

D. H. Burlough

The Mueller Record

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No. 60

OUR TABLE IS WRONG

Not Claiming All That Should Be Coming to Us.

For many years we have used a table showing the loss in area of pipe left unreamed after cutting. It appears in our present catalogue and has been accepted as correct. It is so old that no one about the office now remembers who figured it.

Recently we sent out a two-color folder advertising our pipe end reamers and one result produced shows us that this table we have been using is all wrong. We are not claiming all that is due us.

One of these circulars was sent to C. T. Innes & Co., of Philadelphia. They wrote us a very nice letter, in which they said:

"For example, on $\frac{3}{8}$ " pipe you give actual inside diameter as $\frac{1}{2}$ " and diameter at burr $\frac{3}{8}$ " and loss of area as 25%. The loss of area is really the difference in area between $\frac{3}{8}$ " and $\frac{1}{2}$ ", which is $43\frac{3}{4}$."

Our table was immediately turned over to the drafting department to be refigured, and the result is a complete change in results as you will see by comparing the sub-joined table with the one appearing in our catalogue.

The New Figures.

Size	Actual Inside Diameter	Diameter at Burr	Per cent Loss Area if Not Reamed
$\frac{1}{4}$	23-64	$\frac{1}{4}$	59.4
$\frac{3}{8}$	$\frac{1}{2}$	$\frac{3}{8}$	43.8
$\frac{1}{2}$	$\frac{5}{8}$	33-64	31.2
$\frac{3}{4}$	53-64	45-64	28.0
1	1 3-64	59-64	22.5
$1\frac{1}{4}$	$1\frac{1}{8}$	1 9-32	13.2
$1\frac{1}{2}$	1 39-64	1 31-64	15.0
2	2 1-16	1 61-64	7.1

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It is as much a mistake to send out poor printing as to send a poorly dressed salesman on the road. It is not so much the good that may be done as the harm that will be done—that should be considered.

TAPPING MACHINE SALES

Nen Man Leads the List With Total of Eleven Machines

The tapping machine sales from January 2 to May 15, 1915, amount to 151. F. T. O'Dell, a new member of the selling force, leads the list with a total of 11 sales, while Mr. Hastings leads the Eastern contingent with sales of seven machines. The record follows:

P. L. Bean.....	0	M. T. Whitney..	3
T. E. Beck.....	3	G. A. Caldwell..	3
E. B. Cameron..	4	J. B. Clark.....	1
W. B. Campbell	6	J. W. DuPree...	0
L. M. Cash.....	2	W. N. Fairfield..	4
H. F. Clark.....	4	C. T. Ford.....	7
C. H. DuBois...	6	R. M. Hastings..	9
H. Eggleston...	6	J. A. Hayes.....	2
W. B. Ford.....	8	W. F. Hennessy	3
E. H. Halsey...	3	W. F. McCarthy	3
H. J. Harte.....	7	R. A. Poole.....	7
F. L. Hays.....	6	R. H. Powers...	0
L. S. Masters...	4	N. E. Sippell....	1
J. H. McCorm'k	10	Export	2
R. L. Moore....	3	C. J. G. Haas...	0
F. T. O'Dell....	11	W. L. Jett.....	0
R. M. O'Rourke.	2	T. F. Leary.....	0
E. E. Pedlow...	3	B. H. Shaw.....	0
L. M. Ross.....	7		
Jas. Smith.....	4		
S. Thornton.....	7	Total.....	151

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NEW SALESMAN

E. H. Halsey, who came with the company the first of the year, has given up the Denver territory and returned East to take another position.

He has been succeeded in the Denver territory by Geo. F. Sullivan, who spent several weeks in the house familiarizing himself with our methods before entering upon his duties. Mr. Sullivan is an experienced brass goods salesman.

THE NEVERLOSE HOSE WASHER

The Total and Individual Sales Up to May 15th.

