

The Mueller Record

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CLAIMS FOR CREDIT

Salesmen Should Investigate First and Then Make Recommendations.

When a customer claims credit for defective goods—investigate. We have on different occasions called attention to the necessity of doing this. A recent case in point emphasizes this necessity.

A jobbing customer returned to us three defective stops and with it a plumbing bill for \$15.00 said to have resulted from use of these defective cocks. We promptly allowed credit for the defective cocks but had the salesman investigate the charge for \$15.00. The salesman called upon the plumbing firm that did the work and got the journeyman to go with him to the job. Here it was learned that our stops had been used on one fixture while the ones causing the big expense as a result of defects were of another make and were used on an entirely different fixture. The three defective cocks returned to us were found to be slightly defective before any attempt was made to install them.

The jobbing house in making the claim against us was unquestionably sincere and believed they were right. They informed us when the facts were brought to their attention that they had been misinformed in the beginning. The salesman might have settled the whole affair had he investigated instead of recommending allowance of the claim.

It's natural that claims should be made for defective goods and our policy has always been to stand back of our goods. It would be unwise however to admit every claim offhand without investigation. That's why we insist on personal investigation by salesmen. Get the facts. Find out all about it. If we have got to pay we have a right to know why. No jobber or plumber can rightfully take offense at us for conducting a personal investigation.

Similar cases to the above have occurred

in recent years. One salesman once sent us a cock made by another company which the customer claimed was our make. The salesman did not stop to investigate. He evidently did not even take the trouble to look at the cock. The customer said it was ours and was defective. The salesman admitted this without a question.

Salesmen, wherever cases of this kind occur, can save us lots of trouble and correspondence by making a personal investigation the moment a claim is made to them.

In the case recited above the salesman simply took the word of the jobber and without having seen the cocks made a favorable recommendation. He says he will not do it again. We trust he will not or that you will not do anything like it.

It's a simple matter to say to complaining customers that we will investigate fully every claim and if found to be correct we will square it.

But don't go off at half cock and side with the customer until you have learned your own side of the case.

Any time any salesman has a claim presented to him he should remember the incidents related here. That alone will keep him from making a similar mistake.



IMPORTANT NOTICE

Send Back Your Sample Ball Cocks—Do It at Once.

Please return your samples of Ball Cocks to the office from which you travel, advising Mr. Flemming, Mr. Leary or Mr. Mann that you are sending them in. Please do so at once and new samples will be sent you.



MODERATE

Boss—No; we have all the men we need.
Laborer—Seems like you could take one more, the little bit of work I'd do.—Judge.

PRICES AT CLEVELAND

The Plain Dealer Gives Information on the Brass Situation.

An inkling of the price situation in Cleveland is presented in an article in a recent issue of the Plain Dealer of that city. It says:

Cleveland's \$20,000,000 brass industry has been nudged and jarred and hit by the war, but has emerged so far right side up and in good humor. Cleveland's particular specialty in brass goods is plumbers' and water-works' supplies.

The bulk of the industry felt the effect of lessened building operations last summer and fall. A few months later copper began to go up and kept on going until it costs now about 70 per cent more than it did then. Spelter, tin, lead and nickel all have followed in more or less striking degree—it was a stump the leader performance, and the brass industry found itself quoting prices one day and finding all the profit gone out of the business a day or so later.

The plumbing goods manufacturer saw that if he didn't quit quoting prices a month or three months ahead, as is the custom of the industry, he would be running a philanthropic institution for the benefit of the plumbing, building and water works community at large. So the foundries, the great majority of them, ceased to quote prices in advance. If one needs a dozen nickeled bath room faucets today one orders them subject to price on delivery, by which provision the maker is partially protected. But he is not wholly guarded, for as one local house puts it, "If we asked our customers the figures we are warranted in demanding because of the cost of our materials, we'd have to shut up shop. We would scare them out of building and laying pipes. So we put on a moderate advance, and stand about half of our added outlay in reduced profits." As previously stated, however, the industry is weathering the storm in satisfactory shape.

Cleveland's brass specialty as stated is the manufacture of plumbing and allied goods. There is no reason why we should not also become makers of brass shrapnel parts. All over the country plants are shrapnel busy, and local concerns are equipped to be likewise. Cleveland con-

cerns are already producing shrapnel in certain stages, but these contracts have not extended to the brass industry to any noteworthy degree. The majority of our brass foundries in any event would continue working along routine lines, leaving munition output to plants equipped with the requisite machine tools.



