

THE *MUELLER* RECORD



The Shipping Room Bunch

March 1922

ANALYSIS OF BENEFITS PAID BY THE EMPLOYEES AID SOCIETY DURING 1921

TABLE 1

SICKNESS	1 to 6 Days		6 to 12 Days		Over 12 Days	
	Men	Cases Amount	Cases	Amount	Cases	Amount
		21 \$196.52	17 \$240.28		29 \$2786.32	
	Women	10 33 38	7 54.26		10 250.12	
ACCIDENTS IN FACTORY						
	Men	63 320.89	10 132.78		21 822.63	
	Women	1 2.10	1 8.50		2 37.55	
ACCIDENTS OUTSIDE						
	Men	13 83.98	1 27.00		2 78.20	
	Women	2 5.42	2 14.16		4 29.18	
QUARANTINE						
	Men	1 14.98				
	Women	1 2.00	1 10.00		1 16 60	

TABLE II

	MEN		WOMEN		TOTAL	
Sick	67	\$2724.12	27	\$337.76	94	\$3061.88
Accident In	94	1276.30	4	48.15	88	1224.45
Accident Out	16	188.18	8	48.79	24	237.94
Quarantine	1	14.98	3	18.60	4	33.58
Total	178	\$4204.58	42	\$453.27	220	\$4657.85

TABLE III

Class A	\$ 971.05
Class B	276 25
Class C	568.75
Class D	1548.40
Class E	847.50
Class F	445.80
Total	<u>\$4657.85</u>

The average of all claims paid was	-	-	-	-	-	\$21.17
Average sick benefits paid Men	-	-	-	-	-	40.66
Average sick benefits paid Women	-	-	-	-	-	9.22
Average accident benefit paid Men	-	-	-	-	-	13.57
Average accident benefit paid Women	-	-	-	-	-	6.00

THE MUELLER RECORD

VOL X

MARCH, 1922

THE SHIPPING DEPARTMENT

Training Ground for Salesmen

A photograph of the present force of the Shipping department adorns the front page of this issue. This is the last department to have touch with Mueller goods before they reach the customer. Finished goods are delivered from the factory to the Shipping Department and kept in stock until removed to fill orders. Stock keepers and packers naturally acquire an intimate knowledge of Mueller goods. Thus the Shipping Department has long been a training ground for salesmen.

The Story of William Jett

About fourteen years ago W. L. Jett arrived in Decatur on the front end of a baggage car and was hired by the Mueller Mfg. Co. as a laborer on the yard gang. Not long afterward he was transferred to the Shipping Department as order clerk where he served until he was placed as a salesman on local territory out of Decatur. When the San Francisco branch was established in 1912, Mr. Jett was assigned to Southern California territory with Los Angeles as his headquarters.

While a resident of Decatur, Mr. Jett was secretary of the Elk's Club. He was a prominent member of the 49 club and took a leading part in its strenuous initiations.

Mr. Jett has been selling Mueller goods in 1922—lots of them. Four solid carloads have been consigned to him on his orders so far this year.

We wish to congratulate Mr. Jett on the excellent start he has made this year and trust that he will be as successful the remainder of the year.

Other Salesmen Trained in No. 73

Dick Moore, the genial Chicago salesman for Mueller goods, served his apprenticeship in the Shipping Department. C. E. Lincoln went on the road in 1916 after thirteen years in the Shipping Department. He covers the Indiana territory with headquarters at Indianapolis. Other graduates are Robert Collins of Minneapolis, Robert Benton of Buffalo, N. Y., Robert Whitehead, Colorado, Bernard Simonds of North Dakota, and James Judge of Oklahoma.

L. A. Montgomery had been in the Department about a year when he was turned over as a bond salesman to the Mueller Metals Company. He is soon to take a position on the road as salesman.

Mr. Cruikshank who has had much to do in training these men has this to say in regard to preparing salesmen:

"We believe that the way to make real

salesmen is to give them thorough experience with Mueller goods in the stock of the Shipping Department. The men mentioned above have made good and we rejoice in their success. We are interested in all that pertains to them.

"We are glad to say that there are a number of other young men whom we believe will rise to successful positions as salesmen. The story of William Jett and others prove that a man makes his opportunity as he goes. He must maintain his individuality and personality. If he pools his individual effort with that of a group which limits the free play of his personality, he can draw from the pool only what it contains. He loses all the elements that make for individual success, and there is no other success."

The Shipping Department has its share of men who have been long in the service of the company. Those having the longest records are:

H. L. Roberts, April 4, 1904.

Burt Jackson, October 24, 1904.

Charles J. Daniels, January 27, 1905.

Frank Smith, March 21, 1905.

Mr. Roberts was out six months in 1921.



HIS NOSE KNOWS

Roland Friend, formerly of the Polish-ing Department, has been in the Great Lakes Naval Training School for some time as cook. He spent a short furlough in Decatur recently and visited the Brass Shops. He expects to get his discharge in June.

Roland told a yarn of a sailor friend of his who had his nose dislocated in a fight, and it grew crooked on one side of his face.

He went to the hospital department and asked them to straighten it for him. On the appointed day he appeared in the operating room. They laid a piece of felt up against his nose and jarred it loose with a hammer. For some weeks thereafter he wore his nose in a plaster cast and when it was removed his nose was too far over on the other side of his face.



MARRIED

Alvin White of the foundry and Miss Bertha Geibe of the brass shops were married Saturday, March 18.



Harold LaBrash (Skinnay) who for the past several years has been chief assistant to "J. H. A.," in Department 50, has resigned, it is said, to accept a more "lucrative" position with the Bell Telephone company.

GETTING TO WORK

is the avenue through which this must return to prosperity—work and mind. This does not mean all the jobless, although such a solution is much to be desired. It means giving those with jobs from executives to common laborers, to do more and work for their money, says The Chicago Tribune, in a recent editorial, and adds:

"Illustrations from an article by James H. Collins in 'Printers' Ink' prove the point.

