

MUELLER
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MUELLER RECORD

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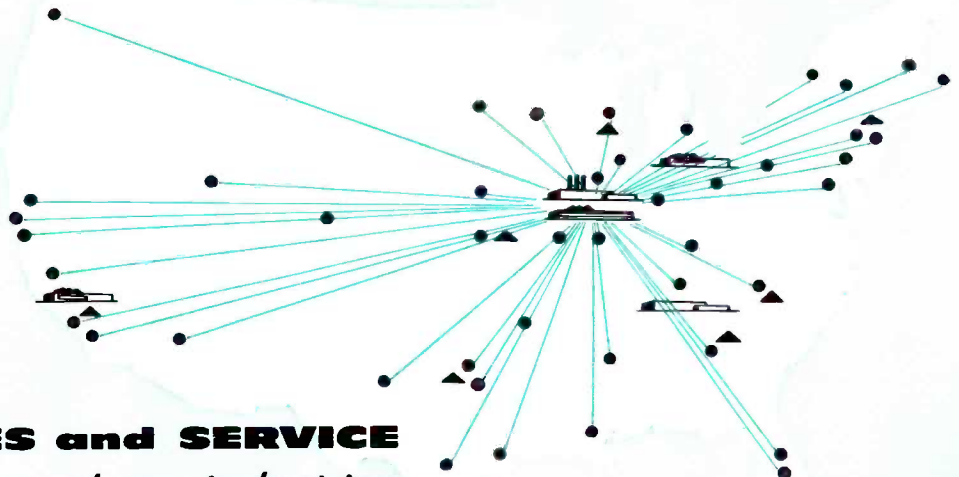
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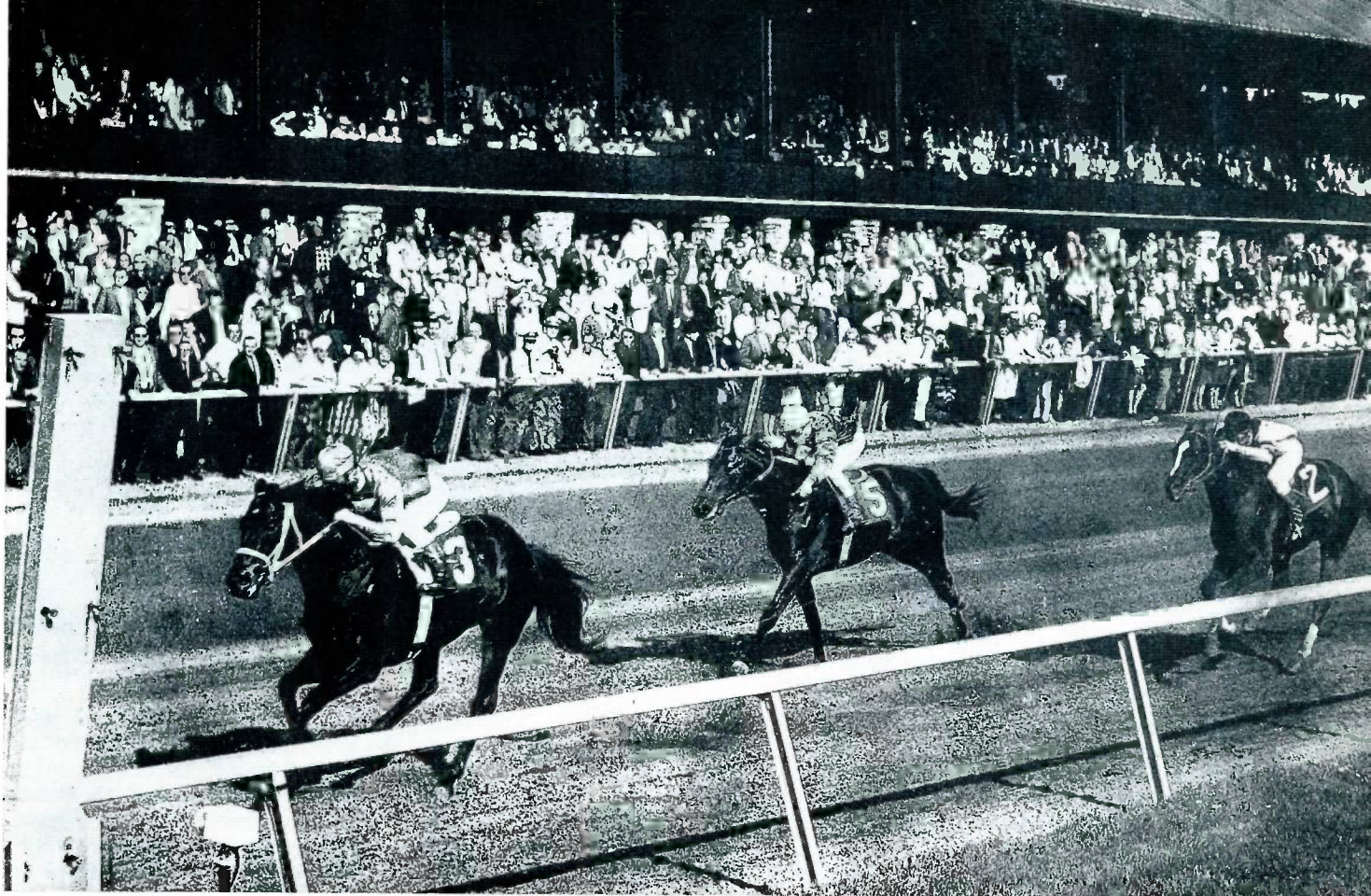
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OUR COVER shows the pleasantly rolling, shady countryside, and white fences that are so much a part of the Bluegrass country in the Lexington, Kentucky area.

Since 1857
Quality Products for the
Waterworks and Gas
Industries

MUELLER[®] SALES and SERVICE
...serving the water and gas industries





The joys and frustrations which accompany horse breeding are climaxed at the finish line at Keeneland (above) in Lexington, Ky., or at any of the many tracks around the country. Horses and their care are big business in Lexington.

Leading The Water To The Horse

A Big Task Of The Lexington Water Company

“YOU can lead a horse to water . . . ” is a widely accepted saying, but, for the most part, little thought is given to getting the water to the horse.

At the Lexington (Ky.) Water Company, however, much thought and concern are given to supplying horses with water, since most of the thoroughbred, standardbred and show horse farms within a six mile radius of the city are supplied by the water company.

Here, in the heart of the famous Bluegrass Country, Lexington proudly lays claim to the title “horse breeding capital of the nation,” and the area accounts for about 80 per cent of our racing stock. Horses—their raising and racing—are big business in the area, obviously, with 300 horse farms surrounding the city.

There is much more to the economy of the city than that related to horses, with the names of such industrial giants as IBM, Trane Co., Proctor & Gamble, Westinghouse Air Brake, G.E., and Dixie Cup being prominent. Other familiar names in Lexington are: Henry Clay, Mary Todd Lincoln, Univ. of

Ky. and Transylvania College. But to many native Lexingtonians and to racing buffs, Bull Lea, Nashua, Spendthrift, Man O’ War, Keeneland, Gallant Man and Calumet are the names that have been important to Lexington and surrounding areas.

Industry and horse raising both have been good for the community, and Lexington has been experiencing phenomenal growth during the past few years. Evidence of the city’s vitality can be found in the increase in the number of water services which has gone from 24,000 in 1954 to 40,000 in 1966.

Water, important to every business and industry, is vital to the success of horse farms, too, and problems related to maintaining an adequate water supply on the individual farms have turned the owners more and more to the Lexington Water Company.

E. E. Jacobson, Vice-President and Manager of the Lexington Water Company, said, “There is very little well water available in the area, as most of the region consists of solid limestone rock, much of it within a few feet of the



The beauty of Lexington horse farms is exemplified by the office and stud barn at Calumet Farm Racing Stable.

surface. In drilling wells, some of the owners have been lucky and hit caves in which water had accumulated over many years. However, once the water from the cave is pumped out, this is the end of the well.

"Some of the water for the horse farms is from ponds and streams, but principally it comes from the Lexington Water Company's supply," he said.

The yield of water from the ponds, springs and streams is entirely dependent upon rainfall, so during a drought many of the auxiliary supplies are exhausted and the sole source for most of the farms is the water company.

