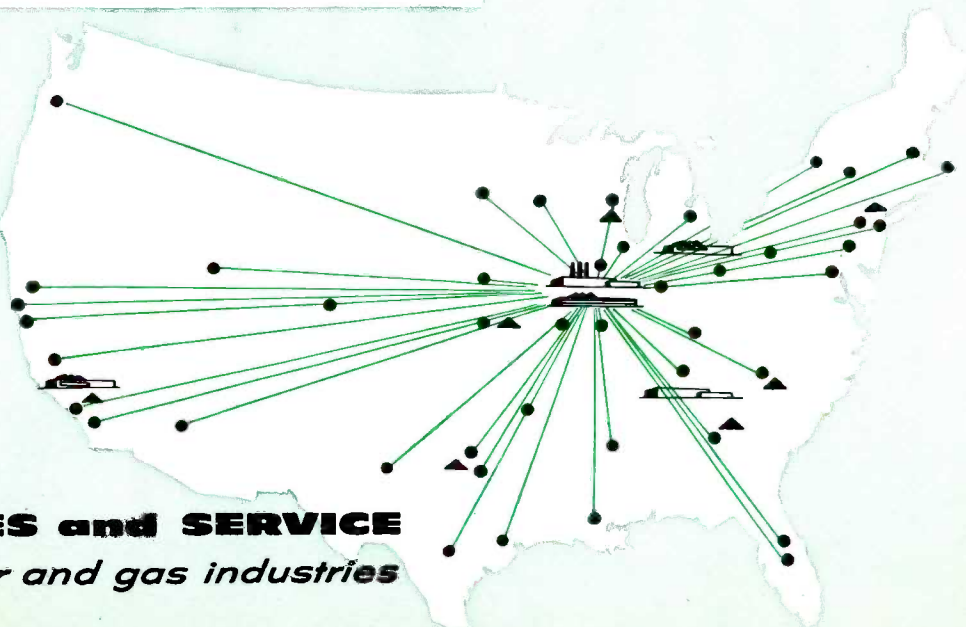
Member:  
Central Illinois Industrial  
Editors Association  
and  
International Council of  
Industrial Editors

## Contents

- 3 **CENTRAL CITY**.....tells a tale of how a former mining camp became a center for opera.
- 7 **COMPETITIVE BIDDING—WHO NEEDS IT?**.....reports a speech regarding a question faced by many contractors and city officials.
- 8 **GROWTH IS WELCOME, BUT IT CAN BE PAINFUL**.....relates how one town caught up with its water needs.
- 11 **L. A. DEPT. OF WATER AND POWER USING NEW OFFICES**....briefly describes modern headquarters.
- 12 **AN HISTORIC TOWN WITH MODERN IDEAS**.....contrasts the "Old South" with the "New South."
- 16 **AROUND THE WATER INDUSTRY**.....news briefs.
- 18 **OFF THE RECORD**.....is to be taken lightly.
- 19 **MUELLER PRODUCTS.**

Since 1857  
Quality Products for the  
Waterworks and Gas  
Industries

**MUELLER<sup>®</sup> SALES and SERVICE**  
...serving the water and gas industries



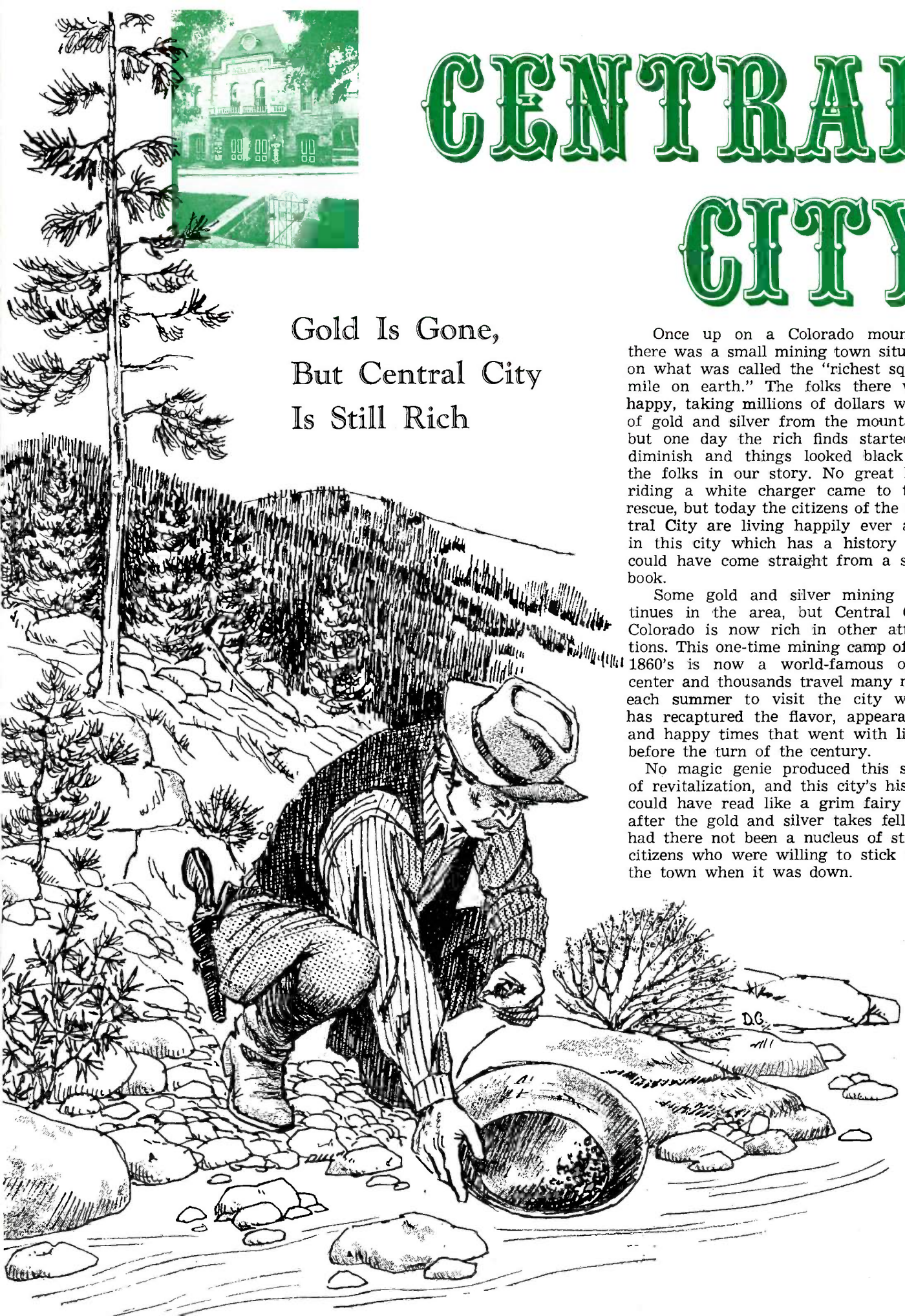
# CENTRAL CITY

Gold Is Gone,  
But Central City  
Is Still Rich

Once up on a Colorado mountain there was a small mining town situated on what was called the "richest square mile on earth." The folks there were happy, taking millions of dollars worth of gold and silver from the mountains, but one day the rich finds started to diminish and things looked black for the folks in our story. No great hero riding a white charger came to their rescue, but today the citizens of the Central City are living happily ever after in this city which has a history that could have come straight from a story book.

Some gold and silver mining continues in the area, but Central City, Colorado is now rich in other attractions. This one-time mining camp of the 1860's is now a world-famous opera center and thousands travel many miles each summer to visit the city which has recaptured the flavor, appearances and happy times that went with living before the turn of the century.

No magic genie produced this story of revitalization, and this city's history could have read like a grim fairy tale after the gold and silver takes fell off, had there not been a nucleus of strong citizens who were willing to stick with the town when it was down.



This is not a restored "ghost town." This term is anathema among Central City's 400 citizens and it is one thing that makes normally easy-going Mayor William C. Russell, Jr., bristle.

