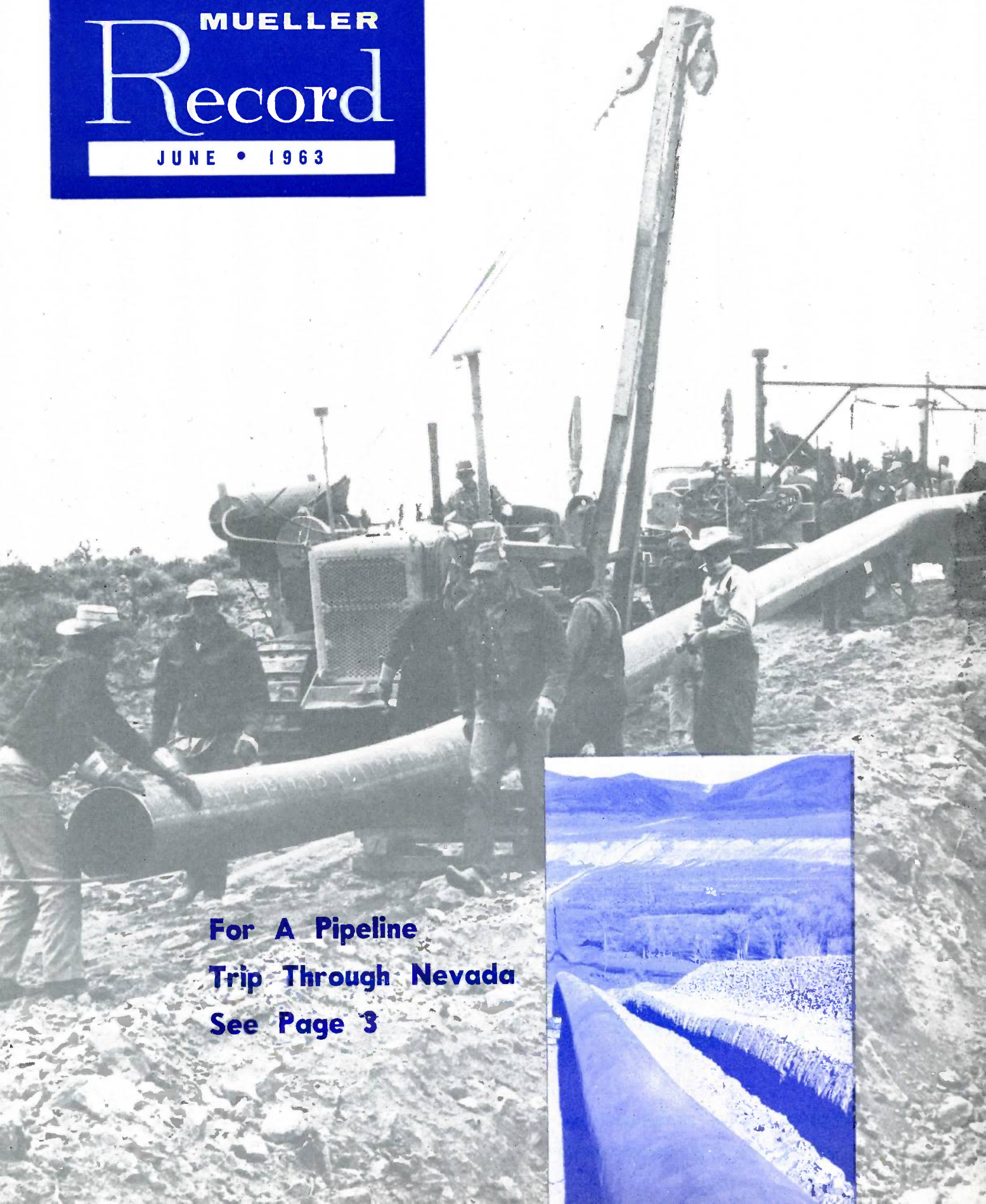
MUELLER Record

JUNE • 1963



For A Pipeline Trip Through Nevada

See Page 3

MUELLER RECORD

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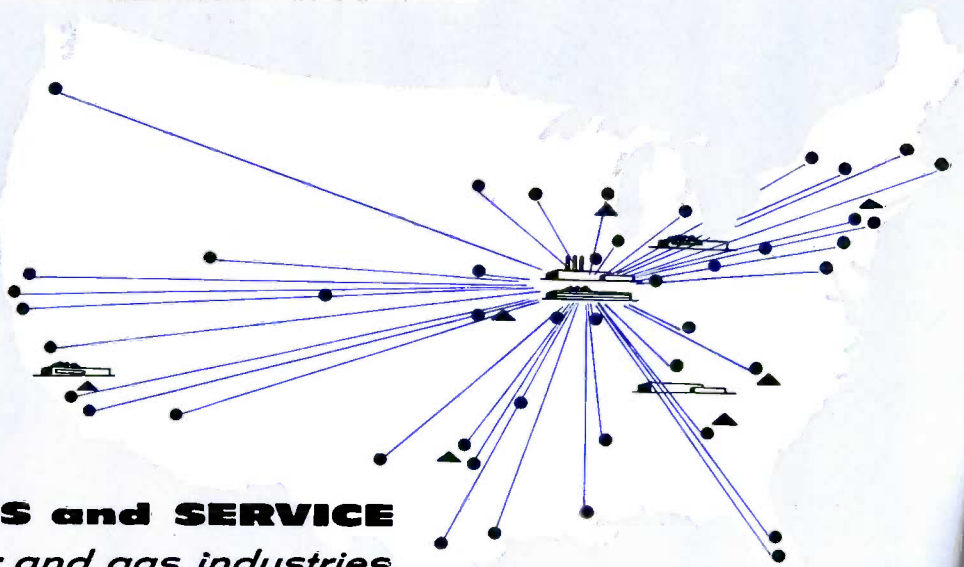


250-Mile Pipeline Completed

Nevada Northern Line Crosses Arid Lands To Serve Reno Area

Natural gas is now available in the Reno-Sparks area of Nevada as the result of Nevada Northern Gas Company's 250-mile pipeline that was completed recently through the rugged country of the West.

The 12½-million-dollar pipeline, which runs from the Idaho border, brings a new source of low cost energy to some 10,000 Sierra Pacific Power Company customers in the Reno-Sparks area.

Ceremonies early this year marked the completion of the project that began as early as 1955. Participating in the ceremonies were: Nevada Governor Grant Sawyer; Fred Fletcher, president of Sierra Pacific Power Company; Harold G. Laub, president of Nevada Northern Gas Company; business leaders and officials.

