

# MUELLER *Record*

JUNE • 1955



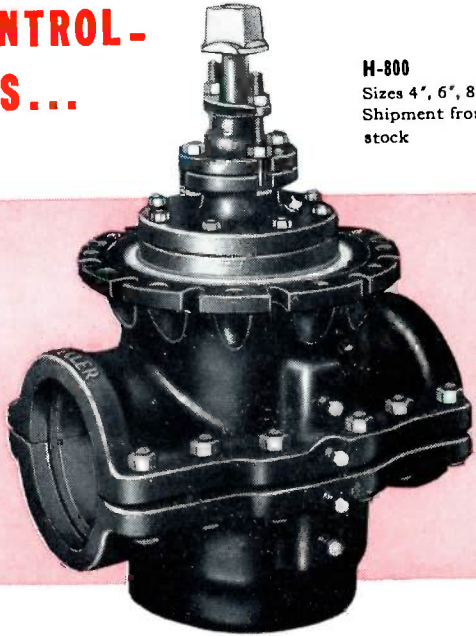
# MUELLER

INSERTING VALVES AND EQUIPMENT

**ADD NEEDED CONTROL-  
AT VITAL POINTS...**

**H-800**  
Sizes 4", 6", 8"  
Shipment from  
stock

*without a*  
**SHUTDOWN!**



Avoid fire hazard and customer inconvenience! There is no longer any need to shut down any part of your water distribution system to install needed control valves at strategic locations.

Mueller Inserting Valves are installed in any existing line under pressure without interruption of flow or loss of water and are operated like an ordinary gate valve. Mechanism is identical to that of standard Mueller AWWA Gate Valves. Parts are interchangeable.

*Write today for Catalog H-20 or consult your Mueller Representative.*

**MUELLER CO.**

Dependable Since 1857

MAIN OFFICE & FACTORY DECATUR, ILLINOIS



### THIS MONTH'S COVER

Gambling can be very exciting, especially when you have fifty thousand dollars to toss away—or triple if luck is with you. All those 100 dollar bills in our cover photo are stage money and this scene seemingly taken from an event in 1890 is meant to be just that. It's part of the Diamond Jim Party held during the annual American Water Works Association Convention in Chicago.

## Recording Our Thoughts

When William M. Henderson wanted members of the Southern California Chapter of the American Public Works Association to hear a particular speaker at a meeting several months ago, he called upon an old potent tool of his—power of the pen.

Mr. Henderson, president of the chapter and a consultant to Mueller Co., has among his many accomplishments the reputation of being an excellent writer.

Said Mr. Henderson in the Chapter's publication he edits:

"You can't do today's work with yesterday's procedure if you expect to be in business tomorrow. There is no statute against trying but there is the unwritten law of functional obsolescence. Individually we waste our energy defending how we do what we are doing when what we do speaks so loudly that people can't hear what we say.

"So it will be well to hear our speaker—he will either confirm or convert us."

\* \* \*

An item in the Missouri Pacific Lines NEWS REEL tells the following:

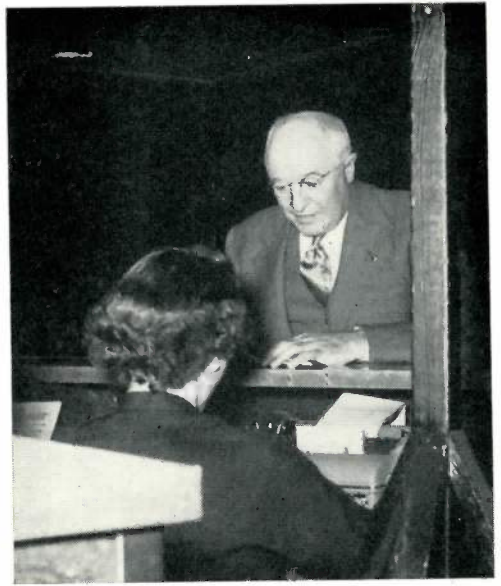
(Continued on Page 23)

# Big Task For Manufacturers At Convention

The 74th annual convention of the American Water Works Association is over, and for the nearly 3,000 delegates attending, the week-long meeting proved to be both profitable and pleasureable.

A record number of manufacturers rented booth space in the Conrad Hilton Hotel's two exhibit rooms reserved for the convention. Exhibits were truly outstanding. Each was designed to inform the water works man of the products offered by the company represented.

It is estimated that every display was viewed by a high percentage of those in attendance.



Although there were more than 400 advance registrations, the honor of being the first man to register at the desk went to A. P. Kuranz, manager of water utilities at Waukesha, Wisc.

Since technical information on the convention—papers presented by speakers, election of officers, etc.—will be covered in considerable detail by our water works trade journals, the MUELLER RECORD, will tell another story in this issue, the part played by the manufacturer.



The exhibit begins to take form. As the day preceding the convention opening reaches the mid-point, the Mueller display becomes recognizable. James Cussins, long since out of street clothes and dressed for work, is in the foreground. At right above, Mueller Co. delegates meet in the social room to discuss plans for the convention. Standing foreground is R. K. Levey, assistant general sales manager. Seated, left to right, are Dan R. Gannon, Southwest sales manager; Robert K. Morris, vice president and general sales manager; Wilson R. Augustine, Central sales manager; W. L. DeWitt and R. L. Jolly, sales representatives; and A. D. Parks, Southeast sales manager. Standing, rear, are L. J. Evans, vice president in charge of Eastern Sales, and Cliff Auer, sales representative.

considerable number of informal photographs of persons who visited our booth and our social room. In addition, we thought you might be interested in seeing the exhibit room before the displays were built. Constructing these displays, as every manufacturer will testify, is a tremendous task, one that must be completed in time for the convention open-

ing. Months go into planning and building these displays. Then they are dismantled, packaged and shipped to the convention site where the company's display men rebuild in a day or less.

Although we show our own company in action during the convention, every manufacturer performed in the same manner.