To the citizens of the community, Central City was always alive — it just had to change its way of living. This is "home" to many of the long-time citizens and at one time a few disliked the so-called intrusions of the tourists and opera-goers. Today it is generally recognized that the summer visits by people from all over the country mean business and a good living. Central City, first known as Gregory's Diggings following the gold strike of 1859, started as a tent city and had its share of trouble, rowdies and characters. It was not a typical mining camp in a few years, however. After a study of the interests and backgrounds of some of the early settlers, it does not seem so out of character to have a famous opera house located there. Its citizens were interested in law and order as well as gold, and the town's special qualities had a chance to flower. People of education and background who had formed a large portion of the population attracted more of the same kind and for the next few years, Central City excelled as a center of civilization amidst its isolated, high-altitude, granite walls. Scholars, generals, journalists and public figures scheduled visits to Central City.

Central City was "one of the places to see" for those coming "Out West." The influx of visitors was so steady that, at a cost of \$100,000, the Teller House was built in 1872 to receive them, and the hotel's grandest guest was President Grant. The hotel boasted of Paris fashions in the lobby and water piped to each floor.

Fire and its destructive forces have played an important role in the history of the city. Fire in 1874 destroyed the whole center of town and every building on both sides of Main Street, including the first opera house. After the great fire, water was almost as valuable as the gold and silver in the area and brought 35¢ a barrel in 1874. Since this and other near-disastrous fires, the volunteer fire department has been a vital component of the small community's civic life. Though equipped today with modern fire-fighting equipment, the hose-cart of the old days is wheeled out every summer on the opening day of the opera season and a spirited competition is waged between the Central City Volunteer Fire Department and the opera house ushers.

The famous "Face on the Barroom Floor" of the Teller House remains a mystery. Who is this lovely girl? How did the face get where it is? Whatever the unknown answers turn out to be, "The Face" is always of interest to Central City visitors.

Across from the opera house and in front of St. James' Church stands a Mueller/107 fire hydrant. The hydrant, the most advanced produced by Mueller Co., fits in with any surroundings, and in this case serves as a contrast between the new and the old of the city.

In a race against time, the teams must pull the wooden hose cart from the foot of Main Street to its intersection with Eureka Street, lay the hose, attach it to a hydrant and start a stream of water.

Nearly a century ago, with remarkable enthusiasm the Central City businessmen promptly started to rebuild the fire-torn city. This time they chose stone and brick, producing solid, dignified structures of the "style of the 1880's."

During this rebuilding period, this unusual town also had time to play, and its annals are full of light-hearted parties, dancing, singing, skating and tobogganing. The town was not so frivolous, however, that it preferred the more active entertainment over lectures, church suppers, professional drama, amateur concerts and theatricals.

In 1877, it was decided to organize all available amateur talent for a truly ambitious production, a complete operetta, "The Bohemian Girl." The production met with such enthusiastic response that repeat performances were given for audiences from Denver, Golden, Idaho Springs and Boulder. To finish off their triumph the cast received an offer to appear under professional management in Denver, but they declined.

Profits from this first production started the movement for a Gilpin County Opera House Association and



adherents came easily. Soon they were able to buy Tom Pollock's livery stable site and the whole community pitched in, making whatever contribution each could — many for as little as five dollars. Donations of work and materials were also received and the upshot of this unique effort was that in March, 1878, a gem of an opera house was completed for the modest cost of \$22,000.

The Amateur Society rehearsed madly so as to open the new opera house with a two-evening formal celebration. Special trains ran from Denver, carrying society editors and the celebrities who made the news. Colorado was all agog over the opening.

Those two nights were the zenith of Central City's high-society activities for some time, because shortly thereafter the astounding news of Leadville's silver strike broke and created a rush that swept everything before it. Miners and businessmen left by dozens, sweeping the more prominent members of Central City society with them. The socialites, having made substantial fortunes and feeling that no new strikes would be made in the district, began to move back East or to Denver.

Yet time was to prove that Central City was not dying, but was merely changing character. For the next 30 years, it continued as a thriving, busy com-

munity whose gold production figures were often as high as during the first 20. Although the ore was lower grade and the mine shafts deeper, improved mining methods offset the difference. The values in lead, zinc and copper came to be recognized and were no longer dumped into the creek, but were added to the general wealth. The second phase of Central City's history was characterized by a much more scientific approach to mining problems.

World War I brought the next exodus to the area. High labor and equipment costs started pinching the mining companies, and operations were reduced. From 1859 to this time, the area had recorded mineral productions totaling nearly \$95 million.

The economy of the community, of course, was a big factor in the success or failure of the opera house. Around the turn of the century, as mining diminished, Pioneer Peter McFarlane took over the booking of attractions and fought a losing battle. Eventually the opera house closed its doors — temporarily.

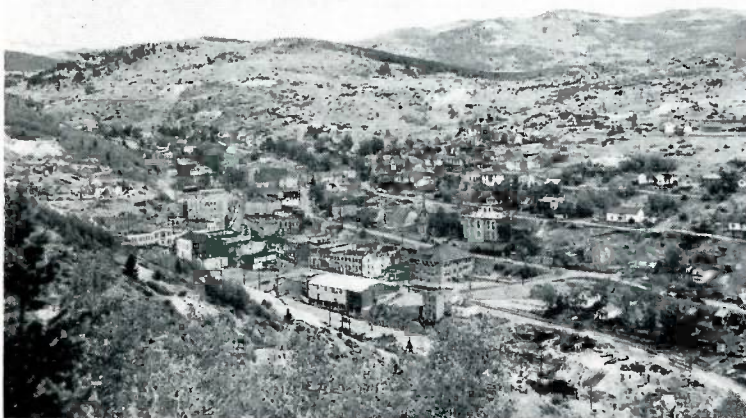
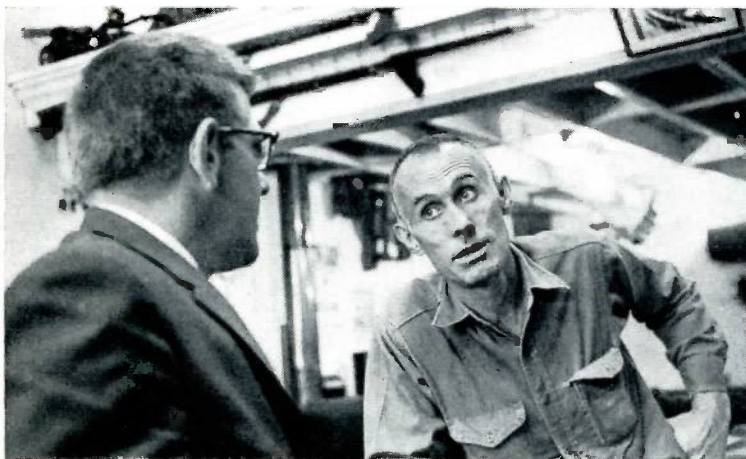
In the 1930's, the outlook again brightened. Lack of work due to the depression again encouraged men to pan for gold in abandoned gulches. Higher prices for gold also made border-line operations again profitable and business once more began to "perk up" in Central City.

