

E. W. Wagenseller

The Mueller Record

Vol. V

JULY 28, 1915

No. 62

CORPORATION COCK TEST

Some Interesting Facts Furnished by R. M. Hastings.

In a letter to the New York office concerning a test of our corporation cocks, R. M. Hastings gives the following interesting facts:

"Some time ago I asked you to send the Consolidated Water Co. 12 5/8" D-5051, as they wanted to make a test at my suggestion with the Cochran Corporation cock.

Mr. Larmon seemed to think that he had something fine when he showed me that cock and I did not condemn the goods but asked him as a special favor to get some of our D-5051 and make any kind of a test it was possible to make.

We sent them 12 5/8" D-5051 and they started to make the test but only made one test as that one was enough to satisfy them. They made up one of each Mueller and Cochran and made them both up with the same care, then they put the Cochran in the vise and worked the lead pipe a few wiggles back and forward and the lead pipe left the coupling, coming out. They then took the Mueller joint made up with the same care and gave it even worse treatment than the others. They kept on until the lead worked entirely off and did not show any sign of any movement in the lead.

The President of the Water Co. called in some of the most prominent Master Plumbers to ask their opinion of these lead flange joints and they all agreed to the one thing, the best joint to make for service.

You can use Mr. Larmon or the Consolidated Water Co., as reference at any time, as per order enclosed. You will see I got the order for 1500 5/8" D-5051 Corporation Cocks."

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The average man wastes a lot of energy in laughing at his own jokes.

TAPPING MACHINE CONTEST

Little More Ginger Wanted to Boost the Sales.

In the tapping machine contest some salesmen have not reached 50% of their quota. We feel that with the right kind of effort we can increase our tapping machine sales 50% over the quota. We want every salesman to bend his efforts in this direction. We propose to go to the trade with extra advertising on this proposition, and therefore expect salesmen to put forth every effort to make sales. Every argument for tapping machines is in our favor. It is recognized by the trade as superior to anything on the market. It has better mechanical features, does its work more effectively and will outwear anything about the plant if given anything like decent care. It is the least expensive machine to buy owing to the long service it will render. Its actual cost compared to its wonderful wearing qualities is about - cent per day. The Mueller Machine ought to be in use in every water works plant in the country. Get into this contest and let's make it a hummer. Don't lose any opportunity to effect the sale of a new machine or to trade out old machines. Through the sale of tapping machines we can add materially to our volume of business this year.

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MUST BE IN WRITING

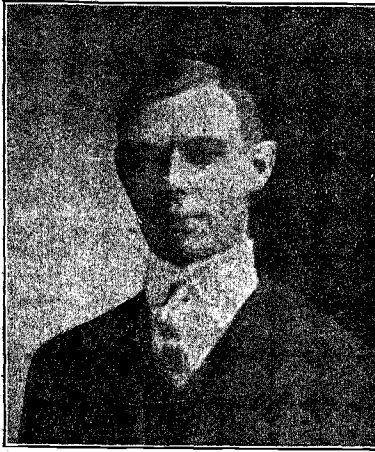
Every quotation made by salesmen on scrap brass must be in writing and we must have copy of the same. All salesmen are cautioned to bear these facts in mind.

There is so much uncertainty and so much fluctuation in the prices of metals that we must protect ourselves in every possible way. This being the case it is an absolute necessity that you quote all scrap prices in writing and that you give us a copy. It is the only way in which we can adequately protect ourselves.

O'DELL DOES GOOD WORK

New Salesman First to Score 100 Per Cent in Contest.

In the tapping machine contest two men have already reached their quota, and we present herewith the picture of Mr. O'Dell



who is the first to score 100%. This performance of Mr. O'Dell is certainly creditable in view of the fact that he a new man, handling a new product, in a new territory. Harry Harte was the second man to reach his quota. The record for Decatur and New York territory follows, but report from San Francisco has not yet been received:

Decatur.			
	Quota.	Sold.	P. C.
F. T. O'Dell.....	14	14	100
H. J. Harte.....	11	11	100
J. H. McCormick.....	17	15	88.2
E. B. Cameron.....	12	10	83.3
S. Thornton.....	16	13	81.2
Wm. B. Campbell.....	10	8	80
L. M. Ross.....	17	12	70.5
C. H. DuBois.....	18	12	66.6
W. B. Ford.....	19	12	63.2
T. E. Beck.....	8	5	62.5
L. S. Masters.....	10	6	60
Jas. Smith.....	16	9	56.2
R. L. Moore.....	15	8	53.3
H. Eggleston.....	20	9	45
F. L. Hays.....	22	9	40.9
H. F. Clark.....	15	5	33.3
E. E. Pedlow.....	10	3	30