Below, the completed display, and as you might suspect we were just a little proud of it. Our sales people and engineers are shown answering questions about our products while visiting with customers. At right, for the pause that refreshes . . . pretty Chicago model Audrey Becker who attracted more attention than any convention display hands out free Cokes, courtesy of the Water and Sewage Works Manufacturers Association.





At left, posing in front of the display, are Bernard L. Werner, chief water engineer, Baltimore, Md.; Charles E. Moore, engineer of construction, Roanoke, Va.; and A. D. Parks, Mueller Co. Southeast sales manager. In photo at right, Oscar Brown, left, engineer at our Chattanooga plant, discusses the finer points of the Mueller Improved fire hydrant. Looking on are Frank H. Mueller, our vice president and director of engineering; H. P. MacLennan, water superintendent, Troy, Mich.; and Joseph B. Thompson, water superintendent, Oak Park, Mich.

Sales Representative R. L. Jolly chats with C. W. Kapp, manager, Water Company, Blytheville, Ark. Below right is a group from Wisconsin. Left to right, E. F. Lemmerhirt, secretary to Water Commission, Watertown; William Rithert, president of Water Commission, Watertown; Jerome C. Zufelt, water superintendent, Sheboygan; Hilary Reichardt, superintendent, Water Department, Watertown; Cliff Auer, Mueller sales representative; Charles Yeomans, water commissioner, Watertown; and Edwin W. Reichardt, member, Board of Water Commissioners, Madison.





Above left, seeking product information, are A. M. Friend, left, of the Ralph L. Woolbert construction engineering firm at Dayton, Ohio, and George P. Oberere, president of the Oberere Construction Co. of Dayton. Mueller representatives are A. D. Parks, second from right and W. L. DeWitt. At right above, W. A. Glass, director of the Department of Water and Sewers, Miami, Florida, chats with Robert H. Morris, Mueller vice president and general sales manager.

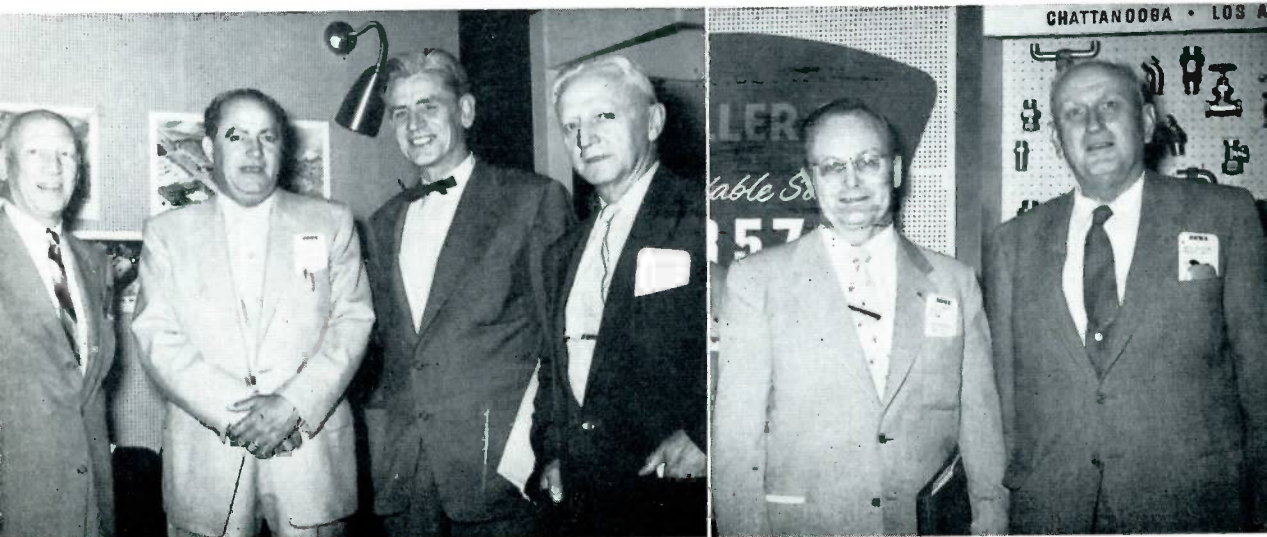
Below relaxing in the Mueller booth's lounge area are, left to right, G. H. Ruston, Water Department engineer, Roanoke, Va.; H. E. Lordley, assistant director of Public Utilities, Richmond, Va., Mr. Parks, and J. E. Stanley, assistant superintendent of the Water Department, Alliance, Ohio. Visiting in our booth at right are F. J. Batchelder of the American Cynamid Co., Pearl River, N. Y., J. E. Williams, water superintendent, San Angelo, Texas, and Albert Davis, water superintendent, Austin, Texas.





Shown at the display, above left, are R. H. Morris, Mueller vice president and general sales manager, W. A. Glass, director, Department of Water and Sewers, Miami, Fla., C. N. Davis, distribution superintendent, Atlanta, Ga., and W. H. Hipsher, Mueller Co. executive vice president. At right are Ben Bass, manager of the Water Company at Apple Valley, Calif., and R. K. Levey, Mueller Co. assistant general sales manager.

A Western contingent is below left. They are, from left, Lloyd Logsdon of San Marino, Calif., Mueller Co. special representative; W. H. Kipp, owner, Water Works Supply Co., Portland, Ore.; Fred Merryfield, professor of engineering, Oregon State College; and Edward Stapley, professor of engineering, Oklahoma A. & M. College. Below right are Gale Baker, left, city engineer, and Daria Travain, water superintendent, both of Pheonix, Ariz.



