

THE *MUELLER* RECORD



MAIN OFFICE CHANGES

Standing (left to right)—Denhard, Foster, Yonkers, Gorham, Reynolds, Schooley,
Kletzing
Seated—Draper, Henderson, Chesbro, Burleigh, Ruthrauff, Trott. (See article page 3)

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ONE CHANGE BEGETS ANOTHER

Shifting of Positions Occurs In the Main Office

To build up the organization from within by promotions is a policy in modern management which the Mueller Company is following. An unusual number of changes in positions in several of the Main Office departments has been a matter of much interest of late.

Gorham Starts It

Dean Gorham, sales correspondent, and editor of "The Campaign Reporter," set the ball rolling when he resigned and entered the real estate business with his father. O. C. Draper (by the way, his first name is Orlando) succeeded Dean as eloquent expositor of the incomparable merits of Mueller Sink Combinations and Tub-Shower Faucets.

O. C. Shooley (and his first name is Octavius) became order interpreter in the place of Draper. His delightful duty is to decipher cryptic letters and translate them into Mueller language. He must see that the customer gets what he really needs, even though he is not clear about it himself. Success to you, Octavius!

This change made a place for Arnold Klitzing of the Shipping Department as shortage clerk. It is important that orders go through the Shipping Department promptly and it is the job of this clerk to see that the shortage of an item or two on an order, whether it be large or small, does not delay shipment a moment longer than is absolutely necessary.

Burleigh Goes to Sarnia

For months past Mr. Burleigh has been standardizing the variety of jobs over which he had supervision so that they could run without him. The Cost Auditing is now in charge of Preston Ruthrauff who has been at this work somewhat over six years. When "Press" came to work on July 10, 1905, he started on a key lathe in the Brass Shop. When the Prentice automatic body facing machine was installed, he was the first operator and continued there until he was placed in the Cost Department. Meanwhile he had been studying accounting at home and at night school.

Miss Lao Chesebro has charge of the general factory accounting.

Richard Foster, who was the first statis-

tician under the new organization chart, has been placed in the Cost Accounting Department.

Harold Denhard is now acting as statistician. This work consists of assembling data on sales and production and churning it for the use of various executives. Such statistics are an important aid to the Company in governing the operations of the plant.

Henderson to Frisco

The genial Monty Henderson is to be transferred to the San Francisco branch as assistant to Mr. Leary. A more extended notice of this promotion appears elsewhere in these columns.

Antony Yonker succeeds Mr. Henderson as sales correspondent for the water works division. Tony began as office messenger in 1914. Soon afterward he was placed on the order register, and then in the Billing Department. Home study and correspondence courses have helped Tony move up.

Shirley Reynolds, who went from the Shipping Department to order drummer, has been made price checker in the Sales Department.

Leslie Johnson has recently been transferred from the Engineering Record Department to the Office as order drummer to succeed Reynolds.

Our picture includes Matt W. Trott, our new traffic man. Mr. Trott has had many years experience in transportation and traffic work, and is thoroughly familiar with the problems of traffic management.

In order to release Mr. Yonkers for the Sales Department Mr. Wacaser resumed his old position as head of the Billinig Department.

The recent resignation of Olga Funk has placed Ed. Scott upon the Claims desk again.

This long list of changes clearly shows that opportunity is knocking at the door of the man who is ready for his chance.



GETTING ON THE RIGHT SIDE

"If you want to get on the right side of the man who foots the payroll—get at the rear end of your job and push forward," says A. W. Shaw. "Exhaust the possibilities of your position. Don't exhaust your energy by thinking about things that ought to happen, but don't."

FROM THE FILER'S BENCH TO THE MANAGER'S DESK



We all know that Mr. Burleigh has had a hand in a good many plant activities. His promotion to the position of factory and office manager of the H. Mueller Mfg. Co., Ltd., at Sarnia, Ontario, had led the Record reporter to secure an interview with Mr. Burleigh, which he at length consented to give and his story illustrates the rise of a man who dug into whatever job he had and improved it. In the meantime he was learning something more than that particular job required, and of course, he was called on sooner or later to use his knowledge.

Before joining the Mueller organization on September 3, 1901, Mr. Burleigh had already had a somewhat varied career. It was the ambition of his youth to be a doctor, and he spent one year in Rush Medical College in Chicago. Later he took up pharmacy and for a year and a half was drug-gist in the Wabash hospital at Peru, Indiana. He was always interested in music, being both a singer and a mandolin player. He was a member of a quartette and traveled on a vaudeville circuit for about a year.

In 1896 he returned to Decatur and took a position with Linn & Scruggs Company. He was with them for five years as stock man and household furnishings salesman.