The company's main source of supply is the Kentucky River, which flows through a gorge some 450 feet below a steep bluff upon which the Kentucky River Treatment Plant and Lexington are situated. This station was opened in 1958 and has a daily capacity of 19,000,000 gallons. Supplementing the river supply is a billion gallon reservoir fed by East Hickman Creek. Another facility, the Richmond Road Station, was placed in operation in 1885 and has a daily capacity of 25,000,000 gallons. From these highly automated treatment complexes, the water is sent out to the 140,000 persons the company serves through 450 miles of pipe in its distribution system. During 1965, this system delivered an average of 17,600,000 gallons

per day.

The Lexington Water Company is a subsidiary of the American Water Works Company, Inc., Wilmington, Del., the largest system of investor-owned water companies in the United States. The American system is comprised of some 86 water systems in 19 states. They serve more than 4,000,000 residents of 500 community areas, and in 1965, water sales were more than 156,750,000,000 gallons.

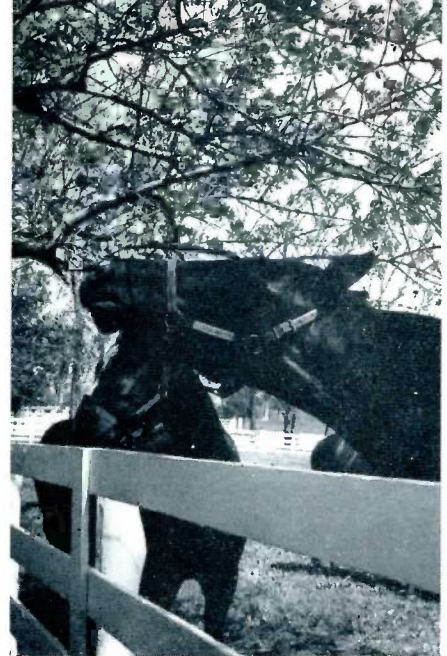
Apparently, horses DO drink after you lead them to water, because a large quantity of Lexington

Water Company's production went to horse farms. Calumet Farm, for example, one of the most successful and best known of the horse farms in the area, uses about 300,000 gallons of water per month.

For years, Calumet depended on wells and hauled water during the dry season. The wells eventually went dry and when the Versailles Road Water District was formed, Calumet joined. This system provided a pure, dependable water supply, plus a system for fire protection. A spokesman for Calumet, referring to fire hydrants, said: "I

When a famous horse dies, he is not forgotten. One of the spots most frequently visited by tourists to Lexington is the grave of Man 'O War, referred to by some as the greatest horse that ever lived. At Calumet, (right) a half-life-sized bronze statue of Bull Lea is the center of a burial site for 30 of the most prominent horses to race for Calumet.





The red and white barns and stables of Calumet provide "luxury-living" for the young horses (right) that have begun many months and years of hard training and work with the hope that one may be a winner.

hope we never have to use them, but they ARE a reassurance in case something happens." (The Versailles Road Water District was recently acquired by the Lexington Water Company.)

Horse farm touring is an accepted visitor's pursuit, in Kentucky, and the hospitality that greets you is amazing. Try to think where else you can enter, without a personal invitation, through any of a score of millionaire's gates and drive freely around their estates!

As you drive out Versailles Pike toward Lexington's Bluegrass Air-

port, your glance catches the first views of the 23 miles of traditional white fences which crisscross the 846 acres that are Calumet Farm. The white oak, white painted fences artistically tell you this is horse country. These miles of fences seem to hold back the tall Bluegrass as well as contain the gambling colts.

To the right of the tree-lined drive that leads the way to the Calumet offices and stables is a meadow so big its far fences are invisible. Romping and playful as carefree children is the farm's crop

of yearlings. Racing back and forth, chasing, teasing each other with lively nips on the flanks, they are always ready to drop their frolicking to satisfy their curiosity by coming to see who is leaning on the fence.

The long-legged colts are equally inquisitive but don't share the nerve of their older brothers and sisters, so they must be content to stay at their mothers' sides and watch from afar. The brood mares are not impressed by cameras or people, and prefer to continue nibbling lush Bluegrass.

Through the trees, you see the home of Rear Admiral and Mrs. Gene Markey who operate the farm. Mrs. Markey is the widow of Warren Wright whose family built the farm into the success it is today. In 1931, the late Warren Wright, Sr., converted the farm, then known for its trotting horses, into the thoroughbred establishment.

Beginning with three yearlings purchased in 1931, Calumet Farm's racing stable ended 1932 with earnings of \$1,150. In 1947, Calumet's winnings exceeded a million dollars—a first in history for any racing stable.

With seven Kentucky Derby winners to its credit, it has led the list of money winners 12 times since 1932.

The purchase of Bull Lea for \$14,000 at public auction in 1936

Examining a Mueller fire hydrant are, from left, E. E. Jacobson, Vice President and General Manager of the Lexington Water Company, G. C. Smith, Assistant General Manager of the water company, and Robert C. Cope, Mueller Sales Representative. The hydrant under examination is similar to the one at the right which is found just outside the entrance to Calumet Farm.





At the time of his retirement, Nashua was the world's leading money winner, with earnings of \$1,288,565. Nashua was purchased in 1957 by Spendthrift Farm, which is one of the best-known thoroughbred breeding and raising



farms. In the picture at the right, Mueller Sales Representative Bob Cope is pictured with White Beauty, believed to be the only thoroughbred of her kind.

led to the success of Calumet. Racing for Calumet, he earned slightly less than \$100,000, but as a sire he made hitherto unequalled records. His offspring won about \$13,500,000 in 23 racing years by the end of 1965; he sired 28,

\$100,000 winners. He died in 1964 at the age of 29 and assumed the center position in the Calumet Horse Cemetery among many of his great sons and daughters.

Many of the great names associated with Calumet include Der-

by winners: Whirlaway, Pensive, Citation, Ponder, Hill Gail, Iron Leige and Tim Tam.

Horses are sold from the racing stable or retired to breeding stock on the farm to make room in the stable for the newcomers each fall. The average of 25 racing horses sold each year by Calumet for the past 15 years has earned for their subsequent owners an annual average of \$450,000 on the race tracks.

What does it take to produce winners like this? It doesn't just happen but, at the same time, no one has found the total winning combination. Horse breeding and raising seem to be a lot like betting on a race—much is left to chance and it is difficult to pick a winner. It takes a vast physical plant, many people, large sums of money, experience and good ol' horse sense. Even with all of these, there is no assurance that the colt produced by the world's finest horse flesh will be a winner.

Depending on the season, Calumet Farm employs from 50 to 100 persons. Acreage of the type found on thoroughbred horse farms is generally conceded to be too valuable to use in attempting to grow the 400 tons each of hay and straw that are necessary for the horses. Instead, the hay and the 10,000 bushels of oats used annually are purchased.

A large chicken and dairy section is maintained, and about 200 white-



Miles of wooden fences are the hallmark of the horse farms in the Lexington area and all over the horse country.



The paddock area at Keeneland race track is quiet on this summer morning, but during the racing season it is jammed with people as they come to see their favorites on parade. All profits of Keeneland are donated to non-profit organizations in the area as prescribed by the association's by-laws.

facéd Hereford steers graze the pastures and play an important part in the pasture control. Their trampling, grazing and fertilizing are all part of the treatment to make choice Bluegrass.

The racing stable employs about 40 persons to train, work and look after the horses. Thirty-seven buildings, including 10 barns, comprise the physical plant. A $\frac{3}{4}$ mile regulation track, complete with chute, is next to one of the training barns and is used in breaking the yearlings for racing as two-year-olds. This operation in itself is large. From 30 to 40 foals must be trained each year. Usually two-thirds are kept for entry into the stable and the remainder are sold.

The raising and training of horses has been carried on in this area for many years, and it came easily to the early settlers. Most of these people came from Virginia by way of England. The English had been

breeding horses for racing since the Crusades, and it was only natural that these people would continue their love of fine animals and the sport of racing.

In October of 1793, it was necessary for the town council to pass a law prohibiting the racing of horses on Main Street. In 1826, the first formal racing group was formed and a course was opened.

Near Calumet Farm, Keeneland Race Course is the site of the big races in the Lexington area today. The course was originally designed as John Oliver Keene's private race track, but the massive plan proved too much even for his formidable bank account, and it was necessary to stop work on the unfinished plant. Other thoroughbred breeders in the area and other interested citizens came to the rescue, however, and provided the remaining funds and the track opened in 1936.

