

## MUELLER RECORD

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Since 1857
Quality Products for the
Waterworks and Gas
Industries

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



Intricate and elaborate lighting for photographs are necessary to adequately illustrate a Mueller Co. product in the pages of the recently published water products

catalog. James S. Cussins, right, and William Knorr, both of the Catalog Dept., are shown preparing to make one of 1,300 illustrations for the 420-page book.

#### How To Produce A Catalog

## It's A Difficult Task Anytime

OUR COVER this month is an assortment of Mueller Co. product photographs which were used as divider pages in the new Mueller W-103 water catalog which is also spotlighted on the cover and featured on the succeeding pages.

"One of the big undertakings of Mueller Co. at the present time is the issuance of a catalog for the water, gas and plumbing trades." This statement was made in 1907 in a Mueller publication that marked the company's 50th year of development.

Today, 55 years later, this statement about the immensity of producing a Mueller products catalog is still true. The latest catalog, W-103, was just mailed to thous-

ands of persons in the water industry and climaxed years of planning and production.

This catalog supersedes all other Mueller water works catalogs and other general literature on water products published in the past. The new book lists the complete line of Mueller water works distribution products and useful engineering information.

In the early stages of production, the book first appears to be an as-



It is up to the company Planning Committee to decide what goes into a catalog. Members of this committee are, from left, front row: Hugh L. Baker, A. O. Yonker and Dan R. Gannon. The fourth member of the committee

is W. R. Leopold, standing at the far right. Members of the Sales Division A. D. Parks, Sales Manager-Outside Sales (left) and Frank Kellett, Sales Manager-Inside Sales, were also called upon for recommendations.

sortment of photographs, diagrams, copy and layout, but from this seemingly disjointed conglomeration came this concise, organized 420-page publication that contains about 1,300 illustrations and 232 tables.

Without a doubt the most tedious task in the production is the time consuming job of checking, proof reading, copy reading and double checking everything that has been double checked before. Almost every page in the book contains hundreds of parts numbers, sizes and information with each digit of importance in ordering products.

Each one of these letters and numbers had to be checked initially, and as the copy went through the normal processes of printing, had to be checked again; with each revision or correction, they had to be checked a third or fourth time.

Various divisions of Mueller Co. helped in the tedious task of checking details of the catalog. John J. Smith, Chief Products Engineer, (left) and Jim Cussins, Assistant Advertising and Sales Promotion Manager, check proofs and blueprints.



About a third of the time that went into the production of the catalog was devoted to checking. Sometimes two or three persons checked the same page.

The first item in the long list of preparations was to select and order the 65 tons of paper which provided the 309,000 sheets of 46 by 71-inch paper. Then it was necessary to order the 3,000 pounds of green and black ink, and the 7,500 yards of cloth for the binding.

The next thing was to decide what was to be included in the new catalog. This was the decision of the Catalog Committee comprised Vice-President and General of: Sales Manager Dan R. Gannon, Director of Engineering W. R. Leopold, Advertising and Sales Promotion Manager Hugh L. Baker and Manager-Decatur Sales Office A. O. Yonker. These men, plus others from the Sales Division who were called in as consultants, met a total of 45 times to discuss new products and to review sales for the past five years to determine what items should be entered in W-103. A total of 286 man-hours was involved in the planning alone.

MUELLER RECORD







Mr. Cussins (left) and Elmer Novotny of the printing firm, review page proofs of the catalog. Herman E. Jackson, Catalog Compiler, and chief artist in the department,

retouches a photo. (Center) Thousands of labels had to be run through an addressing machine by Mueller employee Betty Krotz.

Once the products to be listed were established, the four-man Catalog Department under Mr. Baker began preparing copy, taking pictures and making layouts. These duties had to be sandwiched in between working with the company's advertising agency on advertising programs, making signs, displays, operating instructions and doing photo touchups and other services for the company.

Let's follow the production of page 3-2 through the entire process from planning to mailing.

The first thing was to layout the page in as attractive a manner as possible without losing any clarity, and then prepare the three illustrations on the page.

The three pictures, which vary

only in the couplings, must be made and then touched up so that all the necessary detail for clear reproduction is available. This touch-up work was done by Herman E. Jackson, a 20-year veteran with Mueller Co. who has done everything from editing the MUELLER RECORD to helping produce eight Mueller catalogs.

The next step is to prepare the copy by checking a number of blue-prints to assure that the right data and specifications are presented. Page 3-2 alone lists about 70 different sizes of stops and matching drills and taps, which must be matched with 200 different part numbers that also must correspond with the correct sizes of stops, plugs, machines and drills.

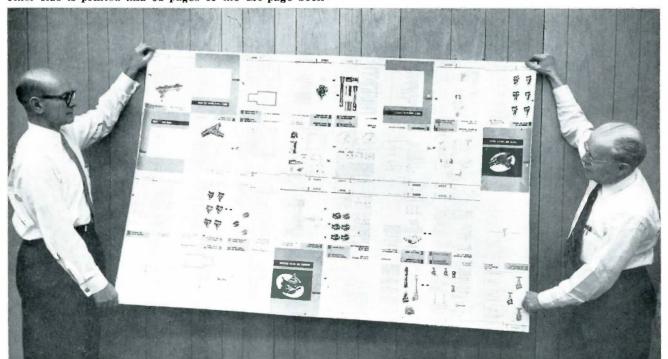
Mis-matched numbers or incorrect ones can lead to many problems for customers or the Sales Division. For this reason each digit must be diligently checked.