SCHOOL OF INSTRUCTION

There will be no annual School of Instruction again until August, 1916. This brings to mind the thought that some of our salesmen have not spent New Year's holidays at home for years.

It may be that some of the men would like to arrange their vacation this year so that one week would come between Christmas and New Years, taking the other week during the summer or fall. It is time that you notify us of your desires concerning your vacation and we would suggest that you send in your requests, keeping the above suggestion in mind.



BULLETIN

Salesmen will please refer to Bulletin SO-613 concerning "Basin Cock Washers," issued under date of June 12th, 1915. Study this proposition and give us your views on this washer. Also let us know what your customers think about it. Kindly let us have this information as speedily as possible.



"LEST WE FORGET"

	Cost per pound.	
	Jan. 1, 1915.	June 15, 1915.
Copper	12.75	20.62½
Spelter	5.75	23.50
Lead	3.75	7.62½

THE PECK BROS. & COMPANY,
New Haven, Connecticut.



L. A. Denny, of Maysville, Mo., is open for employment as water works superintendent. We understand him to be a man of experience and is a good friend of our company. Any salesmen hearing of a position will please notify us.

TAPPING MACHINE CONTEST

Record of Sales Shows J. H. McCormick in the Lead

In the tapping machine contest from January 2nd to June 15th Mr. McCormick has taken the lead, passing Mr. O'Dell. Mr. Ford is a close third. The total Decatur sales are 127.

In the Eastern territory Mr. Poole leads with Mr. Ford and Mr. Hastings tied for second place.

The figures in detail follow:

P. L. Bean..... 2	Jas. Smith..... 7
T. E. Beck..... 3	S. Thornton..... 7
E. B. Cameron... 6	M. T. Whitney... 3
Wm. B. Campbell 5	G. A. Caldwell... 4
L. M. Cash..... 1	J. B. Clark..... 2
H. F. Clark..... 4	J. W. DuPree... 0
C. H. DuBois.... 9	W. N. Fairfield... 4
H. Eggleston.... 7	C. T. Ford.....10
W. B. Ford.....10	R. M. Hastings...10
E. H. Halsey... 3	J. A. Hayes..... 2
H. J. Harte..... 7	W. F. Hennessy.. 4
F. L. Hays..... 7	W. F. McCarthy.. 3
L. S. Masters... 3	R. A. Poole.....11
J. H. McCormick.12	R. H. Powers.... 0
R. L. Moore..... 7	N. E. Sippell.... 3
F. T. O'Dell....11	C. J. Tranter.... 0
R. M. O'Rourke.. 2	C. J. G. Haas.... 0
E. E. Pedlow.... 3	W. L. Jett..... 4
L. M. Ross..... 8	B. H. Shaw..... 0



METER TEST RECORD BOOK

Salesmen will please remember to send in copies of Meter Test Record Books.

While the book we use seems to cover all the points necessary there may be other books which have some advantages and we should be familiar with these.

In the future we will send out two books with each machine instead of one.



WILL GIVE YOU A LIFT

Do not worry; eat three square meals a day; say your prayers; be courteous to your creditors; keep your digestion good; exercise; go slow and go easy. Maybe there are other things your special case requires to make you happy, but, my friend, these, I reckon, will give you a lift.—Lincoln.

NEVERLOSE WASHERS

Mr. McCormick Leads in the West and Mr. Caldwell in the East.

The following is the record of Neverlose Washers sold to date. Now is the time when we should sell a lot of these washers. Everybody is using garden hose now and there should be a large demand for the washers.

Mr. McCormick leads all salesmen in the number of gross sold, while Mr. Caldwell leads the Eastern territory. The record follows:

	Gross.		Gross.
P. L. Bean.....37	Jas. Smith.....23		
T. E. Beck.....27	S. Thornton.....32		
E. B. Cameron...48	M. T. Whitney...19		
W. B. Campbell..14	G. A. Caldwell...81		
L. M. Cash.....20	J. B. Clark.....40		
H. F. Clark.....71	J. W. DuPree....46		
C. H. DuBois...28	W. N. Fairfield..40		
H. Eggleston...39	C. T. Ford.....34		
W. B. Ford.....48	R. M. Hastings..63		
E. H. Halsey.... 8	J. A. Hayes.....30		
H. J. Harte.....49	W. F. Hennessy.. 5		
F. L. Hays.....57	W. F. McCarthy.28		
L. S. Masters....43	R. A. Poole.....46		
J. H. McCormick.97	R. H. Powers....22		
R. L. Moore....49	N. E. Sippell....24		
F. T. O'Dell....17	C. J. Tranter.... 1		
R. M. O'Rourke..28	C. J. G. Haas....30		
E. E. Pedlow...25	W. L. Jett.....33		
L. M. Ross.....65	B. H. Shaw.....22		



DON'T LEAVE YOUR TERRITORY

In every salesman's contract there is a clause to the effect that a salesman must not leave his territory without permission from the company. There have been instances of late wherein this clause has been disregarded. We are making this note in the Record to call salesmen's attention to this clause and to advise them that it must be respected.