Keeneland Association is a non-profit organization and is in some

respects unique. Officers and directors serve without remuneration and stockholders never have been and never will be recipients of dividends. All profits are donated to charitable, educational and research organizations. In the event of the dissolution of the Association, all net proceeds must be donated to tax-exempt institutions. Hundreds of thousands of dollars in profits have been returned to organizations in the area.

Its grounds attract church groups, Scouting organizations and families for picnics and camping, as the Keeneland organization strives to "serve as an active citizen of the community and state and to preserve, in its finest tradition, the sport of racing."

Racing has been called "the sport of kings", but after a visit to horse farms like Calumet and the stables of Keeneland you wonder if this reference is to the owners of the horses or to the horses themselves.

BACKHOES & HYDROPLANES

Contractor At Home At Controls Of Both

The sign on the front door says "Sterett Construction Co." and, except for a number of large trophies, the neat new foyer is typical of many waiting rooms. As you go through the second door which leads to the shop area of this Owensboro, Kentucky, contractor, you don't see the usual backhoes, trucks, or heavy equipment necessary for water and sewer main installation or the construction of treatment plants.

Instead, you are attracted to the beautiful shape and trim lines of "Miss Chrysler Crew," who is probably one the fastest ladies in her class. This high-powered beauty has stolen the love of company president Bill Sterett, his family, and business associate and brother-in-law, Jim Hay. In succeeding months, this Miss will make many hearts around the country pound a little faster as she enters international competition and carries Bill Sterett to new fame as a racing boat driver.

Mr. Sterett has held most of the top honors in the American Power Boat Association's (APBA) Seven Litre Class for the past three years, and now he moves into tougher competition with "Miss Chrysler Crew," a hydroplane which Sterett and Crew Chief Hay started building last Thanksgiving.

Well-known boat designer Henry Lauterbach has incorporated the mechanical know-how and racing experience of Sterett and Hay into what they term the "composite of all the details that are necessary for a winning racing boat of the unlimited class."

The Lauterbach design is not new to them, since it was one of his boats that Sterett has driven to national honors. This 42-year-old grandfather, whose closely cropped hair shows heavy signs of grey, was the APBA national high point champion in the Seven Litre Class (piston displacement of 427 cubic inches) for the past two years. On Jan. 15, 1966, he captured the In-

ternational Grand Prix and the \$25,000 Engelhard Palladium Trophy at Miami's Marine Stadium for an unprecedented third consecutive time. He became national champion in the APBA's National Inboard Championship Races at St. Petersburg. He set a new record for five-mile closed-course competition, turning an average speed of 93.072 miles per hour in Miami. Also during 1965, he set a new world's record for the kilo (a straight run of 3,240 feet) by winding up his boat to 151.403 MPH.

All of these honors were won in "Miss Crazy Thing," a 20-foot Seven Litre hydroplane, powered by a Chrysler V-8 racing engine. Believing in the idea that you should stick with a winning combination, Sterett and his associates have taken the basic hull design of "Miss Crazy Thing" and enlarged it 1.40 times and installed two Chrysler hemi (racing engines) in tandem for "Miss Chrysler Crew." To this they have added their own refinements and come up with what they think will be a big winner.

Hay says that the frame is made of spruce and oak, and the exterior is birch wood. The two eight cylinder Chrysler hemi Marine engines have a total of around 2,400 horse power, building up to around 10,500 revolutions per minute. The first time "Miss Chrysler Crew" was in the water, she marked 165 miles per hour.

The term "unlimited class" means, as the name implies, no restrictions as to size and power of the boat. The use of Chrysler automotive engines is somewhat of a first for boat racing. "All of the unlimited boats use Allison or Rolls-Royce aircraft engines," Sterett points out. "Everybody keeps telling us that you can't successfully compete against them with a boat powered by automotive engines. We've invested a lot of money in this boat, and nobody has convinced us yet that it can't be

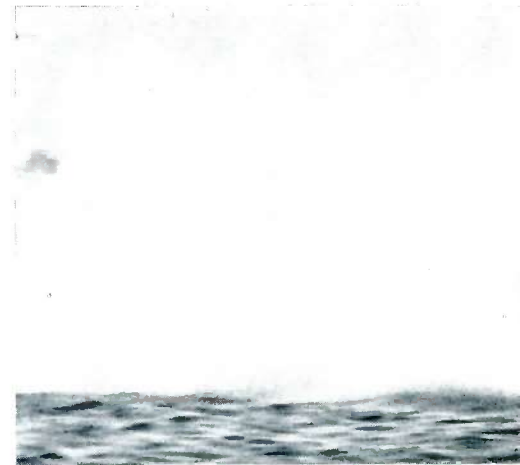
done. When she's ready, we're sure we'll give the present unlimiteds a real run for the money."

The first official run for "Miss Chrysler Crew" was scheduled for Tampa on June 12. Then it is on to Washington, D.C., Detroit on July 4 for the Gold Cup races, and to every part of the United States through the summer and fall.

The 29-foot boat, which weighs 6,000 pounds, is towed on a trailer by a new Dodge diesel truck which has been specially outfitted to serve as a shop and parts department for the boat. The trailer had to be custom-made to allow the boat to be tilted, otherwise its 12-foot span would be too wide for highways.

Obviously, racing is a big part of Bill Sterett's life. It is also important in the lives of his family. His two sons, Bill, a 19-year-old college sophomore, and Terry, 17, a high school senior, are part of his crew and have tried their hands at racing.

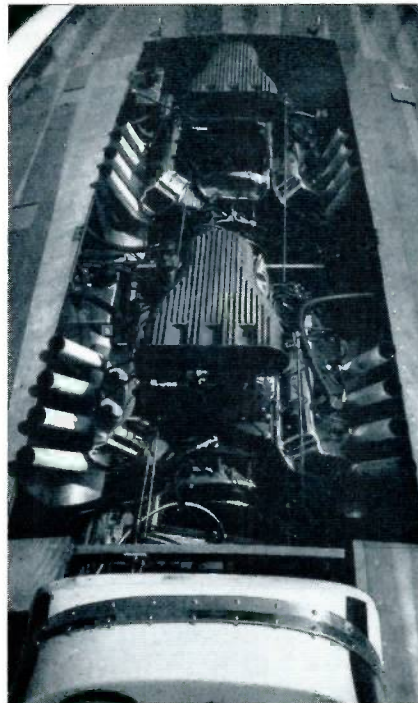
In fact, his sons are responsible for Bill's interest in racing. "I always wanted to do the things my boys were interested in," he said. "When the boys were growing up, I always tried to help them out in the things they wanted to do—and usually it was racing of some kind. First it was soapbox racers, then it was go-karts." In 1962, Bill and



MUeller RECORD



"Miss Chrysler Crew" is a new challenger in Unlimited Class hydroplane racing. Owned and driven by waterworks contractor Bill Sterett of Owensboro, Ky., it is the only boat of its class powered by automotive-type engines. The boat's power plant (right) consists of two supercharged Chrysler hemi racing engines.



the boys took to the water. A 280 Class boat was purchased for Billy. It was his boat, but I spent quite a bit of time in it, Sterett said. "And I guess I really got the racing bug."

Sterett had done some outboard racing in the early 1950s and drove an SK Class boat in three Orange Bowl Regatta Nine-Hour Endurance races, but he never finished any of them. With his renewed interest, he was determined to pilot a winner—and he did. Early in 1963, he bought "Miss DeSoto," a Seven Litre hydroplane. "The first time out, I came in second, but I never did lose with her after that,"

Sterett recalls. He had 12 wins in the next 12 races.

In December of that year, "Miss Crazy Thing" was delivered, and the next string of victories began. While there have been many victories, there have been an equal number of frustrations for Sterett and his crew.

A recent disappointment took place at the Orange Bowl International Boat Regatta, where Sterett beat everything—including the starter's gun. He had won the 13th running of the International Grand Prix on Saturday and then tried for the Governor's Cup the following day, in an effort to make a

Bill Sterett takes a break between heats of a race.



At the wheel of "Miss Crazy Thing" Sterett raced to international honors and world's records in the Seven Litre Class of hydroplane racing. It also instilled in him the desire to enter and win with the "unlimiteds."