Once the detailed copy is prepared it doesn't mean the end to checking. As the galley proofs of page 3-2 were returned each letter and each of the hundreds of numbers were checked against the original copy, letter for letter, number by number.

The proof must then be corrected by the printer. They are then checked to be sure the correct corrections were made.

Once it has been ascertained that the proof is correct, a reproduction proof is made and pasted on a clean sheet of cardboard the same size

Thirty-two pages of the catalog come off the presses in one single run. After a second run through the press the other side is printed and 64 pages of the 420-page book are printed on a sheet like this one being held by Mr. Baker (left) and Mr. Jackson.



as a page, just the way it is to appear in its finished form. Instead of using actual illustrations on the page paste-up, blank proofs are pasted in the exact spot where illustrations are to appear. Then the paste-up is photographed and made into a negative.

The illustrations are then made into negatives, and the page negative and the picture negatives are pasted together or "stripped in" to form a complete page in negative form. From this negative comes a page proof or a "silverprint."

From these silverprints, Catalog Department personnel were again able to check the copy and to be certain that each illustration corresponds with the copy for which it is prepared. After the silverprints have been checked and corrected or approved, the actual printing plates are then made.

One more check remains. This is the press proof which shows the pages as they come off the press with as many as 64 pages on a sheet.

The press proofs are checked, a little swifter than other proofs; but, nevertheless, they are checked. Once these pages are approved, the sheets start running through the press at the rate of 3,500 an hour, two colors at a time.

To print 64 pages on a sheet, 32 pages are printed on one side and then the sheet is run through the

press again to print on the other side. A total of 14 press runs were necessary to produce the 420 page book. Most of the runs through the press were those of 32 pages, but as few as four pages were printed at other times.

The mechanical end of printing a catalog requires the help of hundreds. This is the third Mueller catalog printed by Von Hoffmann Press of St. Louis which prints everything from textbooks, encyclopedia, jackets for phonograph albums to name cards. The actual printing of W-103 took place in St. Louis while the binding and mailing took place in Jefferson City, Mo.

Mueller catalogs have been serving the water industry since 1895, but the format and product content have varied widely. Catalog B, produced in 1899, was six inches by nine inches and listed such items as whisk broom holders, match strikers, lawn sprinklers and valves for outside toilets. Another big item in the 1899 book was the bathtub seat.

In 1907 it must have taken a hardy man to lug around Catalog D which weighed more than 11 pounds and contained 3,000 illustrations and 900 pages. This was the undertaking that was referred to in the opening paragraph.

"Cachiri five dozen Capelin Gadly Canton," doesn't refer to some

former products and it isn't the gibberish of some man too long on the road. A vocabulary such as this filled six pages of one of the early catalogs and was a telegraph code for ordering. The first sentence means: "Quote lowest price and best terms on five dozen, three-quarter inch iron pipe water pressure regulators."

Some of these items seem silly today, but they were important at the turn of the century, just as certain information is necessary for the operation of a modern water system in this era. Thirty pages of W-103 have been devoted to important engineering data so that water superintendents and operators will have this information readily available in a handy concise form. This engineering information includes such things as a discussion of water hammer, data on various kinds of pipe, flow charts, and density and viscosity of pure water.

The production of a catalog is a never-ending process. While one member of the Catalog Department is trying to find space for the illustrations returned from W-103 in the already jammed files, another member is beginning work on the next catalog, which will be devoted to gas products. At this writing the paper had been purchased and the covers made for the upcoming gas products catalog.

The last step before mailing is the inspection operation at the printer's bindery. Employees of Von Hoffmann to its being placed in an individual carton for mailing.



### AWWA ADVANCEMENT PROGRAM

AWWA Advancement program activities are now well under way at both section and Association levels.

Since the inception of the program three years ago, the aim of Advancement has been to help the local water utility insure adequate water service in its community through efforts in two general areas, management training and public information.

In the management education area, a 30-month management training correspondence course is in its final stages. The course is designed to make basic management training available to those water utility personnel who might otherwise be unable to afford either the time or money involved in attendance at schools.

The AWWA has also encouraged the development of informal regional management seminars or the establishment of section workshops on management.

In the area of public information, a series of "how to do it" community relations booklets is in the planning stage. In addition, a new water utility advancement mat service is available and an expanded news release program is now underway.

### SPELLING LESSON IS DASHED

A Mueller Sales Representative from the Southland sent in this little anecdote. "Dad," asked Johnny, looking up from his homework, "Is waterworks all one word, or do you spell it with a hydrant?"

#### INDIANA SUPERINTENDENT H. J. DRAVES, RETIRES

Harry J. Draves has retired as Superintendent at Michigan City, Ind. Mr. Draves, an AWWA member since 1938, joined the department in 1930 and became its head in 1937.

#### WATER USER CAUGHT IN OWN TRAP

An irate customer who claimed the water department billed him without really reading his meter saw his thread of evidence blown sky high.