Begins at Mueller's

In the fall of 1901 Mr. Burleigh got a job of filing and fitting handles in the enameling department of the Mueller Factory under Fritz Voelcher, who was then foreman. His beginning rate was 10 cents an hour. About a month later he was put to filing castings in the Brass Shops under Frank Hubbard. Soon after he was given a drill press and later a facing lathe.

When the Night Shift was opened, April 16, 1902, Burleigh was one of the charter members. Barney Marty was foreman and Burleigh admits that Marty gave him a good workout in practical methods of getting production through the shops. Soon he became instructor for the drill presses, facing lathes, and later on monitors and reamers.

On the Night Shift

In 1903 he was made assistant foreman to Mr. Marty, which position he held until 1906. In those days there was not much record keeping in the shops, but all energy went to getting the goods through in short order. There was much rivalry between the Night and Day shifts in excelling in the amount of output.

The boys on the Night Shift were a friendly lot and had their own ways of having fun. There was a hot rivalry between two baseball teams, who played on

the diamond at the edge of town at Division and Monroe streets.

Some enterprising real estate man was opening up the Walnut Grove Addition for settlement and he offered to the boys on the Night Shift a lot and enough lumber to build a two-room house for \$190. A number of the men took up this proposition, among them Fred Rupp, L. W. Curtis, Otis Hoffheins, H. C. Camron, and others. On Saturday morning, the boys of the Night Shift would go out and work all that day and part of the next in putting up a house for one of their shop mates. A small "Muellerville" bid fair to become a suburb of Decatur.

The plumber's Convention of 1904 was held at St. Louis in connection with the World's Fair, the Mueller quartette in white suits made a hit. Burleigh and Heiby were members. The "Plumber's Trade Journal" and "Domestic Engineering" speak of the impression made by the quartette. One of them published their picture.

Begins to Work on Records

During this time Mr. Burleigh was taking an I. C. S. course in Shop Practice, and his work gave him ample opportunity to put his theories into practice.

In 1906 Mr. Burleigh was made assistant to Len Herman, who was superintendent of tools and machinery. Not long afterwards he became assistant to Henry Mueller and worked on testing and ordered all new plant equipment. Then he was placed in charge of all the plant records, out of which grew our modern system of engineering records. When this was well started he built up the foundry production system under the direction of Mr. Philip Mueller.

In 1909 the Company engaged Mr. F. L. Hewitt, an industrial engineer, who worked out a complete production and cost system. This was the Company's first definite step toward scientific management. For three years Mr. Burleigh was engaged in this work and became head of the Upkeep Stock Department. Out of this grew our Production Control Division.

When the New York Office was reorganized in 1912 Mr. Burleigh and Mr. Hewitt revised the accounting, stock-keeping, and shipping methods of the New York branch house.

Becomes Cost Accountant

In the meantime Mr. Burleigh was studying Cost Accounting with the LaSalle Extension University and in 1914 was placed in charge of the Cost Department. The Mueller Company was one of the first in the brass business to get its cost finding on a scientific basis. Our system attracted the attention of The National Brass Manufacturer's Association and Mr. Burleigh was made chairman of the Association's com-

mittee to standardize cost accounting methods. A considerable part of the year 1915 was spent on the road in this work.

When the Knoeppel engineers began their work of chartering the organization in 1920, Mr. Burleigh worked with them in co-ordinating the functions of the various departments, and in 1921 was made Betterment Supervisor. In this position he had general oversight of all the factors that entered into the matter of maintaining the system in all three factories.

The promotion to Factory and Office Manager of the Company's Canadian plant is only a logical step in the advancement of a man who has demonstrated his fitness to solve the problems of the business as they arose.

This story is told to show that there is opportunity at hand, and that a man may rise from the filer's bench to the manager's desk.



IF YOU WANT TO BE LOVED

Don't contradict people, even if you're sure you are right.

Don't underrate anything because you don't possess it.

Don't conclude that you have never had any opportunities in life.

Don't repeat gossip, even if it does interest a crowd.

Don't jeer at anybody's religious belief. Learn to attend to your own business—a very important point.

Do not try to be anything else but a gentleman or gentlewoman, and that means one who has consideration for the whole world, and whose life is governed by the Golden Rule, "Do unto others as you would be done by."

—The Sample Case

Betty and Don



Children of L. A. Montgomery, recently sent to New York as traveling representative of the Company.

BIG CHIEFS ABSENT

Some of the leading lights of the company have been absent during the past week or so, but the business goes on. That's the result of good organization.

Mr. Adolph Mueller was in New York and Philadelphia attending the annual gathering of the National Association of Manufacturers. From that meeting he went to Washington, D. C., to the national meeting of the Association of Commerce. He was accompanied by Mrs. Mueller.

Mr. Robert, accompanied by his wife, went to the National Association of Commerce, being a delegate from the local body. From there they went to New Haven, Conn. to visit their son Ebert, who is in Yale college. They also visited New York City and other points in the east.