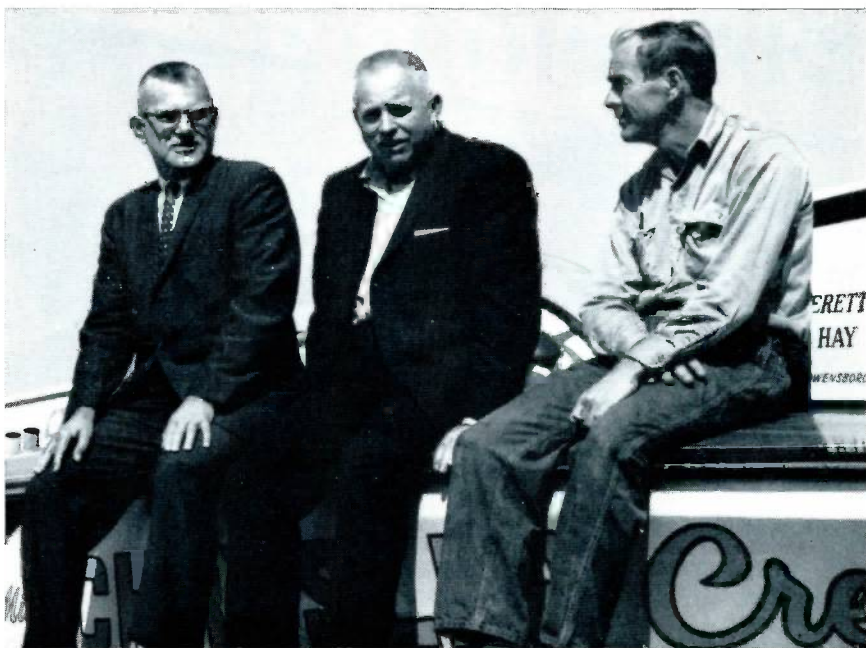
clean sweep of the meet. At the end of the regulation five laps for the fastest hydros of the meet, Sterett was more than half a lap ahead of his closest competitor. But the officials ruled he had crossed the starting line ahead of the gun. That meant he had to take an extra lap, but in spite of this he finished fourth.

The fact that he was able to enter the race is a story in itself. During a warm-up session for the Governor's Cup, Sterett's boat and another boat bumped, and the impact tore a big hole in the starboard side of Sterett's craft. A disappointed Sterett retired to the pits, while the other racer appeared to be undamaged. The other boat, however, began taking water after the second lap of the race, and since it was sinking on the course the officials halted the race and ordered a restart.

Back in the pits, "Miss Crazy Thing's" crew was frantically at work repairing her. Tape was placed across the hole and a plywood toolbox lid was borrowed from a neighboring crew. This was nailed over the taped hole and "Miss Crazy Thing" was back in the race. Sterett roared out of the pits and headed for what should have been a Cinderella win, but, instead, he jumped the gun.

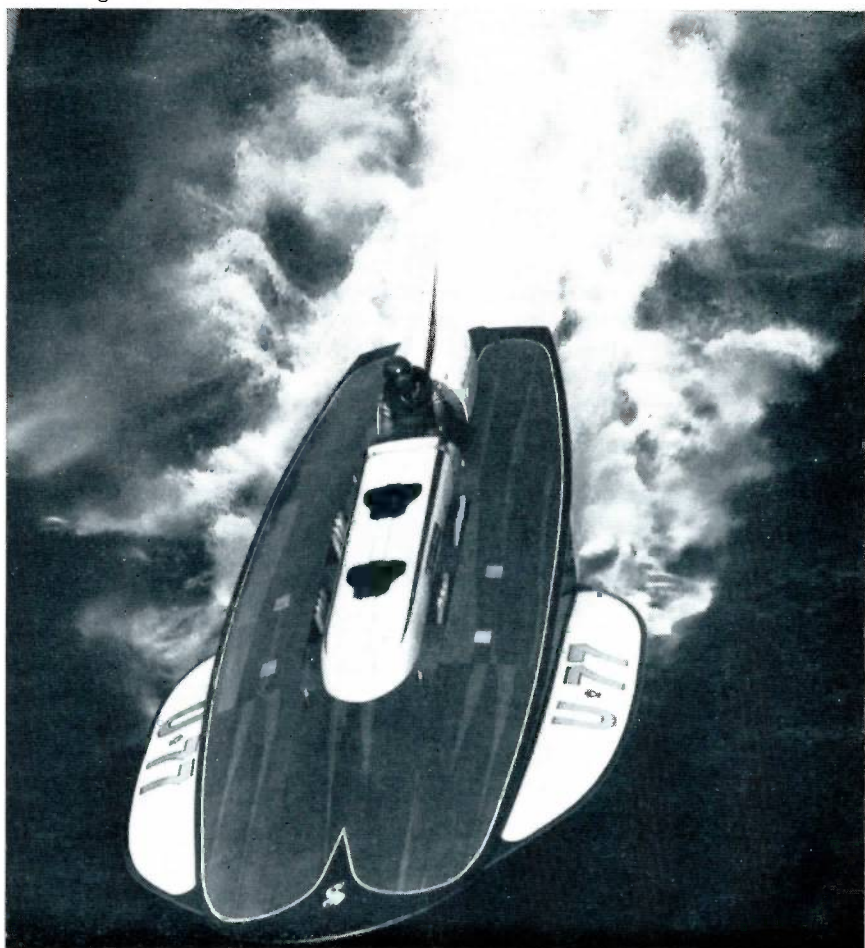
Bill talks about things other than boat racing and takes pride in the fact that he does all of his own engineering for the business in spite of the lack of a college education. He also flies his own airplane and will gladly tell you about his 18-month-old grandson or the fact that he was born in Hawesville, Kentucky. He was raised in Cannelton, Indiana, on the Ohio River. He joined the Navy when he was 18, and, after the war, started his own home-building firm. Today, he is president of the profitable construction and heavy equipment rental business that bears his name.

The Gulf Oil Co.'s Marine Racing Hall of Fame and many boat racing record books also contain his name. The name and number of "Miss Chrysler Crew" may also be added to many "blackbooks" during the next few months as she becomes a gal that everyone wants to see.



Perched on the side of "Miss Chrysler Crew" are Mueller Salesman Bob Cope, Sterett, and Crew Chief Jim Hay who helped Sterett build the boat and is an associate with him in the construction business.

"Miss Chrysler Crew" churns a heavy wake as Sterett pushes it up to speeds exceeding 150 miles an hour.



TIFTON, Georgia, is a "growing" community. Its more than 3,500 acres of land devoted to growing tomato, cabbage, pepper, onion and sweet-potato plants, which are shipped to many sections of the United States and Canada, have earned for it the title "Plant Center of the World." In addition to plants, it grows tobacco, peanuts, pecans and sugar cane, and its truck gardeners raise many vegetables for the market. A widening commercial interest in grass seed has led to Tifton's becoming a center in this field, as well, and it produces seed in a number of varieties for this growing industry. But no matter how much grass it grows for sale, figuratively speaking, Tifton lets none grow underfoot—it's far too enterprising a place for that!

To help keep such growth thriving, the city's water system, under the guidance of City Manager J. Malcolm Tyson, and City Superintendent Henry Hurst, has also been "on the grow." The most recent addition to the system is a 300,000 gallon elevated storage, which boosts its tank storage capacity to about 900,000 gallons.

Tifton, in south central Georgia, is like many other communities of 10,000 persons, around the country, in that it must continually plan and carefully budget each expenditure. The need to progressively expand facilities with only limited funds hampers water department managers not only in Georgia, but similarly in many other states. The need, however, is there, and only through careful management are communities, like Tifton, able to meet the demands of expanding areas.

It is Tifton's good fortune to be blessed with a generous supply of water, and its three deep wells, with minimum flows of from 500 to 700 gallons per minute, have little trouble meeting the maximum daily usage of 3,100,000 gallons. The system has a maximum daily capacity of 5,112,000 gallons. The wells range in size from 10 inches to 20 inches and depths vary from 500 to 750 feet. During a dry spell in the summer of 1962, the water system furnished water free of charge to farmers and at all times supply was abundant.

Tifton, Georgia

"A Town On The Grow"

Tifton may be called a "growing" city not only in relationship to its dependence on the soil, but also in a literal sense. It has been steadily expanding, although the rate has slowed in recent years. The population has increased from 5,228 in 1940 to today's total of about 11,000. Growth in the number of water customers has exceeded that of population by jumping from 1,158 in 1940 to about 5,000 today.

gan settling around 1800 in what was then known as Tallassee County.