"A middle western manufacturer of underwear found his market dead and his factory closed. It was the chief industry of his town and the whole town was suffering. He told his troubles to the manager of a big city store. The manager knew he could not sell the garments at the asked price of \$1.50 each. He induced the manufacturer to improve methods and cut costs enough to sell his article for \$1 without sacrificing quality. By hard work, by winning to co-operation of his employees, and by accepting a minimum of profit for himself the manufacturer turned the trick. The store took the goods on consignment, advertised extensively, interested its sales force, and sold \$27,000 worth of garments in what appeared to be a stagnant market and against a normal annual sale of \$5,000 for such goods. The manufacturer put the same project up to other big stores in other cities. His business and his town were saved. It was accomplished because he gave better goods and his employees gave more work for the money asked.

A young man noticed a bargain counter rush for a woman's leather handbag selling at 98 cents. He learned that the wholesale price was \$10 a dozen. He figured that such a bag at 75 cents would be very attractive to a competing store. He convinced the store, and, by offering an order for 300 dozen bags to a leather goods manufacturer, succeeded in getting a price of \$8 a dozen. The size of the order made it profitable. It kept the factory running and gave a profit, if a small one. The giving of more and better goods and more and better work proved good business all around.

A textile manufacturer found himself stuck in midseason with half a million dollars worth of fabrics designed for women's "sport" wear. The fabric had never been sold for less than \$5 a yard. He told a sales expert his troubles. The expert induced him to reach all available cities with offers of the goods on consignment at \$3.50 a yard, at which price he could unload and pay expenses if he was willing to advertise the sales. He did so, with much pain and trepidation. He proved that the public will respond when offered more and better goods for their money. He cleared the entire stock.

A silk manufacturer tells how he weathered the worst of business depression because his employees, with the situation explained to them, gave more and better work, enabling him to sell real bargains, which the public was eager to take. One worker cut the manufacturer's cost \$100,000 a year by a single suggestion on machine work. Such work kept his business alive and his force employed while competitors were closing all around him.

There is much latent purchasing power still in this country. Those who have it, for the most part, are thrifty persons or they would not have it. Such thrift leads them to be cautious, but they will buy what they need when the price fits their purchasing power. It can be made to fit by giving better service and better products for the money. That is the way to restoration. The making of markets makes work. The satisfactory supplying of demand makes markets. Good value in work is reflected in good value in products and results in satisfactory supplying of demand. It is a simple routine. The country can get back to work and to prosperity if the workers, both mental and manual, will put their best effort without stint into their jobs. With the resultant return of prosperity, jobs for the others will develop promptly.



THE SCHOOL ELECTION

We did not escape the excitement of the school tax election. For ten days preceding that event it was the principal topic of discussion and arguments were ever a group of employees assembled.

The educational question was threshed out from the primary room to the graduation exercises and the variety of opinions was greater than the variety of questions brought up because each question had opponents. It was interesting to analyze the situation. With so many divergent ideas on the curriculum of our schools and the management thereof, it certainly does present a question requiring careful judgment in order to adopt a school plan that will give general satisfaction.

The portion of the proposition which carried at the election did not carry because the voters believed it or were enthusiastic about it but because they felt that this community must maintain its schools at any cost, regardless of the correctness of the policy under which they are operated.

The election was productive of one thing—it made the people think. Anything that touches the taxpayers' pocketbooks generally does.

If there are evils in our school policies, if there is mismanagement, if we feel that

THE MUELLER RECORD

OH, MY—WHAT A SWELL!

Who do you think this gentleman is? Note the bushy, curly hair, the fashionable "whiskers" of that day, the coat with the velvet collar, the low cut vest with the broad expanse of immaculate shirt front—all bespeaking the fastidiousness of the dandy of the late 60's or early 70's. Unquestionably one of the "best dressed men in town," and in one particular, at least, a trifle ahead of the fashions. Observe, if you will, the linen collar—a style very popular with the good dressers of this day. This same swell of other days is now num-



bered with Mueller employees. Most of us come in contact with him every day, but we'd never identify him from the picture which accompanies this item. Mr. Fred Mueller has known him longer than any of us, but he gave it up when shown the original photo. Of course, when Fred fails it would be futile for those of us who have known him for ten or a dozen years to attempt to identify the picture. So we will not keep you in suspense.

It's Jack. DeFratus, doorkeeper at the brass shop on North Monroe street. Jack may have changed in appearance, but he is still a gay young blade in spirits.

there should be fewer so-called fads, the time to begin to correct them is at the school election in June.

That is the real opportunity, and it's the one the taxpayer generally passes up. Little attention is paid to the election of a member of the board of education—that's because it's an educational and not a political question. Yet the issue at stake—the upbuilding of the children—and the amount of money involved—makes it an election of paramount importance.

In true American fashion in this as in other questions, we "let George do it," and then raise our voice in one long despairing howl when months later we learn that George did not do it the way we wanted it done at all.

BUILDING AND LOANS

Paper Read at the Foremen's Club James H. Durfee

At the last meeting of the Foremen's Club there were several visitors present, being them James H. Durfee and for her, Nicholson of the firm of Durfee, off & Nicholson.

Mr. Durfee is also secretary of the Mutual Savings and Loan Association, and during the evening he read a paper on Building and Loan Societies. It was listened to with close attention. It will repay you to read it. Mr. Durfee said:

"We appreciate the opportunity that has been given us through Mr. Cobb, to address this meeting. Especially so because the Building and Loan Associations are not generally understood, and I believe that they can be of real benefit, at least to some of you.

"The only reason that these Associations have for existing at all, is that they are a benefit to the community—that is, to the people of the city where they are located. These Associations are not organized for the purpose of a profit to the organizers, or to any special group of people. In fact, there is no profit to anyone except to those who can, and do, use the Associations.

Successful Co-operation

"In short, the Building and Loan Associations are co-operative institutions. I think I am safe in saying that they are the only co-operative institutions that have been united the object for which they have been formed.

"I might give you a history of the Building and Loan idea, but I know you would not find it especially interesting. I think it is enough to say that there is nothing new in the idea. The idea has been used in various forms for several hundred years, both in America and England. Like everything else, the application of the idea has changed, and today, these Associations have reached a place of importance in every community, and can be of greater benefit to the people than ever before. There is no longer any question about their safety,—the laws provide how their business must be conducted; there is no question about what these Associations can do, or how,—it is all covered by the statutes; reports must be made to the State Auditing Department, and the officers of the Association are bonded by the Department to assure the proper handling of the funds of the Associations and a compliance with the statutes. There is no other class of institutions, banking

wise, whose operations are as com-
is erred by the laws. That is be-
my are owned and operated by the
and a their own benefit.

object of these Associations is two-
most, to encourage thrift; second, to
ing to the owning of homes.