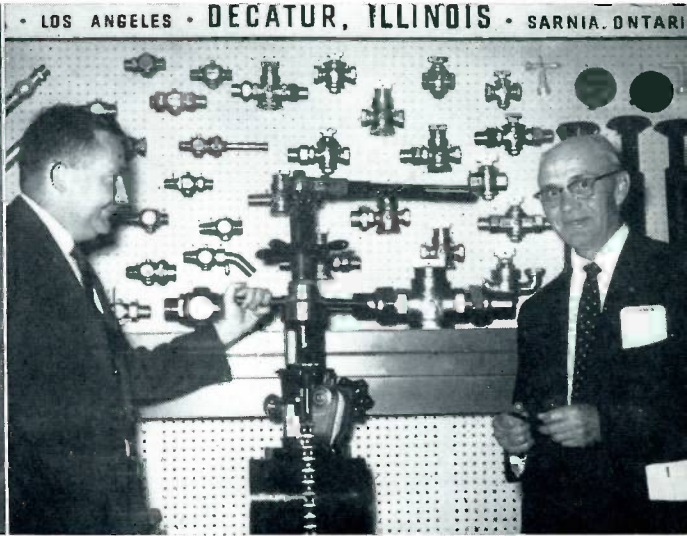




Above left, Cliff Auer visits with H. Hall Kurtz, superintendent of the Water District, Roslyn, N. Y. Right above, Mr. Auer and Mr. and Mrs. Howard Green of Marquette, Mich., renew acquaintances. Mr. Green is superintendent of water and sewage disposal at Marquette.

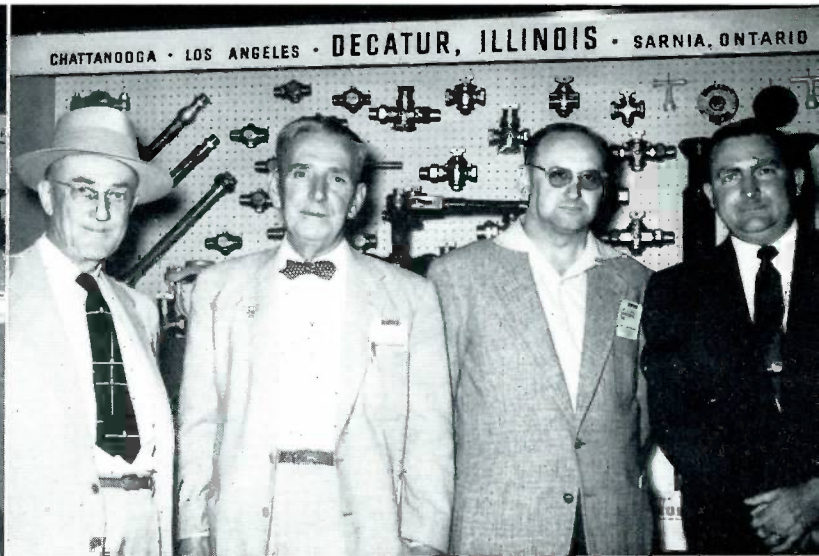
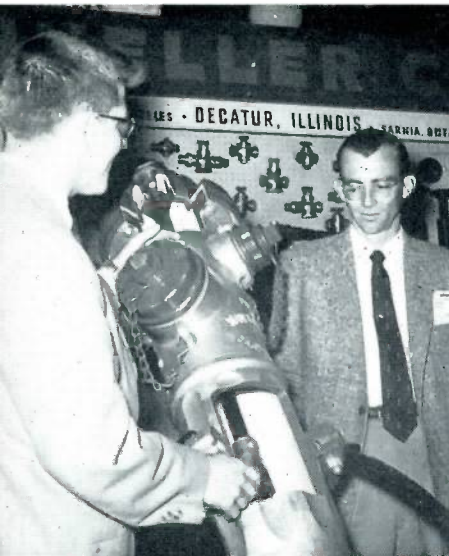
Del Parks and W. F. Stokes, superintendent of the Water Department, Hendersonville, N. C. are below left. At right below, Mr. and Mrs. Fred D. Jones of Spokane, Washington chat with three Mueller delegates. They are, from the left, Lloyd Logsdon, Ward DeWitt and Cliff Auer.





Listening to Cliff Auer explain the operation of our inserting valve is Everett Westfall, superintendent of water, Neenah, Wisc. Above right, A. D. Parks and C. C. Lanford, engineer and superintendent, Commission of Public Works, Greer, S.C., pause from their discussion of our B tapping machine to pose for the photographer.

F. R. Seevers, left, answers the questions of C. C. Thompson, superintendent of water and sewage at Newton, Kan. Facing the camera in the photo at right are, from the left, A. E. Clark, manager, Nashville, Tenn., Suburban Utility District; Thomas W. McCrerry, of U. S. Pipe and Foundry, Joe W. Lovell, superintendent of the Water Department, Murfreesboro, Tenn., and A. D. Parks.





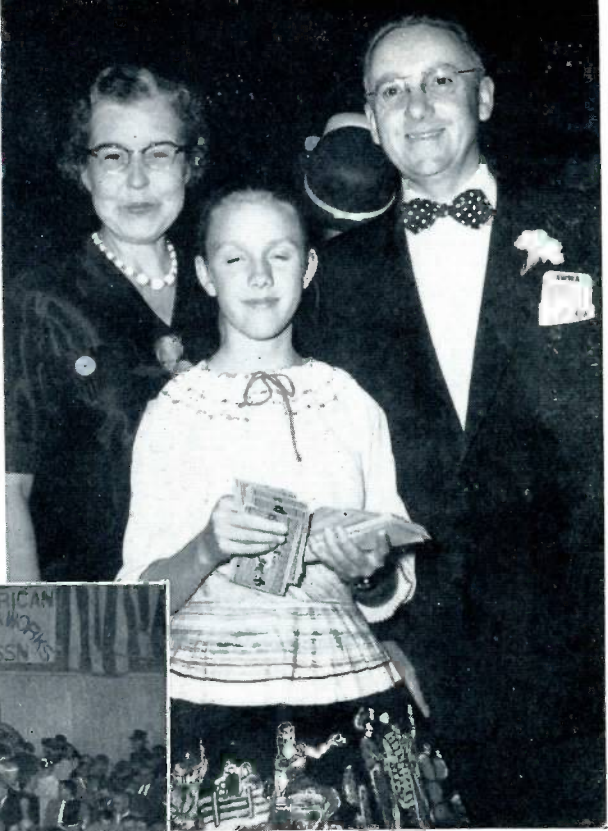
Mr. and Mrs. W. F. Richards of Ogden, Utah, are shown above left. Mr. Richards is water superintendent at Ogden. Above right, W. R. Augustine, Central sales manager, talks with two members from the Blue Grass state, J. K. Lethan, partner of Howard K. Bell, consulting engineers of Lexington, Ky., and J. W. Finney, right, an associate of the same firm.