In 1840, Jones Lee organized a company for the purpose of building a railroad, and he brought in a large number of Irish laborers to construct the line. Although the venture failed, many of the workers chose to make the area their home.

Delving into records reveals that



Posing behind two Mueller gate valves which were installed in a recent water system expansion in Tifton, Ga., are, from left: J. Malcolm Tyson, City Manager; Ray Bowers, Grinnell Co.; Jack Chilton, Mueller Sales Representative; James Dove, Tifton Gas Superintendent; Jack Wright, Chairman of the Tift County Industrial Commission and Henry Hurst, Waterworks Superintendent.

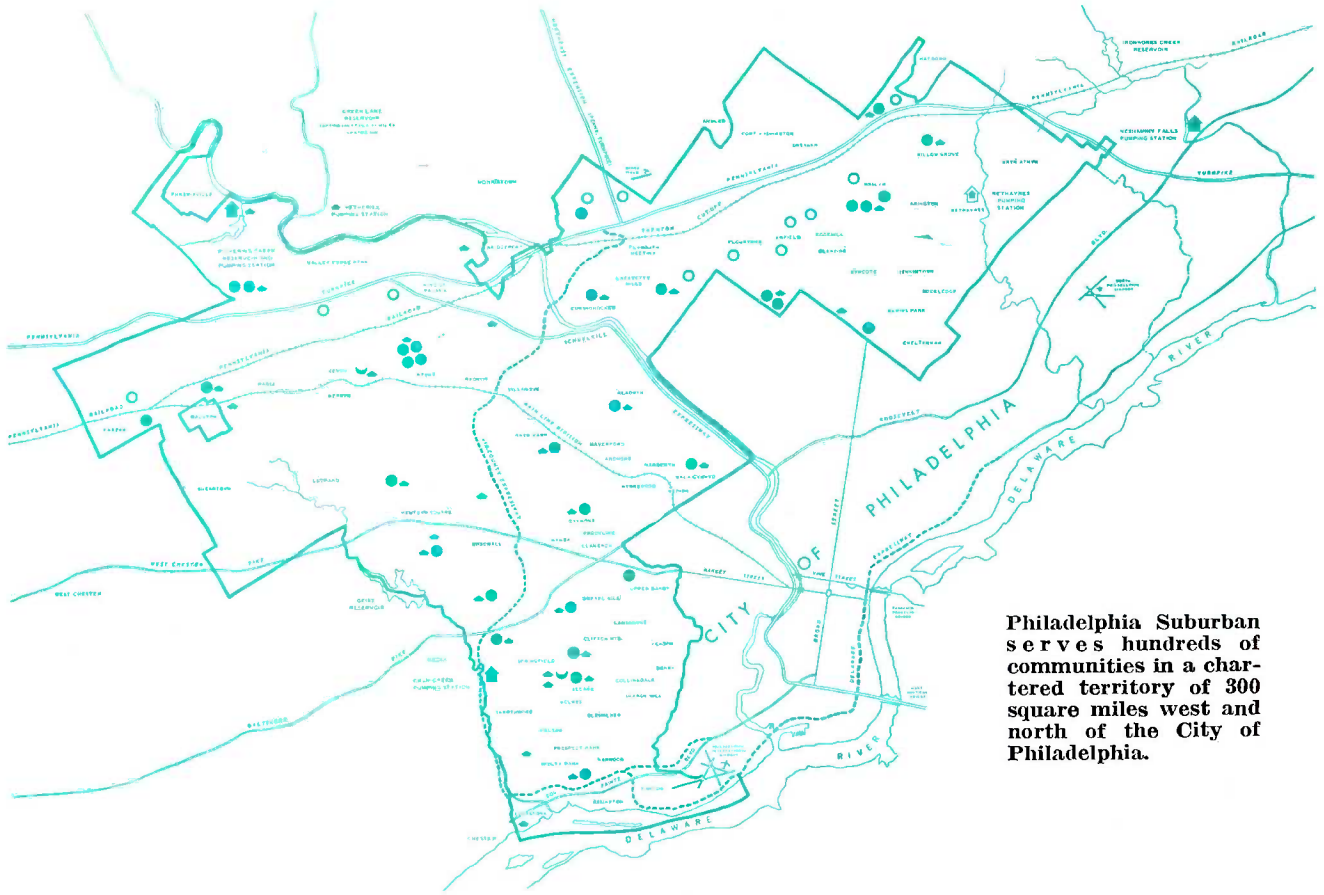
Much of this expansion has been due to a genuine effort to bring in new industry and thus add industrial products to the community's already successful agrarian life.

Heading the list of those who are actively at work wooing industry is Jack Wright, Chairman of the Tift County Industrial Commission, who is optimistic about Tifton's future.

Historically, also, Tifton offers much of interest. Tift County was originally a part of Creek Indian territory. During the period of early colonization, it was under Spanish rule and remained so until 1763, when Spain deeded the area to England. The first dwellers be-

the city's name could very well have been "Lena." In fact, its name WAS "Lena" for a time, when, in 1872, Henry Harding Tift, a marine engineer, set up a sawmill operation and commissary and named his village for his Connecticut sweetheart. The town's name was later changed to Tift Town, out of respect for its founder, and this was in time condensed to Tifton.

Tift County was created by an act of the Georgia legislature in 1905, with Tifton as the county seat. The county was named for Nelson Tift, uncle of Henry Tift, who was responsible for much of south Georgia's early progress.



Philadelphia Suburban serves hundreds of communities in a chartered territory of 300 square miles west and north of the City of Philadelphia.

Philadelphia Suburban Continues To Meet Growing Demands of Area

For several years, news media throughout the nation have been headlining stories about the prolonged drought and the disastrous effects it has had on hundreds of communities, particularly those in northeastern United States. Despite the dark overall picture, most investor-owned companies, including the Philadelphia Suburban Water Company, one of the largest of them all, have fulfilled their role without resorting to restrictions on water usage.

Philadelphia Suburban is a unique organization serving hundreds of communities in 50 different municipalities in a chartered territory of 300 square miles. Its dependable supply of pure Springfield water is one of the real rea-

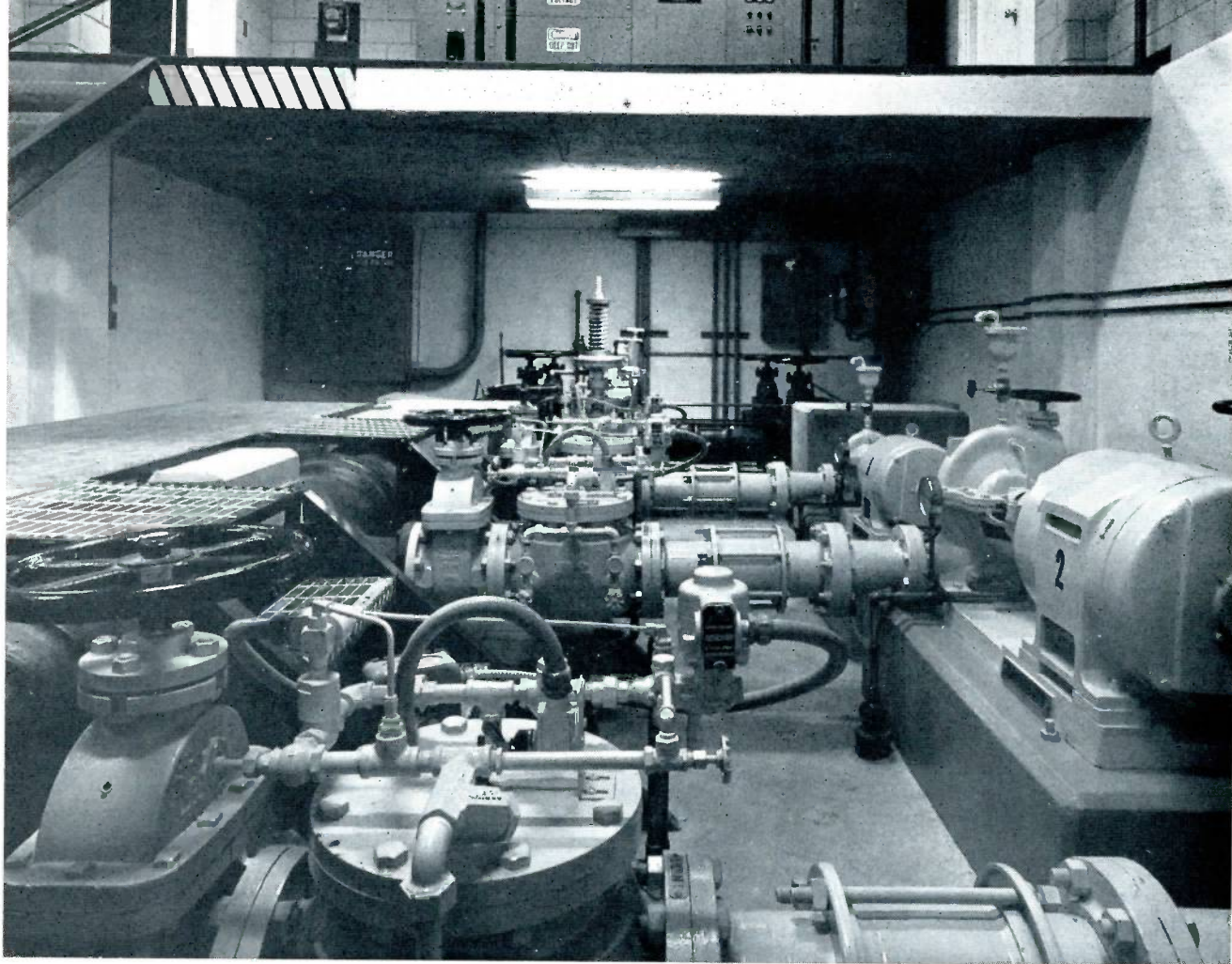
sons for the prosperous growth of the suburbs to the west and north of the City of Philadelphia.