M. T. Whitney.....	11	3	27.3
P. L. Bean.....	11	3	27.3
R. M. O'Rourke.....	15	3	20
Geo. F. Sullivan.....	10	2	20
L. M. Cash.....	5	1	20

New York Territory.

Salesman.	Quota.	Shipped.	Percentage.
Ford	15	12	80.
Clark	6	5	83.33
McCarthy	6	5	83.33
Poole	16	11	68.75
Hennessy	9	6	66.66
Hastings	17	11	64.70
Sippell	5	5	45.45
Caldwell	11	5	45.45
Fairfield	12	4	33.33
Hayes	8	2	25.0
Powers	3	0	0
DuPree	5	0	0
Total			113
Decatur		302	162
New York.....		113	64

415 226=54.49% sold.



OUR ANNUAL PICNIC

Mueller Employees Have a Great Day at Fairview Park.

Starting in a drizzling rain, which threatened to stop festivities, at 9 o'clock Saturday morning, our Annual Picnic at Fairview Park, Decatur, wound up in a great success at 11 o'clock that night.

Despite the rain the parade started from the factory right on time and with band playing and banners flying, marched to Lincoln Square where cars were taken for the park. The rain dampened the clothing of the pleasure seekers but it did not dampen their enthusiasm. The women employes rode in automobiles, each girl carrying a red, white and blue parasol. This gave a jaunty, holiday appearance to the parade, and attracted much attention. The company members headed the column and after them came the 20-year men, other employes following.

At the park games, athletic events and dancing made up a day of enjoyment for all. The program is given herewith:

*"But pleasures are like poppies spread;
You seize the flower, its bloom is shed."*

MUELLER

Employes' Annual Picnic

Fairview Park

July 24, 1915



THE COMMITTEES

General Arrangements—Philip Mueller, Fred B. Mueller, Robert Mueller,
Adolph Mueller, F. W. Cruikshank and Merle Cobb.

Reception..... Frank Schutz, W. E. Pease, and 20 year men

Athletic and Field Sports..... William G. Cranston

Dancing..... E. W. Larrick

Music..... C. C. Armstrong

Amusements..... Harry H. Hunt

Parade..... George Stoy and J. W. Layman

Cashier..... C. G. Auer

Advertising and Street Cars..... C. N. Wagenseller

Automobiles..... Robert Mueller and R. L. Moore

Refreshments..... W. T. Mason and Karl Merris

*"Kings may be blest, but today we're glorious,
O'er all the ills of life victorious."*

"We should be as merry as the day is long."

THE PROGRAM—Morning

9 A. M.—Parade from Factory.

10 A. M.—Play Ground Baseball. Box of cigars to winner.

West Siders		East Siders
Wilbur Simpson, Captain		Maurice G. Williams, Captain
Wilbur Simpson.....	Pitcher.....	Maurice G. Williams
Fred Peebles.....	Catcher.....	George Haley
Loren H. Burleigh.....	Short Stop.....	Otto Halmbacher
Charles N. Wagenseller.....	First Base.....	Frank H. Schutz
Guy W. Nixon.....	Second Base.....	Jacob J. Voelcker
Earl A. Mann.....	Third Base.....	Chat Winegardner
William R. Gustin.....	Right Field.....	Chris Hendrian
James Thorpe.....	Left Field.....	Harry Maxwell
George Stoy.....	Center Field.....	Charles C. Armstrong
Col. Richard A. Foster, Official Umpire.		Roy Hughes, Medical Adviser.

10:30 A. M.—Horse Shoe Pitching. Box of cigars to winning team.

Roy Whitaker and Harry Wojjeck.
William Cassady and Jake Lattin.
William L. Martin and Mike Schminski.
Charles C. Morris and Oscar Hoots.
Clyde P. Osborne and M. E. Mayes.
Roy Woodworth and Robert Dressen
Harry Stanley and Fred Sinclair.
Sam Harris and Sam McManus.
Charles Bomar and Jacob A. Schmink.
George Haley and Maurice G. Williams.
Grant Moon and George LaBrash.
Anton Schuermann and Chat Winegardner.
Harry Miller and George Massey.
George Troxell and Ralph Sinclair.
William B. Burke, Official Referee.