Governor Sawyer installed a brass plaque commemorating this important step in the progress of Nevada and then lit a natural gas lamp that burns as an eternal light marking the site of the connecting links of Nevada Northern's line and Sierra Pacific's existing system.

With an eye to the future development of the northern sector of Nevada, Southwest Gas Corporation of Las Vegas conceived and created the Nevada Northern Gas Company back in 1955.

Countless hours and experimental funds were employed to explore the many possible routes to construct the northern pipeline. Plans proposing routes from Wells to Reno, Ely to Reno, Las Vegas to Reno, Klamath Falls to Reno and Marysville to Reno were considered and rejected.

Feasibility studies, consumption estimates, projections on population and industrial growth were compiled.

The key to the entire project, however, was the forthcoming Sierra Pacific Power Company's steam generating plant to be lo-

Working in the hot, dusty regions of Nevada, workmen recently completed a 250-mile pipeline that carries natural gas to some 10,000 customers of the Sierra Pacific Power Company in the Reno-Sparks area.

Contrary to the winding course of the river, the pipeline (upper right) takes a more direct route through the rugged country between Mountain Home, Idaho and Reno. Airstrips had to be built in some areas so that planes could airlift workmen hundreds of miles daily.

250-Mile Pipeline Completed

cated in Wadsworth. Sierra Pacific's willingness to commit this fuel load to natural gas carried sufficient influence with the Nevada Public Service Commission to permit the certification of the project as it is today.

Another phase of pipeline construction is now underway and will terminate near Carson City.

A "spread" in the west usually refers to a large ranch, but this is not the case when it comes to constructing a pipeline. The pipeline "spread" refers to the great number of men and machines that are necessary to move across the country like a giant mole.

About 200 men of the Bechtel Corporation moved at a pace of about three miles a day as they crept through the rugged country between Mountain Home, Idaho and the Reno area.

Due to much of the work being done in desolate areas, special air strips were built along the 250-mile pipeline to accommodate three DC-3 airplanes. At times, work crews had to be airlifted more than 100 miles a day because work areas were inaccessible due to terrain.

Southwest Gas Corporation has a long history of operation in the desert areas of California, Arizona and Nevada. It was originally incorporated in the State of California on March 10, 1931. At that time, it supplied liquid petroleum gas (propane) to approximately 250 customers in the Barstow-Victorville area with a staff of five employees, three vehicles and less than 10 miles of main. By comparison, today it serves more than 40,000 customers, has 300 employees, 140 vehicles, two aircraft and nearly 2,000 miles of main. The annual payroll is well over a million dollars.

In 1953, the management of Southwest Gas Corporation, realizing the tremendous growth potential of the southern Nevada area,

Rail cars stacked high with 16-inch steel pipe roll into Winnemucca siding where Wells Cargo trucks take the pipe to the site where the pipeline crews lineup the pipe preparatory to welding it together.

helped form—and provided the nucleus of management for—Nevada Natural Gas Pipeline Company.

A FPC certificate was applied for and received to lay 110 miles of pipeline to bring natural gas from Arizona to southern Nevada. The principal factor making this initial line feasible was the industrial complex at Henderson, Nevada. This large market made it possible to bring low-cost natural gas to the domestic customers in southern Nevada who now number some 20,000 in Las Vegas, North Las Vegas, East Las Vegas, Henderson, Pittman, Boulder City and Clark County.

During 1957, Southwest Gas Corporation acquired the Natural Gas Company of Arizona serving some 12,000 customers in Pinal County, the area between Phoenix and Tucson. Today, Southwest has expanded its service in Arizona to include such cities as Coolidge, Casa Grande, and a number of others.

In 1958, Las Vegas became the operational center and headquarters for Southwest's three-state system. In moving its central offices to Las Vegas from Los Angeles it also built a new three-story office building. Today, Southwest and its affiliates, Utility Financial Corporation and Carson City Water Company rank as one of the leading employers in the state, with total assets of $25 million.

Southwest Gas is a publicly-owned corporation having paid dividends continuously since 1956.

Nevada Northern Gas Company is presently a wholly-owned subsidiary of the Southwest Gas Corporation. Rights will be offered to Southwest stockholders to purchase the common stock of Nevada Northern.

When the pipe is ready for lineup and welding, a clamp is drawn through it to the joint of the sections where it is held in place while a "stringer bead" weld is applied. This is followed by two more welds and then the joint is inspected by X-ray equipment. At the left a Nevada Northern Gas Company inspector follows the wrapping machine and marks any flaws in the protective cover.

THE BUSIEST BUSYBODY

He's no snooper, but there's a man who knows a lot about when your wife cooks your morning bacon and eggs.

He also knows about other housekeeping habits—such as when your wife does the laundry or turns up the heat.

He knows this because it's his job to see that the gas for your burners—transported sometimes hundreds of miles from production fields—is ready before your appliance is turned on.

The man who knows isn't really a busybody. He's a highly trained man in charge of obtaining huge quantities of gas from many sources. He must direct its flow through hundreds of miles of pipelines to the communities which the company serves.

He must see that hundreds of gas customers get all the gas they want—regardless of the amount, the time or weather.

To accomplish this, he estimates the demand for gas and the time it is needed in each community. Then he issues orders to maintain just the right gas pressures to deliver the right amount of gas to each community. Finally he must check the accuracy of deliveries.

Since the company is regulated by state, local or federal agencies, the dispatcher must see that the company operates within very exacting limits. And he must see that operating records are kept. These serve as a history of the company's operations, a guide for future dispatching, and a reference for other departments.

To help with his job, the chief has a crew of highly trained assistants.

They keep in constant touch with gas sources in the production fields, the company's compressor stations, points of delivery, underground storage fields, weather stations, regulator stations and customers.

It's a 24-hour-a-day job. Nights, weekends and holidays, trained men are on the job to provide natural gas. And each man has the ability to act in an emergency.

In the wintertime, dispatchers may be called in unexpectedly to handle a cold weather emergency. Sometimes they're on the job for days, with only "cat-naps" on cots in the office to keep them going.

In such an emergency they collect all available weather information. After studying records of other cold waves, they know how much gas each community needs.

Then they act—and fast.

During the night the right pressure is maintained in all lines. Back down the line—all the way to production fields—gas is "packed" into the pipelines. Men are sent to town border stations and other regulating stations to double-check all equipment and systems.