J. W. Simpson and W. E. Mueller were in Philadelphia all week attending the annual convention of the American Water Works Association.

Robert H. Mueller was in Kansas City, attending the national convention of the Natural Gas Association.

W. R. Gustin was in Rochester, N. Y., where the National Association of Purchasing Agents held their convention, together with a big exhibition of manufactured products of all kinds.



WHAT ABOUT BUSINESS

Every day you hear the question asked:

"When will business start upward?"

Is business starting upward?

It all depends upon the business you are engaged in. Our business has started upward. That is the question of greatest importance to this organization. Some other lines may not have started as yet. That's because the rising tide has not reached them. But it will in good time.

No one part of the country can enjoy good times alone.

The other parts join in later on.

And no limited line of merchandising can have all the business.

Other lines are certain to set in at the feast—perhaps a little late—but they will get their share. Conditions govern the trend of business so that certain lines come first.

Such conditions may have had their influence on our line. But we know that the bulk of our business is due to the aggressive fight we have made in the past two years.

We have given more effort, more time, more planning, more advertising and more untiring work than ever before.

It is beginning to count. We feel that we have the ball moving in the right direction. Let's keep it rolling.

Over 40 Years Service



Tapping machine No. 83 of the first hundred made, was repaired recently in Department 30. It was sold over forty years ago and James Dorens & Sons, Whitehead, N. Y., sent it back to have it overhauled. Walter Screeton who has been working on tapping machines since 1887 soon put this machine in good order, and it is his opinion that it is good for another forty years of service.

A Mueller tapping machine is a good investment.

GOOD OLD EXERCISE

Walking, Always the Best, Especially Popular at This Time

There is no more healthful and exhilarating exercise than walking. And there is nothing that costs so little.

The following editorial from the Chicago Tribune gives some interesting food for thought:

This is walking weather. Not today, possibly—we do not pose as prophets—but as these lines are written, and certainly again tomorrow or next day, and the day after. Since we cannot all write spring poetry, or make a garden, or go fishing, or play baseball, we may well seek a spring activity in which we can engage. If we want to feel the sap stirring in our veins as it is stirring in the growing things about us, we should walk.

Walking is almost a lost art, an obsolete form of exercise. It is worthy of restoration. It has moved writers to philosophy and health for decades. "The sum of the whole thing is this," says Dickens. "Walk and be happy; walk and be healthy. 'The best of all ways to lengthen our days,' is not, as Thomas Moore has it, 'to steal a few hours from night, my love;' but, with leave be it spoken, to walk steadily and with a purpose. The wandering man knows of certain ancients, for gone in years, who have staved off infirmities and dissolution by earnest walking—hale fellows close upon eighty and

ninety, but brisk as boys."

"The art of walking is at once suggestive of the dignity of man," says Tuckerman. "Progressive motion alone implies power, but in almost every other instance it seems a power gained at the expense of self possession."

We have forgotten Hazlitt's exact words, but we can remember that he conceived of no more satisfactory situation than to have a winding road before him and two hours until dinner. Stevenson was another walker who sought health and found happiness on the open road.

It is a form of entertainment and profit open to every one, rich and poor, urban, suburban, and rural. The city man can walk to his work, or at least to a station two or three miles along the way to work. If he can detour through a park so much the better. If his mind is open, as well as his eyes and ears, as they should be when walking, he can get something out of the bird, and flower, and tree, yes, and human life, on the way which will clear his faculties for whatever tasks lie before him. If he hasn't time in the morning he can walk a few miles on the way home at night. He will sleep more soundly and arise more refreshed.

Automobiles normally are the curse of walkers. They lure us to sloth if they are at our service, and drive us to anger if, at the service of others, they make us dodge. But even they can be used to advantage if we will but cultivate the use of our legs. We may drive into the country of an evening or of a Sunday, but be reasonable about it. Do not drive all the time. Stop, lock up the car, and do a stretch on foot through the woods or along the shore. You will see things, and hear things, and enjoy things never seen, or heard, or enjoyed from the seat of a car.

There is new life and joy in walking. Instead of being looked upon with contempt from the lordly limousine the walker can properly look with contempt upon the slothful, lolling passengers. He has found something which they know not. The more he walks the more he will find. Those who make it a habit on these spring days will find undreamed of possibilities in life. Walk!

THREE BIG CONVENTIONS

During the week of May 15 there were three national gatherings at which our goods were displayed and which we had representatives. There were:

American Water Works Association—Philadelphia.

Purchasing Agents—Rochester, N. Y.

Natural Gas—Kansas City, Mo.

The next big gathering to engage our attention is that of the Master Plumbers who meet at Detroit on June 6.

The company will make a fine display of our goods.