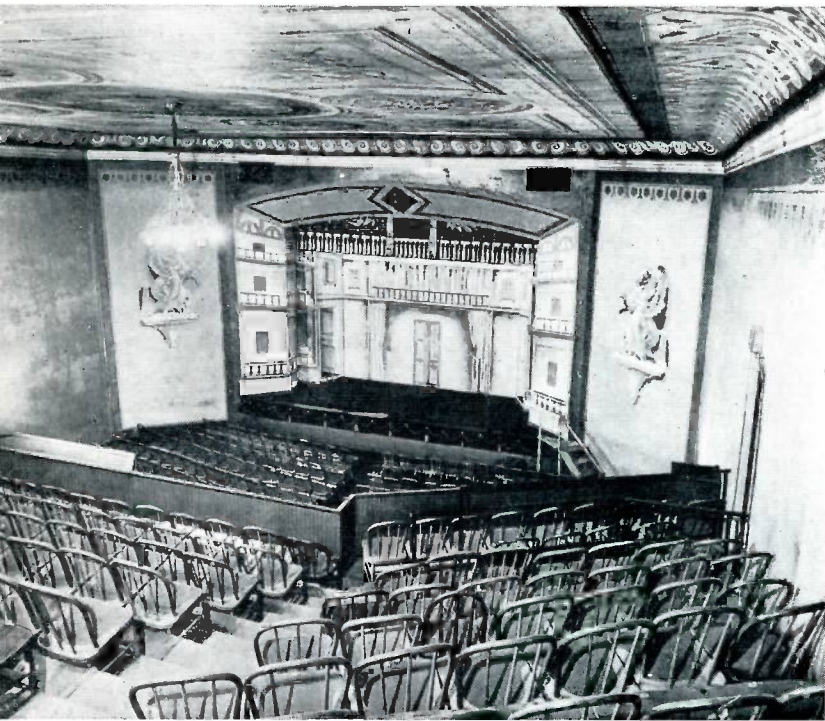
This period brought a revival of the opera house as well as mining. Walter Sinclair, director of the New Orleans Little Theatre, visited the decaying opera house in company with Mrs. Ida Kruse McFarlane, daughter-in-law of Peter McFarlane and herself a descendant of an eminent pioneer family. Entranced by the architecture and the Victorian decor, discernible even under the dust and cobwebs, they discussed the restoration and rebirth of the opera house. Mrs. McFarlane formulated a plan and in succeeding months, working with some of her family, she cleared the title of the building and presented it to the University of Denver in 1931.

The University authorities turned over the question of acceptance to the Denver Civic Theatre board and as its enthusiasm grew, committees were named and finally a Central City Opera House Association was formed.

After a year of renovation, restoration and repair, the opera house was reopened in 1932 with "Camille," starring Lillian Gish and Raymond Hackett. Many people called the whole enterprise "an impossible hare-brained scheme." The town was isolated and without modern conveniences. The roads were narrow, difficult and frightening, even to native drivers, and the economic depression was steadily growing deeper, rather than lessening. The economic situation added an at-

Mueller Sales Representative Dick SeEVERS chats with Central City Mayor William C. Russell, Jr. (right) in the mayor's museum which displays hundreds of items dealing with the area's development. In the lower photo, Central City appears to be sheltered from the outside world by mountainous barriers.





View of the interior of the Opera House shows the stage and the stiff, wooden chairs. The only concession to modern comfort is the addition of plush cushions to the seats.



Not all visitors to Central City are tourists as evidenced by this miner who passes through town. In the atmosphere of Central City he seems in place, and it is the modern auto that seems out of character.

mosphere of discouragement and strain, forbidding any new venture and suppressing initiative. But the Central City Opera Association blithely ignored these factors. Their idea had become a crusade.

They rented the Teller House and started to clean and refurbish the once-famed hostelry. Eventually, the Teller House was purchased and presented to the Association.

The reopening proved to be such a success that even the faithful and the believing volunteers were surprised. Today the Opera Festival runs for one month followed by a four-week presentation of a Broadway drama — requiring a total budget of \$500,000.

This past summer three grand operas, "Manon", "Barber of Seville" and "Lakme" were presented to thousands. The second half of the 1965 Festival — The Play Season — Murial Resnik's "Any Wednesday" was presented.

The Opera, of course, is a big attraction today, but tens of thousands of tourists and Denverites who visit the city each summer are enchanted by the city itself. Its honky tonk player pianos, antiques, saloons, shops, mines, museums, and authentic homes and buildings add up to a lot of color and atmosphere.

An aria drifting down Eureka Street from the Opera House or a banjo strumming from a saloon are a far cry from the rumbling of ore wagons of a century ago. These sounds are diverse, certainly. They are the sounds of different times, but they are indicative of the things that make Central City prosper.



Eureka Street appears quiet at the moment, but later in the day tourists will hurry along its sidewalks to visit the Teller House on the left, and beyond to the Opera House.

# Competitive Bidding—Who Needs It?

**(Editor's Note: Many of the situations and problems referred to in the succeeding paragraphs have been experienced by contractors, suppliers, engineers and owners working in the water supply fields, so we wanted to pass along to you some suggestions from a friend in the building industry.)**

"To me, as presently constituted, the term 'Competitive Bidding' is the biggest farce in the construction industry." This startling remark was made by Frank H. Beinhauer, Vice President, J. L. Simmons Company, Inc., at the 44th annual meeting of Producers' Council, Inc. in Louisville, Ky.

Mr. Beinhauer made it plain during his comments that his remarks reflected his personal thinking and not those of any organization.

Mr. Beinhauer elaborated on his statement made as a member of a panel on selection and purchase of building products by making the following analogy: "I, personally, liken bidding to the situation where you have 10 good craftsmen in a production line, and one completely incompetent individual who is in the line, not because he has served his apprenticeship and is a competent craftsman, but because he was able to 'buy' a card or get a job because of a serious shortage of skilled mechanics. He was, therefore, able to draw the same rate of pay as do the skilled craftsmen. Sooner or later, however, the other 10 are going to say, 'Why do we try to do a topnotch job and turn out maximum production of top quality work when the incompetent one—the 11th man—gets by only because the contractor hopes another 'warm body' will help him get his work done on time.

"In other words, one man drags the other 10 down to his level. On the assumption that labor should compete for its livelihood in exactly the same manner as management does for business, their positions are analogous. The incompetent contractor through sloppy and perhaps unethical methods of 'competitive bidding' tends to drag the competent contractors down to his level. Sooner or later the same per-

haps applies, in general to our friends, the material suppliers and subcontractors.

He said irresponsible and careless suppliers can pull down the level of reputable firms just as the sloppy workman or incompetent contractor can downgrade the efforts of the conscientious ones. "As contractors running sound business establishments, we do not want to buy from incompetents. We want to buy from responsible and competent firms; firms whose ethics are above average and firms whose word is as good as the written contract," Mr. Beinhauer said.

Earlier in his remarks, Mr. Beinhauer said that profits are the result of hard work, intelligent management and ethical business methods and not gained by bid shopping, unethical procedures or at someone else's expense. He said that many times contractors are tagged as being the "World's Champion Bid Shoppers."

He also said,

"Let me remind you of one fact. 'It takes two to tango!' These charges of bid shopping are probably not without foundation or fact in some instances. However, in my opinion, more often than not, these charges originate from persons who have tried to play it 'cute' and were 'stewed in their own juice.' Most such charges are as sour as sour grapes.

"As sure as I stand in front of you today, the suppliers and subcontractors of our industry can, without undue effort, drive the unethical contractor from the market place. How? Simply by refusing to 'break' their price to him if he is the low bidder. Remember this! Anyone can be caught once, but only a fool is caught twice in the same trap.

Mr. Beinhauer said that contractors generally buy on specifications set by architects, engineers and/or owners. He added that no one can criticize a good salesman of a reputable product for trying to get his product specified if the price asked is fair and equitable. However, some individuals tend to overprice their products in situations when they feel that the job is "in the bag," he said. In such a situation,

the purchasing agent and the client, more often than not, take exception for this reason and react accordingly."

The open specifications with the "or equal" clause is equally damning, Mr. Beinhauer stated. "The architect or engineer will specify two or three comparable, high-quality products, and then at some public authority request, or out of force of habit or hopefulness will add, 'or equal.' Well, right then the roof falls in! Along comes an agent you never heard of and 20 minutes before a bid closing, drops the price on a given item by \$100,000. What do you do now? You know the quality is inferior to the product specified, and in most instances you know it is below the quality the owner will accept. **You also know that some damned fool competitor—in his anxiety to get a job, will use the figure.**

"The question, then, is: 'Shall I use the figure and try to get the material approved, get someone else to match the price, or shall I use the price of the quality specified?' knowing full well that if I do the latter, I have wasted perhaps a month's time of my estimating staff and perhaps \$10,000 of company funds."

Earlier in his talk, Mr. Beinhauer perhaps gave the key and solution to the problems of price cutting, competitive bidding and poor quality. He said, "The creed of the contractor member of the Associated General Contractors of America is 'SKILL-INTEGRITY AND RESPONSIBILITY,' and as Past-President William Klinger said in addressing the mid-year meeting of the organization in New Orleans in 1961, 'THE GREATEST IS INTEGRITY.' That applies not only to the members of our Association. It applies equally well to the actions of our suppliers and sub-contractors."