When the emergency is over, it's just as important for the dispatching crew to see that the system is restored to normal.

So you can see why the chief dispatcher knows a lot about your household habits. Because he knows just how much gas you need—and when you need it. You can count on natural gas for round-the-clock, round-the-year service.

John F. Thurston Named President Of Mueller Co.

A. G. Webber, Jr. Remains Chairman

JOHN F. THURSTON

John F. Thurston has been elected president and chief executive officer of Mueller Co., succeeding A. G. Webber, Jr., who will remain as chairman of the board of directors and president and treasurer of Mueller, Limited.

Mr. Thurston, who assumed his new duties on May 1, resigned his positions as a senior vice president of the General Dynamics Corporation and president of its Liquid Carbonic Division to take the Mueller presidency.

Mr. Webber was president of Mueller Co. since 1947 and has been associated with the company more than 30 years. He is 71 years old.

Mr. Thurston joined General Dynamics as general manager of the Electro Dynamic Division in 1955, and was appointed a corporate vice president in 1957. He became vice president-special projects for the corporation in 1960 and was named to his most recent positions in 1961.

From 1953 until he joined Dynamics, Mr. Thurston was merchandising manager of the Replacement Division of Thompson Products, Inc., Cleveland, Ohio, and a member of that division's management committee.

He served as a civilian consultant to the Secretary of the Army on military parts supply problems in the United States, Japan and Korea during 1952 and 1953, for which he was awarded the Army's Exceptional Civilian Service Decoration.

Previous to this, with the exception of his military service, Mr. Thurston was with the McQuay-Norris Manufacturing Co. of St. Louis, from 1936 to 1952 as sales representative, eastern sales manager and assistant to the executive vice president.

During World War II, from 1942 to 1946, he served in the Air Force, holding the rank of major at the time of his discharge.

Mr. Thurston was born Aug. 13, 1910 in Denver, Colo. He attended North Denver High School and Colorado College, where he received his B. A. degree in economics in 1931.

Mr. Thurston is married and has two teen-age children and a 23-year-old son who is currently serving the U. S. Army. He plans to move his family to Decatur in June.

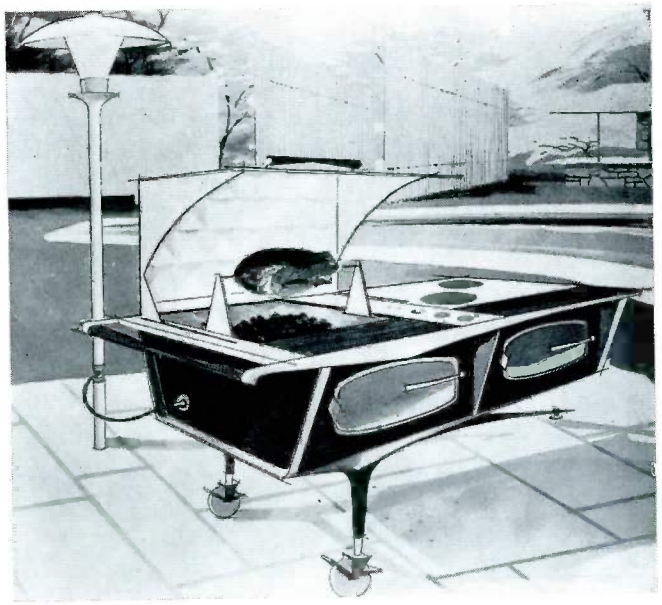
Mr. Webber's association with the company officially began in 1934 when he was named legal counsel for the company. Prior to this, however, he practiced law with his father, who had been company attorney since 1900. A. G. Webber, Sr., started with the company in 1870 as an apprentice under Hieronymus Mueller and later went to the University of Illinois School of Law.

A. G. Webber, Jr. graduated from the University of Illinois Law School in 1917. After two years in the U. S. Navy he entered law practice with his father and at this point his association, at least unofficially, began with Mueller Co.

In 1944 he was elected to the board of directors of Mueller Co. and Mueller, Limited and in 1947 he was named company president and treasurer. Six years later he became president and chairman of the board. Since 1961 he has also been president and treasurer of Mueller, Limited.

Tomorrow's Home

Progress Takes Us from Era of Dishwasher to Dishmaker Age



This complete barbeque "kitchen" with gas refrigerator, can be plugged into a gas outlet on the patio of the future.

If you're up to your elbows in dishwater or tired of loading and unloading a dishwasher picture this:

A small tank containing a semi-liquid plastic, a row of gadgets looking something like waffle irons, and a panel of dials marked "cup," "saucer," "plate," and "drinking glass."

You set the dials for the number of place settings and push the "on" button. A whir, a gurgle and a clank and out come the dishes. After dinner the dishes are dumped into the tank where they are melted down and the dirt separated from the plastic. No washing, no drying, no shelving.

The automatic dishmaker may be a long way off but industrial designers have come up with many gadgets which will probably be in your home of the 1970's.

Using slide rules, T-Squares and well-fired imaginations, a group of designers at Walter Dorwin Teague Associates are busy furnishing the Festival of Gas Exhibit at the 1964-65 New York World's Fair with home-of-tomorrow appliances

Although working under strict security regulations, these innovators are able to give at least a keyhole view of the sort of house we can expect to be living in within 10 years.

Conventional lighting fixtures, radiators and bulky appliances will have done a disappearing act. Gas heating and air conditioning units will be combined with air-circulation wall panels to provide year-round climate control. Many of the wall panels will have a built-in filter to reduce indoor pollen and dust counts.

Snow shovels may start showing up in antique shops as networks of gas-heated grids are used to keep driveways and sidewalks free of snow and ice. Well-placed radiant heaters will keep patios and play yards warm enough for use 12 months of the year.

A general rise in the number of portable outdoor appliances is in the offering, including rollaway units that contain refrigerators and complete barbeque "kitchens." The restaurant in the Festival of Gas Exhibit at the Fair will use these units to prepare food right at the tables.

Natural gas will play a major role air conditioning the Fair's pavilions, and cooking at the Fair's restaurants and refreshment centers. In addition, gas turbines will generate electricity and decorative effects will be created by gas lights and flares.

Some of the most dramatic changes in the home of the future will take place in the kitchen. Things will be more compact, more efficient and easier to clean. The conventional kitchen layout may be altered. For example: combination range-refrigerator units operated by a single gas energy source may be located in the center of the kitchen. "Magic" gas meal-makers in tomorrow's kitchen will deliver food from freezer, to oven, to your hands in minutes.