"Come out and check," the man invited the department. "I will prove that my meter has not been disturbed." Proudly, he later pointed to a black thread cunningly stretched across the top of the meter. After examining the meter, the water man removed the thread and opened the meter. Inside he found this note: "On this day, I checked this meter and will replace the owner's thread." It was signed by the meter reader.

Another man came charging into the water company office clutching a wadded piece of paper and complaining that his meter had never been read the past four times. "This paper has been in the keyhole of my meter for four months so you can see that you've been charging me through guesswork.

The particular meter reader in question happened to be in the office and merely said, "Open the paper." The chagrined householder found four carefully written entries listing the dates and each month's water consumption.

Three countries are represented by this "meeting in the ditch." Squatting in front, watching the operation of a Mueller CC drilling machine, are Mr. Walter St. Clair Rock from Dominica and Mr. Luis Montan from Argentina. These men are visiting engineers who came to Puerto Rico to study water works operations under the Point IV Program. The men operating the machine are from the Puerto Rico Aqueduct & Sewer Authority. This photo was submitted by Manuel Del Toro, Executive Assistant of the Authority.



From the moment the water supply is drawn from the Monongahela River until it leaves the Station as pure water, every phase of the treatment and purification process is under the constant surveillance of automatic controls and sensing devices that are operated by the push of a few buttons.

A hexagonal shaped room with less than 1,400 square feet contains every control required to operate

the plant, including remote elements.

This new installation, part of the American water Works Service Company's system, is perhaps America's most automatic, supervisory-controlled treatment

Because of the high degree of automation built into the Aldrich Station and related facilities, relatively few employees—a total of 11 around the clock -are required to supervise its operation. When it is expanded to its ultimate capacity of 100 million gallons, few additional employees will be necessary.

W. H. H. Putnam, Company President, said that in the 10 years since 1950, his Company has invested \$32,000,000 in the system as the number of customers rose from 67,000 to 100,000 and water sales increased from 7.8 billion gallons in 1950 to 12.1 billion in 1960.

These 100,000 customers live in 22 boroughs and eight townships in Allegheny County and nine wards of the City of Pittsburgh, which have a total population of 450,000 persons. About 1,200 miles of pipe, ranging from one inch to 48 inches, are necessary to

The highly automated E. H. Aldrich Station, together with pipelines, relay station and storage tanks, represents an investment of \$6.5 million. The main building houses control center, pump room, chemical room, laboratory and million gallon clearwell. Just behind the main building are the four purification units and valve house.

a noted water systems engineer of more than 40 years' experience, is Vice-President and Engineering Consultant of American Water Works Service Company, an affiliate of South Pittsburgh Water Company. He joined the American Water Works Service Company as Planning Engineer in 1944 and advanced successively to the positions of Assistant Chief Engineer and to Vice President and Chief Engineer in 1948. He assumed his present position in 1960.

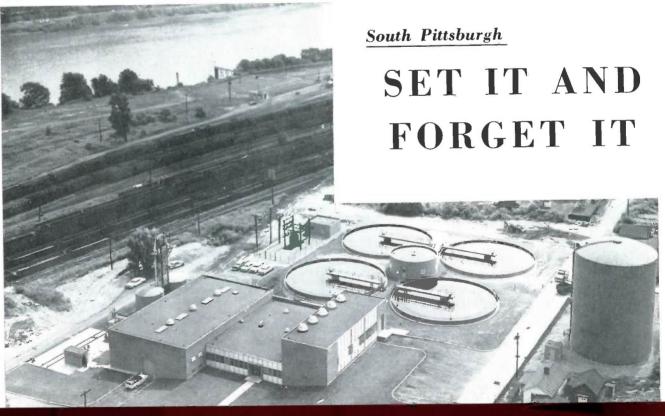
The South Pittsburgh Water Company, incorporated in 1904, is a subsidiary of American Water Works Company, Inc., Wilmington, Del., which owns and

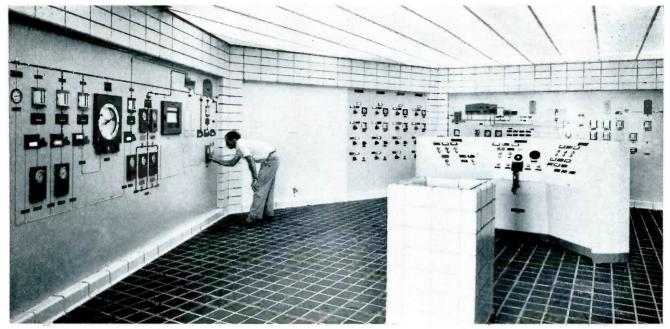
operates 64 water systems in 17 states.

The Aldrich Station is 21 miles removed from the company's 50 million gallon conventional treatment and filter plant at Hays Mine, also on the Monongahela, about four miles from downtown Pittsburgh. Capacity at Hays Mine has been expanded four times since its construction in 1905.

"Set it and forget it" describes the operations of the plant. Once the operator sets up the plant for a given production level, the operator-in-charge is free to attend to other duties. Should a malfunction occur, or a treatment unit require attention, flashing lights and ringing bells are automatically actuated to alert the operator so that necessary adjustments can be made.