**(Mr. Beinhauer is a national director of the Associated General Contractors of America, a member of its executive committee and vice president of its building division. He is a vice president for J. L. Simmons Company, Inc., contractors, engineers and builders since 1818, with offices in Chicago, Decatur and Springfield, Ill., and Indianapolis.)**



*Lovington, New Mexico*

# Growth Is Welcome, But It Can Be Painful

The new building at the right contains equipment for pumping water from one of the new wells in Lovington, New Mexico. Nearby can be seen an oil well that is taking from the ground another precious liquid—both of which are so very important for the growth and economy of Lovington.



**S**UDDEN increases in populations, linked with decreases in water supplies have caught many cities unprepared the past few years, and as a result they have, in some cases, forced water restrictions and led to major expansions in some areas.

These situations were recently experienced in Lovington, New Mexico where the city's population increased fourfold in 15 years. Near the end of this growth period, the water supply began to dwindle and in a short time everyone was caught with their supply tanks down.

Bond issues are not passed overnight and major expansions are not accomplished in a few days. As a result, Lovington experienced water shortages for a while, although Water Superintendent Merle Kindel and the community reacted positively and quickly.

Today Lovington has a new, fully automatic system that is capable of handling twice as many customers as are now being served, whereas only a few months ago water supply was a day-to-day situation.

Finds of oil and natural gas have been good for the economy of Lovington and Lea County. In 1963, Lea County had more than 1,300 producing gas wells and more than 10,000 oil wells producing about 70 per cent and 50 per cent respectively of New Mexico's output of these two energy sources.

While the oil and gas strikes were good for the local economy, they also had a severe impact on the demand for water. The "boom" caused the population to leap from 3,000 in 1950 to about 12,000 in 1965. This population increase was reflected in the number of water meters, which went from 350 to 2,300 in the same period.





Watching a demonstration of a new Mueller/107 hydrant are, from left: Forrest Baum, Mueller Sales Representative; Water Superintendent Merle Kindel; Bill Ham, Construction Superintendent for P. R. Burn Construction Co., Inc. of Las Cruces, N.M.; Lovington Mayor A. L. Hahn, and Dick Cox, Resident Engineer for Mann Engineering of Roswell, N.M.

Certainly, oil and natural gas wells play an important part in the economy of the area and they are a welcome sight, but until a few months ago some new water wells would have been just as welcome.

These water wells ultimately found are now part of a new supply, transmission and distribution system that has just been put into service, completing a 1.3 million dollar expansion program.

The system was designed by Mann Engineering Co. of Roswell, New Mexico, and installed by P. R. Burn Construction Co., Inc., of Las Cruces, New Mexico.

Nine new wells averaging 250 feet in depth are capable of producing approximately 300 gallons per minute each. Linked with two wells from the old system, they have a combined capacity of about 3,900 G.P.M.

The well field is tied together with about 23,500 feet of new pipe ranging in size from six inches to 24 inches. From the well field on the edge of the city, water is pumped to a new 400,000 gallon surge tank

Supt. Kindel gives Mayor Hahn a tour of Booster Station No. 2 which recently went into service as part of a new automatic system.



Mr. Kindel and Mueller Co.'s Forrest Baum look over some Mueller gate valves and check valves.



and then into booster station No. 1.

This booster station is equipped with three 1,500 G.P.M., electric horizontal centrifugal pumps. A 100 horsepower auxiliary gasoline engine serves as a standby source of power.

About four miles of 24-inch transmission line carries the water to the city and a 3.3 million gallon ground storage tank. Booster station No. 2 adjacent to the ground storage tank, pumps the water into two overhead storage tanks and into the distribution system. Booster station No. 2 has three 1,500 gallon per minute vertical turbine pumps with electric motors, plus two gasoline engines for standby use.

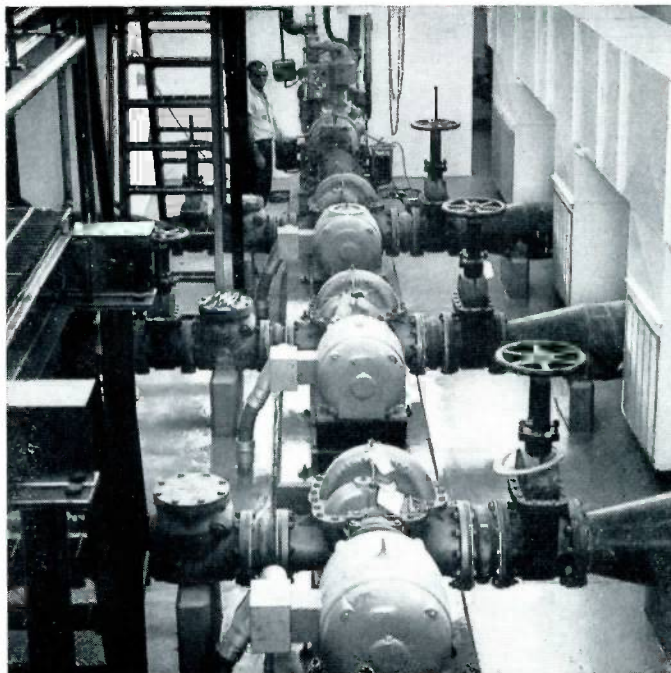
The overhead storage tanks, with a combined capacity of 350,000 gallons, were part of the existing system. The 3.3 million gallon ground storage tank is relatively new and went into use about a year ago. It was not, however, included in the 1.3 million dollar bond issue.

About 30,000 feet of pipe ranging in size from six inches to 16 inches make up the additions to the city's distribution system. This new part of the distribution system serves primarily as a loop around the city to serve new housing areas and future industrial development.

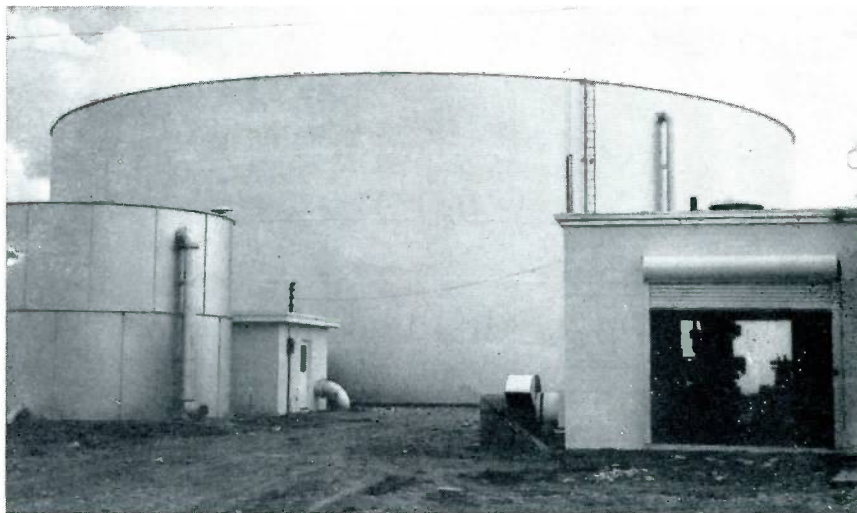
The water problems in Lovington are all part of the past now, but affable Merle Kindel still vividly remembers the sandchoked pumps, water restrictions and customers saying, "I have as much sand as water in my bathtub."

"Every water superintendent who has gone through a period of water shortage remembers when his stomach felt as empty as his storage tanks, and his spirits dropped to a level as low as the water table," Mr. Kindel said.

The year before the oil boom, the city of Lovington got into the water business by purchasing the facilities from Southern Union Gas Co. That same year, Mr. Kindel joined the water department as a



**Booster Station No. 1 is equipped with three 1,500 G.P.M. horizontal centrifugal electric pumps. Resident Engineer Dick Cox checks the standby power source in the background.**



**New Booster Station No. 2 (right) stands adjacent to the 3.3 million gallon ground storage tank which is relatively new to the Lovington system, although it is not part of the latest improvements.**

laborer and in 1953 he was named superintendent. In addition to heading the Lovington water department, he also heads the New Mexico Water and Sewage Works Association this year.