Prototypes of many of these advances will be on view at the World's Fair Gas Exhibit: ovens without walls that use infra-red rays to broil meats in half the conventional cooking time, and garbage disposals — essentially miniature gas incinerators—that are capable of reducing bushels of waste to ashes without smoke or odor.

Cook From Phone Booth

Remote controls may be added to appliances enabling housewives to dial cooking and washing instructions to their kitchens from any point in the house, or possibly, even from a telephone booth at the super market.

Much of the electrical energy for the 1970 gadget may well be supplied by gas-turbine generators or fuel cells, a "little black box" that produces electricity by combining natural gas and oxygen. One day, fuel cells may well supply enough energy to operate all the work-saving equipment in the gas range, the blower fan in the gas furnace, the boiler pump, the automatic defroster in the refrigerator, and the drum in the gas clothes dryer.

Those who visited the Fair in 1939 will examine today's exhibits and recall that many of the devices they blinked at unbelievingly 25 years ago are household bywords today.

Biloxi, Mississippi

Resort Gets Tota

"WHEN people travel they want to live in an atmosphere equal to or superior to their own homes."

This is the philosophy upon which the luxurious Broadwater Beach was rebuilt. Spread over 33 acres of lush tropical gardens fronting on the Gulf of Mexico near Biloxi, Miss., the Broadwater has little trouble living up to the requirements outlined in the above premise.

Completing this ultra-modern motor hotel is an all-gas-powered energy plant that envisages an inviting era in the commercial application of natural gas that is as new as the surroundings in which it operates.

At the Broadwater, gas generates all the electrical energy; and at the same time handles the year-round air conditioning job, cooks the food, heats the water—even to maintenance of constant temperatures in the swimming pools. It is completely independent of outside power sources. Lights burn, motors run, and television sets play from electricity generated on the spot by natural gas.

In this case, three natural gas engine-driven generator sets—two for normal operation and one for standby—provide all electrical needs. Heat produced by the engines as they drive the generators is in turn harnessed to provide hot water needs and to operate absorption air conditioning equipment.

United Gas Corporation, with headquarters in Shreveport, La., furnishes the gas for this local power plant.

The 316-room Broadwater is a beautiful layout of resort facilities without equal along the 27-mile stretch of man-made beach reaching west from Biloxi Bay along the Mississippi Gulf Coast.

Mrs. Joe W. Brown, widow of a prominent New Orleans businessman and sports personality, brought together from throughout the United States several of the nation's leaders in architecture, construction, interior decoration and design, landscaping, hotel management and operation to produce the luxurious vacation spot.

More than two years and expenditures of more than five million dollars have been invested in rebuilding, literally from the ground up, the quarter-century-old resort.

With the inspiration of its owner, Mrs. Joe W. Brown, the hotel includes the only three-level swimming pool in the nation with waterfalls cascading from the top pool to two lower pools. In the pool area, lights located below the water line are equipped with rotating multihued lenses. At night, these provide constant color changes to the water and up through the waterfall.

One of the three pools, designed by Mrs. Brown herself, includes four recessed areas with tiled benches located just below the water line and surrounding tables raised just above the water level where bathers can sit and enjoy a cool drink or play cards while sitting in the water. Terraces for these pools were built from crab orchard stone imported from Crassville, Tenn. Seven trainloads of the rock went into this and all ledge stone wall construction. In addition, honeycomb stone was imported from Austin, Tex., to form a lily pond and rock garden near the pools. The patio area around a fourth pool located at the back of the new resort hotel was also

The Broadwater Beach, Biloxi, Miss., is one of the Gulf South's newest motor hotels and gets total energy from gas.

Energy From Gas

planned and designed by Mrs. Brown.

The white tile and stainless steel kitchen can service 800 to 1,000 meals in an hour to an hour and a half. It is designed to serve dining rooms and coffee shop on two floors with a minimum of walking.

The second floor includes one large banquet room that has capacity for 750 diners, two smaller dining rooms to serve groups of from 75 to 175 persons, and a small bar and lounge for social hours.

Administrative and accounting offices, a barber shop, a beauty shop and a health salon are also on the second floor.

The tri-level pool provides a beautiful view for those in the first-floor dining room. The first floor also includes a coffee shop, lounge and bar, each seating up to 60 persons, the hotel lobby, registration desk, a men's shop and a dress shop. Another banquet room, this one for 300 people, is located east of the lobby on the main floor.

In an establishment that covers 33 acres and employs 200 persons, communications are important.

A unique electronic system is used for awakening guests and for maintaining contact with the maids servicing the rooms.

The desk clerk, from a master control panel, is able to determine whether a room is made up and ready for occupancy by a system of lights.

As rooms are vacated or rented the clerk informs the housekeeper through a similar lighted panel in the housekeeper's office. The system permits the housekeeper to know the particular rooms in which maids are working and allows for instant communications between housekeeper and individual maid.

Another part of the system allows a guest to be awakened at a specific time automatically by a chime. The chime will ring regularly until the guest is awakened and presses a button to inform the desk that he is awake.

More than $100,000 has been invested in landscape design, lawns, shrubs and flowers. O. J. Anderson, specialist in landscape architecture from Texas, replaced terraces and brought several hundred carloads of earth into the land to develop proper drainage into the Gulf.

Under the personal supervision of the energetic Mrs. Brown, plants selected for the park and to beautify the buildings were indigenous to the Mississippi Gulf Coast as well as exotic ones from South America and Spain.

Florida palms, Joshua and yucca trees from Las Vegas, and shrubs of varying hues of green were planted to preserve a feeling of living in a tropical garden. Pines from Florida were also imported, and one of them 25 feet tall, will serve as the Christmas tree for the Broadwater Beach.

Fourteen thousand square yards of St. Augustine grass were imported and planted throughout the central park. An automatic sprinkler system has been installed to water the lawn and the thousands of shrubs around the buildings. The sprinklers, controlled by special timing devices, operate in the early morning hours, unless the ground is sufficiently moist to keep the sprinklers off, all automatically, of course.