This Company is motivated by one yardstick—Is there a better way to do it? That criterion characterizes all of its operations in supplying the needs of about 800,000 persons in Montgomery, Delaware, and Chester counties.

Its hard-hitting management team is regarded throughout the industry as having pioneered in advanced scientific methods of water treatment and in automation. The Company's growth record is impressive. In its 1965 Annual Report, the Company listed property, plant, and equipment at \$108,750,641, before accumulated depreciation. During the decade 1956

through 1965, it invested \$47,817,724 in net capital additions.

It has an interesting origin, dating back to the early 1880s when a group of Swarthmore College professors, tired of going to a community well for their water supply, built a small pumping station at the site of a spring in a nearby field and laid pipes to their homes. Once the educators had their little system working, they were besieged by neighbors who wanted pipes laid to their homes, too. There were so many requests for water service that the professors decided that their pumping station should be moved from the spring to a nearby stream known as Whiskey Run. But they realized that they could not continue their



Philadelphia Suburban's B. G. Mitchell Booster Pumping Station is typical of the water company's modern, up-to-date equipment.

educational activities and run a water company at the same time, so they contacted the American Pipe Construction Company for advice and planning. That firm then laid the necessary pipe and took over the entire operation.

Meanwhile, numerous other small local water companies in suburban Philadelphia were expanding, and some of them were encountering supply difficulties. Moreover, their operations were uneconomic, because competing companies had pipelines running side by side in streets and roadbeds where their boundaries met. These companies also were finding it difficult and costly to provide separate treatment works and pumping facilities.

Their dilemma was solved in 1924 when the late Clarence H. Geist and several associates merged 38 of these small companies into the Springfield Consolidated Water

Company, which later was formally christened as Philadelphia Suburban Water Company.

This was the decisive step in organizing the integrated but highly complex water system which now serves the western suburbs of the City of Brotherly Love.

Philadelphia Suburban obtains most of its water from five rural streams, and it is turning increasingly to the use of deep wells to supplement their supply. Twelve are in service, and they produce about nine million gallons daily. Four others are scheduled to go "on-stream" this year. The Company has four impounding reservoirs with a combined storage capacity of nearly nine billion gallons. Its two principal impoundments are Green Lane Reservoir (4.5 billion gallons) and Geist Reservoir (3.5 billion gallons).

Company executives are particularly proud of their automated

Control Center, their IBM data processing center, and their new Central Laboratory.

In the Control Center, the Company can activate pumps by dialing a telephone number; it can monitor levels in its distribution storage reservoir and standpipes; it can dispatch work orders by radio and telephone to workmen in vehicles operating in various parts of its territory and to pumping stations; it can record flows, and it receives all emergency calls. The flow meters on transmission lines serve as an invaluable guide to the Company in determining minimum night rates for district uses. This helps in the continuing leak survey program, which enabled the Company to report to its stockholders in 1965 that it could account for 86.5% of all water delivered to the system without allowances for unmetered uses.

Philadelphia Suburban serves a

very difficult terrain, marked by countless hills and valleys extending in all directions. The terrain varies in elevation from sea level to about 700 feet above sea level, both in an east-west and in a north-south direction. Because of this, water is supplied through 47 different pressure zones, each of which is shown on a huge wall map made from aerial photographs. On this map are shown by color code the size and length of the nearly 2,200 miles of pipelines which serve the system, as well as all valves, hydrants, regulators, the 18 distribution storage reservoirs and 16 standpipes, booster pumping stations, wells, pressure zones, and main pumping stations.

The Company has 38 vehicles equipped with radio-telephone, making it possible to contact any or all of them for emergency service. The Company also monitors the 100 volunteer fire companies which protect the areas it serves. It is Company practice to dispatch one or more men to the scene of all fires of any importance. There they can determine the requirements of the firefighters and report via radio about progress in extinguishing the flames.

The Company is preparing to transfer its general ledger to its new 1401-RAMAC system, the first ever installed by any water utility. The conversion of its Customer Service and Customer Accounting

activities from a punched card installation was quite a task, but it was accomplished in a relatively short period of time.

The evolution of the Customer Accounting and Customer Service procedures accelerated swiftly during the past decade. By 1955, the Company had grown so rapidly that it abandoned its Burroughs bookkeeping system and installed a punched card system.

This new system represented a significant advance over the former procedure, but the Company's great growth caused Management to contemplate another major change in 1960 when the new IBM 1401 System was announced. Anxious to speed customer service operations, to automate more of its accounting procedures, and to obtain more immediate records of various phases of its operations, Management placed an order for the 1401 card system in October of 1960. The Company had been advised by IBM that a new Random Access system would be on the market within two or three months. Realizing that the computer and the RAMAC not only would improve service but provide on-line information about each customer and absorb much of the general accounting work, the Company also ordered the Random Access facility when it became available on the market in December, 1960.