SIC to c Slow But Sure

ago r us realize the merits of thrift. It
auds: necessary to discuss them. But it
has "strated to me that many of us have
become discouraged in trying to accumu-
late a surplus because it seems so slow a
process. And then, too, there seems to be
a certain injustice because the capitalist can
place his surplus where it will bring a larger
return than we can get from our small sav-
ings.

"The accumulation of a surplus by small
savings is slow, but it is sure. There is one
young lady who opened an account with us
a number of years ago, paying \$4.00 every
month. Four dollars a month does not
seem like very much. But her account to-
day is worth nearly \$1,500.

"That emphasizes the following point: It
is not so much the amount set aside at one
time, as the regular systematic saving. Hav-
ing determined to save a certain amount
each month,—that amount should go to the
savings account, regardless of what bills we
may owe.

"The Building and Loan Associations are
the means whereby the small savings can
be made to bring the same return that the
capitalists receive from their safe invest-
ments. That is possible because the savings
of a number of people are combined, through
the Association, and invested.

"The savings that are left with the Asso-
ciation are loaned to buy or build homes.
It is the interest received from these loans
that is returned to the investor, after deduct-
ing the expenses of operating the Associa-
tions. And by the way, the expenses of op-
erating these Associations, I believe, is less
than any other organization in the world.
Last year the report from the entire state
showed the average operating expense to be
approximately one-half of one per cent of
the assets.

Advantages of Home Owning

"It isn't necessary to argue the advan-
tages of home-owning. All of us have too
recently seen the increase in rental and
property values. There are other advantages,
but I am not going to take your time to
discuss them. But I do want to mention
one thing, which has been commented on by
some who have questioned the advisability
of owning their homes. The position they
take is that it costs more to own the home
pay rent. That is sometimes true,
as a rule, people are willing to rent

cheaper property than they are willing to
own. But even so, it seems to me that it
is of no great importance,—if at the end of,
say ten years, the home is going to be theirs,
when otherwise they would have little or
nothing except rent receipts. For instance,
a man rented a house from us a number
of years ago. He could have purchased
that house by making a small payment
down, and the balance in installments a
little greater than his rent. He lived in
the house for ten or eleven years, and then
moved. He had nothing to show for the
rent he had paid. And, furthermore, he had
nothing to show for the small difference
between the rent and the installments he
would have paid if he had purchased the
property. He could have owned that prop-
erty, and it is worth today probably \$2,500.
So far as I know, today he owns no property
and has saved nothing.

Like Savings Banks

"As a matter of fact, the Building and
Loan Associations are no more nor less than
the medium between the investor and the
borrower. The office is maintained by them
for their mutual benefit.

"The Association office is the place where
small amounts can be left, to be combined
with savings of others, and then loaned to
some one who wants to buy or build a
home.

In operation, the Building and Loan As-
sociations are practically savings banks,
paying six per cent. Our Association ac-
cepts any amount at any time. The earn-
ing on the money is computed from the
nearest Saturday and credited to the ac-
count semi-annually—January first and July
first of each year.

"Withdrawals may be made at any time.
It is the policy of the directors to keep
sufficient money on hand to meet these
withdrawals, and not in a single instance
have we failed to pay on demand. In case
of withdrawal, full earning is paid to the
preceding distribution, together with inter-
est at the rate of three per cent per annum,
from that date to the date of withdrawal.

"The Association offers the borrower an
installment loan, figured on a minimum pay-
ment of 25 cents per week on each \$100 bor-
rowed, which includes the interest and prin-
cipal, and is payable weekly, monthly, or
twice a month, as may be most convenient.
The borrower has the privilege of paying
any amount at any time and pays interest
on outstanding balances. The minimum
payment will pay the principal of the loan
in approximately ten and one half years.

Buys and Builds Homes

"The Association loans money to buy or
build homes. The amount of the loan on

any property is determined by a committee of members of the Association. The maximum loan is two-thirds of the value of the property as fixed by the committee. That means that the borrower must pay at least one-third in cash.

"It might be tiresome to discuss the details of our Association more fully, and I might not then cover the questions which you have in mind. If there are any questions which you would like to ask, I shall be glad to answer them.

"And while I have an opportunity to do so, I want to say that there is no spirit of competition between the Associations here. They are both organized for the same purpose. There are some slight differences in the details of the two Associations, but their object is the same, and I believe you will find them equally satisfactory.

"I want to urge you to familiarize yourself with the Associations. They will bear the most rigid investigation. And I believe that when you do understand what they are, and what they have to offer, that you will find that you can use them advantageously."

WHY ADVERTISE?

Many persons wonder why business men pay out so much money for advertising. They question the wisdom of the policy. Some think its money thrown away. Good business men know it is not. They may not be able to show just when or how the money comes back, but they do know that it does come back.

The most successful firms in the United States today are the firms that advertise.

And they advertise heaviest when business is slow.

There is a good reason for this. It enables them to hold their position, and get into the game strong when business livens up.

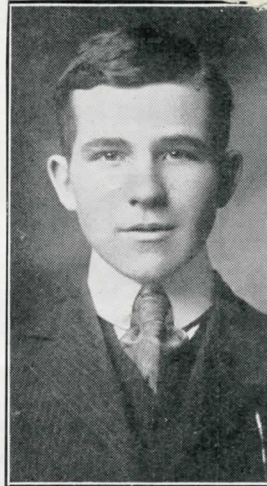
Constant publicity keeps them in public mind.

There are thousands of customers and prospective customers who know we are in business simply because they see our advertisements. They may not read the advertisement, but they see our name. They say to themselves, "Muellers are still in the game."

Now here is what would happen if we withdrew from the public print. It's a big country. People in San Francisco and New York have no other way of knowing what is happening in Decatur in an industrial way, except through publicity. Should we withdraw our advertisements, they would quickly forget us. They would not be saying, "Muellers are still in the game." Instead they would be saying "Wonder what's become of the Muellers?"