Engineers describe the plant's controls as "foolproof." Various operations are inter-locked, and one valve will not close if an opposing valve is open; a pump will not operate if a complementary pump is out of action; electronic messages for actuating or stopping any part of the system "wait in line" on the wire until a preceding message has cleared. If he so desires, the operator can direct the system to report back to him on the status of all important operating





The high degree of automation is apparent in this overall view of the control center at the South Pittsburgh Water Company Plant at Elrama, Pa. The plant can treat and

purify as much as 25 million gallons of Monongahela River water per day, or more than 105,000 tons of water. The master control console is in center background.

points by pushing an "all scan" button on the master control console.

An interesting feature of the Aldrich Station control system is that signals for remote control of mechanical equipment are transmitted by tone over a pair of telephone wires. Special receivers convert this tone to a mechanical signal to perform the function required.

The plant's control features also include continuous recording of water levels, pressures, and flows at numerous system points. This information is telemetered to instruments at the Aldrich Station, providing an up-to-the-minute operating picture.

In order that the operator may have a complete picture of the functioning of the plant before him, the wall facing the entrance to the control room contains a complete graphic representation of the plant. The 14-foot-long panel offers a complete picture of the plant functions, starting at the river on the left and extending to the distribution system on the right. Each item is represented by a miniature picture of the equipment.

To the left of the graphic panel are four filter control panels, one for each unit with space for four additional panels. Another panel in the control room provides complete chemical supervision.

This is the first purification plant having an automated all-liquid chemical feed system for water treatment.

The chemical feed system panel duplicates the water flow lines of main graphic panel and each of the nine chemicals with which the water is treated is color coded on the panel. The rate of chemical feed changes automatically in ratio with the raw water flow and the amount of chemicals used is recorded and totalized. The only manual controls are those for selection of pumps to operate.

The flow signal of the raw water automatically adjusts the speed of pumps feeding alum, carbon slurry, caustic and soda ash. All of the pumps, except that for caustic, have a manual adjustment on the main panel for regulating the rate of feed. In conjunction with the main control panel, the chemical feed panel provides a maximum of automatic control responses to a wide variety of conditions, alerting the operator only when trouble occurs.

In the center of the control room is a three-sided desk-type console, providing remote control of all mechanical equipment, except high-service pumps, regardless of location. This layout is equipped to perform operations at the plant and at the intake and relay pumping stations simply by pushing a button to start or stop a pump.

Built into the layout is a scanning system and memory device used to check the operation of the equipment or to retain a given operation until the equipment is clear. If any signal is put into the transmitter while another tone is being transmitted, the equipment holds the signal in its proper order until such time as the transmitter is clear. When the transmitter requests a mechanical operation, such as starting a pump, a confirming signal is sent back to the console to light a backlighted nameplate indicating that the pump is running. If at any time something happens to the remote equipment which causes it to cease functioning, the light on the console blinks continually and an alarm bell is sounded to alert the operator.

In the event that the operator has some reason to believe he is not getting a proper signal, he may push a scan button which sets the scanning system in operation. This makes the system go through a complete check of all function.

## Nation's Air Crossroads

Chicago, hub of highway and rail travel, to become air capital of world after \$155 million expansion

Like many other things, water plays a major role in the jet age—water to make jet fuel, water to service and clean the planes, water for fire safety and water for the necessary domestic uses which air passengers must have.

Due to the necessity of water in this important activity, the Chicago Department of Water and Sewers was called upon recently to expand its water supply to match the expansion of O'Hare International Airport.

The \$155,000,000 expansion of buildings, runways and hangars has been carried on at a jet-age pace the past 33 months and is expected to make O'Hare International Airport the world's busiest air terminal.

The result of this activity and expense will be a jet airport stretching over 6,600 acres, that is a third larger than New York's Idlewild, and 10 times the size of Chicago Midway.

By 1963 it is expected that O'-Hare will handle 11,000,000 passengers and 13,250,000 in 1965.

A major share of O'Hare International is underground. There are some 25 miles of storm sewers, and 12,850 feet of concrete tunnels that enclose pipes for hot and chilled water and electrical conduits.

About 103,000 feet of water main are necessary to supply about 7,000,000 gallons of water to be used every day after 1965. In October, the Chicago Water Distribution Division began installation of 11,522 feet of 48-inch prestressed concrete cylinder water pipe and other pipe sizes, in Bryn Mawr Avenue, to link the city system at Canfield Avenue to the airport.

The new main also supplies water to the Village of Rosemont



which is the 59th metropolitan suburb of Chicago to receive City water.

The O'Hare Field extension is part of a \$42 million five-year program for the 1961-65 period by the Water Distribution Division of the Department. In turn, it is part of an overall \$104 million plan for supplying new mains, tunnels, pumping stations and filtration facilities for the metropolitan area.

Commissioner James W. Jardine said that by 1963, the City of Chicago will have ample purification, transmission and pumping facilities to supply its highest anticipated need for the year 1980.

This water system, supplying as much as 7,000,000 gallons of water daily, will be used to do everything from heating or cooling the buildings to heating or cooling bottles and food in the special lounge for babies and mothers.

Water plays an important role as a fuel supplement for the jet airliners. For example, a United Airlines DC-8 jet must have 750 gallons of demineralized water for use on its trip to the coast. This very volatile mixture is used to increase takeoff thrust and at the same time acts as a coolant for the fiery jet engines.