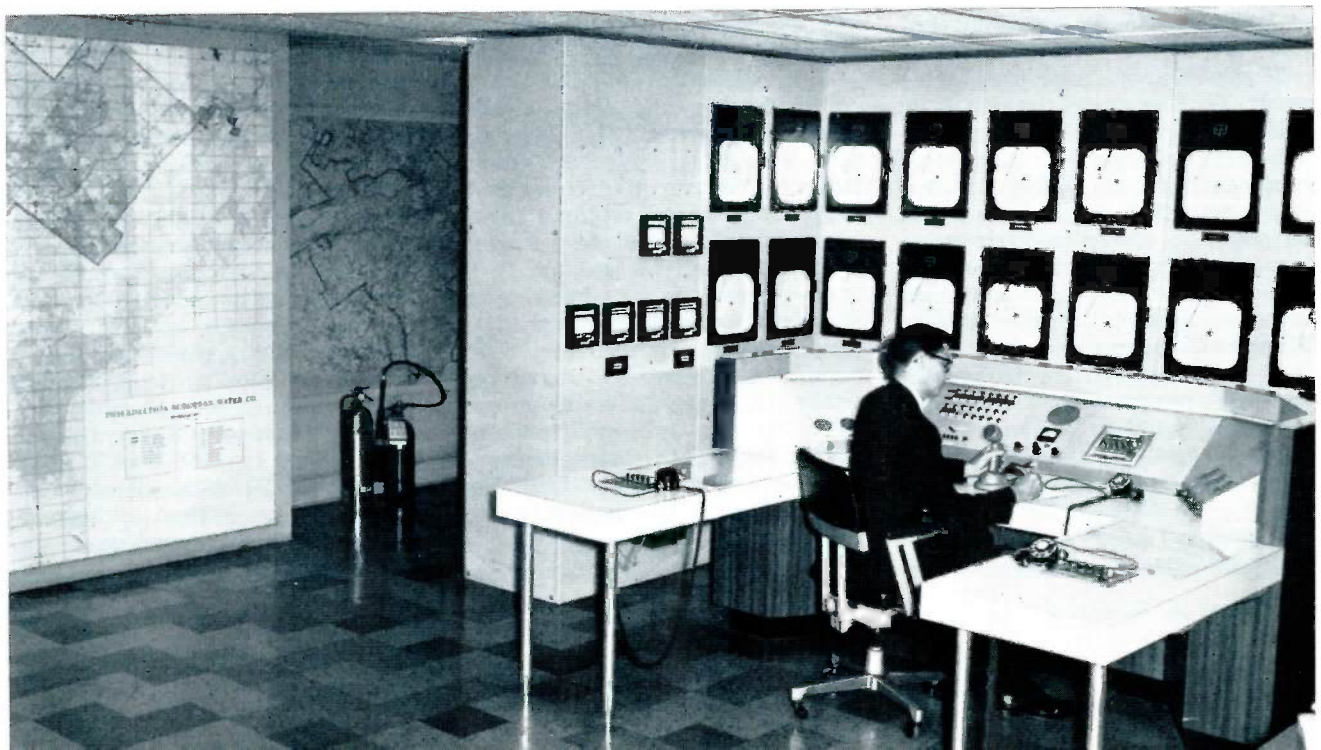
Plans for use of the system be-

gan in 1962. A new billing history for each customer was begun, and a full year's record for each customer was prepared to feed into the new system upon its delivery in July of 1963.

Today, the Customer Service Department can obtain five quarters of history for any customer within 17 seconds. This history lists the customer's reference number; his name, street address, and town; number and size of the meter; the date it was set; the current reading date; consumption; reading, gross and net; and the bill code. It also tells the amount of the latest payment; the date paid; the balance, if any; the discount date; a code indicating the latest transaction and its date; a coded current history of the account; and the latest action pending code. In the event of a change of occupancy, the type-out history also gives the final customer's name, the last current information about date read, and consumption; the same in the event of meter removal, and all data on final bill information.

The computer is used by the Customer Accounting Department for billing, cash posting, writing delinquent notices, automatically forfeiting discounts, maintaining the files of all customer records, producing all cycle balances and controls, and handling all final bills and meter changes. The computer also takes care of the payroll, re-

Philadelphia Suburban's control center at the company's headquarters in Bryn Mawr.



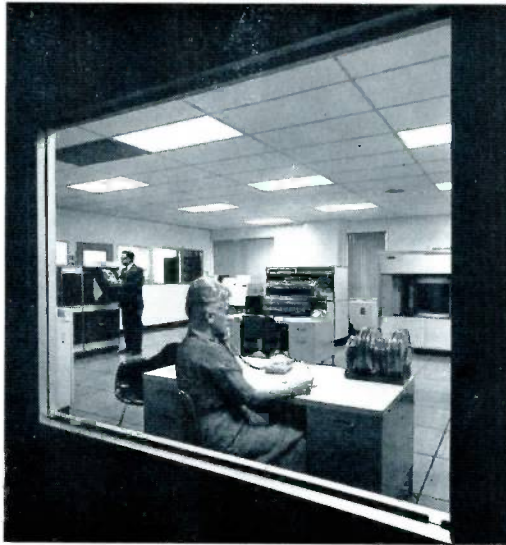
ports year-to-date earnings, quarterly F.I.C.A. reports for Federal and State tax purposes, W-2s, labor cost distribution, automotive and mechanical cost distribution, and overtime by departments.

Last year a new laboratory was opened at the Company's headquarters in Bryn Mawr. It has the finest equipment available in the industry. The laboratory establishes high standards of testing the finished product and permits more rigid and efficient control of the use of chemicals in treating water. It tackles the many new problems created by changing standards of both untreated and treated water, and conducts research.

Philadelphia Suburban has been commended repeatedly in the press for its outstanding record of providing an uninterrupted supply of water to its customers despite the acute drought which has afflicted its territory since 1956. From January 1, 1957, through December 31, 1965, the deficiency in precipitation almost exactly equaled the 42.51-inch normal or mean precipitation for an entire year. The drought was of extreme severity in 1963 when there was a deficiency of 7.56 inches, in 1964 when the deficiency was 12.58 inches, and in 1965 when it amounted to 13.17 inches. In less than three years, the shortage has amounted to 33.31 inches.

During the first quarter of 1966, the deficiency in precipitation was close to four inches, indicating that the drought is not yet over and perhaps is becoming even more acute.

When "better ways to do it" are developed, whether in overcoming effects of the drought or in providing better service to customers, Philadelphia Suburban Water Company will be using them.



The company was one of the first in the water industry to use computers and other forms of data processing.

This new laboratory was opened only last year in Bryn Mawr and contains the latest equipment for quality control, testing and research.



This is the interior of one of the branch offices of Philadelphia Suburban Water Company.



NEWS FROM MUELLER



Harold "Mike" Sherman

Mueller Director, Harold M. (Mike) Sherman, Dies

We regret to announce the death of Harold M. (Mike) Sherman Jr., who was one of the most respected and well known members of the Mueller Co. Board of Directors. Mr. Sherman, who was an Executive Vice President of the Morgan Guaranty Trust Company of New York, died of a heart attack on April 15. He was 60 years old.

He was elected to the Mueller Co. Board in December of 1958 and his sound and objective advice, based on a background of many years of experience in top management, has been of great value in establishing Mueller policy.

Mr. Sherman was born in Newport, R.I., and received a Bachelor of Arts degree from Dartmouth College in 1929. Following gradu-

ation, he started work as a mathematics instructor and athletics coach at a private prep school in New Jersey, where he once was a student. Starting with old Guaranty Trust Company of New York in 1930, Mr. Sherman first held a minor clerical position in the General Banking Division. In 1934, he was made an assistant treasurer and remained in that position until he was made a second vice president in 1942. Seven years later he was named a vice president. After Guaranty Trust Co. merged with the Morgan Bank, Mr. Sherman moved up to the position of Executive Vice President—Operations.

He leaves a wife and one son. His presence will be sorely missed at future meetings of our Board of Directors.

Shifts In Some Sales Duties And Territories Announced

A number of changes related to Mueller sales representatives and sales territories have been taking place recently.

Robert L. Burdick has been promoted to Manager of the Southeast District, succeeding H. W. (Bill) Cessna who passed away early this year. Bob, a graduate of Millikin University, Decatur, Ill., joined Mueller Co. in June of 1952 and since has covered the Florida territory as our sales representative. In his new position, he will direct field sales activities in North Carolina, South Carolina, Kentucky, Tennessee, Virginia, West Virginia, District of Columbia, and parts of Delaware and Pennsylvania. Bob, his wife, and one son have established their home in Charlotte, N.C.

Succeeding Bob in Florida is Samuel F. Parker, who joined Mueller Co. in 1957 and, most recently, has been our representative in Alabama. Sam is a graduate of Mississippi State College, and sold for a wholesale industrial supply house prior to joining Mueller. He is married and has three children.

David D. Resler, who has been the Mueller representative in Mississippi, is moving one state eastward and will take over Sam's former territory. Dave joined Mueller Co.'s Engineering Department in 1954. After serving two years in the U.S. Army, he entered Millikin University and was graduated with a B.S. degree in Engineering Administration in 1960. Upon returning to Mueller Co. the second time, Dave entered our Sales Training Program, and in 1962 he was assigned to the Mississippi territory. He is married and has two children.



Bob Burdick



Sam Parker



Dave Resler

The new Mueller man in Mississippi will be Forrest N. Baum, but he is not new with Mueller Co. He started with Mueller in 1953 in the



Forrest Baum

Decatur factory and then moved into the Sales Office where he remained until he went into the company's Sales Training Program. In 1962, he was assigned to West Texas and New Mexico—the area he has traveled ever since. He is married and has one son.



Bob Martin

A former member of our Industrial Sales Division, Robert H. Martin, has been assigned to succeed Forrest. Bob, a native of Illinois, graduated from Millikin Uni-

versity in 1963 and immediately entered the Mueller Sales Training Program. A year later, he was assigned to the Industrial Sales Division and covered the southeastern states. Bob and his wife, Barb, will make their home in the Lubbock, Tex., area.

In the Midwest Sales District, George Swanson was named the Mueller man in eastern Missouri and Southern Illinois. He succeeds Thomas K. Hendrix who has accepted a position with one of our



George Swanson

distributors. George attended Wright Junior College, Chicago, and Northwestern University. In 1955, after seven years of sales work, he joined the Adams Pipe Repair Products Co., which later became a division of Mueller Co. Following eight years in the Adams organization, he was transferred to our Industrial Sales Division and worked in the Chicago area. George and his wife have two sons.