And that's where the interest would end. People in business may be curious about you but they have not time to satisfy that

DEATH OF CHARLES CONN Christian
Charles Connely's death, unworthy husband. Most of his aging it is easy to friends did not know that her for a pres- had missed him from his resburg, or some gate without knowing of in wicked cus- victim to pneumonia. drunk and white their knew he was ill the away. They are had died. Expressions of these towns. It is with Sobolo.



on all sides. As truck dispatcher and day watchman at the principal gate he came in contact at some time with practically every employe, and consequently was known to nearly all of our people.

His position was one requiring patience, mental balance and good nature, which qualifications he possessed in a marked degree. He was faithful in and attentive to his duties and few employes enjoyed in such measure the friendship and esteem of his fellow workmen.

We all regretted his passing, especially at the time when he was just at the threshold of his young manhood.

curiosity by a personal investigation. They have not time to come to you. You must go to them.

We have in mind a concrete example. Three years ago a company in an allied line was constantly before the public in the trade papers. Their business is not 300 miles from Decatur. The past two years they have practically quit advertising. The writer knows nearly every man in the organization. Yet they passed out of mind.

Recently he asked a mutual friend what had become of this company.

"That's what so many people ask me," was the reply. "They're still in business, but they've quit advertising."

And their friends are wondering what has become of them.

Office Owl Hoo Hoo

wise, who
is erred by
my are over the gas tank,
and a their ow h to assist her—
to object of the Katie to me!
Alin
inordst, to encour—
to sor the owning is it when Fire Chief
SIC w ord, takes after Chris Hen-
ago r his Ford? Tin after tin.

auds:
instr
The Flu
Chill
Ill
Pill
Bill.

Merle (to applicant): "I do not believe you'll do for the position—you don't know anything about our business."

Applicant: "Where do you get that stuff? Say, man, I'm the 'steady' of one of your stenogs."

Zippy: "What color is best for a bride?"
Auer: "I don't know today's fashions, but I'd do just what I did before—pick a white one."

Marjorie: "He always was a bad egg, but nobody seemed to notice it as long as he was rich."

Monty: "Quite right, nobody pays any attention to a bad egg until after it's broke."

Bobby: "Papa, can you write your name with your eyes shut?"

Merle: "Surely."

Bobby: "Please then shut your eyes and sign my school report."

Says the shoe to the stocking: "I'll rub a hole in you."

Says the stocking to the shoe: "I'll be darned if you do."

Beware, Scotty!

Shortly after Merta Connor came back to help in the Cost Department, Dick Foster was heard singing, "I'm Always Falling in Love with the Other Fellow's Girl."

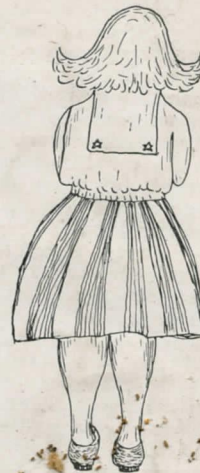
Mrs. Frahlman: "Clara, doesn't Walter know how to say goodnight?"

Clara: "I'll say he does!"

First Heart Throbs

Anybody would have known that the verse, dedicated to Bob, in last month's issue of the Record, was an untruth if they could have seen her casting winsome glances at the U. of I. students when they were in the office. Why didn't you holler, Bob, and we would have helped you catch one.

PICTURE PUZZLE



Who is this latest convert to the bobbed hair brigade

Of course, Pauline Verner found it necessary to come to the Cost Department while the students were there, but she didn't even look at them—so she says. Stan, you needn't worry about her.

Helen Martin had several heart throbs when the U. of I. students parked in the Cost Department on their tour of inspection. She had several nice ones picked out but they left before she could talk Press into giving her an introduction. We call that hard luck, Helen. Don't wait for an introduction next time.

How does it come Mildred Verner comes to work at noon, once in a while, with a couple of gentlemen in a chummy roadster. Who are they, Mildred? And what does it mean? We've always heard you were a man hater, like Bob Peel.

Mary Wellman was lamenting the fact that the students didn't come near Department 82. Mary, you should have found occasion to bring some orders to the Cost Department while the students were there. The Cost Department, Billing Department, and Traffic Department girls were all struck speechless as well as workless, by their presence, so one more wouldn't have made much difference.

"I didn't begin with askings,
I took my job and I stuck;
I took the chance they wouldn't
And now they're calling it luck."

—Kipling.

Bertha: "Catch that man, Mr. Duffy—he tried to kiss me!"

Duffy: "Don't you worry, Miss there'll be another along in a minute."

WHAT SAY, GIRLS?

Shall We Ilobolo as the Zulus Do, or Shall We Not

It is the custom in South Africa among the Zulu people for the bridegroom to pay for his wife by giving the bride's father eleven head of cattle. With the advance of civilization in this part of the world some of the progressives of the younger set thought that this custom should be abolished.

The question was debated in English by two Zulu girls in a mission school near Durban, South Africa. The paragraphs below were copied literally from their manuscripts.

Resolved: That Ilobolo Custom Should Be Abolished; (Affirmative):

"Ilobolo is simply the selling of girls by their fathers to other people. The amount of cattle to be paid for an ordinary person's daughter is eleven cattle and for people of a higher rank is twenty cattle for one girl and forty cattle or more for those of the royal family."

The father of the bride tries to get all that he can get hold of from his son-in-law's pocket, and cares nothing about what will happen to his daughter after marriage. So I do not wonder to see that most of our men cannot keep their homes and families as they should do. Ilobolo brings poverty to the people and poverty brings no progress to any nation, and I am sure to say that we are longing to get on, and Ilobolo is one of the hindrances which need to be removed from our road. If a law should be laid down today forbidding anybody to Ilobolo I would say that is the best law I ever heard of laid among we natives. I know it is hard for us to leave some of our national customs.

Some people call this a gift. They say eleven cattle is a gift showing relation between the son-in-law and his father-in-law, but there is no such gift on earth as a gift which all people are bound to give; because before the bridegroom pays eleven cattle there can be no marriage for him then.