With its critical water supply problem now solved, and its gas and oil wells continuing to bolster the city's economic welfare, Lovington can face the future with confidence and optimism.

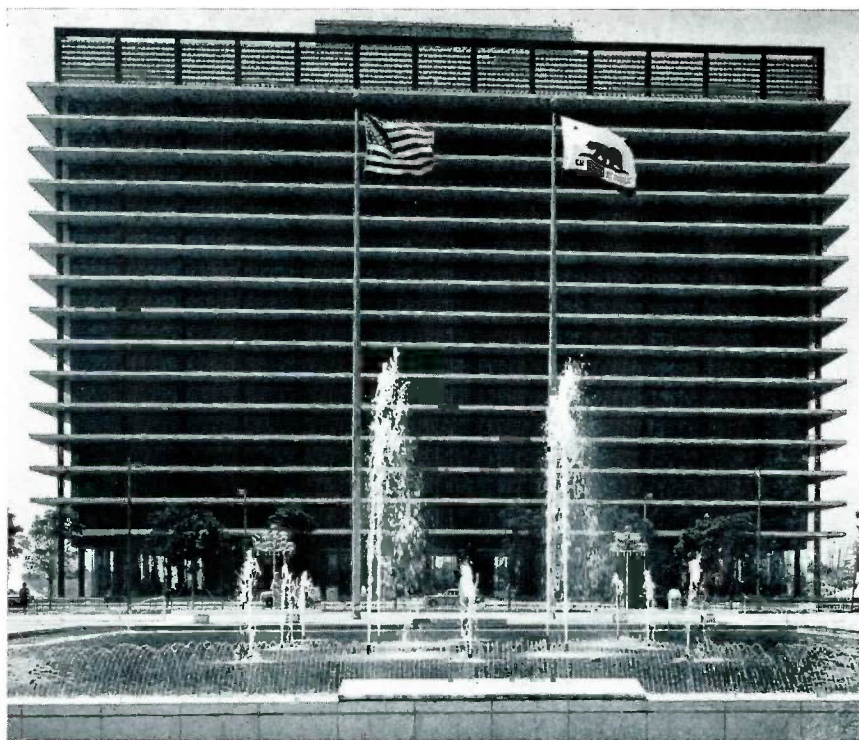
*Los Angeles*

## Dept. of Water And Power Using New Offices

A move by the Los Angeles Department of Water and Power to relocate its administrative offices in a modern 17-story building at 111 North Hope Street took place this summer, marking a milestone in the 63-year history of the Department, the nation's largest municipally-owned utility.

Centralization of the administrative offices and services is expected to result in operational economies, increased customer conveniences, and time-saving working efficiency, as approximately 3200 employees moved into the new building from their present working locations in six scattered buildings in downtown Los Angeles plus other buildings adjacent to the downtown area. The total working force of the Department is more than 11,000 employees. Sufficient space is provided in the new structure to accommodate a staff of 4300 that will be needed in the administrative center by 1990 with anticipated expansion of the water and power systems to keep pace with the city's growth.

The building was constructed at a cost of approximately \$32 million, financed by DWP revenues, and at no cost to taxpayers. It is situated on a 16-acre site identified



**About 3,200 employees of the Los Angeles Department of Water and Power work in this new 17-story general office building. Beautiful pools, similar to the one in the foreground, surround the modern structure.**

as Water and Power Square at the western end of the Los Angeles Civic Center, facing Hope Street between First and Temple Streets. The building is 287 feet high, and a typical floor area measures 317 by 133 feet, with a gross floor area of 880,537 square feet. An additional 812,000 square feet is contained in the three-level parking structure. The tower has a structural steel frame, which is fire-proofed, and the exterior columns are finished in opalescent, olive-black granite veneer, with wide horizontal canopies of off-white quartz Mo-sai. Exterior walls consist of heat resisting glass set in aluminum frames.

The interior of the building is designed around a central core complex of elevators, restrooms, mechanical shaft, stairways, exit towers, and auxiliary facilities. The office space surrounding the core is entirely flexible through the use of seven miles of movable metal partitions, set into the modular floors and ceiling, the module being four-feet, two-inches.

The 15 floors rising from the Hope Street level each contain

42,000 gross square feet. The two lower floors Levels "A" and "B" are much larger at 118,000 square feet each, excluding parking areas.

Surrounding the building is a 625 by 350 foot reflecting pool that performs an important and vital role in the environmental functions of the structure. The pool contains approximately 1,200,000 gallons of water and contains clusters of nozzle installations set in eight 36-foot-diameter circles. About 8400 gallons of water will be circulated every minute through the fountains. The primary purpose of the pool is to carry one-third of the air conditioning cooling load, and it also provides an attractive architectural feature.

Construction of the reflecting pool was a crucial concern for both architect and contractor since the area beneath the pool is heavily used as a parking area. Great care had to be taken to prevent cracks, leakage and potential damage. The concrete that forms the configuration of the pool was pre-stressed to insure against this possible damage and reduce the cost of water-proofing.

Canton, Miss.

## An Historic Town With Modern Ideas



"An historic town of the Old South and a progressive city of the New South" reads the introductory material on the first page of a guide to Canton, Mississippi.

This sort of feeling could be the rallying cry of many cities in Mississippi as they become industry-conscious and economically growth-minded. The proud South strives to preserve the rich heritage that makes it so historically interesting, but today this is done along with carefully planned new plants, construction and other projects of progress.

Contrasts between the old and new can be seen everywhere in this community of Canton where 11,500 citizens are working for the future in a city that retains much of the flavor of the past.

On the town square stands the imposing Madison County Courthouse, reflecting in the sunlight a building of the Old South and 1855. A few blocks down the street is the Canton City Hall which is as new and up-to-date as the people inside who direct the city's future.

You pass an ante-bellum home on the way to the site for a new hospital that is nearing completion.

Although the city utilities have been municipally-owned since 1896, they are constantly expanding, extending a welcome to those industries and businesses which have found this new part of Canton.

The New Canton is busy attracting industry and slowly moving from its dependence on the agrarian life which was so much the part of the Old South.

In 1954, Canton's major industry burned and, at about the same time, this event built a fire under the community's leaders and "Operation Bootstrap" soon got underway.

The need for new industry was abruptly brought to the attention of the 7,500 townspeople, and through community efforts and help from the State, Canton began to pull itself up "by the bootstraps."

Through the BAWI (Balance Agriculture With Industry) program, promoted by the State of

**The beautiful Madison County Courthouse, (above) finished in 1858, stands as an attractive monument to the "Old South." A few blocks away stands Canton City Hall (below) in its modern, functional simplicity.**





Dating from 1853, the Grace Episcopal Church is Canton's oldest church structure.

Mississippi with local governmental bodies, Canton has since been able to attract about two dozen new industries.

Citizens of Canton have given a number of votes of confidence to industry by passing 12 bond issues which have been used to finance buildings and land for factories and offices.

Under the BAWI plan, a community may float bonds, obtain a plant site, construct buildings according to the industry's specifications and then lease the facilities to the new enterprise.

Cooperation with the community is almost assured the industry for, in reality, by voting for such bond financing, the voters have placed a mortgage on their homes and have a real investment in the future of the company.

Originally dominated by manufacturers of wood products, Canton's industries today vary. Electric can openers, coil springs, life jackets, tents and caskets are included in the list of local products.

The BAWI program calls for the balance of agriculture with industry, not that industry replace agriculture. For this reason, farming and the processing of agricultural products are still important to Canton and Madison County.

Cotton, upon which the early wealth was based, still holds the lead role economically. In recent

years, however, livestock production has been increasing at a rapid rate until Madison is the second highest cattle-raising county in the state.

Eggs and pecan nuts are processed and frozen in Canton plants. A poultry plant, capable of dressing 1½ million chickens a month, typifies such agriculture-related industries.

As the industrial climate rises to match the temperatures of the summer months, Canton and Madison County residents also see new benefits for their economy and recreation as the result of the construction of the Ross Barnett Reservoir, about 10 miles east of Canton.