A Chicagoan wishing to catch

one of the 700 daily arrivals or departures is able to whiz out to the new airport from downtown in 30 minutes by using the new expressways. He is able to enter the airport safety and quickly by means of divided highways and cloverleaf roadways.

If our traveler is driving his own car he will be able to park in a lot holding 5,700 cars which has terminal buildings on three sides, thus allowing a minimum of walking. Shuttle bus service is also offered from most points.

Taxi riders are whisked to their respective terminal building via an elevated roadway, and are dropped



off on the second level in front of the ticket office where they check in for their flights.

The two new terminal buildings, which are 750 feet long, 230 feet wide and  $2\frac{1}{2}$  stories tall, will allow the airlines to serve an anticipated maximum of 24,000 customers each day.

In order to handle traffic of this proportion, the new terminal area has been increased 10 times that of the old facilities to about 450,000 square feet, and the number of passenger gates has been upped from 16 to 64. This area includes more ticketing stations, more shops and more snack bars.

The two new terminal buildings will be used for domestic flights only, while the old terminal will be used solely for international flights.

Once our traveler has sped through the ticketing process and had his baggage checked and removed by the most swift and convenient methods, he will move out to one of the departure rooms near where he is to board the plane.

These waiting rooms are part of "finger-like" concourses which stretch out from the terminals from 960 to 1,160 feet. They have from 10 to 21 gates and can accommodate a number of planes at each concourse. About 120 acres of parking aprons and taxiways surround the concourses.

When the ship is ready to board he'll walk into it, in most cases, through a covered aerial gangplank that extends from the second level of the terminal concourse to the plane's hatchway.



The numbered facilities above are: 2—Old terminal building. 4 and 8—New terminal buildings. 6—Circular restaurant. 3, 5, 7 & 9—Existing and new concourses.

A portion of 5,700-car parking lot is in the foreground while in the rear is one of the new terminal buildings.

The 750-foot 2½-story building is reached by passengers by the elevated roadway which can be seen at the rear.





These modern ticket facilities (above) in the terminals are expected to be able to handle anticipated daily maximums of 24,000 persons. The roadways (below) circle past the terminals. The upper level is for those coming to the airport by car while the lower level is for those leaving the facilities.





The vastness of the terminal buildings is illustrated by this view from the roadway near the entrance to the ticket offices.

Construction of the circular restaurant can be seen through the windows of a concourse waiting room. From the second floor of the concourses, passengers are able

to board and leave the planes through telescoping gangplanks that extend to the planes' doors.





Some of the traffic and activity that was associated with running the old O'Hare Field is shown from the windows of the control tower. Today, 700 daily arrivals and de-

partures are expected to make O'Hare the world's busiest air terminal. By 1965 it is anticipated that the field annually will handle 13,250,000 passengers.

In other words, our passenger hasn't been exposed to the elements since he left his taxi—rather important at O'Hare, which is often the coldest spot in the city during the winter months.

Deplaning passengers, a fter walking through the aerial gangplank, will travel a short distance along the second floor of the concourse, then take an escalator down to the first floor baggae claim area and normally depart via vehicles operating on the lower roadway.

If our traveler has the time and inclination, he need only go to a 300-foot-diameter rotunda to get a cocktail, a cafeteria lunch or a full-course dinner. This three-story circular building has facilities to wine and dine 1,500 travelers and is conveniently located between the two new terminals.

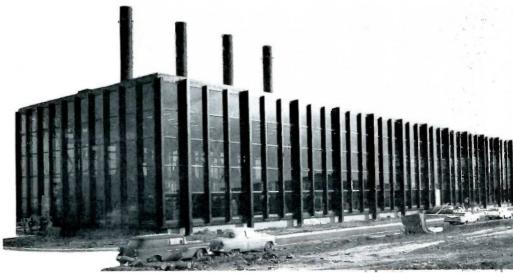
Water plays an important role from the smooth, healthful functions of the kitchens to the heating and cooling of all the principal buildings.

Housed in the Heating Plant are three 2,000-ton centrifugal re-

frigeration machines and four 50,000,000 BTU per hour hot water generators.

An extremely important product from the building standpoint is glass. The generous use of glass has turned the second floors of the terminals, the rotunda and departure rooms into virtual observation rooms. Glass is used for the walls in these areas and even the Heating Plant is encased in glass.

This glass encased heating and cooling plant is one of the major users of water at the terminal. By 1965 the O'Hare facilities are expected to need seven million gallons of water daily. Long before the \$155,000,000 expansion at the airport was complete, the Chicago Water Distribution Division had made provisions to fill this important need.



Southeast of the Central parking area and the expanded apron, is the Cargo Area, where air express and air freight will be temporarily stored or transferred through transit sheds to trucks for delivery.

To the north of the Cargo Area and across the service roadway will be a series of flight kitchens owned and operated by various airlines. Also in this area will be the Airport Post Office and the Airport Maintenance Building.

The Hanger Area is located approximately 1½ miles northwest of the Terminal Area. It has been divided into 13 Hangar Lots where the major airlines are building new hangar facilities.

Approximately another half mile northwest of the Hangar Area is the bulk fuel storage area. Sixteen large storage tanks, varying in size from 168,000 gallons to 504,000 gallons, will provide storage for two types of fuel. The fuel can be delivered to the area either by rail, truck or pipe line. Most of the fuel from the storage area is delivered by underground pipe lines with fuel flow controlled electronically. Flush type fuel hydrants are conveniently located on the new aprons for direct access to the planes.