Posing in front of the Mueller display, below, left, are Dan R. Gannon, Mueller Southwest sales manager; Seymour H. Clark, water superintendent, Oneida, N. Y., and G. G. Rahm, water superintendent, Iliion, N. Y. Below right, three Mueller engineers on duty are, from the left, Oscar Brown of our Chattanooga plant, and John J. Smith and Walter Bowan of the Decatur plant. Sales representative Ward DeWitt is at the extreme right.



# Diamond Jim Party

Unquestionably, the gayest time of all was had during the annual Diamond Jim Party. A majority of those attending the convention were there for the fun and many appeared in clever costumes as photographs on these pages indicate. There was lots of gambling—all in fun. An estimated ten million dollars was in circulation, and no one had less than five thousand dollars, all in one hundred dollar bills. There was just one flaw in all that money. It wasn't real.



That's a lot of money for a youngster—probably more than "a hundred grand", but Paula Wier's parents, Mr. and Mrs. Paul Wier, of Atlanta, Ga., don't seem too concerned since her spending money is strictly for play. Mr. Wier is the newly elected vice-president of the A.W.W.A. and is superintendent of the Water Works at Atlanta.



This view from the balcony showing part of the group attending the Diamond Jim party gives an indication of the number of persons present.

This picturesque striped coat barker selling photos at the "get 'em while - U - wate" booth is Russ Jolly of Chicago, Mueller Co. sales representative.

Mr. and Mrs. Henry Schlenz make a charming couple at the Diamond Jim party. Mr. Schlenz is president of the Pacific Flush Tank Co. in Chicago.

Mr. and Mrs. H. M. Carls of Coldwater, Mich., look the part of a gay couple of the 1890s as they observe their 35th wedding anniversary.

Oops, this got away before the Record editor's name. Hundreds of other things a swell t





A professional clown and an editor's double exposure appropriately record the gay pace of the annual Diamond Jim party. At left, the clown, Carl Marx of Chicago, entertains Mr. and Mrs. Armon Lund of Wilmette, Ill. Mr. Lund is a member of the Commission of Public Works at Wilmette. And at right is the accidental double exposure. The longer you look at this, the more confused you become

as to whose arm belongs to whom. Left to right, the five victims of the editor are H. E. Robinson, water superintendent at Huntington Park, Calif., Mrs. J. H. Brock, State College, Pa.; Mrs. Robinson; Mr. Brock; and L. J. Alexander, vice-president and chief engineer, the Water Company of Los Angeles, Calif.



You lose! the gentleman on the right says as his partner counts his winnings. At right waiting to have their photo taken are Mrs. L. E. Ayers of Ann Arbor, Mich., and Mr.

and Mrs. H. Bugg of Waukesha, Wisc. Mr. Bugg is with B-I-F Industries and is sales manager of the firm's Milwaukee office.

ay couple the Muel- r could get y, like hun- were hav-

Place your bets, this "house man" seems to be saying. And place them the customers did. Everybody had thousands of "dollars" and you just live once.

Talk about what the well dressed couple will wear! Mr. and Mrs. Edward E. Alt of Chicago strut their stuff. He is with the Chicago Bridge and Iron Co.

World's champion ban-tamweight, thats what they called this little fellow who couldn't be lifted. His cigar-smoking friend found this to be true.



# Social Room -- Center for Visiting



Standing at the entrance of Suite 2200, Mueller Co.'s social room where customers visited with Mueller people after conclusion of the days activities, are R. K. Levey, Mueller Co. assistant general sales manager, W. W. Atkins, water superintendent, Burlington, N. C., and J. H. English, water superintendent, Salisbury, N. C. The room was typical of those provided by other manufacturers. At right above, F. R. Seever's center Mueller administrative assistant and former sales representative, visits with Chris Nielson, left, water commissioner, Red Oak, Iowa, and F. H. McLaughlin, city clerk at Red Oak.

Mr. and Mrs. Casper E. Barney of Eau Claire Wisc., relax in the social room with Cliff Auer. Mr. Barney is Eau Claire water superintendent. At right, the camera caught these three handsome couples as they visited in our social room. Left to right, they are Mr. and Mrs. James Cook, of the C. I. Thornburg Co., Huntington, W. Va.; Mr. and Ms. Lewis Barry of the Waterford Township, Pontiac, Mich.; and Mr. and Mrs. Ted Williams of Grand Rapids, Mich. Mr. Williams is an engineer with Williams & Works.



Social rooms were sponsored by most manufacturers. They served as a gathering place for the customer and manufacturer and their wives after the day's duties were completed. Here, water

works men and sales representatives got to know each other better. Mutual problems were discussed, and perhaps solutions to many were solved.



Mr. and Mrs. Harold Carls, Coldwater, Mich. Mr. Carls is water superintendent. At right are representatives of Decatur, Ill. Left to right: are Mr. and Mrs. Jack Gardner of the firm of Warren and Van Praag, Mr. and Mrs. Gerald Davis, head, Water Supply Treatment, Decatur Water Department, and Mr. and Mrs. Homer L. Chastain. Mr. Chastain is Decatur's water commissioner.

Below, L. J. Troske, left, water distribution engineer, Municipal Water and Light, Grand Rapids Mich. takes things easy with Mr. and Mrs. Norman K. Lockard. Mr. Lockard is office manager of the Grand Rapids Water Works. The happy couple in the photo at right are Mr. and Mrs. Leo McQueen. Mr. McQueen is superintendent of the Board of Public Water Works, Coldwater, Mich.