As regards what I've said against Ilobolo custom I still say that by any means I don't blame the fathers who are still doing it even today, because of the step where we are. Until the natives stop their selfish thought of saying "I did Ilobolo some so I'll make somebody buy my daughter because I don't want to lose anything."

(Negative):

"As the negative, I do not agree that Ilobolo customs should be abolished. I don't see how it could be. Do you think a father after paying such a great amount of money for doctors, food, dresses, and the greatest of all—education, will give his daughter away for nothing?

Let us suppose girls from this school, al-

though we don't hope so, good Christian educated girls, are given to unworthy husbands. They take us knowing it is easy to get a wife, because you get her for a present. They take us to Johannesburg, or some other city, where they join in wicked customs, and come home drunk and whip their wives and send them away. There are many homeless girls in these towns. It is because they were married with Ilobolo.

Now just listen about a man who wished to marry a girl with real love, and being ready to give anything they want for her. Saying whether they want to cut off his head for her. He wants her, knowing she is expensive and that a man must sweat for a wife. He takes her saying, "This is my dearest property in the house. I have no money or cattle to buy me another wife." Therefore, he takes good care of her until death.

Here is a secret about the girls of these times. We wish to be given away to husbands when our parents are against our being married without be loboloed for. We think they are old fashioned.

When a girl who has been given away has a row with her husband, which is usually her fault, the girl runs away and goes home. Then she cries night and day as if friend husband had cut her with a knife. Then the poor husband comes from work and wonders what is the matter. Because one day he corrected her when she did wrong. And her people will not have her back and say, "You won't get her! She is not your slave. You did not even give a penny for her." So poor hubby had to go back.

Ilobolo is sometimes a bad custom, but it is the most safe way from quarrels with your wife and family-in-law. Ilobolo so that you can go and get her from her people if she goes back because you hit her. Because you will find when you have given the parents cattle for her, they will have to give her back to you. Then you will have a chance to give her a walloping at home.

Think before you speak for any side."

We leave it to the readers of the Mueller Record to decide who won the debate.



SOME WEDDING TRIP

Mr. and Mrs. Van Wasson left Decatur in February for a wedding trip which took them to the Pacific coast. Mrs. Wasson was Cora Clements of the Brass Shops. On the out trip they stopped at several places in Colorado, and then proceeded to California, stopping at the Grand Canyon on the way.

They visited Los Angeles and Hollywood, where the film factories are located. Here they saw Jackie Coogan and other stars of less magnitude. They also visited Santa Catalina and saw the wonderful marine gardens through glass bottomed boats.

BILLY WHITE



This is the 18 months old son of George White, our Illinois traveling man

SCHOOL FOR FOREMEN

The Mueller class in Foremanship came to a close on the evening of March 8, after 18 sessions.

Class work began October 5th. The meetings were held regularly after work in the Mueller Club room with the exception of an interruption caused by inventory in December.

The course in foremanship published by the United Y. M. C. A. Schools and consisting of four volumes and numerous pamphlets was followed. The major divisions of the course covered the following subjects:

1. The Foreman and His Job.
2. Materials and Their Handling.
3. Equipment and Machinery.
4. Organization and Management.

About half this subject matter dealt with the technique of the foreman's job and showed in a very thorough way the importance of his service to industry. The other half the course dealt with the human element and embodied the best modern practice in this field.

Mr. Burleigh was the leader of this course and covered the subjects dealing with costs and plant management. Mr. Langdon covered the material on personell.

The texts were written by such men as Leon Pratt Alford, Wallace Clark, Walter N. Polakow, and Joseph W. Roe, who are men of fine training, wide practical experience and are recognized authorities in the field of industrial management. The human side of the business was treated by Harry Tipper, who has for years been working for better harmony and co-operation among all

workers in industry and brought to this work his training and experience as a workman, writer, engineer, and executive.

The following Mueller men finished the course:

John Albrecht.
Ralph Brock
Roy Coffman
W. G. Cranston
C. W. Doherty
Robert Gates
Harold Gilliland
Otto Halmbacher
S. F. Harris.
C. W. Hathaway
H. L. Himstead
Marshall Hobbs
Leslie Johnson
Rudolph Johnson
Harry Koontz
John Kusch
Harold LaBrash
E. H. Langdon
Albert Lindamood
C. W. Lucas
Robert Lusk
Alva March
Harry Miller
Earl Meador
Robert H. Mueller
E. H. Parker
E. C. Stille
Charles Roarick
L. W. Rollins
Ray Salisbury
Clyde Saylor
John Shelton
J. W. Wells
Brugh Werner
Harry Woodruff.

The following men were in for part of the work:

Harold Denhard
John Dorsey
James Joplin
B. J. Marty
W. T. Mason
Preston Rauthrauff



Harsh Sentence

Abe Cory brought the following story over from New York the other day:

A negro charged with stealing a watch had been arraigned before the court. The judge was not convinced that he was guilty and said:

"You are acquitted, Sam."

"Acquitted," repeated Sam doubtfully. "What do you mean, Judge?"

"That's the sentence; you are acquitted."

Still looking somewhat confused, Sam said: "Judge, does dat mean I have to give the watch back?"—Christian Evangelist.

THREE GROUPS OF SISTERS



Here are three groups of sisters in our organization. Reading left to right—Misses Adah Paradee, Bertha Paradee, Mildred Verner, Opal Verner, Pauline Verner, Margaret Probst, Edith Probst

EAST SIDE NOTES

J. H. Albrecht is soon to see his under-study resign, but it can't be helped as Harold has a better opportunity. John said he had to celebrate some way so he went to Springfield, March 20, and took the consistency N. B.

If you want to hear an extemporaneous speech by Bob Dressen, just say, "intolerance," but before doing it provide yourself with a copy of Webster. Bob shoots some big ones when he gets under headway.

We Wonder Why:

Opal bobbed her hair.
Hub failed to wear green on St. Patrick's day.

Clyde Sayler does not wear a wig.

Bob Dressen is not an orator.

Joe is not married.

Hudson takes the Riverside car every night.

W. J. B. was late last week.

Bessie dislikes salmon.

Burgh does not wear a belt.

Nellie eats soup of late.

Everybody congratulated K. L. Shaffer on Friday, March 17.

John Albrecht does not grow.