The sales of Mueller Neverlose Hose Washers have not been as large as we expected but there has been a fairly good demand. Our advertising has brought in a great many inquiries and it is evident that trade and public are becoming acquainted with this convenient little article. This fact should stimulate sales. From February 1 to May 15, the sales were as follows:

Gross		Gross	
P. L. Bean.....	35	S. Thornton.....	29
T. E. Beck.....	26	M. T. Whitney..	15
E. B. Cameron..	47	G. A. Caldwell..	70
W. B. Campbell	11	J. B. Clark.....	37
L. M. Cash.....	16	J. W. DuPree...	34
H. F. Clark.....	69	W. N. Fairfield.	37
C. H. DuBois...	21	C. T. Ford.....	31
H. Eggleston...	39	R. M. Hastings..	62
W. B. Ford.....	44	J. A. Hayes.....	26
E. H. Halsey...	7	W. F. Hennessy	4
H. J. Harte.....	46	W. F. McCarthy	28
F. L. Hays.....	53	R. A. Poole.....	44
L. S. Masters...	41	R. H. Powers...	21
J. H. McCormick	93	N. E. Sippell...	23
R. L. Moore....	46	C. J. Tranter....	1
F. T. O'Dell....	17	C. J. G. Haas...	28
R. M. O'Rourke.	26	W. L. Jett.....	32
E. E. Pedlow...	23	B. H. Shaw.....	22
L. M. Ross.....	62		
Jas. Smith.....	21	Total.....	1387



MR. CASH LEAVES US

Mr. A. W. Cash has severed his connection with this company as head of the regulator department, his contract having expired. It was deemed advisable not to renew this contract, which decision was agreeable to both parties. There is an amicable arrangement concerning future relations with Mr. Cash. He has decided to establish himself in business here in Decatur, and will give us any information we may desire concerning our business with which he has been identified in the past. We will continue to make all patterns of regulators as in the past.

"Bobbie" Mueller, son of Supt. Phil Mueller, is in charge of the regulator department.

SALESMEN'S CREDITS

"It has been decided that salesmen's credits would be based on orders received from Jan. 1st to Dec. 31st, inclusive, and shipped during that period up to April 1st, of the following year, and any deductions for returned goods, etc., will be made from same. As soon as we introduce vitreous and enamel ware we will apply to that class of business a different basis of credit than is shown in present contract."

Under the above arrangement salesmen will not be entitled to credit on orders taken during the latter part of 1914 for 1915 shipment, but beginning with Jan. 1st, 1915, they will be entitled to shipments taken during the year and made any time before April 1st of the following year.



DECATUR ORDERS

From E. J. Ryan, Danville, Ill., for 18 D-12902 S. C. Basin Cocks to be installed in the Odd Fellows Building.

From Crane Co., St. Louis, for the Cathedral Apartments in that city, 12 D-9442 Rapidac Bath Cocks; 24 D-9443 Rapidac Basin Cocks.

From L. M. Rumsey Co., St. Louis, Mo., for the LaFayette Bank Bldg., for 36 D-12902.

From N. O. Nelson Co., St. Louis, for the Bryan Mullanphy School in that city, for 36 D-12909 S. C. Basin Cocks; 32 D-12802.

From Mr. James Glanville, of Stockton, Ill., for the Hotel Ray at Stockton, 6 D-11902 S. C. Basin Cocks; 6½" G. D. Globe Valves; 6 ¾" same; 6 1" same; 12 ½" D-25814; 24 ¾" same; 24 1" same; 12 ¼" same.

From the Plumbing Supply Co., Sioux Falls, S. D., for the State Hospital at Yankton, S. D., for 15 pair 12906.

From N. O. Nelson Co., St. Louis, for the Central High School at Washington, D. C., for 156 D-12901 S. C. Basin Cocks.

From Crane Co., St. Louis, for the Missouri Athletic Club, that city, for 449 D-9433 Rapidac Basin Cocks.

From the Hanratty Co., Springfield, Ill., for the Enos School, that city, for 6 D-11901 N. P. S. C. Basin Cocks, Hot and Cold. Architect, Mr. George Helme.

From S. Esswein of Columbus, Ohio, for the Agricultural Building at the State Nor-

mal College at Kent, Ohio, for 30 pair Compression Basin Cocks, D-8303.

From the Plumbing Supply Co., at Sioux Falls, S. Dak., for the State Hospital at Yankton, S. D., 8 $\frac{3}{4}$ " D-12010 Mueller Colonial S. C. Bibbs.

From the Ft. Pitt Supply Co., at Pittsburgh, Pa., for the McKelvey School, that city, for 100 D-12902 S. C. Colonial Basin Cocks; 20 D-8897 S. C. Colonial Bibbs; 4 D-8560 Bibbs.

From Crane Company, Chicago, for the U. S. Post Office Bldg., at Amarillo, Texas, for 1 2 $\frac{1}{2}$ " 13160 Iron Body Pressure Red. Valve.

From W. B. Young Supply Co., of Kansas City, Mo., for the Chambers Estate Bldg., at Kansas City, for 76 D-11902.