12:00 to 1:00 P. M.—Dinner.

"When the stomach is full the heart is glad"

1:00 P. M.—Presentation of \$500 each to 20 year men—John Ronan, Nicholas Coy and William Seeforth.

"A faithful man shall abound with blessings."

"Frame your mind to mirth and merriment."

"This way, my lord; for this way lies the game."

ATHLETIC PROGRAM

Under Direction of William G. Cranston

1:30 P. M.—Baseball, Rapidacs vs. Neverlose. Box cigars to winners.

Rapidacs		Neverlose
Roy D. Coffman, Captain.		O. C. Schooley, Captain.
George Troxell.....	Pitcher.....	Clyde P. Osborne
Leonard Cochran.....	Catcher.....	Burleigh Dye
Roy Woodworth.....	First Base.....	O. C. Schooley
Charles Bomar.....	Second Base.....	D. E. Buzzard
Burt Kitchen.....	Third Base.....	Paul Dever
Miles McGonigle.....	Short Stop.....	Robert Harp
Basil Scott.....	Right Field.....	M. E. Mayes
Willard Adams.....	Left Field.....	Ralph Adams
George Tolladay.....	Center Field.....	Mont Henderson

2:30 P. M.—50 yard foot race for boys under 15, at north drive. First, \$1.00; second, 50 cents.

2:45 P. M.—50 yard foot race for girls under 15, at north drive. First, \$1.00; second, 50 cents.

3:00 P. M.—50 yard foot race for young ladies, at north drive. First, \$2.00; second, \$1.00.

3:15 P. M.—50 yard foot race for men, at north drive. First, \$2.00; second, \$1.00.

3:30 P. M.—100 yard foot race for men, at north drive. First, \$2.00; second, \$1.00.

3:45 P. M.—Potato race for young ladies, at south drive. First, \$2.00; second, \$1.00.

W. H. Duerr, Official Starter.

Roy Hughes, Official Judge.

4:00 P. M.—Baseball, Fats vs. Leans. Box of cigars to winners.

Fats		Leans
Charles C. Morris, Captain.		Robert Gibson, Captain.
George Bittrolf.....	Pitcher.....	Ira Auer
Harry H. Hunt.....	Catcher.....	George Troxell
Charles C. Morris.....	First Base.....	O. C. Schooley
Charles Bomar.....	Second Base.....	Burt Kitchen
Marion Johnson.....	Third Base.....	Al Sims
Richard Moore.....	Short Stop.....	Charles Ryan
Duke Mueller.....	Right Field.....	Ralph Adams
Tom Black.....	Left Field.....	Earl Meadow
Frank Orr.....	Center Field.....	M. E. Mayes
Subs for Fats—Horace Clark, Melvin Yonkers, Fred B. Mueller and Ed Larrick. Subs for Leans—Charles G. Auer, Loren Burleigh, Roy Whitaker and Ora Schneider.		

Walter Behrns, Umpire.

"If all the year were playing holidays, to sport would be as tedious as to work."

"Music hath charms to sooth the savage breast."

BAND CONCERT—Morning

1. March—Cavalcade..... W. P. Chambers
2. Waltz—LaBelle Marie..... G. E. Holmes
3. Grand Fantasia—Southern Memories..... Joe Hecker
4. Invitation to the Dance..... C. M. Von Weber
5. Moonlight Neil Moret
6. Grand American Fantasia..... Theo. Bendix
7. Charles K. Harris' Hits, No. 6..... Tom Clark
8. March.....

*"The man that hath no music in himself,
Nor is not moved with concord of sweet sounds,
Is fit for treasons, stratagem and spoils."*

BAND CONCERT—Afternoon

1. March—Woody Van..... K. L. King
2. Overture—Poet and Peasant..... Fr. V. Suppe
3. Cornet Solo—Zaraida..... F. H. Losey
4. Waltz—Nights of Gladness..... Ch. Audiff
5. Remmick's Hits, No. 15..... Gampe
6. Humoresque..... Dvorak
7. Mill in the Forest..... Eilenberg
8. March.....