In future no salesman should leave his territory without first notifying the company of his desire to do so and securing the necessary permission. Please bear this fact in mind.



True blue is a term, that isn't applicable to good milk.

SALESMEN'S VACATIONS

In another place we have mentioned the subject of salesmen's vacations, calling attention to the fact that there will be no more salesmen's meetings until August 1916, and that some salesmen may desire to take part of their vacation during the winter months.

Now we want all salesmen to clearly understand the conditions under which they are entitled to a vacation.

You are entitled to one or two weeks—as the case may be—that is six or twelve working days. You can divide these one or two weeks to suit yourself. You can take three or six working days during the summer or fall or you can take one or two weeks during the summer or fall. Or you can divide the time, taking part of your vacation during the summer or fall and the remainder during the winter. You understand a week as applied to vacation periods means six working days. We are calling your attention to this because as stated elsewhere we thought some of the men might want to arrange to be at home during the winter holidays, which is a privilege some of you have not enjoyed for a long time.

Salesmen should now begin making their arrangements for their vacations by notifying the company of their plans.



THE CANADIAN PLANT

Improvements Being Made on the Grounds at Sarnia.

The grounds of the company at Sarnia are being put in fine shape, and when completed the company will have a model factory plant.

In a letter concerning the improvement Mr. Oscar writes:

"We are about half through on the grading of our property, cleaning up around the plant, etc., and when finished, this work will surely set off the grounds nicely. We are building a six-foot picket fence around the entire property, except on the river side. This fence will be 1,550 feet long and will only surround that part of our property on which the buildings stand. We will have the proper entrance gates but they will all be locked except the pe-

destrian gate near the office, so everyone will have to come in and out at one place. We are also going to set up telegraph poles just within the fence and light up the grounds at night. On the entire river front for about 450 feet, we have been grading the bank, with the idea of putting 'H. Mueller Mfg. Co., Ltd., Sarnia, Ontario,' in large cobble stones painted white. We are also securing from New York, an old sign, which they have no use for, and which is about 2½ feet high by 60 feet long. This sign will be placed on the Finishing Building, facing north towards town. It might be necessary for us to make some new letters for same, but it will be similar to the cobble stone proposition mentioned above.

"We have just completed the erection of a large sign board, 24 feet long and 8 feet high on our property facing the Pere Marquette Railroad. When this sign is completed, it will be worded as follows: 'This is the home of H. Mueller Mfg. Co., Ltd., Sarnia Ontario. Manufacturers of Plumbing, Water Works and Gas Supplies.'

On Clifford street, the division of the concrete road, we now have up with the city to get them to continue this road westward about 100 feet, which will give an elegant entrance to our property for teams, etc. The city looks favorably upon this, and if they cannot see their way clear to lay concrete, they will at least gravel it for us, which will complete the roads around the property, grading, fencing, lighting, and advertising."



CITY SALESMAN ON COAST

E. H. Shimer, who was at one time connected with the Purchasing Department at Decatur, is now attached to the San Francisco office as city salesman. Manager Leary writes that he has entered upon his duties calling upon architects in the outlying districts in order to familiarize himself with the work. He will follow this initial work by calling on the outlying plumbers.

Mr. Leary says they are getting good reports from him and he is looking for excellent results.



The luxuries of life are the things one can dispense with.

DELIGHTFUL CAMPING SPOT

The high bluffs overlooking the Sangamon river, known as Allen's Bend, now owned by the company, is a most delightful spot for an outing.

The grounds have been put in first class shape, there is a custodian on the grounds, four sleeping and a dining tent. These tents have substantial wood floors, and extra protection against wet weather. Tables and benches for picnic dinners have also been provided. There is a tennis court on the ground, good drinking water, and fishing. In fact these grounds furnish everything that lovers of outdoor life demand. The location is picturesque and so close to the city that it is possible to camp there and be on duty at the same time.