Total fuel storage at the Tank Farm is expected to be equal to a three-day demand estimated for 1965.

The formal dedication of the airport on Jan. 16 climaxed 33 months of swift construction, but it will be many months before the work is completed.

A new control tower will be erected later. Space has been allocated for the construction of chapels by the Jewish, Catholic and Protestant faiths.

City Aviation Commissioner William E. Downes, Jr. said "We're designing O'Hare Field to meet the needs of 1965, but there's enough space available in reserve to accommodate growth in air traffic for many years afterward."

Even before the present expansion is complete, there is thinking relative to future construction. This is the sort of planning that has made Chicago the world's busiest air terminal, and the sort of planning that will keep it that way.



This is one of the new hangars (above) that was built just northwest of the Terminal Area. The Hangar Area is divided into 13 lots where the major airlines are building new hangar facilities. New facilities for autos like this airport exit (above), make it easier and quicker to fly.









Built with the same care and quality as the Mueller AWWA Standard Fire Hydrants for municipal use, these Mueller Fire Hydrants for special applications have exactly the same design features, too:

- Compression-type main valve that provides positive closures is always ready for use.
- Automatic drain valve that is flushed clean with every operation, empties barrel completely to prevent freezing.
- O-ring that assures positive, leak-proof seal requires no maintenance.

Standardize on the quality and features of Mueller fire hydrants for municipal, industrial, commercial and private fire protection systems.

#### **FLUSH TYPE**

For use at airports, on narrow streets or sidewalks and in other areas where post type hydrants are impractical.

AWWA 41/4" or 51/4" valve opening two-way or three-way

21/8" valve opening . . . one-way

#### POST TYPE

for use on private estates, at country clubs, in parks, for dead-end flushing and wherever smaller amounts of water are sufficient.

21/8" valve opening ... one-way or two-way



MUELLER CO. DECATUR, ILL.

> Factories at: Decatur, Chattanooga, Los Angeles In Canada: Mueller, Limited, Sarnia, Ontario

Write for complete information and specifications.

# Mr. McAvity Elected Mueller Co. Director

Mr. Frank H. Mueller, Vice-President for Engineering, was elected chairman of the Executive Committee of the Board of Directors.

Mr. George McAvity, Managing Director of Mueller, Limited (Sarnia, Ontario), has been elected to the Board of Directors of Mueller Co. at the firm's annual shareholders and Board meeting in Decatur recently.

Mr. McAvity joined Mueller, Limited in June, 1961. Prior to that he was president of McAvity Western and Vice-President of T. Mc-Avity & Sons, Limited of St. John, New Brunswick.

With his father and Mr. Scannel Case, he has been in the actual management and control of the more than 100-year-old T. McAvity & Sons, Limited, manufacturers of iron and brass valves, hydrants, pulp mill and railroad specialties.

Mr. McAvity attended the University of Dalhousie in Halifax and served as a major in the Canadian Artillery in World War II.

Company officers elected were:

A. G. Webber, Jr., President and Chairman of the Board

Jackson Kemper, Executive Vice-President

Frank H. Mueller, Vice-President for Engineering

Dan R. Gannon, Vice-President and General Sales Manager

Frank A. Speer, Vice-President for Manufacturing

Leo Wiant, Vice-President for Purchases

Lyle R. Huff, Secretary and Treasurer



GEORGE McAVITY

Elected to the Board of Directors were:

Joe H. Gardner
Jackson Kemper
George McAvity
Ebert B. Mueller
Frank H. Mueller
Mrs. Pauline V. Mueller
John A. Schluter
Mrs. Lenore Mueller Schmick
Franklin B. Schmick
Harold M. Sherman, Jr.
Albert G. Webber, Jr.

## Mueller, Limited Holds Elections

Mueller, Limited, Canadian subsidiary of Mueller Co., elected officers and directors at its annual meeting in Decatur recently.

Officers of the company located in Sarnia, Ontario, are:

Albert G. Webber, Jr., President and Treasurer

George McAvity, Managing Director

R. M. Nicolson, Vice-President and General Sales Manager

R. J. Skippon, Vice-President and Manager of Engineering

C. S. Browett, Secretary, Assistant Treasurer and Plant Controller

J. Milne, Assistant Secretary

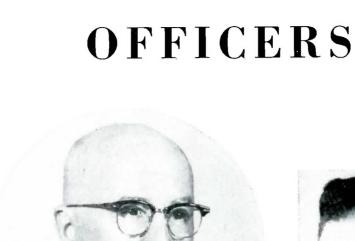
Elected to the Board were:

Orval W. Diehl Jackson Kemper George McAvity J. Milne Ebert B. Mueller R. M. Nicolson R. J. Skippon A. G. Webber, Jr. Leo Wiant

Jackson Kemper



Frank H. Mueller



MUELLER CO.