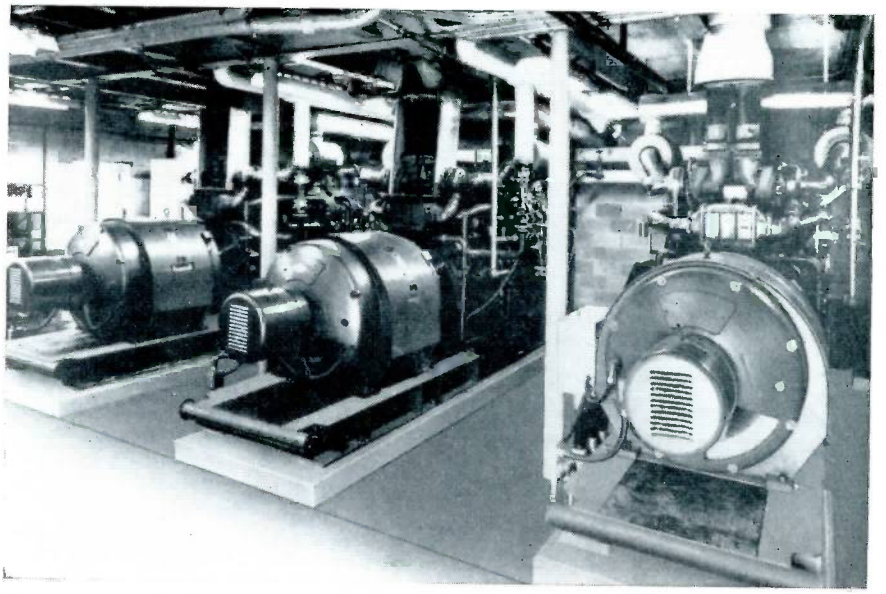
During the rebuilding, Mrs. Brown gave specific orders that every tree had to be preserved wherever possible. For instance, in building the foundation for the

power station, the floor was constructed above ground level and cantilevered around a number of trees to save them.

Typical examples of Mrs. Brown's attention to detail in the construction of the new Broadwater Beach Hotel are the exposed aggregate walks and drives that cut through the resort. Several thousand cubic yards of this particular mixture have been laid throughout at a price almost double that of the finest grade of concrete. The special walks and drives are installed by first laying the foundation, followed by a special mixture of concrete. Into this mix, graded smooth pebbles are scattered just before the concrete begins to set. The pebbles are troweled into place until the concrete oozes up between the rocks. Some of the mixture of sand and concrete is then washed away by water pressure and sweeping until the smooth pebbles imbedded in the mixture remain.

To assist guests in reaching all parts of the 33-acre tract, a miniature train makes a regular schedule along the drive. Powered by a four-cylinder gasoline engine, the train pulls eight cars.

Mrs. Brown has set out to create a facility that unites hotel, motel and private cottages, providing the finest in resort-vacation living available anywhere, and future plans follow through with her original concept. A marina will be built in the Gulf that will be the most spacious on the Coast Line. Another of her plans calls for an eighteen hole golf course to be as well-designed and beautiful as the central park around which the new Broadwater Beach Hotel is presently constructed.



The power plant at Broadwater Beach consists of these three gas engine-driven generators which provide all electrical power for the 33-acre resort. Heat recovered from the engines in turn operates year-round air conditioning equipment. Below is one of the swimming pools at the rear of the luxurious layout.

Second Canadian Facility

Mueller Co. Acquires Quebec Plant

Mueller Co. has added a second plant to its Canadian operation with the acquisition of St. Jerome Industries, Limited of St. Jerome, Quebec.

Since World War II, St. Jerome Industries has been one of the major suppliers of cast iron municipal castings to the Province of Quebec and Eastern Canada.

Mueller, Limited, the Mueller Co. subsidiary which has been in operation in Sarnia, Ontario for more than 50 years, plans to use the St. Jerome facilities within the Quebec market to integrate sales and service of products from both plants.

St. Jerome Industries will continue to operate under its present name, and for the time being it will continue only to manufacture its present line of products.

According to George McAvity, Mueller, Limited Managing Director, plans now are being considered for the expansion of facilities at both plants.

Under a program of growth and development, he said, the St. Jerome plant will be expanded to manufacture certain products now produced in Sarnia.

At present, the St. Jerome plant occupies more than five acres of land and it employs about 55 persons. Its semi-automated, modern foundry is capable of producing more than 20 tons of iron a day.

St. Jerome is about 25 miles northwest of Montreal.

Blue Flame Whispers

Moving Carpet And 'Talking' Carousel To Greet Visitors At 'Festival of Gas'

What would you do if you had 75,000 people come to call at your new home in one day?

Well, you could meet them at the door with a gently moving carpet. This could take them up to an elevated, revolving ring from which they could get a good look at everything.

That's how the nation's gas industry plans to greet visitors at its startling new white and glass "Festival of Gas" pavilion at the 1964-65 New York World's Fair.

Visitors will get the overall story and will leave with the feeling of having seen everything, even if they can't spend much time at each individual exhibit.

The revolving ring over the main exhibit floor has been designed like a carousel with six huge, prancing horses over it. As the 100-foot ring revolves during a four-minute circuit, a synchronized narration calls attention to various exhibit features. A downward moving ramp carries the visitors to the exhibit level.

Among the attractions of the "Festival of Gas" will be a Fun House of the Future, which will dramatize gas' contribution to modern living; a GAMA Ferris Wheel on which members of the Gas Appliance Manufacturers Association will display products; a puppet show; a magic show; and a demonstration kitchen.

Skyrocketing Gas Industry Boosts Sales 294% Since 1945

The gas industry, which has transformed itself from a collection of local companies in 1945 into a national complex today, has increased its gas sales 294% in this period, the president of the American Gas Association said recently.

John E. Heyke, Jr., who is also president, The Brooklyn Union Gas Co., told the Southern Gas Association convention in New Orleans that during this time customers jumped 74 per cent.

There are not many major industries in the whole U. S. economy which could match these figures, Mr. Heyke said. He noted that 17 years ago the gas industry, turning swiftly from manufactured to natural gas, was singlemindedly committed to market development —ever-more, ever-growing markets that stretched into the future, multiplying before our eyes."