All these arrangements have been made for the benefit of our employes. Any of you wishing to take advantage of this opportunity for a few days in the woods have only to make application to Mr. Cobb in the main office.



PERSONAL

Mr. Fred Mueller has just finished with the convention of the Southwestern Water Works Association which was held at Galveston, Texas.

Mr. and Mrs. Frank Cruikshank and son Philip have gone to San Francisco and coast points. They will be absent for a month or six weeks.

Mr. and Mrs. Philip Mueller will leave early in August for San Francisco where Mr. Mueller will attend the meeting of the American Society of Sanitary Engineers. They will visit points of interest on the coast while absent.

"Butsy" Dill, who was recently operated on by the Drs. Mayo at Rochester, Minn., is in Decatur at the present time. He has practically recovered from the effects of the operation. He is somewhat mysterious as to the character of the operation performed but it is a cinch that it was not his laugh that was taken from him. It rings as loud and true as ever on the least provocation.

DIAGNOSIS

By Ross Ellis.

Is the man that you work for a tyrant or worse?
 When his auto rolls by do you mutter a curse?
 Are you somber and lonely and misunderstood?
 Do you feel that you've not had a chance to make good?
 At the thought of your wrongs does your whole being quiver?
 Your trouble, my friend, is bad temper and liver.

Are you sure that your marriage was all a mistake,
 That the age-tested scheme is a fraud and a fake?
 In your dreams do you sever that wearisome bond.
 Seek for souls that can thrill and inspire and respond,
 Live a life free from family fusses and friction?
 Your trouble is liver—and one kind of fiction.

Does "Good Morning" to you seem a sheer waste of breath?
 Do the old cheery platitudes bore you to death?
 Does a day in the Spring, with its freshness and bloom,
 Seem but one further step in the march toward the tomb?
 Do you sigh as you rise from your hag-ridden couch?
 Your trouble is liver—and in-growing grouch.

It is hard, beyond doubt, to be merry and bright
 When your blasted old liver's not functioning right.
 So doctor, by all means, that fountain of bile;
 But strive, ere you dose, to meet life with a smile.
 For when gronch and bad temper are laid on the shelf
 You may find that your liver has doctored itself.



We have a letter from E. E. Brownell, president of the Brownell Eng. Co., 1418 Walnut St., Philadelphia, Pa., an expert in electrolysis, in which he says:

"Your letter of 4-7 reached me in care of the Memphis Artesian Water Dept. and I appreciate your very kind expressions.

"I always use 'Mueller' goods and rec-

commend their use to dozens of my clients in the water works business not because I expect any favors from your company but because it is the standard of the goods they represent.

"Nevertheless if there is anything connected with any inquiries or work along the electrolysis line I will be very much obliged to you and your company for anything you may deem proper to do for me."

Mr. Brownell has been a friend of this company for many years and has favored us with business through his clients because of his belief in the superiority of our product.

If any of our salesmen come across anyone needing the service of an expert in Mr. Brownell's line please communicate the fact to us in order that we may forward him the information. We would very much like to show him that we appreciate his influence and friendship.



DECATUR ORDERS

From the C. S. Moynihan Co., of St. Louis, Mo., for the St. Louis Paper Can & Tube Co., for the following: 21 ½" D-11803 S. C. Basin Cocks.

From the G. A. Meyer Co., Butte, Montana, for the Barrenstein Apartment, that city, for 50 D-11908; 50 D-8662; 25 Trap Vents; 25 D-8409; 1 13160; 1 14401; 25 8661; 12 8451; 12 8452; 24 8763.

From the N. O. Nelson Co., St. Louis, Mo., for the Western Partridge Bldg., at Alton, Ill., for 10 D-12902; 6 9219; 14 9463.

From Crane Co., Chicago, for the U. S. Post Office Bldg., at Carthage, Mo., for 1 ½" 13160 Iron Body Reducing Valve.

From Keithly & Co., Houston, Tex., for the new City Hall at Galveston, Texas, for the following: 94 D-11902 S. C. Basin Cocks.

From W. N. Sauer Plbg. Co., Pittsburg, Pa., for the Schenley High School at Pittsburg, for 408 ½" 8191; 96 ½" 8189; 72 ¾" 8183; 24 N. P. Keys for above stops.

From the Plumbing Supply Co., Sioux Falls, S. Dakota, for the South Dakota State Hospital at Yankton, for 6 No. 2 23627; 6 No. 3 same; 3 No. 4 same; 3 No. 5 same; 6 D-23627; 1 6" 23530.