Mr. and Mrs. Walter Spencer, left, of Union City, Mich., and Mr. and Mrs. James Taylor of Hillsdale, Mich., in the Mueller social room. Both men are water superintendents in their respective cities. Above right, R. K. Levey, left, and Lloyd Logsdon, right, Mueller Co. delegates, entertain Mr. and Mrs. Gilbert D. Henning of the firm of Warren and Van Praag, Decatur, Ill.

Below, left, Mr. and Mrs. Otto Gohlke of Findlay, Ohio, in our social room. Mr. Gohlke is water superintendent at Findlay. At right, two family groups call at our social room. Left to right are Mrs. Lynn Henderson, of near Flint, Mich.; Miss Mary Hansen of Mt. Clements, Mich., Miss Lynnette Henderson, her father, Lynn Henderson, water and sewer superintendent, Beecher Metropolitan District near Flint, and Mrs. Robert Hansen of Mt. Clements. Mrs. Hansen's husband is superintendent of water purification at Mt. Clements.





# Ray Fallon Retires, Enters Sales Work As Consultant

For most men, retirement means a period of rest and reminiscing. Not so for Raymond D. Fallon, Sr., Mueller Co. sales representative, who elected to retire May 1. Mr. Fallon first joined our company in 1929.

Ray, as he is known to our customers in the border-to-border territory of New Mexico, Colorado, Montana and Wyoming, is leaving our company "so I can do all the things I have wanted to do for some time now."

Specifically, he is making use of his vast knowledge of and experience in sales work by establishing himself as a consultant in sales promotion, advertising and public relations with offices at 601 Colorado Blvd., Denver, Colorado.

His son, Ray Fallon, Jr., has been assisting him in this territory, and with his father's retirement now effective, Ray, Jr. will continue to cover the Rocky Mountain territory as our representative.

An astute writer and poet, Ray, Sr., composed the following farewell which is directed to the many friends he made during his tenure with Mueller Co. We are publishing it in toto:

"I came, I saw, I went to work.

"(If that was a long time ago I am not aware of it). The Company was good—it was honest and so were the products. It was not difficult to transfer this thought to the minds of buyers—many already knew. That was what they were looking for, so they placed their orders, liked the products and the service, had no trouble, and became steady customers.

"Aside from the details, that's about all there is to my story except for the human side of it—the most important and gratifying part of it all. Friendships developed and grew stronger with the passing of time. I could not have fared half so well—in business or in happiness—without the splendid companionship and stalwart assistance of so many loyal



**RAYMOND D. FALLON**

friends. "Redundant fancy can entwine only wishes such as flow from friendship's pure unselfish glow."

"Good friends: Although my retirement promises various pleasant possibilities, and a little relaxing and regenerating leisure, it will not be easy for me to forego visiting you as often as of yore. I shall never forget you and I hope you will always remember me—and I trust that Ray Fallon, Jr., my successor, will continue to enjoy and foster the same pleasant relationship with you."

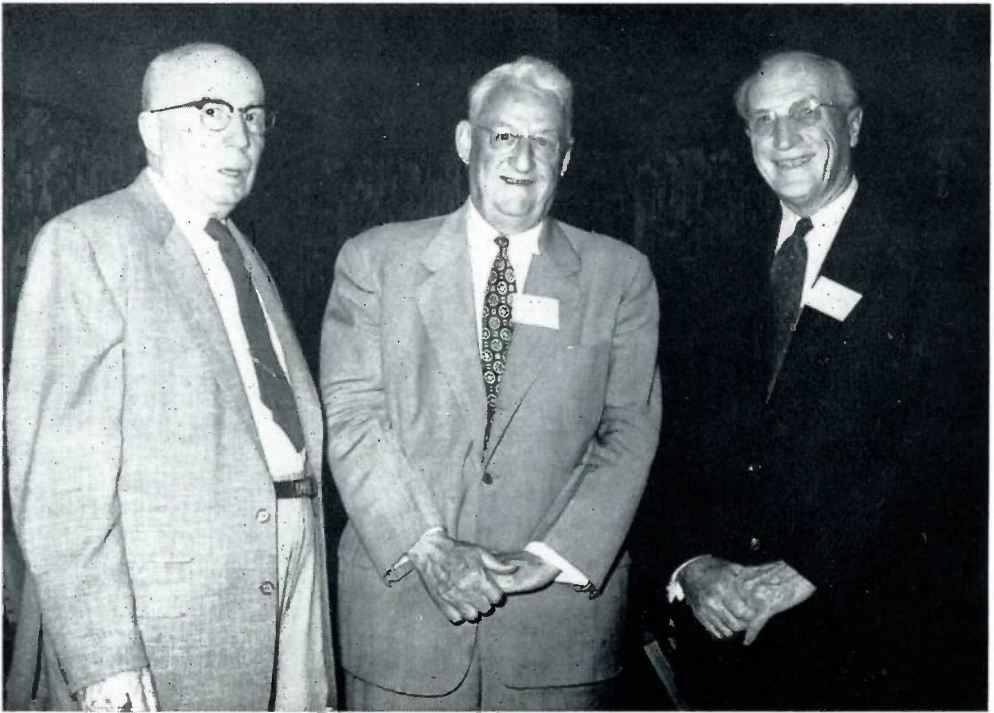
Thirty

A handwritten signature in cursive script that reads "Ray Fallon". The signature is written in dark ink on a light background.