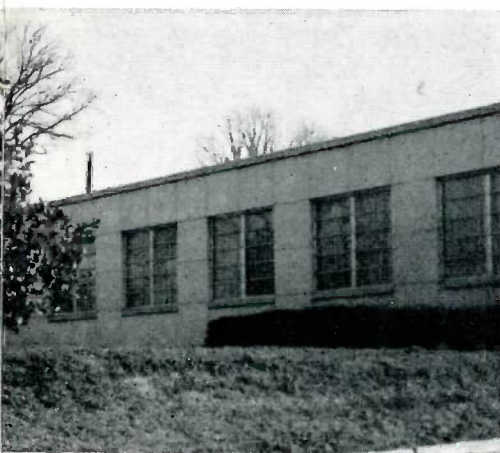
This 30,000 acre lake will have approximately 100 miles of shore line and will attract fishermen and boating enthusiasts from all over the South, offering new areas in which to participate in their favorite pastimes. With these people will come needs for food, lodging and equipment, many of which will be filled by the businessmen of Canton.

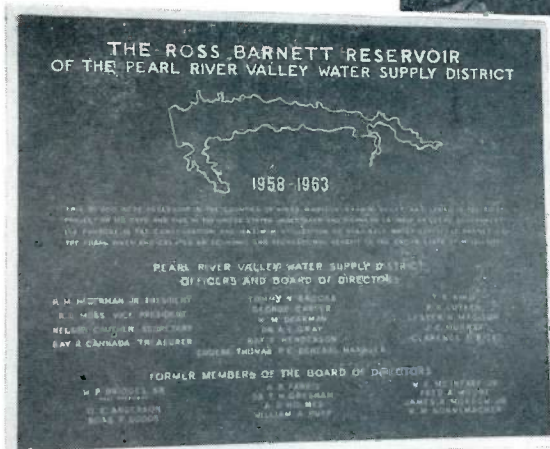
The reservoir, which is said to be the first of its type and size to be undertaken and financed by local funds, was completed in 1963, and is supplied by the Pearl River. In addition to its recreational and conservation qualities, it will also serve as a source of water supply for the nearby city of Jackson, although Canton will continue to use wells as its supply.

While the future of Canton looks bright again, with its 20th Century reconstruction, the outlook was bleak for Canton when it was established in 1830, and remained so until well after the rebuilding program which followed the War between the States.

Madison County was originally part of the Choctaw Nation. Just north of Spanish West Florida, it was claimed by Georgia until 1804 when it was ceded to Mississippi territory. The area was divided into territories in 1828 and Madison County assumed its present form in 1840.

Mayor L. S. Matthews says that the growth and success of Canton are the result of an interested citizenry, willing to accept responsibility and indebtedness in return





**The Ross Barnett Reservoir has become one of the most attractive recreation spots in the Canton area and is proving to be a boon to businesses in that vicinity.**

for new business and industry. "All too many times a city is only interested in what an industry or business can contribute with little thought of industrial development being a two-way street. At the same time, while we have been working hard for new industry, we have not forgotten about older industrial neighbors, and when one of our friends asks for civic support, our people respond wholeheartedly."

Mayor Matthews added that the availability of complete utility services is an important asset for any city working on industrial development. He points out that Canton Municipal Utilities has no bonded indebtedness while still meeting the needs of the community. Mayor Matthews should be familiar with utilities and their management since he was a member of the utility commission for a number of years before his election as mayor.

Another real Southern gentleman, Tip H. Allen, is utility super-

intendent and carries with him 50 years of experience. A couple of "younger" men helping with the management are H. A. McBroom, gas superintendent, who has 45 years of service, and assistant superintendent Bob Mustin who is junior man with 30 years.

Mr. Allen is past-president of the Alabama-Mississippi section of AWWA and was a George Warren Fuller Award recipient in 1954.

The name Allen is familiar in Canton because one of "Mr. Tip's" brothers D. M. Allen, was school superintendent and another brother, Frank, is a local bank president.

The municipally-owned utilities, which serve a total of about 12,500 water, gas, electric and sewer customers, are governed by a public utility commission of five, appointed by the mayor.

Utility commissioners are: C. M. Cooke (chairman), Otway B. Noble, Ernest Buttross, E. T. Flurry and S. O. Weems.

About 20 miles of cast iron water main ranging in size from 6 to 12 inches feed the 3,050 water customers in the city. Four deep wells, with a total capacity of about 3,000 gallons per minute, are the source of supply for the system and are expected to be adequate for some time. The system is presently adding a half-million gallon storage tank.

In the meter reading and collection sections, two practices are employed that are used by few other utilities.

Instead of carrying a big book like most meter readers, the checkers in Canton carry only a compact two-way radio and a small book with names, addresses and meter numbers. In the office, a billing clerk records each reading received by radio and in case there appears to be a discrepancy, she can get a second check without any need for a call back.

Supt. Allen says that he feels the system is more accurate and



Posing on a bank of a lagoon are, from left: Asst. Utility Supt. Bob Mustin, Mueller Salesman Dave Resler, and Utility Supt. Tip H. Allen.



Mr. Mustin checks a Mueller gate valve and check valve at one of the city facilities.



At the left a city employee records a meter reading which has just been given to her over the radio equipment on her desk. The reader makes his house-to-house reports with a small hand radio similar to the one on the center of the desk.

leaves little room for criticism. Some customers seem to think that meter readers sit in the shade and fill in the blanks with totals similar to the normal usage. There is no chance for this since readers have no idea what any previous reading was.

The billing system at Canton is unique in that only the first bill is sent to the home. Thereafter, the customer is expected to come to the City Hall between the first and

tenth of each month to pay his adjusted bill. For those who wish to pay by check, they need only call the office for the amount due and send the check.

"We apparently have the people of Canton pretty well trained to this system since we haven't experienced any real trouble during the years we have been doing this. For those a little slow about calling at the City Hall, a reminder is sent out."

"There's a lot to be said for a small city where nearly everyone knows everyone else. Such a billing system would be impossible in a big city, but in Canton it has been successful as well as an economy move by saving postage and billing," Mr. Allen said.

Agreed! A lot can be said for a small town that is advancing as Canton is to become a bigger town in the New South.

# . . . . Around the Water Industry . . . .

## District Sales Manager, Bill Cessna, Dies Unexpectedly



**H. W. (BILL) CESSNA**

We regret to report the death of H. W. (Bill) Cessna, Manager of Mueller Co.'s Southeast Sales District.

The unexpected death of Mr. Cessna occurred Jan. 8, in Charlotte, North Carolina following a heart attack. Bill, 43 years old, had returned from a routine trip in his Sales District the day before he was stricken.

We extend our deepest sympathy to his family. We know he will be greatly missed. Bill was a fine example of highest loyalty to his company, customers and men, and fully respected by everyone. The best way to describe Bill is to say that he was a gentleman in every sense of the word. He was genuinely interested in each one of his customers and associates, and he worked with them as if they were personal friends, which they were.

He was born in Columbus, Ga., Sept. 21, 1922. Prior to joining Mueller Co. in November of 1951, he was in the purchasing and stores department of the Gas Light Co. of Columbus. He began with Mueller Co. as its sales

representative in Georgia and later his territory was expanded to include the eastern half of Alabama.

In August of 1957 he was appointed Southeast Sales Manager succeeding Del Parks. At the time of his death, he supervised five Mueller salesmen in Tennessee, Kentucky, N. Carolina, S. Carolina, Virginia, W. Virginia, Maryland, western Pennsylvania, and part of Delaware.

Bill is survived by his wife,

Doris; two sons, William 12, and Robert 10, a daughter Deborah 14 years old; and his mother, Mrs. W. A. Cessna of Phenix City, Ala.

Funeral services were held Jan. 10 in the Providence Baptist Church, Charlotte. Active pallbearers were: R. C. Cope, R. F. Kahl, R. C. Sponsler, George Piper, L. E. Grossboll, A. C. McPherson, A. D. Parks, R. J. Ott and C. W. Freeman, all of Mueller Co.