Cecil did not help move.

J. H. A. and K. L. S. use the mirrors.

Wm. Widick, a senior high school student, has taken up drafting after school hours.

"ONLY A DAD"

Only a Dad, with a tired face
Coming home from the daily race
Bringing little of gold or fame
To show how well he has played the game,
But glad in his heart that his own rejoice,
To see him come and hear his voice.

Only a Dad, of a brood of four,
One of ten million men or more,
Plodding along in the daily strife
Bearing the whips and scorns of life,
With never a whimper of pain or hate,
For the sake of those who at home await.

Only a Dad, neither rich nor proud,
Merely one of the surging crowd,
Toiling, striving, from day to day,
Facing whatever may come his way;
Silent, whenever the harsh condemn,
And bearing it all for the love of them.

Only a Dad, but he gives his all
To smooth the way for his children small,
Doing, with courage stern and grim,
The deeds that his father did for him.
This is the line for him I pen,
Only a Dad, but the best of men.



No Use

"Can I be of any assistance?" asked the sympathetic motorist of a man who was looking unutterable thoughts at a disabled car.

"How is your vocabulary?"

"I'm a minister, sir."

"Drive on."—Birmingham Age-Herald.

AS A FOUR-YEAR-OLD

Here we have Harry Eller, a packer in Department 18, when he was a promising four-year-old. Friends say he is a dependable workman and along with it a regular clown.



FINANCIAL STATEMENT

Of the Employees' Aid Society, February 18 to March 20, 1922

Payments during the past month have been \$270 in excess of receipts, due to heavy sick benefits. Colds or "flu" have been almost epidemic. At last reports conditions are improving somewhat, but there is still much sickness.

Balance on hand \$662.96

Receipts

Co.'s Contribution \$ 50.00
March dues 381.90 431.90

Total 1,094.86

Payments

Benefits listed below \$702.70

Balance March 20 392.16

Benefits Paid

Charles Connelly	\$50.00
Grant Moon	42.00
Smith Carder	9.00
John Galla	7.50
G. W. Danaha	15.30
Lester V. Crouch	44.50
Pat Cullen	44.50
L. D. Christman	7.50
Mrs. Lilly Borders	32.65
Frank Anderson	44.50
John T. Curtis	6.00
Nic. Sams	59.36
W. R. Gustin	9.00
Grace Gordon	8.00
Othel Allen	26.50
W. C. McClanahan	10.00
Alvin White	1.50
E. E. Caudle	34.15
Ed. Waltz	5.00
Jerome Edwards	8.00
C. C. Armstrong	4.50
F. O. Zetterlind	44.15
E. L. Poole	43.30

BATH ROOM ROMANTIC

English Visitors Pleasantly Overwhelmed
By American Necessity

Englishmen as a rule come to this country to criticize and find fault. The older civilization can't quite grasp the methods and mannerisms of a younger and newer country. It's a relief, therefore, to find in Mr. Cecil Roberts, an Englishman, who found everything interesting and pleasing. Of course, there were things that made him gasp but it was because he was interested and not because he was shocked.

In a very interesting account of his visit, published in the latest Collier's, he confessed to being delightfully overwhelmed by two features in our national life. One was the heart whole, never ending, frank hospitality and the other was our bath rooms. Concerning the bath rooms, this is what he had to say:

The Most Romantic Spot

In the morning the sunlight streamed into my room, and I arose and went into the bath room. Who can pay tribute properly to the American bath room? What the Parthenon was to the Greek, the Forum to the Roman, so is the bath room to the American. It is there that he is at his best, his dreams have taken shape in marble, his thoughts have a white purity, he thinks to the music of flowing water. Rows of ivory handles and enameled taps, glass towel rails, and porcelain slopes, the canopied shower like the tent of a Roman general—how these vessels of ritual gleam in the temple of the god of cleanliness.

I believe bath rooms are the most romantic spots in America. I wonder that no one has yet used one as a setting for grand opera or the domestic drama. Bedroom scenes we have had galore, but a bath room scene has yet to be written. If I am not correct in my association of bath rooms with grand opera, will some one explain why one always sings in a bath room?

Ella Moore	4.17
I. W. Edwards	26.90
Luther Voyles	3.00
Mrs. Gretchen Moore	2.50
Ed. Moore	3.32
Mrs. Lena Malloy	6.00
Mrs. Anna Geibe	17.00
Clarence Byers	8.75
Russell Gilliam	12.30
Philip Reab	8.03
William Allen	8.50
Ed Witts	23.30
Carl Marose	7.75
Louis Fagan	11.30
Mrs. Ida Mae Mason	3.03

\$702.70

THE FOREMEN'S CLUB

Monday evening, March 6th, the Foremen's Club held a regular meeting and it was both interesting and enjoyable. The attendance was good, nearly all members being present.

The usual good supper preceded the meeting and then cigars were passed, and the session was opened with the singing of "America" and "Suwanee River."

The guests of the evening were Mr. James H. Durfee and Mr. Corey Nicholson of the Mutual Savings and Loan Association. The former read a paper on the subject of Loan and Savings Associations, and was accorded very close attention throughout. The paper is published elsewhere in this issue of the Record.

Talks were also made by Mr. Deterding who gave some very interesting data concerning the relations of the laboratory to manufacturing processes, C. N. Wagenseler on Advertising, and Everett Mueller on the Business Conditions. Mr. Philip Mueller closed the meeting with a general talk on factory affairs and the adjournment came with a general expression that it was one of the best meetings held this winter.



BIRTHS

Mr. and Mrs. Orville Smith are the proud parents of a son, born February 18. Mrs. Smith was formerly Miss Mary Roth and was employed as stenographer in the Engineering Department.

Born, to Mr. and Mrs. Robert Gates, a daughter.

Born, to Mr. and Mrs. Garland Hughes, a daughter, Jennie Rose. Mrs. Hughes was formerly Miss Inez Kramer, clerk in No. 7.



AT HARVARD

Our catalogs and advertising matter finds a place in nearly all big colleges of the United States.

The last request came from George C. Whipple, professor of sanitary engineering, Harvard University, Cambridge, Mass. The catalogs will be used by the young men studying sanitary engineering.