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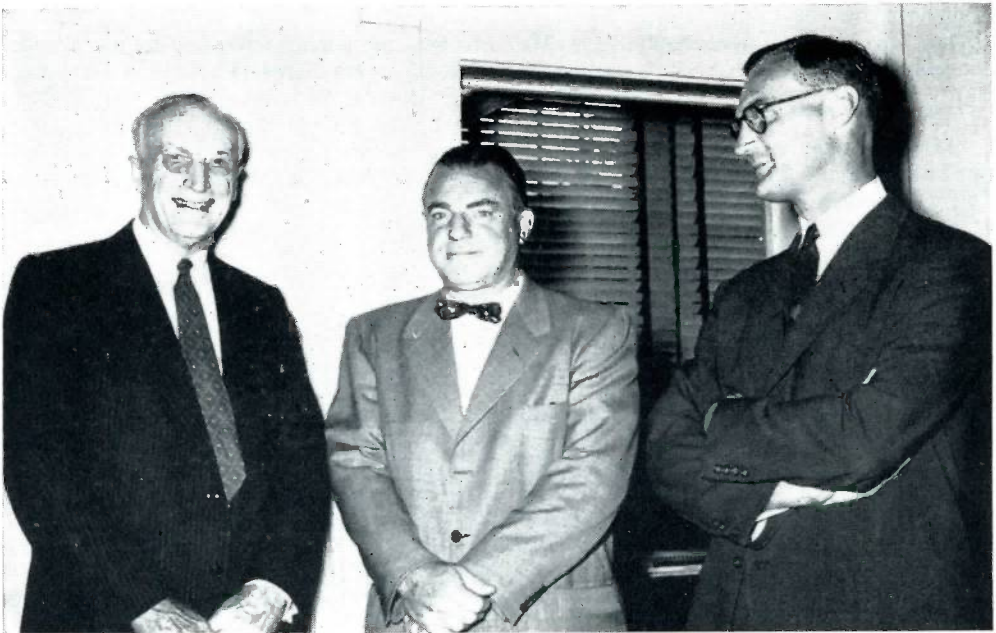
**ACTIVE SINCE 1882**

Mueller Co. has been active in the A.W.W.A. since 1882, two years after the founding of that organization. In that year, Hieronymus Mueller, founder of our company, was made an honorary member of the group.



Visiting during the dinner given by Mueller Co. executives are, left to right, Albert G. Webber, Jr., Mueller Co. president and treasurer; Frank M. Lindsay, president of Lindsay-Schaub Newspapers, Inc., and Fred Riggin, Sr., Mueller Brass Company president.

Frank H. Mueller, center, Mueller Co. vice president and director of engineering, visits with Fred Riggin, Sr., left, Mueller Brass Company president, and Fred Riggin, Jr., the firm's executive vice president, during their recent visit to Decatur.



# He Began with Mueller Co. as a Stenographer

## Fred Riggin, Sr., Is Now President of Mueller Brass Co.

### *Executive Tours Our Plant; Recalls History Of The Michigan Firm*

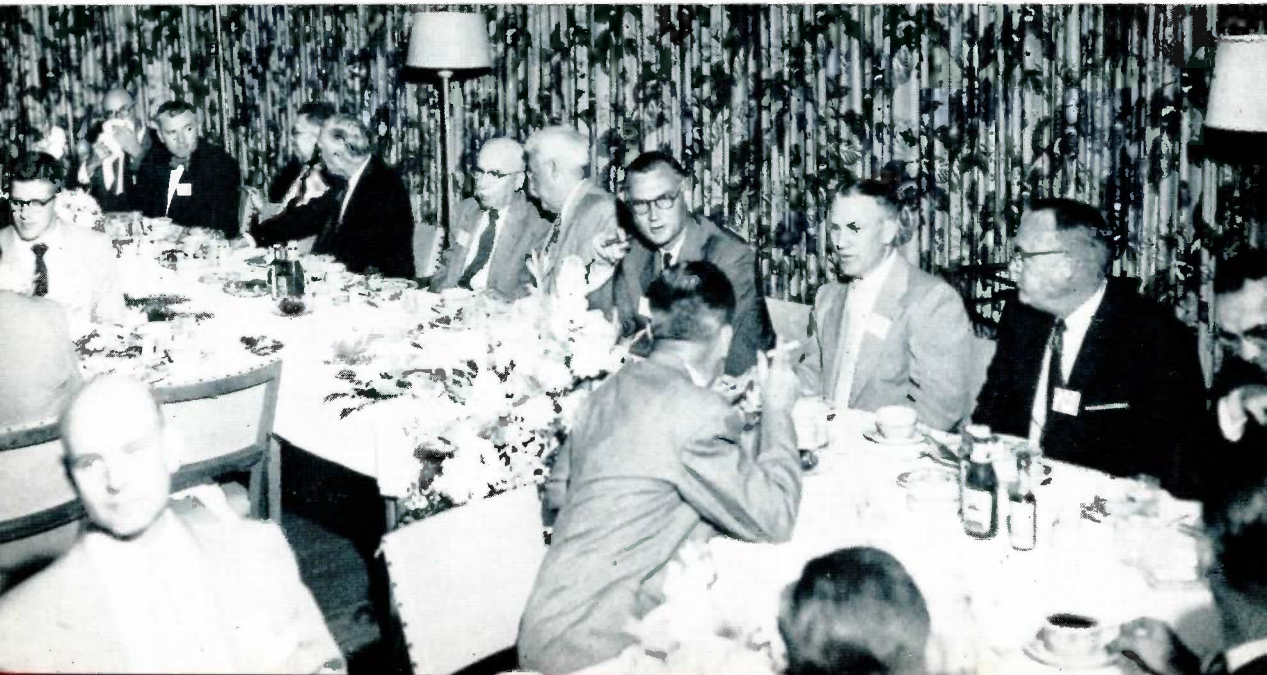
Fred Riggin, Sr. president of Mueller Brass Company of Port Huron, Michigan, and the man who got his start in business 50 years ago as a stenographer in the Mueller Co. Advertising Department, returned to his former home in Decatur recently to visit friends and our company.