From the Crane Co., St. Louis, Mo., for the Missouri Athletic Club, for the follow-

ing goods to be installed in that building: 50 ¾" 9251 Rapidac Bibbs; 10 D-11901 S. C. Basin Cocks.

From the Mt. Pleasant State Hospital, Mt. Pleasant, Ia., for the following, to be installed in that building: 10 ¾" 8893; 10 ½" same; 40 Extra S. C. Basin Cocks.

From the James Smyth Plbg. & Htg. Co., Spokane, Wash., for the Mohawk Bldg., that city, for the following goods: 168 D-11902.

From Jones & Jacob Co., of Chicago, Ill., for the Chicago State Hospital at Dunning, for the new Administration Building, the following goods: 3 3" 13160; 1 2" 13160; 3 3" 14401; 1 2" 14401.

From the Baily & Farrell Mfg. Co., of Pittsburg, Pa., for the High School Job at Huntington, W. Va., for the following: 64 D-11902; 38 Extra S. C. Basin Cocks.

From the Wallace & Linnane Co., of Des Moines, Ia., for the Park Bldg., that city for the following: 100 pr. D-11902.

From R. H. Taylor at Ponca City, Okla., for the following goods to be installed in the Arcade Hotel at Ponca City: 14 D-11902.

From the City of Spartanburg Water Works, Spartanburg, S. Carolina, for 1 D-23141 Meter Testing Machine.

From W. T. Hutchinson, Plumber, for the Globe Hotel, Centralia, Mo., 3 pair 11902.

From the E. F. Ulrich Co., of Anaconda, Mont., for the following goods to be installed in the Peckham Block, that city: 12 pr. ¾" 25006; 6 D-9463.

From Weil Bros., Marshalltown, Ia., for 60 11902 S. C. Cocks to be installed in the Stoddard Hotel.

From the N. O. Nelson Mfg. Co., Houston, Texas, 90 D-12902 S. C. Basin Cocks. These are to be installed in the League Hotel Building at Galveston.

From the U. S. Water & Steam Supply Co., of Kansas City, Mo., for Bryant Public School for the following goods: 18 pr. D-11902.

From the Central Supply Co., Indianapolis, Ind., for the Marion Branch N. H. for D. V. S. for the following: 47 D-11901 Extra S. C. Basin Cocks.

From Crane Co., Birmingham, Ala., for the following to be installed in the U. S. Postoffice Building at Live Oak, Fla.: 1

1½" 13160 Iron Body Pressure Reducing Valve Regulated Initial Pressure 60 lbs. to discharge pressure 40 lbs.; 1 1½" 13160.

From Laib Co., Louisville, Ky., for the Southeastern Hospital at Madison, Indiana, for 6 1½" Bottom Cups for Mueller Pressure Regulator.

From Crane & Co., Muskogee, Okla., for 12 D-11902 S. C. Basin Cocks; 4 Pr. D-11902.

From Crane & Co., Muskogee, Okla., for the Osage Hotel at Tulsa, Okla., for 6 Pr. 11902 S. C. Basin Cocks.

From Crane Co., Muskogee, for the Horace Mann School at Tulsa, 6 D-11902 S. C. Basin Cocks; 6 Pr. D-11902.

To the City of Galveston, Texas, 1 Multiple Cock for meter tester, this being the cock Mr. DuBois had at the Water Works Convention at Galveston.



NEW YORK ORDERS

From F. A. Dunn, Lexington, Va., to be installed in the Doremus Gymnasium of the Washington & Lee University, Lexington, 22 D-11902 S. C. Basin Cocks.

From Locke-Stevens Co., Boston, Mass., to be installed in Wellesley College, 300 pieces Extra and Colonial Compression Work.

Through G. A. Caldwell from Crane Co., of S. Boston, Mass., for the Perry Mason Building, the following: 8 ⅝" 8633; 2 ⅝" D-8633; 86 ½" D-8635; 82 D-11909; 82 ¼" D-25098; 4 D-12909; 4 D-25098; 24 ⅝" D-11750; 60 ⅝" D-11742; 7 ⅝" D-9022. Densmore & Leclear are the architects and O. C. Poole is the plumber.

From Ralph E. Weeks Co., of Scranton, Pa., for 30 pair D-11915 Self Closing Basin Cocks to be installed in the Scranton Life Insurance Co.'s Building.