Dayton, Ohio, area excavation contractor Dick Kelchner says that one of his newest pieces of equipment has given a big "lift" to his business. Although the busy contractor admits that he gets a great kick out of operating this machine, a new Hughes Model 300, three-place helicopter, he is quick to point out that it is more than an expensive hobby. He says he can now skip traffic and rough terrain as he moves from one job site to another in a matter of minutes. In addition, the "chopper" can haul critical parts or equipment (up to 600 pounds) to a job site in an emergency and is useful in making low altitude aerial surveys of excavation and grading job sites. Mr. Kelchner is now promoting its use for other commercial projects, and recently hoisted a number of large roof ventilators into position for a Dayton industrial plant.





**STAN LEE**



**RAY GENTRY**

**SALES  
PERSONNEL  
CHANGES**

James E. Williamson, Mueller Co.'s sales representative in the New York City area retired Dec. 31 after about 20 years of service in the area.

He will be succeeded by Raymond N. Gentry, who has been with Mueller Co. since 1961 and

most recently the Mueller Sales Representative in the western half of New York State. He is a native of Pennsylvania and prior to joining Mueller Co., he had four years of sales experience in the heating industry. He will make his home in Norwalk, Conn. with his wife and two sons.

Assuming Mr. Gentry's former territory is Stan E. Lee, who had been in the Mueller Industrial Sales Division in Texas the past year. Mr. Lee joined Mueller Co. in June of 1963 following his graduation from Millikin University. He is 31 years old and a native of Watertown, New York. Mr. Lee, his wife and four children will live in Penfield, N.Y.

**Thomas Quigley Named  
AWWA Acting Treasurer**

Thomas T. Quigley, Vice-President of Wallace & Tiernan, Inc., Belleville, N. J., has been named Acting Treasurer of the American Water Works Assn.

Mr. Quigley assumes the position formerly held by Hubert O'Brien, who resigned because of the press of personal business. Mr. O'Brien, served as AWWA Treasurer since August, 1962. Mr. Quigley will serve in an acting capacity until the end of the existing term, which expires after the annual AWWA conference in May. He brings experience gained through a wide variety of professional activities to his new position. During 1950, he served in the National Production Administration, and as Director of the Water and Sewerage Industry and Utilities Division of the Department of Commerce. He is a director of the Water Resources Assn. of the Delaware River Basin and a member of the Board of Governors and past-president of the Water and Wastewater Equipment Manufacturers Assn. He also holds directorships in the National Water Institute and the Adamas Carbide Corp.

**UNUSUAL PLACE —  
UNUSUAL ANGLE —  
UNUSUAL PERFORMANCE**

A ¾" tap with a Mueller "B" machine is done many times each day — many times in unusual circum-

stances. Recently in Lawrenceburg, Ind., the Mueller machine was taken 20 feet above the floor of a pumping station, and a tap made on a 36-inch by 24-inch concentric reducer. Due to the taper of the reducer, Utilities Supervisor Roland Horney and Water Foreman James McCool had difficulty holding the machine steady in a position of 20 degrees from the normal vertical position. The unorthodox tap was successful and an air relief valve was installed on the reducer which is part of a sewage discharge line.



Oskaloosa, Iowa was the site for this Mueller project which involved the installation of a four-inch inserting gate valve under pressure. In the ditch are Jack Lanphier of the water department and Ken Tohill, Mueller Co. Sales Representative (right). Checking on the project are, from left, Russ Jolly, Mueller District Sales Manager, and Roy Ellis, Water Department Superintendent.

# Strictly Off the Record

The puzzled secretary finally inquired of her boss: "Is waterworks one word or is there a hydrant in between?"

— Brooks Bulletin  
— Wall Street Journal

■ ■ ■

The Credit Manager's letter said: "Your account has been on our books for over a year and we would like to remind you that we have now carried you longer than your mother did." — **National Custodian.**

■ ■ ■

Requested the patient, "Doctor, if there is anything wrong with me, don't frighten me half to death by giving it a long scientific name. Just tell me in plain English.

"Well," the doctor replied, hesitantly, "to be perfectly frank with you, you are just plain lazy."

"Thank you doctor," murmured the patient. "Now give me the scientific name so I can tell the family."

■ ■ ■

The tourist paid his bill and as he went out the door noticed a sign, "Have you left anything?" "That sign's wrong," he told the manager, "it should read, 'Have you anything left?'"

■ ■ ■

Ralph: How far is your new house from work?

Bill: Only a five minute walk if you run.

■ ■ ■

Taxpayer—"We certainly are not getting as much government as we're paying for."

Business Man—"No, and thank the Lord for that."

■ ■ ■

An automobile is a machine with four wheels, a motor and not quite enough seats, which enables peo-

ple to get about with great rapidity and ease to places they never bothered to go to before and where they'd just as soon not be now, because now that they're there, there's no place to park.

■ ■ ■

He—"I've a great mind to rock the boat and frighten you."

She—"Once before a young man like you tried that with me and the boat upset."

He—"And what did you do?"

She—"I swam ashore and notified the coroner."

■ ■ ■

Husband — "Regina, when I looked at my account book last night I nearly died of fright. Our car cost us over \$500 last year.

Wife — "Well, Louis, don't blame me! I advised you not to keep an account!"

■ ■ ■

Humorist Irvin Cobb was telling a friend about a ten-pound lake

trout he had caught on a fishing trip.

"Ten pounds?" said the other skeptically. "Were there any witnesses?"

"Of course there were witnesses," said Cobb, "Otherwise it would have weighed twenty pounds."

■ ■ ■

Friend meeting an old pal after many years: "And did you marry that girl of yours, or do you still cook your own breakfast and mend your own clothes?"

"Yes."

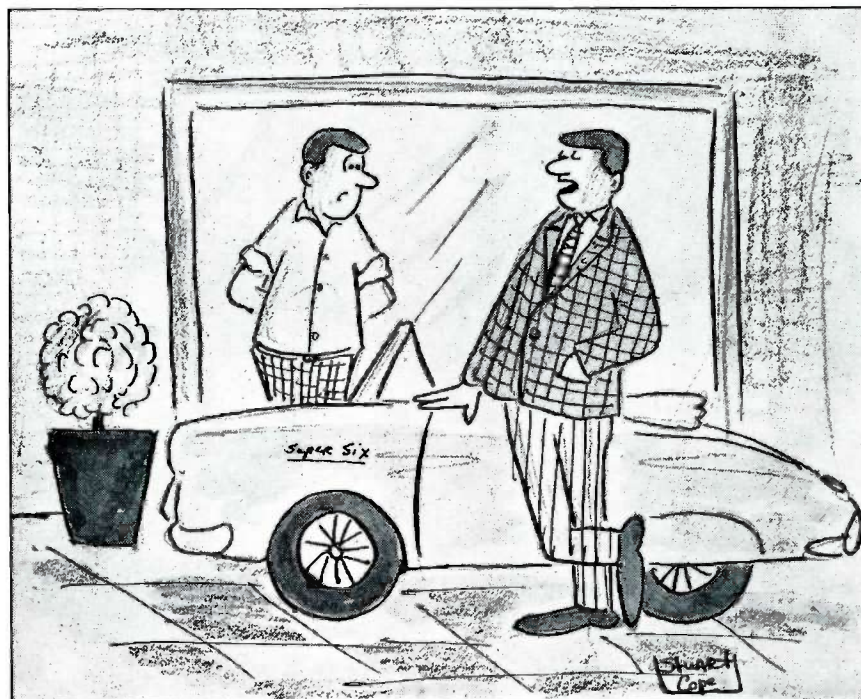
■ ■ ■

A woman lecturer looked over the sea of faces before her "Where would man be today were it not for woman?" she inquired, and after a little pause, "where would man be today were it not for woman?"

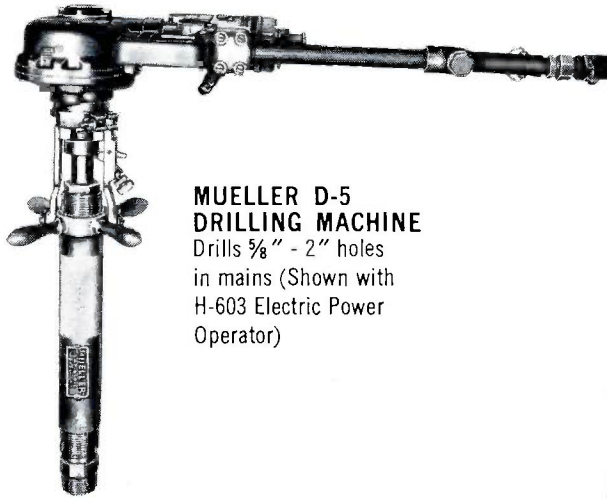
"In the garden of Eden," answered a male voice from the rear.