It is interesting to note that Harvard, the oldest college in the United States, provides a course in sanitary engineering.



An Irishman and a Frenchman were disputing over the nationality of a friend of theirs. "I say," said the Frenchman, "that he was born in France: therefore, he is a Frenchman."

"Not at all," said Pat, "begorra, if a cat should have kittens in the oven, would you call them biscuits?"—Selected.

Brass Chips

We wonder why Ivan Lowe won't let us see his baby's picture.

Flossie (to clerk in No. 15): "Say, I found my fifty cents."

Clerk: "You say your feet are wet?"

Mrs. Geibe sustained a badly mashed finger and was obliged to lay off several weeks.

Cora Clements Wasson is back with us. She has been away on a month's trip in the far west.

Reba Beal Hubbard returned to the polishing room after an extended absence of several months.

Clarence Mueller, Phil Reab and T. E. Snyder of the brass finishing department are on the absent list.

Lester Carmean and Virgil Lee of the Brass Shops and James Tilley of the Foundry have returned to the farm.

J. R. Gillespie of Department 57 has gone to take up a claim in Wyoming.

Carl Jendry has gone to work in Department 9.

John Uhl of the Punch Press Department has been transferred to the Tool Room.

Many of the force have received post cards depicting gorgeous tropical scenes mailed from Florida by Mr. Robert and Mr. Adolph Mueller.

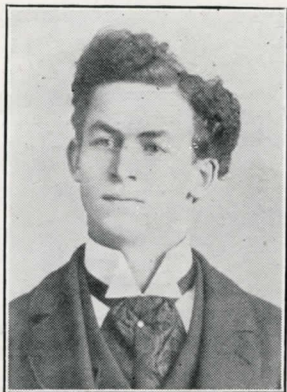
George Webber of the Grinding Department is reported to be about to start a guinea-pig ranch. He had the misfortune to lose half of his stock, namely one of the pair from which he expected to produce many generations.

Mr. and Mrs. Adolph Mueller and daughter, Charlotte, Mr. and Mrs. Robert Mueller are home from their trip to Florida.

F. T. Odell, formerly a member of our road force, was in Decatur March 17, and took lunch with us, but he neglected to show his colors.

Barney Marty was laid up a few days and the brass shop employees sent him a bunch of flowers. Of course, Barney appreciated this thoughtfulness.

THE DAYS OF REAL SPORT



Johnnie Bauer of the packing department when he was a Water Street heart-breaker of 21 years

HOOKING THE UNSUSPECTING

The Decatur Herald recently printed the following concerning an incident in our office:

New Kinks in Salesmanship

"A parcel post package addressed to the H. Mueller Manufacturing company, opened the other day, contained, to the surprise of the office force, a large box of fine chocolates. A card enclosed, bearing the name of the candy manufacturer in Chicago, bore this cryptic explanation: "Sent as per letter."

No one in the office had so much as heard the name of the Chicago candy maker, much less had written for a sample of his product, and the unexpected appearance of the box of sweets was a complete mystery. A box of candy opened in an office among a score of stenographers and clerks has a slim chance of survival, however, and in a few minutes this one was dispatched and forgotten.

The mystery was cleared away the next day when the receipt of a letter from the enterprising candy manufacturer, which read something like this: "We are taking the liberty of sending you under separate cover a sample package of our candy for your inspection. If you care to keep it, kindly remit the purchase price of \$2.50, otherwise we shall send postage for its return." The ruse had been completely successful; the candy was gone and there was nothing to do but collect the amount of the payment from among those who had enjoyed the chocolates, thinking they were getting something for nothing.

This sales method, smacking as it does of sharp practice, is said by business men to be quite common at the present time, perhaps as a result of the difficulty of securing orders by recognized means."

DEPARTMENT 18 BRIEFLETS

George Berthold says "hustle every chance you get."

The famous "lung tester" is with us again. Old timers will remember that this and the "hen and egg" problem are epidemics which visit this department as regularly as the flu. This lung tester is a simple device, the object of which is to test the strength of a man's lungs by blowing into a bottle of water and it is therefore not to be confused with one of those complicated affairs that physicians use. Nevertheless, there are enough victims here from Ray Salisbury to Harry Eller, Bethany Ben, Carder, and Probst, who are willing to testify loudly that it does the work all right.

William Atkinson has been transferred to the Reclamation plant where he is in charge of the rod storage.

Claudia La Fief had a birthday the 27th of last month. We wonder why Claudia doesn't advertise for a man.

George Berthold celebrated the same sort of an occasion March 7 and says he is 47 years old. Everybody knows how George has put the best of himself into every effort of his varied career and now he assures us that he means to turn this plant into a ground key factory exclusively. The whole compression contingent are trembling for the future, but we hope that Mr. Adolph's return will settle the matter to our satisfaction.

Walter Behrns has been obliged to lay off a week because of an abscess back of his right eye. It is feared that an operation will be necessary some time in the near future.

Alfred Venters and Arthur Warren are both back at work. Mrs. Matilda Paucchert returned last week after a three months absence.

Miss Louise Hendrian is able to be up and about the house each day but it may be another month before she will be strong enough to report for work.

Pat Cullen's progress has been fairly satisfactory. He was taken to his home from the hospital but is still confined to the house.

Billy Cantwell says he has a way of doing that nobody else understands and another way that he himself doesn't understand. Jay Bone Dill admits that this is beyond him.

"Scrubby" Furry is still a regular passenger on the Taylorville "Special." "Scrubby" prefers an empty box car to all other modes of travel but when none is available he rides the blind baggage.

Percy Bail has discovered a way to figure that the half of \$6,000 equals \$2,461 7-13. Percy says he knows this is right for he can prove it. Probst is anxious that educational journals copy this.

Smith Carder is going to build what he calls a "boys' park" for his youngsters. Anybody interested in some husky boy specimens is invited to a look at these.

Harry Eller is the proud operator of an electric device installed in the packing department which automatically screws the strainer into the slip joint connection of a trap. This work used to be done by hand and always greatly retarded a packer's output.

Walter Behrns ordered a Morris chair for Mose and some toys for Earl Fairchild. Walter feels that this will fill a long felt want.