Note—Check Room Closes at 10 P. M.

7:30 P. M.—Dancing. Johnson's Orchestra.

*"No sleep till morn when youth and pleasure meet
To chase the fleeting hours with flying feet."*

E. W. Larrick, Chairman.

Lou Miller and Robert Dressen, Floor Committee.

Grand March

- | | |
|-------------|--------------|
| 1. Waltz | 9. Two Step |
| 2. Two Step | 10. Waltz |
| 3. Waltz | 11. Two Step |
| 4. Two Step | 12. Waltz |
| 5. Waltz | 13. Fox Trot |
| 6. Fox Trot | 14. Two Step |
| 7. Two Step | Extra |
| 8. Waltz | Extra |

"The longest day must have an end."

One of the most interesting events of the day was the presentation of \$500 each to three men who had completed 20 years of service with the company. The presentation was made by Mr. Adolph. He spoke briefly, commenting upon the faithfulness of the men, and made a few personal remarks applying to each one.

The winners of the various athletic events follow:

Baseball—West Siders, 15; East Siders, 12.

Horseshoe Pitching—Wojjeck and Whitaker.

Baseball—Rapidacs, 9; Neverlose, 2.

50-yard Dash for Boys—Arthur Travis; George Donaldson.

50-yard Dash for Girls—Juanita Roberts; Nellie Maxwell.

50-yard Dash for Young Women—Stella Batchelder; Edna Adams.

50-yard Dash for Men—Henry Nemyer; Mont Henderson.

100-yard Dash for Men—Dick Moore; Homer Hoewing.

Potato Race for Young Women—Juanita Roberts; Valerian McDonald.

Baseball—Fats, 2; Leans, 1.

At night there was dancing in the pavilion, and at the same time a moving picture show of five comedy reels was in progress on the lawn where thousands of persons assembled. Pictures of Hieronymus Mueller, Henry Mueller, and members of the firm were thrown on the screen.

During the day and evening free ice cream and ice cream soda were provided the picnickers. Toys were given the children and there were numerous paper balloon ascensions for their benefit. During the afternoon and evening there were eight to ten thousand persons on the grounds. Not a thing occurred to mar the pleasures of the occasion. After the first little shower the weather cleared nicely and was ideal for an outing.



TWO MACHINES ADDED

It has been decided to include the 24 and 27 machines in the Tapping Machine Contest. The machines now included in the contest are the Nos. 1, 2, 3, 24 and 27.

MAKES A HIT

Mueller Ball Cock Pleases Water Works Men.

The Sales Department is in receipt of a letter from C. H. DuBois, as follows:

"I took up with Mr. Williams, Superintendent of Water Works, the matter of complaints account of water bills and leakage and he advises that they have a great many complaints of this kind. After showing him our new ball cock he was so impressed with it that he telephoned both plumbers to purchase this ball cock and he would recommend same to all who came to his office."

This ball cock is going to prove a good seller. Mr. DuBois' letter indicates that there is a field among the water works men. They can help us to some good business.

As mentioned elsewhere the ball cock received much favorable comment from master plumbers attending the National Convention in Chicago. One plumber said: "We have been waiting a long time for a perfect ball cock and if you have got it you have got a good thing."



COMPANY PICNICS

July 24th was picnic day for the Decatur and Sarnia companies.

The Decatur Company met at Fairview Park. The day was given over to music, dancing and athletic sports.

The Sarnia Company's picnic was in Tashmoo Park. The party left Sarnia on the steamer City of Toledo at 7:35 and returning left Tashmoo Park at 5:00 p. m. They had the usual picnic sports and dancing.



BUBBLERS IN DEMAND

Recently we received an order for 1850 Bubbling Fountains for the public schools of St. Louis. This order was placed with us only after the school authorities had made exhaustive investigations and comparisons. They gave us the order because they believed that we had the best fountain.



Many a bright woman takes dancing lessons after she reaches 40.

BASIN COCK WASHERS

In response to our request a number of salesmen gave us their opinion on the above as follows:

N. E. Sippell: "In last issue of Record there is a request for an answer to a recent bulletin on above subject. I have had it up in my territory and to quote a plumber, 'They are no good.' One has to block them up on iron enamel basins with wooden blocks, the washers are too thin.