■ ■ ■

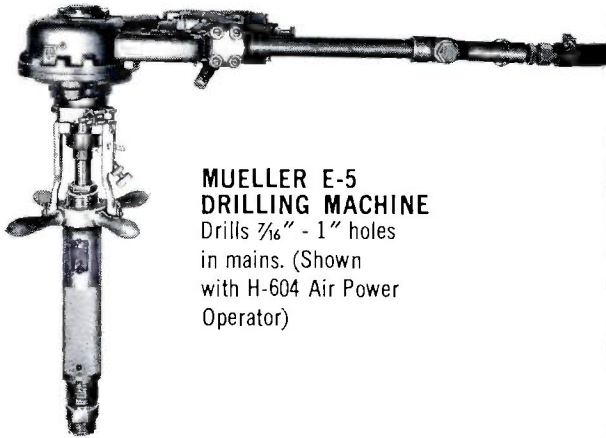
Minister: "I wish to announce that on Wednesday evening the Ladies' Aid will have a rummage sale. This is a good opportunity for all the ladies to get rid of anything that is not worth keeping but is too good to be thrown away. Don't forget to bring your husbands."



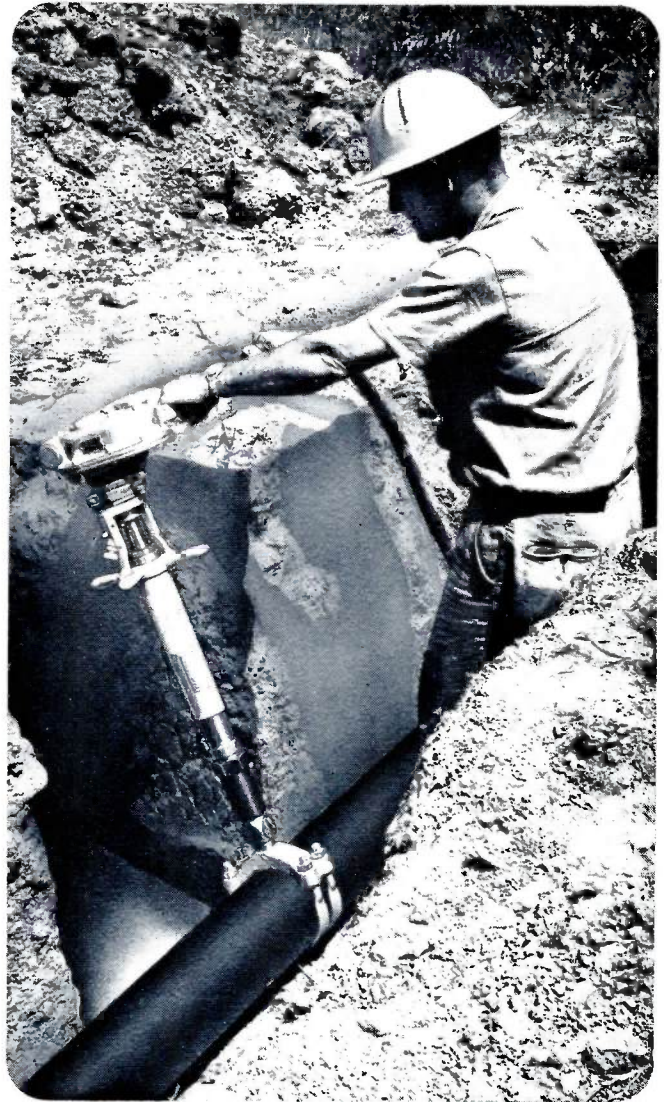
"You get 24 months to pay, or three years if you don't."



**MUELLER D-5  
DRILLING MACHINE**  
Drills  $\frac{5}{8}$ " - 2" holes  
in mains (Shown with  
H-603 Electric Power  
Operator)



**MUELLER E-5  
DRILLING MACHINE**  
Drills  $\frac{7}{16}$ " - 1" holes  
in mains. (Shown  
with H-604 Air Power  
Operator)



## DRILL SERVICES FASTER, EASIER...

### with the new, power-operated, automatic feed **MUELLER**® "E-5" and "D-5" Drilling Machines

Now you can drill service connections on all types of pipe faster, easier, more economically.

Each of these new machines uses the same dependable air or electric power operators as the proven Mueller B-100 Drilling and Tapping Machine.

New automatic feed yokes and anti-friction thrust bearings provide fast, easy operations, accurate drilling.

A special mechanism on the feed yoke prevents

the drill from "spiraling into the main" as the hole is completed on low pressure lines, making drilling safer, easier. Travel is accurately controlled.

Drills for cast-iron, asbestos-cement, steel and concrete pipe provide an exact match for drilling every type of water main.

Both the "E-5" and "D-5" Drilling Machines retain all the proven advantages of the popular "E-4" and "D-4" Machines and add the choice of hand or power operation for speed, ease and economy.

Ask your Mueller Representative  
for complete information, or write  
direct for Brochures #9289 and #9290.



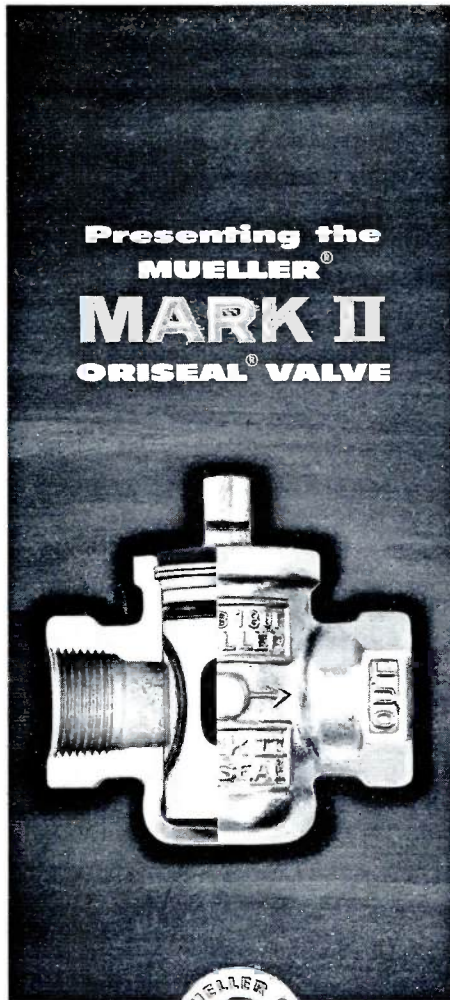
**MUELLER CO.**  
**DECATUR, ILL.**

Factories at: Decatur, Chattanooga, Brea (Los Angeles)  
Mueller, Limited, Sarnia, Canada

W-528

MUELLER CO., DECATUR, ILLINOIS  
RETURN REQUESTED

BULK RATE  
U. S. POSTAGE  
**PAID**  
DECATUR, ILLINOIS  
Permit No. 1



W-584



A new, compact valve for curb stop and meter stop service that provides easy-turning, leak-tight service characteristics in an "O" ring sealed valve at a surprisingly low price

If you've had your fill of valves that stick . . . or valves that leak . . . or valves that require maintenance . . . or valves that cost too much, examine and test a Mueller MARK II Oriseal.

*Simplicity Of Design* makes the Mueller MARK II Oriseal valve the performance leader. Two "O" rings do the job. One seals the flow in the closed position. The other seals the body in the open position. There's no metal-to-metal seating to cause sticking. Friction-resistant "O" rings assure easy turning—anytime.

For complete information, write today, or see your Mueller representative.

**MUELLER CO., DECATUR, ILL.**

Factories at: Decatur, Chattanooga, Brea (Los Angeles); In Canada: Mueller, Limited, Sarnia, Ontario