14 Gas Utilities Given New Award By A. G. A.

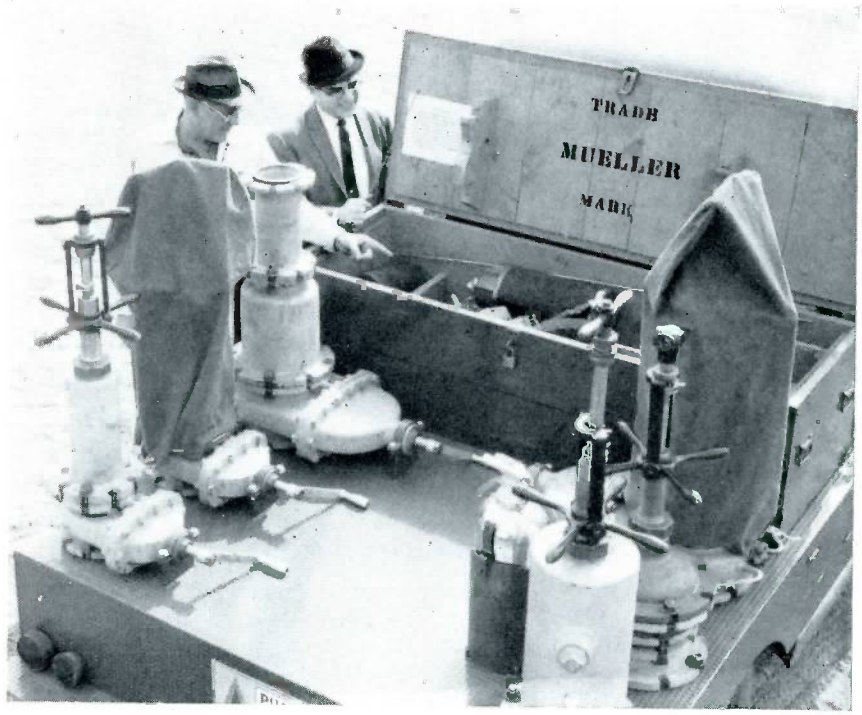
Fourteen gas utilities from all sections of the nation have been presented with an award given for the first time by the American Gas Association's Operating Section for participation in National Appliance Field Observation Program.

Certificates were awarded to the companies by A. B. Lauderbaugh, who is chairman of the section, and assistant vice president and chief engineer of The Manufacturers Light and Heat Co., Pittsburgh.

The National Appliance Field Observation Program collects information in the field and sends it to the A. G. A. Laboratories in Cleveland to aid appliance manufacturers in improving the design and construction of gas appliances.

The following companies were cited for their outstanding support of the program: Boston Gas Co.; The Brooklyn Union Gas Co.; Iowa-Illinois Gas and Electric Co., Davenport, Iowa; Lone Star Gas Co., Dallas; Michigan Consolidated Gas Co., Detroit; Minneapolis Gas Co.; Northern Illinois Gas Co., Aurora, Ill.

Also: Northwest Natural Gas Co., Portland, Ore.; Ohio Fuel Gas Co., Columbus; Public Service Electric and Gas Co., Newark, N.J.; South Jersey Gas Co., Atlantic City, N.J.; Southern California Gas Co., Los Angeles; Southern Counties Gas Co., Los Angeles; and Washington Gas Light Co., Washington, D. C.



Discussing this Northwestern Public Service Co. truck, which is rigged with Mueller No-Blo equipment, are town superintendent Louis Sanders (left) and Mueller Sales Representative Matt Sylvan.

Mobile Units Prepared for Mueller Co. Equipment

THE Situation: Having Mueller No-Blo equipment handy and available for any emergency with a minimum of cost, but with maximum efficiency.

Two solutions to this situation are offered from utilities in two parts of the country.

Northwestern Public Service Co. of Grand Island, Neb. found it was using the equipment enough to justify rigging a small truck strictly for No-Blo machines and fittings.

The Connecticut Light & Power of Waterbury, Conn., fitted a trailer for Line Stopping Units #2 and #3 and made it available for use behind its service trucks.

CP & L bought a flat bed trailer and, under the direction of Frank Aiken, Gas Distribution Engineer for the Western Division, workmen had it outfitted for use in two weeks. The workmen used marine plywood for the vertical sides and used clamps and fittings to attach

Superintendent Sanders sits between Mueller line stopping machines which are bolted to the bed of this truck which is used in the Kearney and Grand Island, Neb. area.

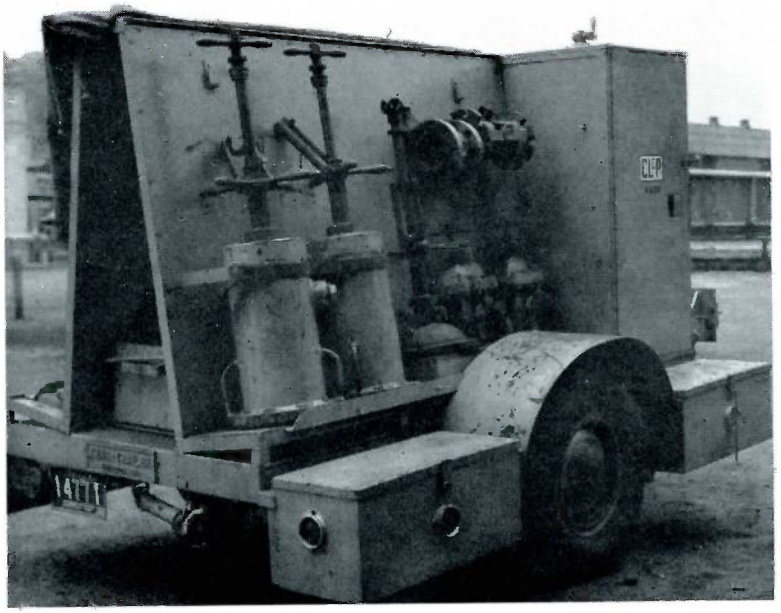
These side panels house tools, adapters and fittings which are always on the truck and ready for immediate use in case an emergency arises.

NO-BLO On The GO

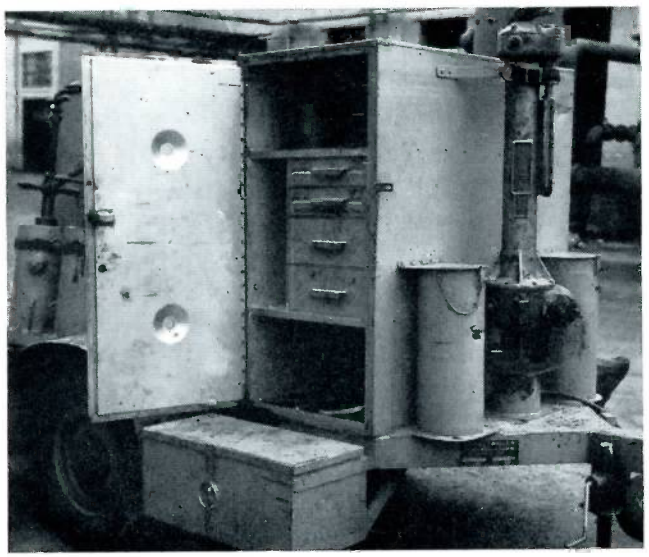
the machines and valves. Enclosed cabinets are used for parts and small equipment. The C1-36 drilling machine is mounted on the front and two metal cylinders hold the stoppers and shell cutters.