A. G. Webber, Jr.



Frank A. Speer



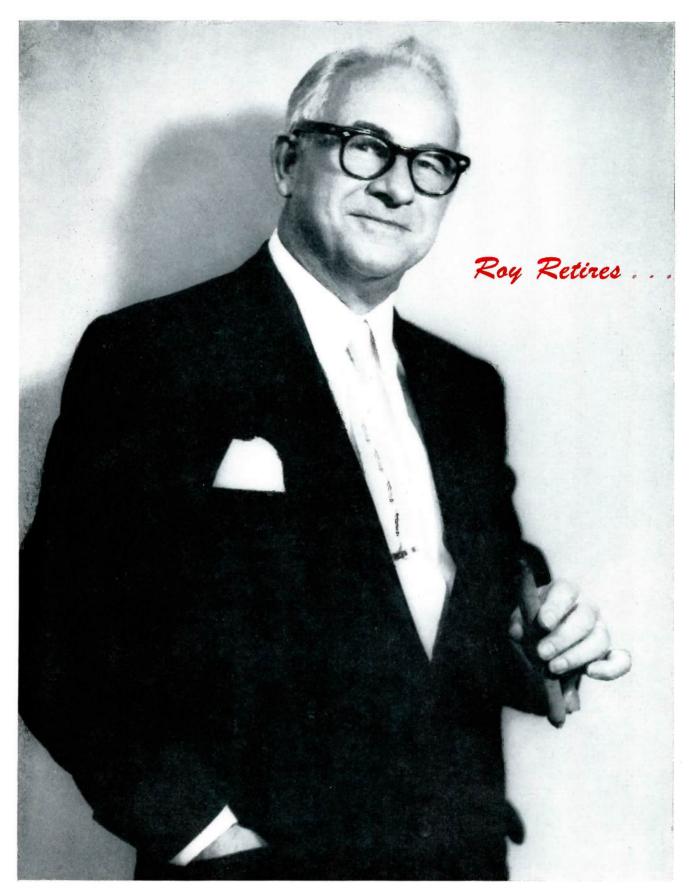
Dan R. Gannon
MARCH • 1962



Leo Wiant



Lyle R. Huff



## Mr. Eastern Sales Retires

In 1919, a young man named Leroy J. Evans went to work for Mueller Co. in the New York City sales office.

That was 42 years ago. Roy was big in stature, big in friendliness, and big in his desire to do a job for Mueller.

Roy made friends early and easily. For a short time, he was only a voice on the telephone to the customers who phoned the New York office. Soon he was transferred to become Sales Representative in the New England states. He then became more than a voice.

In 1944 he was appointed Manager of the New York office, and in 1950 was named Vice-President in charge of Eastern Sales.

Roy has traveled a great deal during these 42 years, but he hasn't suffered the loneliness so common to traveling men. His warm and gracious wife,

Lucine, the former Lucine Camille DuPont, has covered thousands of miles at his side. Together they are a familiar sight—and a most welcome one —in Mueller hospitality rooms at major trade conventions.

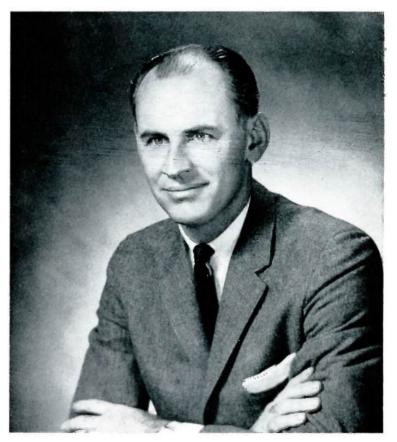
Roy is not leaving Mueller Co., but will be directly associated with the Sales Division as Staff Assistant—Sales. Among other things, Roy will attend conventions, trade meetings and gatherings, and will enjoy seeing you on various occasions.

Mr. Huffine joined Mueller Co. in 1953 as a Sales Representative in the state of New Jersey and last fall he was named Special Sales Representative.

Prior to joining Mueller he was a sales representative for a large oil company for seven years. He attended Lafayette College. Easton, Pa., and served four years during World War II as a captain in the Air Force.

HERBERT T.

HUFFINE





## Surveying The Survey

More than six months ago, we included, within an issue of the RECORD, a survey card asking your opinions concerning the MUELLER RECORD.

Hundreds of cards have been returned to us—enough that we have been able to determine several important things.

**First:** There is still an apparent misunderstanding in the minds of some readers concerning the contents of the magazine. One month, the RECORD is written for, and mailed to, members of the waterworks industry. The next month, it goes to the gas industry. On occasion, we will combine the two issues in one, such as the recent Christmas issue. Many readers—at their own request—receive both issues of the RECORD.

**Second:** Almost every reader who returned a card stated that he reads the RECORD "always."

**Third:** We learned, from the survey, that your preference is for feature stories about the industry in which you work; that you also like to read feature stories which do not necessarily relate to your industry; and that you like the joke section!

**Fourth:** It was gratifying to note that nearly all of the repondents like stories concerning Mueller products, and that many respondents would like to see even more product information in future issues.

**Fifth:** Most repondents indicated that they pass the RECORD along to one or more persons. This interests us, because it means that there are several hundred more readers of the magazine who are not on our mailing list.

**Sixth:** May we brag a bit? We were happy to see that so many of you take the magazine home for your family to read. We intend always to present a tasteful magazine suitable for home consumption. If the RECORD is helpful in telling your family about the industry that provides their livelihood, we have accomplished one of our goals.

Your many "extra" comments concerning the RECORD were sincerely appreciated. Although we deliberately avoided asking for your signature on the card, we were grateful that so many of you signed them.