Our firm seems to lose track of the fact that 80% of basins used are iron enamel. They are all right on vitreous ware. It was the same way with square on basin shanks, the plumbers in my territory want square on shank."

L. M. Ross: "Where we have sent out basin cocks with the washer, it has made a hit and am sure it is a good talking point. When I was in Des Moines, Wallace, of Wallace & Linnane noticed it for the first time and had a good word for it and I want to say when Wallace has a good word for any one or anything that it must be about right."

F. L. Hays: "Referring to this washer, I have inquired of a number of my customers regarding the practicability of same, and in every case they stated that it is of great advantage, not only in making a more rigid installation as in using it the Lock Nut is more readily tightened.

Personally, I think it of advantage as stated and in furnishing them we should gain an advantage over our competitors."

**WANTS A POSITION**

H. L. McDuffie has been superintendent of water works at Sherman, Texas, for a number of years, but recently resigned his position. He is now open for another engagement and if any of our salesmen learn of an opening they will kindly notify us.

Mr. Fred Meyer of Monroe, La., has resigned his place of superintendent of water works. He had been connected with the plant for a long time and is reported to be a competent man. He is a good friend of our line. Any of our men hearing of an opening will please notify us.

PLUMBERS' CONVENTION

The National Convention of Plumbers held at Chicago, Congress Hotel, July 13, 14 and 15, was well attended. Our company was represented by Fred B. Mueller, Wilbur Simpson, R. L. Moore, M. T. Whitney, R. H. Mueller and C. N. Wagenseller. P. L. Bean attended a portion of the time, coming in from his northern Illinois territory.

The convention was a good one. Our exhibit was in the German Room and the goods were shown under pressure.

Visiting plumbers manifested much interest in the drinking fountains, the new ball cocks, the Filglas cocks and regulators. The opportunity was afforded the company's representatives of meeting and talking with a great many plumbers from various parts of the country. It is thought we will realize considerable good from the display.

We want the salesmen to note particularly the goods noted above as exciting the special interest of the plumbers. In addition to these the combined waste and overflow came in for a good share of attention.

**THE BIG TRIP EAST**

The salesmen of the Leighton Supply Co. early in the year made a trip of inspection of factories whose goods they handle, and among other places visited Decatur, and then went east.

The company has just issued a neat little volume. Any of our salesmen can secure a copy by writing to the Leighton Supply Co. It would be a good idea to do this as it would indicate to the Leighton Company an interest in them.

**RESIGNED**

E. A. Mann, who has for four or five years been head of the Sales Department, has resigned his position to take effect August 1st. He goes to Chicago to take a position but at the present time has not announced the connections he has made.

All those who have been associated with Earle or who have been brought in contact with him, will wish him success in his new field of labor.

CONCERNING OUR NEW BALL COCK

We have had calls for our Ball Cocks in the elevated pattern. We are not making the elevated pattern, and it is not our intention to do so for the reason that our construction is such that the cocks can be installed in any kind of tanks, and where it is necessary to repair them, they can be taken apart without any difficulty. The working parts can be removed by simply unscrewing the thumbscrew, which can be accomplished with the thumb and finger or at most with a pair of pliers. Recently a jobber made inquiry concerning our ball cocks and stated that they would require the elevated pattern. We sent the samples of our ball cocks, explaining that it was not necessary to make the elevated pattern, and as evidence of the fact that they were convinced by our argument they placed an order for 72 of each type, with and without integral stops. Since then we have had plumbers call for the elevated type, but after taking our cocks apart they could offer no reason why we should make the elevated pattern.

**WANTS A LOCATION**

Mr. Isaiah F. Cunningham, formerly a successful plumber at Yonkers, N. Y., and a good friend and patron of our company, is seeking a location. He retired some years ago but has become restless during his period of inactivity and is desirous of re-entering business. If any of the salesmen know of a town with a promising outlook they will kindly report to us. Mr. Cunningham's specialty is large contract work.

W. H. Mason, who has held the position of Superintendent at Fon du Lac, Wis., Water Works, has retired from the place. He is a good man we understand, and any of our salesmen knowing of an opening will please notify us.

**CHANGE OF ADDRESS**

Mr. L. M. Ross gives notice of a change of address. He is now living at 116½ Second Avenue West, Cedar Rapids, Iowa.