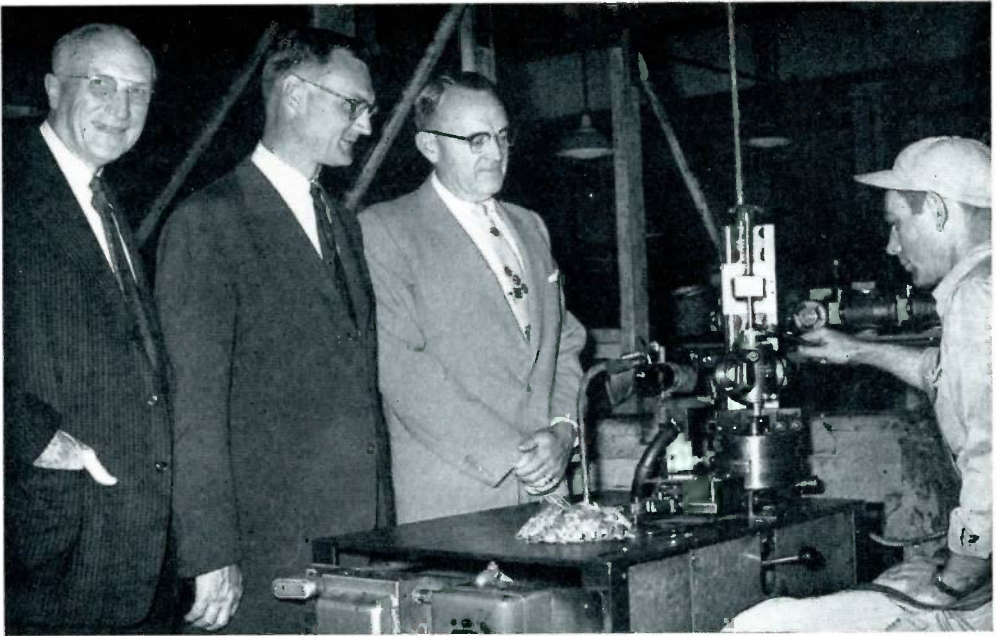
He was accompanied by his son, Fred Riggin, Jr., executive vice president of the Michigan firm.

Besides touring Mueller Co. plants in Decatur and visiting with friends outside the company, the visitors were guests of Mueller Co. executives at a dinner and reception.

Mr. Riggin recalled the history of Mueller Brass Company which in earlier years was one of the Mueller Co. plants. "We were organized almost by accident," he said. "Oscar Mueller and I went to Canada during World War I to help build the Sarnia plant (Mueller, Limited). Later, due to governmental regulations, we moved across the line into the United States and set up what was meant

Seated at the head table are Mueller Co. executives and guests. They are, left to right, Lyle R. Huff, vice president and plant controller; Robert H. Morris, vice president and general sales manager; William H. Hipsher, executive vice president; Fred Riggin, Sr., Mueller Brass Co. president; Albert G. Webber, Jr., Mueller Co. president and treasurer; Frank M. Lindsay, president of Lindsay-Schaub Newspapers, Inc.; Fred Riggin, Jr., Mueller Brass Co. executive vice president; Leo Wiant, administrative vice president; O. E. Walker, vice president and works manager; and Harry Martin, secretary.





Observing one of the steps in the manufacture of a utility product are Fred Riggan, Sr. Mueller Brass Company president; Fred Riggan, Jr., Mueller Brass Co. executive vice president; and O. E. Walker, Mueller Co. vice president and works manager. The visitors toured Mueller Co. plants in Decatur.

to be a temporary factory at Port Huron to make wartime materials.

"Fortunate circumstances enabled that plant to grow rapidly and it soon became an important part of the brass industry," he said.

"In 1927," Mr. Riggan said, "the Mueller Brass Company and Mueller Co. became two separate firms due to an exchange of stock within the Mueller family and the two have operated separately since then."

### For Water, Sewage Works Manufacturers

## Mueller Co. Is One of Five Firms Elected To The Board of Governors

Mueller Co. was one of five concerns elected to the Board of Governors, the controlling body of the Water and Sewage Works Manufacturers Association, during the recent annual convention of the American Water Works Association in Chicago.

Ten firms were nominated for the Board, and five were chosen during the groups annual election at the convention.

Companies chosen and in the order of votes received are as follows:

- National Water Main Cleaning Co.
- Mueller Co.

Engineering News-Record  
Neptune Meter Co.

James B. Clow and Sons

Mueller Co. is one of the oldest concerns still active in business that is a member of the Association. We are proud to have been elected to the Board whose purpose is to correlate the work of the manufacturers with the aims and purposes of the A.W.W.A.

Pessimist: A fellow who always looks both ways before crossing a one way street.

## Introducing

# F. R. (Dick) Seevers, Administrative Asst. To Sales Manager

A couple of fellows named Seevers make up one of the father-son combinations in our Sales Division. And what a combination it is!

Harry Seevers, the father, is the dean of our sales force. He has been a representative for 38 years and is proud of the fact that during our company's 100th Anniversary in 1957, he will have been with Mueller Co. for 40 years.

The other half of this potent combination, and the man we are introducing in this issue, is F. R. Seevers, better known to the company and the trade as Dick. Dick began as a salesman in 1950 after graduating from the University of Kansas with a degree of Bachelor of Science in Industrial Management. He was on the road long enough—from July, 1950 to February, 1953—to become thoroughly familiar with every Mueller product, its use and how it might best benefit the customer.

This experience proved invaluable to the young Mr. Seevers for when the need arose for an assistant to the Vice President and General Sales Manager, Dick loomed up as a natural. His experience in the field plus his education in Industrial Management made him the obvious choice, so in February, 1953, Dick came to Decatur to assume the position of assistant to Robert H. Morris, Vice President and General Sales Manager. His title later was changed to Administrative Assistant, but his duties as personal assistant to Mr. Morris plus a multitude of other administrative chores remained the same.

As a sales representative, Dick first covered the State of Iowa. Later he covered Nebraska and part of South Dakota and Colorado.

His present duties are too lengthy to mention here, but generally speaking, he relieves Mr. Morris of many details necessary for that office to function. In addition, he works with the Advertising



**F. R. (DICK) SEEVERS**

Agency that prepares Mueller Co.'s trade journal advertising.

He also offers technical assistance to the editor of the Mueller Record in product stories.