Space does not permit us to present a detailed breakdown of our survey statistics. If you are interested, however, we will be most happy to send these figures along upon request. Also, if you would like to have the RECORD sent regularly to others in your organization, just send us their names and addresses.

We consider our first readership survey a success. We set out to learn what our readers think of the RECORD. We feel that we have a sufficient number of replies to judge opinion.

We are confident that the majority of our readers like the magazine, that they wish to continue receiving it, and that we must constantly seek ways to make it more acceptable to you.

It's a little late to be making New Year's resolutions, so may we close by simply saying that we are deeply grateful to our readers for their interest, and we will earnestly seek to provide you with reading enjoyment in the months and years to come.

—Jim Milligan



Kellam Division of Mueller Co., High Point, N. C.

High Point, N. C.

## Mueller Co. Purchases Eastern Foundry Facility

A. G. Webber, Jr., president of Mueller Co. recently announced that the land, buildings and equipment of the Kellam Foundry, High Point, North Carolina, have been purchased by Mueller.

In commenting on the purchase, Mr. Webber said, "We are happy to have been able to acquire the skill and knowledge of the Kellam organization. Their products will make a valuable addition to the Mueller line."

Kellam Foundry was formerly operated by Hugh and Carey Kellam, who will remain as operators and managers of the High Point plant. The plant will continue to produce iron castings and other items not currently manufactured by Mueller Co.

High Point is an important manufacturing center, especially of furniture products, and is located, in central North Carolina.

Kellam Foundry, which was established in 1929, is located on a four-acre tract. Additional land purchases recently provide adequate room for future growth.

The transfer of the properties was effective Jan. 1, 1962.

## David D. Resler Appointed Mississippi Sales Representative

David D. Resler has been named Mueller Co. Sales representative for the state of Mississippi.

The states of Mississippi, Alabama and Georgia formerly were covered by two men. With the addition of Mr. Resler, Sam F. Parker will take the state of Alabama and Jack L. Chilton will cover Georgia. Previously Mr. Chilton and Mr. Parker each covered half of Alabama, and Georgia and Mississippi respectively.

Mr. Resler is a native of Decatur, Ill. and graduated from Millikin University in 1960 with a B.S. degree in Engineering Administration.

During the past 18 months he has been with Mueller Co., he has been going through a sales training program which included a year as Special Sales Representative on the Mueller No-Blo demonstration traveling unit. He also worked a short time as a draftsman at Mueller Co., prior to this.

Mr. Resler, 27 years old, has served two years in the U. S. Army Chemical Corps. He is married and has one daughter.

The Reslers make their home



DAVID D. RESLER

in Jackson, Miss. at 425 Windsor Dr.

According to Vice-President and General Sales Manager Dan R. Gannon the addition of Dave Resler to the Southern Sales Section will accomplish a closer company-customer relationship and provide for better service.

## Strictly Off the Record

Joey Ray tells about a group of visitors being shown around a battleship. The guide paused before a bronze plaque on the deck and bowed his head. "This plaque," he said solemnly, "is where our gallant captain fell."

"Well, no wonder!" said one weary old lady. "I nearly tripped over the durned thing myself."

Money isn't everything, and don't let anybody tell you it is. There are other things, such as stocks, bonds, letters of credit, travelers' checks and drafts.

"I'll be 96 tomorrow," boasted the old man, "and I haven't got an enemy in the world."

"That's a beautiful thought," said his friend.

"Yup," the old man said, "I've outlived every darned one of them."

Financial Wizard: "Where in heaven's name does all that grocery money go that I give you?"

Wife: "Stand sidewise and look in the mirror!"

A very stout man was walking on the promenade of a seaside town when he noticed a weighing machine with this notice: "I speak your weight."

He put a penny in the slot and stood on the platform. A voice spoke up: "One at a time. please."

"Mama." asked 7-year-old Joyce, "what does trans-atlantic mean?"

"Across the Atlantic, of course," replied her mother. "Trans always means 'across.'"

'Then I suppose," continued little Joyce, "transparent mean a cross parent."

"Well, my dear," said a businessman who had married his secretary. "I must get someone to replace you at the office."

"I've been thinking of that," replied the bride. "My cousin is just leaving school."

"What's her name?"

"George Burns," said the bride.

A professor at medical school asked one of the students how much of a certain drug should be administered to a patient, and received the following reply: "Five grains."

A few minutes later, the same student raised his hand. "Professor," he said, "I'd like to change my answer to that previous question."

The professor looked at his watch and replied, "I'm sorry, young man, but it's too late. Your patient has been dead for forty seconds."

The car screeched to a stop in front of the hospital emergency entrance. An excited young man jumped out, took the steps three at a time, and went spinning through the revolving door.

"What seems to be the trouble. sir?" asked the anxious nurse.

"My wife's going to have a baby.'

"Well, bring her in."

"Oh, the baby isn't due for another month. I'm just timing myself to see how fast I can get here!"

"Me father and a man named Mulligan have been fightin' fer twinty years, but now they've stopped."

"Why? Did they bury the hatchet?"

"No, they buried Mulligan."



"Soon this land will be ours again! Palefaces go to moon!"



"He seems like a nice enough young man, but who are his people?"

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