SAN FRANCISCO ORDERS

From the Rautman Plbg. Co., Seattle, Wash., for the Brown & Cassells Apartments, Seattle, for the following: 24 D-10277, 25036 and 25111; 48 D-9462; 48 ½" D-8194; 48 ½" D-9205; 10 ½" D-9075; 24 ¾" 15023; 48 ½" D-8183.

Through C. J. G. Haas for the City

Barns at Portland, Ore., for 12 ⅝" and 1 1" D-8026. This order was secured although Glauber goods were specified.

Through W. L. Jett for N. O. Nelson Mfg. Co., 134 D-11902 Basin Cocks for use in the County Hospital, Los Angeles, Calif.



LAWS ON ADVERTISING

Missouri falls in line with an honest advertising law—news of a sort that will please the advertising experts gathered in international convention in Chicago this week. That the country is coming to accept this theoretical standard of truth in the publicity business is indisputable. To make it practical, that is, enforceable with the consent of traders large and small, is the next stage of the process; and the record of the work of the year along this path, submitted to the Chicago convention, will be eagerly scanned by persons who know of the advertising vigilance leagues and who wish to see them vigilant. No doubt much of their work cannot be tabulated or made into flattering reports. The policy of steady pressure on offenders without resort to litigation may in the end do much, if it is known that there is a limit to the league's patience and forbearance, which of course there must be. Given a league that means business, a district attorney who executes all laws which a legislature may pass, and advertisers who value public esteem more than profits, and Missouri's new law will not be a dead letter, even in St. Louis.



Two soldiers were speaking about the battle of Bull Run. One of them was a Yankee, and the other an Irishman.

"Pat," said the Yankee, "were you at the battle of Bull Run?"

"I was," said Pat.

"Did you run, too?"

"I did," said Pat, "and the felly that didn't run is there yet."



TRYING TO PLEASE ONE

Angry Diner—Waiter, you are not fit to serve a pig!

Waiter—I am doing my best, sir!

RANDOM THOUGHTS

Don't underrate your predecessor nor forget that you may in time become one.

The reason why some men are in authority is not apparent to many, but if given a chance at the big desk they would soon find out.

The value of traditions depends upon whether or not they were founded on solid bottom or just stuck in the mud.

Don't expect everyone to be loyal to his work. That is a privilege reserved for the leaders.

Strong men must expect to be misunderstood and criticised. That is part of the price of rising above mediocrity.

There may be a thousand reasons why a thing can't be done, and only one way to do it.

The man who is worth while won't waste your time and his, trying to "stand in" with you.

There are men who still make a distinction between loafing on an organization and robbing the till.—George A. Murphy.



CUTTING OUT DELINQUENTS

Possibilities of very wide range have been opened up by recent action of the city commissioners of Dallas, Tex. That body has adopted a resolution which stipulates that no person, firm or corporation delinquent in municipal tax payments shall be permitted to bid on contracts for furnishing supplies to the city, or to do any work whatsoever for the municipality. The full meaning of the order is that persons, firms or corporations wanting in civic allegiance shall be excluded from civic privilege. There is an idea here that might be extended to the state and to the nation with excellent results. Public favor should be the reward only of good citizenship.



RECIPROCITY

Owens—My landlord has ordered me out because I can't pay my rent.

Bowens—Glad I met you. So has mine. Let's change quarters.—Boston Transcript.

SUCCESS

Success is a RESULT—not a gift.

It is WORKED OUT—but does not come accidentally.

There is at least one REASON BACK OF each Success—and the better those reasons are UNDERSTOOD, the more easily they may be controlled.

Success brings reputation — and past successes are the best reasons for future successes.

Success SETS THE PACE—and pace-makers do not like to have others beat their records.



McGinnis kept a saloon and lived with his family upstairs. One day his bartender shouted to him:

"Mr. McGinnis, shall I thrust Tim O'Leary for a dhrink?"

"Has he had the drink?" called back McGinnis.

"He has."

"Thrust him."



THOSE OBVIOUS SIGNS

A countryman on a visit to a city happened to see a sign, "Cast Iron Sinks." He looked at it a moment and then said: "Any fool knows that."



EASILY PLEASED

Gabe—What is an optimist?

Steve—An optimist is a cross-eyed man who is thankful that he isn't bow-legged.



Minister: "My dear lad, what will your father say about your fishing on Sunday?"

Isaac: "Well, last time he said, 'Where the 'ell's yer fish?'"



Good habits, like worthy motives, need never be backed up with excuses, because results show for themselves.



"Life is a continual grind for the man whose grist isn't worth the grinding."