From Crane Co., Chicago, for the U. S. Post Office Bldg., of Canton, Ohio, for 1 2" D-15479.

From the C. O. Smith Co., of St. Louis, for 144 8646 Partition Cocks, to be installed in the Plaza Hotel.

From L. M. Rumsey of St. Louis, Mo., for Merrillac Seminary at Normandy, Mo., for 52 D-11909; 28 D-9477 Bath Cocks.

From Abel & Gerhart of St. Louis, Mo., for the Western Union Telegraph Co., in the Commercial Building, 24 D-11903.

From N. O. Nelson Co., St. Louis, Mo., for the Brown Shoe factory at Dixon, Ill., for 36 D-11702 with 11987 Handles; 3 D-11905.

From L. M. Rumsey, St. Louis, Mo., for the Hudson Hotel at Benton, Ill., for 51 pair D-11902.

From Crane Co., Chicago, for the U. S. Postoffice Bldg., at De Soto, Mo., for 2 15639; 1 $\frac{1}{2}$ " D-13160; 1 $\frac{3}{4}$ " 13160.

From Emerson & Burke, Danville, Ill., for Illinois Hotel, for 66 $\frac{3}{8}$ " D-8183; 66 D-11901.

From Crane Co., Chicago, for the U. S. Postoffice at Dothan, Ala., for 1 $\frac{3}{4}$ " 13160.

From J. L. Jauncey, Shelbyville, Ill., for the Neal Hotel: 16 D-11902; 6 $\frac{1}{2}$ " D-11702 Fin.

From Crane Co., Terre Haute, Ind., for U. S. Postoffice Building, for a 1 $\frac{1}{2}$ " 13160 Regulator.

From the City Plbg. Co., of Salina, Kansas, for 40 D-11905; 40 D-25007; 24 D-9440; 24 D-25048; 24 D-25111; 6 D-11703.

From Ahrens-Ott, Louisville, Ky., to be shipped to By-Water & Keller, for 96 D-11906 and 72 $\frac{1}{2}$ " D-11710 Fin. These are to be installed in a twenty-four apartment building at Louisville.

From Crane Company, Chicago, Ill., for the Glacier Park Hotel Co., Browning, Mont., for 318 D-9462; 62 D-9476.

From the N. O. Nelson Co., St. Louis, Mo., for the court house job at Edwardsville, Ill., for 40 D-12901; 10 D-12902; 5 D-12002; 5 D-12911.

From the Jacksonville Plbg. & Htg. Co., Jacksonville, Ill., for the State Hospital for Insane at Alton, Ill.: 72 $\frac{5}{8}$ " D-6414; 72 $\frac{1}{2}$ " D-6414; 1 1 $\frac{1}{2}$ " D-23441; 1 pair 1 $\frac{1}{2}$ " D-23046.

From Crane Co., Chicago, for the U. S. Postoffice job at Newport, Ark., for 1 2" D-15759; 1 1 $\frac{1}{2}$ " 13160 Iron Body Regulator; 1 $\frac{1}{2}$ " 13160 Iron Body Regulator.

From Jos. F. Grosswiller, Toledo, Ohio, for the Detroit Ave. School of Toledo, for 40 D-11909.

From Baker & Niebuhr, LaCrosse, Wis., for the Stoddard Hotel at La Crosse: 232 D-25098; 220 D-11904; 220 D-8183; 40 12 ft. lengths of $\frac{3}{8}$ " Fin. N. P. Brass Pipe.

From Crane Co., Chicago, for the U. S. Postoffice building at Brigham, Utah, for 1 D-15759.



NEW YORK ORDERS

Through J. B. Clark to Sleeper Bros., Rockland, Maine, 120 D-11909 S. C. Basin Cocks to be installed in the new St. Nicholas Hotel at that city.

Through R. H. Powers from Martin & LeFevre, Southampton, L. I., for 20 D-11902 S. C. Basin Cocks to be installed in the Rooes Grove Hotel at that town.

From the Daly Plumbing Supply Co., Boston, Mass., for 114 D-11902 S. C. Basin Cocks, indexed Hot and Cold, to be installed in the Scollay Square Building, Boston, Mass. The architect is C. H. Blackall.

Through C. T. Ford, to Farley Plbg. & Htg. Co., Danville, Va., for 73 pair D-11902 S. C. Basin Cocks with D-25018 Supplies, to be installed in the Beeler Hotel, Danville.