**WHEN YOU GIVE
THE UNITED WAY
WONDERFUL THINGS
HAPPEN FOR PEOPLE**



With the assurance that the customer is the final inspector, Mueller Co. inspectors in Decatur recently were outfitted with shop coats which identify them as customer representatives. It is part of a company-wide program to impress upon the workers the importance of continuing to turn out top quality work. Inspector Mel Whittington (left) helps Galen Hutchens try on his new coat.

A Turn For The Better

A year of turning on fire hydrants in periodic tests made by firemen is the task assigned a youth arrested for turning on a fire hydrant.

The event took place this spring in Newton, Kansas, according to an Associated Press account in an April issue of The St. Louis Post Dispatch.

Following his arrest for turning on a hydrant, the youth was fined \$50 and sentenced to 30 days in jail. The judge then paroled him for a year to the local fire chief, who, in turn, will have him turning on hydrants again and again—this time, lawfully!

Drilling Machine Traded After 60 Years of Service

It has been asked: "Since Mueller products last so long, where does all the new business come from?" The answer, of course, is that most of our business comes from new construction rather than from the replacement of used or worn-out goods.

In the case of drilling and tapping machines, however, the question has validity. An example of this took place at Mars, Pennsylvania, at the Mars Borough Water Dept. where Supt. Russell McCandless recently traded in a Mueller Columbia machine that had been in regular use since it was sold in 1905. After 60 years of service and many hundreds of taps, Mr. McCandless replaced it with a Mueller B-100 machine and received a trade-in allowance that almost equaled the original purchase price.

The major problem with the machine at the time of the trade-in was difficulty in finding combined drills and taps to fit it.

The original sale was made through The Burry & Markel Company, Hardware and Carriage Dealers of Evans City, Pennsylvania. The invoice was dated Dec. 1, 1905.

Mueller records are incomplete for that period, but they indicate

that the Columbia machine was manufactured from 1899 to 1909. It was succeeded by the No. 1 machine that lasted until 1917. That year, the B machine was introduced, and today this model still is widely used and accepted in the industry.

This Mueller Columbia machine was recently traded in after 60 years of service on a new Mueller B-100 drilling and tapping machine. Checking it over are Bill Knorr, (left) and Tom Little, both of the Headquarters Sales staff.



Strictly Off the Record

SPEED

Old time plumber: "When I was an apprentice, we used to lay the first two lengths of pipe—then the boss would turn on the water—and we'd have to stay ahead of it."

A man attending a movie sat behind a lady and a collie dog. The dog laughed in the right places, all through the movie. The man could take this no longer. Leaning forward, he asked the young lady, "Excuse me, Miss, but I think it is simply astounding that your dog enjoys the movie so much."

"I'm surprised myself," she replied, "he hated the book."

Woman to bridge club members: "I have the most marvelous recipe for goulash. All I have to do is mention it to my husband and he says, 'Let's eat out!'"

One stockbroker to another, leaving office: "Let's take the stairs, J. G. I just can't stand the elevator operator saying, 'Going down, going down.'"

The office manager frowned at the elderly clerk and said: "I'm afraid you're ignoring our efficiency system."

"Maybe so," admitted the clerk, "but somebody has got to get the work done."

Rebuking her little girl for having been cross and ill-tempered, the mother received the following reply: "All I've got to say, Mother, is that it's temper when it's me and nerves when it's you."

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

Business Man: "No, and thank heavens for that."

One girl to another: "Of course I had to tell her she looked like a million—and I meant every year of it!"

Censors: People who inhibit the earth.

A father told his teen-age daughter he wanted her home by 11:00 p.m. "But Father," she complained, "I'm no longer a child."

"I know," answered her father. "That's why I want you home by 11."

Folk singer: A guy who sings through his nose by ear.

A woman motorist was driving along a country road when she noticed a couple of repair men climbing telephone poles.

"Fools!" she exclaimed to her companion, "they must think I never drove a car before."

A young husband was terribly disappointed when his wife gave birth to a baby daughter. He confided to a friend, "I was hoping for a boy to help me with the housework."

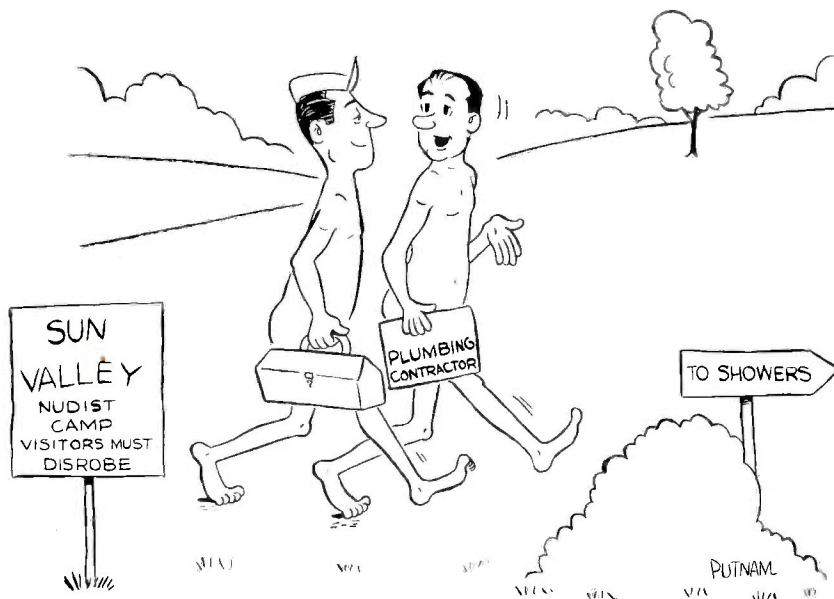
The trouble with political jokes is that sometimes they get elected.

You can't blame a taxpayer for feeling he is his brother's keeper.

Before leaving his office to go to lunch, a real estate dealer who was building a new house at the edge of a small New England town dispatched to the site a painter who was to find out when the interior decorating could be started. When the real estate dealer returned from lunch, he found a note on his desk which read: "On account of Joe and Fred was, your house is not plastered yet."

The guy who always outfumbles you when he digs for his billfold or who is busy in conversation when the waiter delivers the check, is probably suffering from that common disease known as "Shell Out Falter".

Give a man some facts and he will draw his own confusions.



"Now I know what my estimator meant by 'losing my shirt' on this job."

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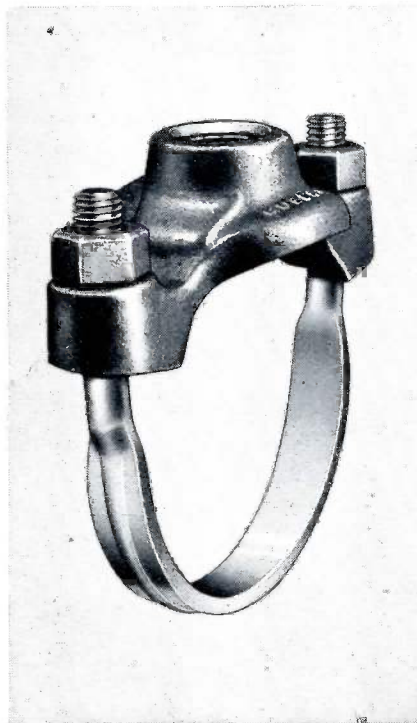
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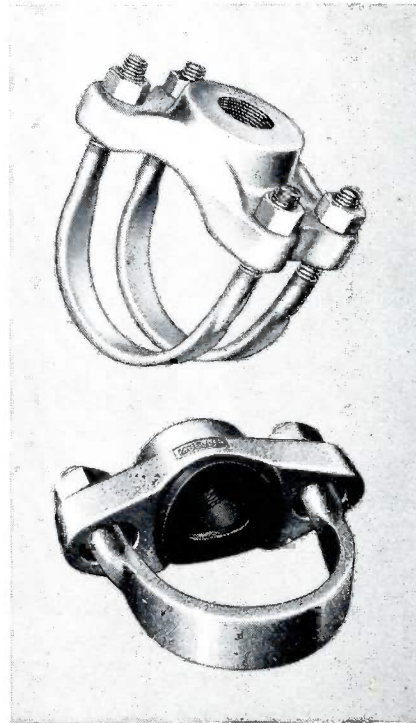
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