Other duties include planning and supervising the construction of convention exhibits. He works with our sales representatives keeping them informed of new products, sales trends and our own sales activity.

Dick, who attended Kansas State College before entering the University of Kansas, is a World War II veteran of the Army Air Force. He was overseas with the Eighth Air Force as an aerial gunner on a B-17. He is married, has one daughter and makes his home in Decatur.

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A street sign read: "School—don't kill a child." Beneath was a childish scrawl: "Wait for a teacher."

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A tough drill sergeant was working during a hot afternoon session with a listless platoon. Finally he called a halt and shouted, "You guys think you're soldiers? Why, I've seen better drilling by little cans of beer on television."



Inspecting a Mueller C-C drilling machine with Mueller, Limited, executives are the following who were among those attending the Western Ontario Water Works Conference at Sarnia. Left to right are J. Milne, Mueller, Limited Manager Utilities; T. Gagen, London Public Utilities Commission and W.O.W.C. chairman; G. H. Strickland, Winsor Utilities Commission and W.O.W.C. secretary-treasurer; G. W. Parker, Mueller, Limited president and treasurer; T. G. Quance, Mueller, Limited executive vice president; J. Gates, Sarnia, Ontario water works superintendent; and D. W. Stillman, Sarnia commissioner of water and sewage.

George Schillmore, second from right, foreman of the Tapping Machine Department at Mueller, Limited, explains the finer points of the Mueller B Tapping Machine to a group attending the conference. They are, from the left, Stan Dunham, Point Edward; Jack McCutchen, Woodstock; Tom Poole, Lambeth; Mr. Schillmore and Nick Pylak, Riverside.



# W.O.W.C. Is Held In Sarnia; Group Visits Mueller, Ltd.



The annual spring conference of the Western Ontario Water Works Conference was held in Sarnia, home of Mueller Limited, on April 29. Approximately 125 water works men were in attendance.

A discussion of the problems met daily in a water works distribution system and methods whereby these problems may be solved was held during the morning session at the Sarnia Riding Club.

In the afternoon, members of the conference visited the Mueller, Limited plant and were shown the production of corporation brass from core making to the finished article.

A demonstration under pressure of the Mueller C-C drilling machine and the Mueller B tapping machine was given in the plant cafeteria, followed by an open discussion relative to use of the machines.

Guests were served refreshments following the tour and demonstration.

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## DOWN TEXAS WAY

One of the home office reps called on a distributor in West Texas, who showed him around the country, stretching the truth whenever necessary, as any loyal Texan will. It was a blistering hot day and they were crossing a particularly desolate mosquito-covered stretch of wasteland, when a long-legged road-runner broke cover and crossed in front of them. The rep stared at the strange looking thing in amazement and asked what on earth it was.

"That," said the Texan, impressively, "is a Bird of Paradise."

The rep looked around at the rock and dust and shimmering heat, stared solemnly at his guide.

"My friend," he said, "I've never seen NO-body that was farther from home!"

## Recording Our Thoughts

(Continued from Page 3)

"An old time card of the Dayton Coal and Iron Railroad, dated 1897, with 17 rules printed on its back, admonished employees: 'All trains will leave on time . . . No collisions allowed . . . Trains must stop before running over livestock . . . Drink nothing but cold water while on duty . . . Passenger conductors must wear shoes while on duty, socks not required'."

Those were the days!

\* \* \*

From July 5 to August 10, the Macon County, Illinois, Tuberculosis Association will join with the Illinois State Health Department in visiting industries in the county where free X-rays will be given industrial employees. Mueller Co. is co-operating in this program and hopes that every employee will take advantage of the free X-ray. This same program is available to residents throughout the United States.

\* \* \*

Water Works men attending the annual American Water Works Association Convention June 12-17 at the Conrad Hilton Hotel in Chicago were pleasantly surprised to find that Coca Colas were available free of charge to all, thanks to the courtesy of the Water and Sewage Works Manufacturers Association.

Added interest was pretty Miss Audrey Becker, a 21-year-old Chicago model whose fetching smile which accompanied each Coke would have made that firm's advertising people very happy.

What the Coke drinkers did not know was that, in addition to courtesy, the Coke booth and Miss Becker were there for a purpose—to determine the number of persons who visited exhibits in that particular display room. This was done simply by counting the number of used "Have A Coke" cups, thereby roughly determining the number of persons who visited the exhibit room.

At noon on the fourth day of the convention, some 2,500 persons had registered for the convention. And how many used Coke Cups did Miss Becker have?

Nearly 3,000!

*Yutaka Kagei*  
Chief of Distribution Sec.

28-0111  
Phone: 28-0121  
28-1121

*Tokyo Gas Company, Ltd.*  
No. 3, 1-chome, Yaesu, Chuo-ku  
Tokyo, Japan

## *A Customer Leaves His Calling Card*

Three Japanese gas industry executives recently came to Mueller Co. to study the means whereby their Far Eastern cities can change from low pressure to a high pressure gas system.

Yutaka Kagei, chief of the Distribution Section of the Tokyo Gas Company, Limited, visited our company after learning that major American gas companies use Mueller equipment to accomplish the same job in this country.

In another visit two chief engineers from the Osaka Gas Company, Limited, were given a demonstration of our equipment. They are Sumio Harada, director

and chief operating engineer, and Yoshimoto Sagawa, chief distribution engineer.

During each visit a representative of the New York City export firm of Toyomenka, Inc., Akira Kawai, served as interpreter for the visiting Japanese.

Mr. Kawai, speaking for the visitors, said that the Tokyo company and the Osaka company were familiar with the Mueller Co. but that their visits were prompted by the fact that a number of major United States gas and pipeline companies were using our equipment to in high pressure gas systems.

F. R. Seevers, Mueller Co. administrative assistant, uses a Mueller catalog to point up use of our products. Looking on are Akira Kawai, center, representative of Toyomenka, Inc., New York export firm, and Yutaka Kagei, chief of the Distribution Section, Tokyo Gas Company, Limited.