SAN FRANCISCO ORDERS

Through B. H. Shaw, from R. W. Kinney Co., for O'Connell Apartments and Flats, Oakland, Cal.: 20 D-9485 N. P. Rapidac Bath Cocks; 42 D-11901 N. P. S. C. Basin Cocks; 44 ½" D-11703 N. P. S. C. Sink Bibbs. F. D. Voorhees, architect.

The following is a record of Self Closing Work installed at Stockton, Calif., by Brandt Bros., through the San Francisco branch: Caine Hotel job, 206 D-11901 S. C. Basin Cocks; Panama Hotel, 130 D-11901 S. C. Basin Cocks; Stockwell Hotel, 60 D-11901 S. C. Basin Cocks. These goods were sold last November, but at that time they had no record as to quantities.

Through C. J. G. Haas, from Rushlight & Hastorf, Portland, Ore., for the Meier & Frank jobs, 90 N. P. D-11915 Extra S. C. Basin Cocks (45 Hot, 45 Cold).

Also from C. J. G. Haas for the following orders:

From A. Hambach Co., Seattle, Wash., for National Hotel Repair job, 50 Pair N. P. D-11902 Extra S. C. Basin Cocks.

From Crane Co., Seattle, Wash., for the Arcade Building, Seattle, 12 N. P. Extra S. C. Basin Cocks, with brass lever handle and Index cap; 12 N. P. ½" I. P. x ½" O. D. D-8194 Angle Stops.

Through T. F. Leary, from Kiernan & O'Brien, San Francisco, for Kiernan's Apartments: 30 D-9497; 64 D-11909; 72 ½" D-8194; 12 ½" D-8193; 60 ½" D-9205.

From Rautman Plbg. & Htg. Co., Seattle, Wash., for the Fischer Building, Bibb & Gould, architects: 18 D-9477 Rapidac Bath Cocks; 18 D-25035 Supplies; 18 D-25111 Rg. N. P. Waste & Overflow; 62 D-9463 Rapidac H. & C. Cocks; 12 D-11902 S. C. Basin Cocks; 60 ½" D-8005 Plain Bibbs; 60 ½" Angle Stops; 60 ½" D-8194 Angle Stops.

Through T. F. Leary, from Crane Co., San Francisco, for the new City Hall, 502 D-12902; 28 ¾" D-12008; 68 ¾" D-8911; 14 ¾" D-8975; 17 1" D-9022.

Through B. H. Shaw, from Crane Co., Oakland, Cal., for the Meyer job, Oakland: 60 D-9433; 30 D-8303; 62 ½" D-9205; 62 ½" D-9074; 30 D-9477; 62 ½" D-8646; 3 ½" D-9022.

Through Mr. Leary, from Tay Company, San Francisco, Cal., for 88 D-11904; 60 ½" D-11710 N. P.; 18 ¾" D-8427; 6 ½" D-8427.

To be installed in the Polytechnic High School, James Pinkerton, Plumber.

Also through Mr. Leary from the Turner Co., San Francisco, for the Vorman Apartments, 24 D-11703 ½" N. P.; 24 D-8405 Compression to match; 48 ½" D-9075 N. P.

Through C. J. G. Haas from A. Hambach Co., Seattle, for the King's County Court House and City Hall Building, Seattle: 2 I. B. 3" 13160 Regulators for cold water; 2 Gal. 3" D-14401 Strainers for same; 16 Rgh. N. P. ¾" D-9022 Colonial Sill Cocks.



THE NEW 24 MACHINE

The No. 24 Machine promises to be a good seller. Sales and shipments to date: Two to San Francisco house; one to Panama-Pacific Exposition; one to Topeka, Kansas, one to American Water Works Convention, one to Holland, Michigan; one to Porto Rico; one to Waterloo, N. Y.; one to Urbana, Ohio.

We have placed to date factory order for 22 of No. 24 Machine and only four of No. 27.



WATER METER TESTER SALES

R. H. Powers, for the New York office, has sold a meter testing outfit complete to the Mineola water works of Mineola, N. Y. This makes a total of eight meter testers sold by the New York house since January 1st.

In the same time Decatur has sold four machines complete, one table and four scales.



LEAVES THE HOSPITAL

"Butsy" Dill who was operated on by the Drs. Mayo, at Rochester, Minn., about two weeks ago, is now out of the hospital with promises of a complete recovery. He will remain at Rochester for two weeks until he is stronger and will then come to Decatur for a time before returning to his duties on the road.



IN NEW YORK

Mr. Adolph Mueller has been in New York during the past two weeks.