MUELLER MAN MARRIED

Mr. Clyde Threlkeld, accountant in the San Francisco office, was married to Miss Julia E. Renner, of Urbana, Ill., on June 28, at high noon, in the Central Methodist church, San Francisco, by the Rev. Paul Smith, pastor. Miss Renner was a fellow student of Clyde's at the University of Illinois from which she graduated in 1915. She made the trip from her home to San Francisco accompanied by her mother. They are comfortably situated in apartments in San Francisco. The new couple was presented with a chocolate service by the office force. Mr. Threlkeld is from Decatur, having formerly held a position in the accounting department here.

**NEW USE OF BALL COCKS**

We have a letter from Mr. Oscar calling attention to the fact that farmers and others use ball cocks to regulate the quantity of water in drinking troughs. Along the same line W. B. Ford writes as follows:

"Note ball cocks for City of Thomasville. These cocks are for public drinking troughs about the city and public closets.

Thought I would explain, as the sale of these goods to city is in the correct line of business.

In other words I am in no way trying to antagonize the plumbing business but I find superintendents of water works much interested in our ball cocks."

**BULLETIN**

Refer to Bulletin SO-616 which concerns Strickler Pipe Cutter. We have a number of these tools on hand which we want to dispose of before taking on a new line. We have made a price on these cutters that should move them. As we are going to discontinue this line we do not care to have any left over. Salesmen will therefore make extra efforts to dispose of these goods at the prices we have named.



He who will not reason is a bigot; he who cannot is a fool; and he who does not is a slave.—Byron.

DECATUR ORDERS

From Crane Co., Chicago, to be installed in the Post Office at Little Rock, Ark., 1 2" 13160.

From Crane Co., Chicago, for the Post Office building at Cadillac, Mich., for 1 2" 15479; 1 1½" 13160; 1 ½" 13160.

From Merton A. Pocock & Co., St. Paul, Minn., for 1 small D-23140 Meter Tester complete.

From the Water Department of the City of Joliet, Ill., for 1 D-23141 Water Meter Tester.

From the T. F. Reynolds Co., of Springfield, Mo., for the Heer Bldg., that city, for 32 D-11902 S. C. B. C.; 10 D-11904.

From Ross & Johnson, Bloomington, Ill., for the New Graded school building of that city, 75 D-12902.

From the Rundle-Spence Mfg. Co., Milwaukee, Wis., for the Himount school: 18 ½" D-12004 N. P. S. C. Bibbs; 22 D-12902 Basin Cocks.

From D. M. Yarborough of Atlanta, Ga., for the Candler Bldg., that city, 100 D-12902 S. C.

From the Jos. Grosweiler Co., Toledo, Ohio, for the Walbridge High School, 17 D-11909.

From the S. O. Esswein Plbg. Co., for the New High School building at Greenfield, Ohio: 14 ¾" 8189; 54 ½" D-8183; 1 1" D-15634; 2 ¾" same; 24 ½" same; 1 ¾" same.

From the Central Supply Co., Indianapolis, Indiana, for the National Military Home at Marion, Ind., for 30 D-11902 S. C. Basin Cocks.

Through Mr. W. N. Fairfield to be installed in the Hotel Gilmore in Springfield, Mass., 100 D-11902 S. C. Basin Cocks.

Through Mr. C. T. Ford from the E. L. Stock Co., of Washington, D. C., for the Northumberland Apts., in that city, 36 ½" D-11702 Fin. S. C. Bibbs.

From the New York office to Ralph E. Weeks Co., of Scranton, Pa., to be installed in the Young Men's Hebrew Ass'n Club House at Scranton, for 30 D-11915 S. C. Basin Cocks.

From the Barr Hdwe. Co., Greenville, S. C., to be installed in the Insurance Bldg. at Greenville, 24 D-11902 S. C. Basin Cocks.

From the J. L. Mott Co., for the Nashua Memorial Hospital at Nashua, New Hampshire, for 21 D-12902 Col. S. C. Basin Cocks.

From C. H. Cronin, Boston, Mass., to be installed in Wellesley College, Wellesley, Mass.: 36 ⅝" 8183 Comp. Stops; 36 ½" 8185 same; 12 ½" 8183.

From Ralph E. Weeks Co., Scranton, Pa., for the Scranton Life Ins. Co. building, 30 D-11915 S. C. Basin Cocks.