At Grand Island, Northwestern Public Service Co.'s Town Superintendent Louis Sanders bolts the line stopping equipment, valves, large adapters and completion machine directly to the bed of the truck. The drilling machine box also serves as a storage area for the stoppers and cutters. Compartments on the truck's sides carry tools and other necessary equipment. Canvas covers protect the machines in both cases.

(If you have a particular method for handling Mueller equipment send the information to the MUELLER RECORD so that we can pass it along to others in the industry.)



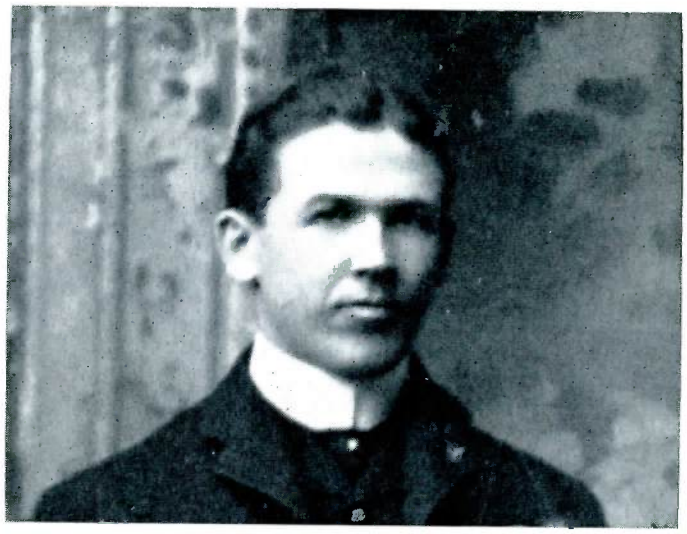
Connecticut Light & Power Co. has this trailer for use at Waterbury, Conn. This custom-built trailer contains all the equipment necessary for using the #2 and #3 line stopping units.



The drilling machine is mounted on the front between the two cylinders which contain stoppers and shell cutters. The enclosed cabinet for tools and parts is shown above.

Protected by canvas, the Mueller machines stand poised for immediate use. The trailer can be hooked to any of the utility's service trucks and taken to a job site without more handling.

At 92, Billy Dill Recalls Experiences As Mueller Co.'s First Salesman



Billy Dill had been working for Mueller Co. 11 years when this picture was taken in 1902. In 1895 Billy became the first Mueller salesman and by 1902 he was one of 10 men selling.

MY TERRITORY: THE U.S.A.

RECORDING OUR THOUGHTS
by Jim Milligan

In response to the question, "How long did it take you to cover your territory" he answered: "Oh, just about three months!"

The speaker was Billy Dill, the first salesman to travel for Mueller Co.

During a recent trip to Los Angeles, I had the privilege of visiting with Billy. Paul Caho, Manager of Inside Sales of our Los Angeles plant, took Billy and me to Chapman Park Hotel. There in a setting familiar to Billy since he moved to California in 1920, we talked about "the good old days."

Billy Dill joined Mueller Co. in 1891, at the age of twenty. He wore many hats those first few months, but concentrated most of his time on keeping books and acting as a buyer. It is in connection with the latter duty that we find one of the most amusing stories about his colorful career.

When Billy was doing the buying, Mueller Co. was located in the heart of downtown Decatur. Billy's office was on the first floor, and we had a foundry on the third floor.

One day, a man pushed a two-wheeled junk cart up to the door, and walked into the office carrying a large piece of sheet metal. He was able to convince Billy that it was pretty valuable. They began to bargain, and Billy finally bought the metal at what he thought was a ridiculously low price.

Proud of his purchase, he carried it to the third floor and presented it to the foundry foreman to be melted down. Billy went back downstairs. The foreman, realizing that the metal was useless, threw it out of the window into the alley behind the building.

There it was found again by the old peddler, who proceeded to sell it to Billy all over again. It was only after Billy Dill had bought the same piece of metal for the third time that the foundry foreman informed him that it was useless! ! !

Four years after Billy joined the Company, Adolph Mueller decided to visit the West Coast to pay his respects to a few Mueller customers. His train reached Omaha before he changed his plans and returned to Decatur, asking Billy to make the trip for him. Thus, in 1895, the

first Mueller salesman went on the road.

For a couple of years, Billy was the only salesman, and his territory was the entire United States. When a second man was added, Billy received a territory covering everything east of the Mississippi River.

In 1920, he was transferred to California, and in 1942 retired from Mueller Co. as general manager of the Los Angeles factory, which had been opened in 1933.

During those active business years, Billy hired several "young Squirts." Among them were Dan R. Gannon, Lloyd Logsdon and Leroy J. Evans. All three men went on to become Mueller Co. vice presidents. Dan, of course, now heads up the sales operations of the Company. Both Roy Evans and Lloyd Logsdon retired in recent years, and Mr. Logsdon passed away just a few weeks ago.

Billy vividly recalls the day Presidential candidate William Jennings Bryan visited Decatur to make a speech from the back of the Mueller-Benz automobile. The car died only a few blocks from the railroad station, so Billy was one of those who pushed the car a quarter of a mile to Central Park where Mr. Bryan coolly delivered a major campaign address.

I asked Billy to give me his impressions of young salesmen today. His only comment was to state that he believes modern salesmen are tremendous. "They just don't do as much walking as we used to do," he said.

As our visit drew to a close, and Billy finished his lunch, I sat back and studied this wonderful man. Today, at age 92, Billy Dill has a sparkling personality and a hearty laugh which he uses often. His memory is sharp, and he loves to reminisce.

Some of us may think we know all there is to know about the colorful history of Mueller Co., but I learned that day that this knowledge cannot be complete without a visit with, and a memory of a man who played a considerable role in the early successes of our organization . . . . . spry, jovial and unforgettable Billy Dill.