The doctors say that Frank Orr is ill with some form of heart disease and advises that he put himself in the hands of a trained nurse for life. Frank is alarmed and we expect to be able to give full particulars of his plans next month.

John Burkholder is involved in a \$40,000 law suit because he said something mean about Shorty Williams' dog and topped the unfortunate remark by calling Shorty a tramp. Shorty has engaged three lawyers and is determined to prosecute to the full extent of the law.

The wind was blowing a gale one day and every time Jack DeFratus opened the door for the electric trucks, the wind swung the door wide open and threw Jack out into the flower bed. Various persons assembled seeing Jack jump repeatedly into the flower bed, decided he was trying to do some acrobatic stunts without proper equipment, and hastened to suggest tennis shoes, a gym suit, dumbbells, and boxing gloves. Jack is no "respector" of persons, also he was in no mood for idle jest and what he had to say to his advisors is not to be recorded here, but they assured us it was a-plenty.

Ben Tarr has another hair-cut.



Walter Auer of the Foundry Vault is assisting in the Record Department on pattern work. He began Monday, March 20.

THE NEWLYWEDS



Mr. and Mrs. James Porter who were married at Assumption on February 21.

A MUELLER ORCHESTRA?

Brugh Werner calls our attention to the fact that there are a number of people in the plant who play various instruments, and suggests that they be brought together in an orchestra. Below are listed some of the eligibles.

First violin—Frank Zetterlind, Kenneth Shaffer.

Second violin—Louis Curtis, Brugh Werner.

Clarinets—A. H. Harris, Ralph Jones, Fred Holler.

Cornet—Abner Shirk.

Trombone—Louis Elliott, Ernest Webber.

Saxophone—Clarence Mueller.

Drums—Clarence Sipe.

Piano—Edwin Shirk.

There are probably several other people who can play the flute, 'cello, bass, or other instruments.



AND 130 A MYSTIC NUMBER

Department 50 has a good record of A. F. & A. M. employed in their department. Seven of thirteen are members of the Mystic order. Mr. C. M. Lucas has 32 degrees and is a member of Ansar Shrine. K. L. Shaffer has 10 degrees and is a member of the Grotto. A. H. Harris has 7 degrees. Brugh Werner, J. H. Albrecht, Leslie Johnson and C. W. Hudson are all members of the blue lodge (three degrees). Leslie says there is nothing like the Grotto and any one who has ventured across the famous river Styx will vouch that this is true. (Note) We are all waiting for J. H. Albrecht if he ever undertakes this trip.

U. OF I. STUDENTS



A fine bunch of young men—ask any of the office girls—from the University of Illinois. They inspected the plant and took lunch with us recently

BRINGS OUT HUMOR

You never can tell. One thing leads to another, and then to something else. Our tub-shower bath faucet was never even remotely dreamed of as soil in which the seed of humor could vegetate. In fact, it was designed to keep people clean and healthy and that's a serious proposition, but most unexpectedly it has produced a Paul West in the sales organization in the person of Dean Gorham, whose humorous letters are now going out to the salesmen as per attached sample copy:

Dear Skinnay:

We had compny for diner yesterday an' after they had went home father he looked me ovr and said to mother aint it terrible the way that kid keeps hisself. just look behind his ears bet he haint washt em for a weak and look at his rists and nek. William he said to me whats the last time you took a bath. i scratcht my hed and trid to think but darnd if i cood remember but i didn't let on i said oh yestiddy and he said whare. in the swimin pond i said. that old mud pudel said father that fowl hole why it aint fit for hogs. it dosent clean you off it just puts on more dert. yes i said not stopping to think but it wipes rite off on your shert. father then said some things whitch i cant tell you in this leter but i will tell you Skinnay next time you are hear. William he said you have the sanitari instinks of a african savag. mabe he ment i stunk. instinks sounds like it but most of is wipes off on my shirt. mother said i told you to take a bath last Saturday nite. well i said there aint very much water in a tub and when i get through its just as derty as the swimin hole. father said some more things Skinnay and then he said well if you are so filthy why don't you take two baths. i said i hadent thawt of that. we will have to put you out doors next time it rains i gess said father and lookt at me kinda fearce. mother said well father if you are so percticular about his bathing why dont you buy

him a tub-shower fawcett and make him use the spray. good idea says father i will do it today. the plumer took off our old fawcett and put the tub shower fawcett on. rite away i wanted to try it out. mother said i cood be the first one to use it so i filled the tub and got in and warshed off and then i let the derty water out and pusht down the button in the middel and the water goes through the hose. i laid on my back and squerted warm water all over me and played i was a shipwrect sailor in an open boat and then that i was Robinson Crooso and Swiss Famly Robinson. gee Skinnay i had a hkg of a good time. mother says i can take a bath as offen as i want to. i think i will take one every day. it aint everyboddy that has a fawcett like that. i hope that aint the sanitari instinks of the african savag and i gess it aint because father said that was the first time he ever saw my nek and rists and behind my ears all clean at the same time. well Skinnay i hope you can get a tub shower fawcett to. rite soon. your frend,

BEANY.

S.—Hears some poertry,
"A bath evry day
Keeps the flys away"



WEDDINGS

White-Geibe

Saturday afternoon, March 18, at 3 o'clock occurred the wedding of Miss Bertha Geibe of No. 17 and Alvie White of the Foundry. Rev. Chesteen Smith performed the simple ring ceremony. A two course luncheon was served in the home of the bride's parents, 1314 N. Monroe street. The young couple have gone to housekeeping at 893 West Leafland avenue. Their many friends extend best wishes.

The girls in the brass shops gave a miscellaneous shower in honor of the bride at the home of Mary Turner's sister, Mrs. Sanders, Tuesday evening.



Porter-Chasco

James Porter and Miss Nina Chasco of Assumption, Ill., were married in Assumption Tuesday, February 21. They have gone to housekeeping at 916 N. College. Mr. Porter is assistant pipe-fitter.

Slayback-Gray

Ralph Slayback of Department 9 and Miss Bessie Gray were married in Peoria Monday, February 27. They returned to Decatur one week later and have gone to housekeeping at 900 W. Marietta street.



Louis M. Reynolds of No. 30 was married Saturday, to Miss Leona Collins. They reside at 985 West Marietta street.