From the State Normal School of Warrensburg, Mo., for 2 pair D-11902, to be installed in that institution.



SAN FRANCISCO ORDERS

From Crane Co., Portland, Ore., for Meredith Apts., Portland: 24 D-11902; 24 D-11703.

From Peerless Pacific Co., Portland, Ore., for Fisher Hotel, Tacoma, Wash., 66 D-11902 S. C. Basin Cocks.

From same company for Elks' Temple, Tacoma: 1 D-13160; 1 D-14401.

From Bowles Co., Seattle, for Baker Hotel job, Bellingham, Wash.: 64 D-11915 Basin Cocks.

From the Wm. B. Coffee Plbg. Co., Tacoma, Wash., for Elks' Temple, 38 D-12902.

From the California Steam & Plbg. Co., San Francisco, for the Rosburg Apartment, that city, for 21 ½" 9477 Rapidac Bath Cocks. For the Kara Apts.: 12 D-9205; 12 D-9072; 6 D-9447.

From the Rautman Plbg. & Htg. Co., Seattle, for the O'Shea Bldg., Seattle: 36 D-11902; 72 D-8194; 6 D-8232; 15 D-8193; 18 D-8005.

From the same company for Juvenile Court and Detention Home, Seattle, Wash.: 36 D-8303; 42 D-8194; 6 D-8005; 2 D-8232; 15 D-8193.

From Rautman Plbg. & Htg. Co., Seattle, Wash., for the Wm. Bremer Bank and office building, Bremerton, Wash.: 38 D-11902; 38 D-8194 No. 1.

Through W. L. Jett to E. A. Bell, plumber, Santa Anna, Calif.; 8 ½" D-8194; 8 D-9433; 3 D-8350; 6 ½" D-9205; 6 ½" D-9072; 6 ⅝" D-9021.

From the San Francisco office for the residence of James D. Phelan, that city, 2 9497 Bath Cocks; 48 D-9463 Basin Cocks; 24 D-9255 N. P. Bibbs

Through A. H. Busch Co., Los Angeles, Cal.: 48 D-11916; 34 1/2" D-11743. For the Husband job, Long Beach, Calif. Bremser & Ellis, plumbers. Substituted on a Crane Co. specification.



NEW YORK ORDERS

From Mr. Phil J. Riley of Hazleton, Pa., through Mr. Jos. A. Hayes, for 80 D-11902 S. C. Basin Cocks to be installed in the Hotel Loughran of that city.



SARNIA ORDERS

From the District of Saanich, Royal Oak, B. C., for 1 No. 2 Mueller Tapping Machine; 600 D-3004 Corp. Cocks; 500 D-6063 Roundway Curb Cocks.



PERSONAL

W. C. Heinrichs is in Decatur and will be transferred to the United States for a time at least.



Every man who is not familiar and who is out of sympathy with the simple, little, common, every-day things of life, who is not in touch with the multitude and whose heart does not go out to the many, is a good man to let alone.



Price, without a thorough knowledge of the quality it represents, is worse than meaningless; it is misleading!—The Grasshopper.



Some of us get in the limelight before we have time to put on our makeup.

NEVERLOSE SALES

Following is report giving grand total of Mueller Neverlose Hose Washers sold into the Eastern salesman's territory from Feb. 1st to July 15th, inclusive. New York territory:

Caldwell	86	Gross
Hastings	63	"
Du Pree	49	"
Poole	48	"
Fairfield	42	"
Clark	42	"
Ford	36	"
Hayes	34	"
McCarthy	28	"
Powers	25	"
Sippell	24	"
Hennessy	5	"



PETE HELPED ENGINEER

Pete Johnson was sick. He'd worked on the B. & O. for years. They gave his brother Tom the job of guard on the noon local. The load wasn't very heavy on the first trip, but they had a mighty hard pull up the big grade outside Summit. The old engine snorted, puffed, hesitated, then crawled on, and at last with a final gasp reached the top.

"Gee, I thought she'd never make it this time, said the engineer wearily. "So did I," said Tom, "and I'll tell you one thing, if I hadn't kept that brake on hard all the way up, I believe we'd have slipped all the way back again."



A trial of adversity often makes a change of venue desirable.



Excessive liabilities make marriage a failure.