This picture was taken in 1938, four years before Billy retired. At the time of his retirement he was general manager of the Los Angeles plant. Today, at the age of 92, Billy is living in California and is quick to remember the early days "on the road" when he traveled by train and stagecoach.

Strictly *Off the Record*

Teenager writing home from boarding school: "Send food packages! All they serve here is breakfast, lunch, and dinner."

* * *

Weeping tears of outrage, the lady driver insisted she had given a signal before her car was struck by the man's.

"Look, lady," said the man, his patience ebbing, "I saw your arm go up, then down, then straight out, then into circles. Are you trying to tell me that's a signal?"

"For heaven's sake," she replied, "the first three signals were wrong —didn't you see me erase them?"

* * *

It was Friday at 5 p.m. and the office staff was about to leave for the weekend, when the boss rushed out and asked his secretary, "What are you going to do this Sunday night, Miss Jones?"

"Why, nothing, nothing at all," she replied excitedly.

"Wonderful!" he said. "Then maybe you'll be on time next Monday morning."

* * *

The doctor was discussing health and hygiene with his spinster patient.

"Even though you take a bath every day you can't stay healthy just by bathing alone."

"Maybe not, doctor," snapped the lady, "but I'm still going to bathe alone."

* * *

Modern Man: One who drives a mortgaged car over a bond-financed highway with gas bought on a credit card.

* * *

"Why are you standing there throwing stones at that poor little boy?"

"Because I daren't go any closer, Miss. He's got the whooping cough."

* * *

The man and his wife passed away within a few days of each other, but went to their separate destinies. A few weeks passed and she called to see how he was getting along. "Fine," he replied. "All we have to do down here is shovel some coal on the fire. We don't work more than two hours a day. How about you?" "We have to get up at four in the morning," she said, "to gather the stars, then haul in the moon and hang out the sun. Then we have to roll the clouds around all day." "How come you have to work so hard?" he asked. "Well, we're sort of short handed up here."

* * *

"Just because you have been kept waiting," said the nurse to the expectant father, "doesn't necessarily mean the baby will be a girl."

* * *

Husband: "My wife does bird imitations."

Friend: "For instance?"

Husband: "She watches me like a hawk."

"Pardon me, said the stranger, "are you a resident here?"

"Yes," was the answer, "I've been here goin' on fifty years. What kin I do for you?"

"I am looking for a criminal lawyer," said the stranger. "Have you any here?"

"Well," said the other, "we're pretty sure we have, but we can't prove it."

* * *

"Mr. Arnold," the timid looking boy began, "er—an—that is, can—er—will you—"

"Why, yes, my boy, you may marry her," said Mr. Arnold with a smile.

"What?" said the boy. "Marry who?"

"My daughter, of course. That is what you mean, isn't it? You want to marry her, don't you?"

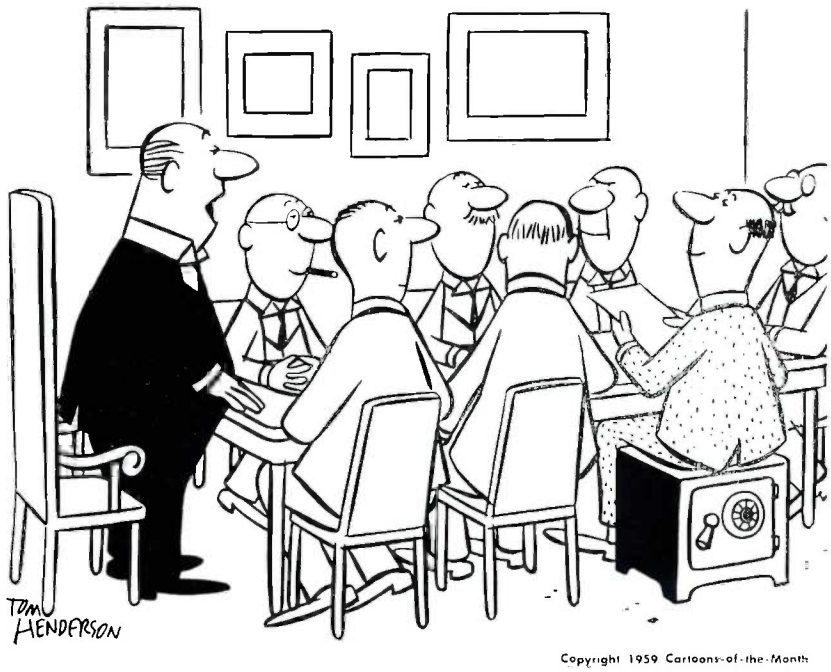
"Er—that's not it," said the boy. "I just wanted to know if you'd lend me $10.00."

"Certainly not!" said Mr. Arnold. "Why, I hardly know you!"

* * *

A letter to a teen-age counseling column reads, "I am only 19, and I stayed out 'til 10 the other night. My mother objects. Did I do wrong?"

The answer: "Try to remember."



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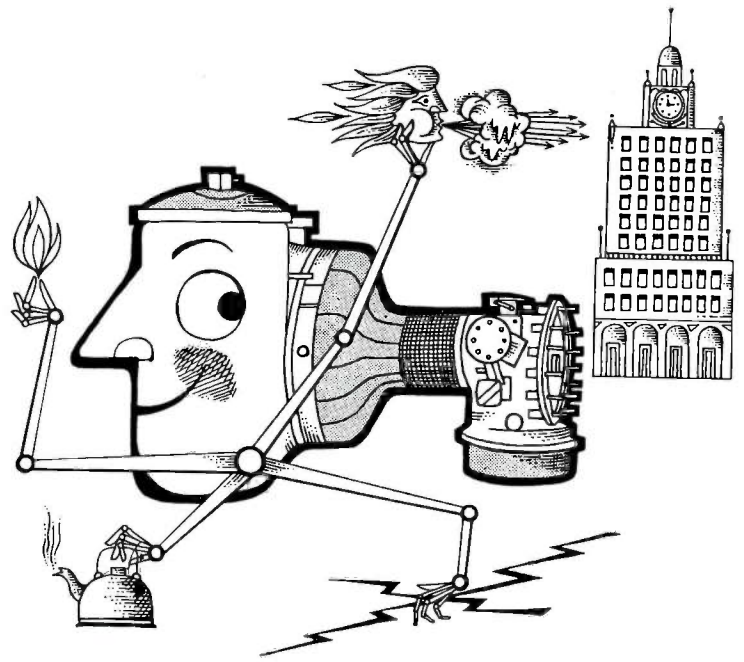

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