West Side 100 Per Cent

When Grover Meadows of Department 24 joined the Aid Society the other day, he brought the membership on the west side up to 100 per cent.

APPEAL BOARD INAUGURATED

Chicago.—The Government is endeavoring through the agency of the U. S. Veterans' Bureau to give every consideration to each individual claim filed by an ex-service man or woman. In order to give every man the best chance possible for adjudication of his claim, the U. S. Veterans' Bureau has inaugurated a District Board of Appeals for each District in the country.

It has been found that many times when a case comes before the Bureau for an initial rating, the claimant has not forwarded sufficient evidence to substantiate his claim. The claim is, therefore, disallowed. Or perhaps the claim may be allowed but the amount of compensation given will not equal the sum of money to which the man is entitled because of his disabilities, this condition, of course, being caused by the fact that the man has not offered enough evidence as to the extent of his disability. This condition the Bureau has set out to remedy and the result is the establishment of the District Board of Appeals.

This Appeal Board is composed of three members appointed by the Director of the Bureau. One member representing the Medical Division, one the Legal Division and one the Rehabilitation or Training Division. A two-thirds or a majority vote is sufficient in determining the decisions of this Board. This body has jurisdiction to pass upon all appeal made either by the ex-service man (claimant), his duly authorized agent or the U. S. Veterans' Bureau on its own motion, on any question of claim for compensation, rehabilitation, hospitalization, or medical treatment under the laws, regulations and orders, under which the U. S. Veterans' Bureau operates, except claims for total permanent disability and those disciplinary cases handled by the Bureau of discipline.

Any claimant has the right to file his claim before this Board for review and further than this, claimants have the right to ask to appear personally before the Board in the interest of their claim. The general public is at all times welcome to attend any and all sessions of the Appeal Board.

Any communications regarding the appeal of a case should be addressed either to the District Office, 14 E. Congress St., Chicago, or to the nearest Sub-District Office throughout the states of Illinois, Michigan and Wisconsin.



A FOOL THERE WAS

"A fool is known by six things: Anger, without cause; speech, without profit; change, without progress; inquiry, without object; putting trust in a stranger, and mistaking foes for friends."—Arabian Proverbs.

Monty Henderson



The camera caught Monty Henderson a day or so before he left for California. Monty is now assistant manager of the San Francisco office, and it is quite likely that the California bug will sting him just as it did Leary, Jett, and Marker.

A RARE FIND

Mueller Machinist Runs Into an Up-to-Date Mechanical Farmer

While out driving in the old Stude Sunday afternoon I had an invitation to visit some old friends who were located on a new farm 23 miles northwest of Decatur.

On arriving I found that my friends had gone over to a neighboring farmer and seeing us go by called to us to come over, which we did.

We found a quaint old farm house, well kept and the grounds in A-1 condition. It was a beautiful place. The farmer residing there found out that I was from No. 30, at Muellers, and asked me to see his shop. We were shown into a small building. Everything was in its place. There were tools of every description but not of the up-to-date makes like us machinists are able to get today and they were not of the old clumsy type either, but of the type used about 15 years ago. In one corner was a large engine lathe. The motor for operating this lathe was a two cylinder engine from an old model Oldsmobile. In fact it was one of the first engines ever produced for the automobile. It sounded like a twentieth century model, though. Gears of different sizes hung on the wall and cutting tools of all sizes and shapes were

(Continued on page 15)

The Office Owl, Hoo! Hoo!

Draper: "You rummy, you can't do that. When you subtract one thing from another both must be of the same denomination. For instance, three apples from four apples, not three apples from four peaches."

Hawkins: "All right, old wisehead, I take three quarts of milk from four cows, just the same."

"Pome" By Clarence Henderson

There is a cat in our house,
And it is wondrous fat;
It don't have any kittens 'cause
It ain't that kind of cat.

You Tell 'em Merle, You Know

'Tis the last quart of liquor left standing
alone;
All its lonely companions have faded and
gone.
He saved it for illness, but gloom gathers
thick,
He eyes that last bottle and feels pretty
sick.

Isn't this Dick all over: "Since you have printed the above baby pictures in the Record and have called them the Little Acrons, I would like to have you make a correction in the title. In the next Record please reprint the pictures and call them the Big Nuts.—R. L. M."

Applicant: "Ya, I'll take the job," said the man looking for work. "What do you pay?"

Langdon: "We'll pay you what you're worth."

"Whathe'l d'you take me for?" demanded the applicant, "d'ye think I'd work for that?"

McKibben: "If I had my way I'd put sensible corsets on every woman in the country."

Merle: "Why, you little son-of-a-gun!"

Duffy: "Hey, what are you doing? Don't you see that sign, 'No Smoking?'"

Mr. Bassey: "Yes, but it does not say positively."

Vannie: "I never could see much in those crepe de chene dresses."

Secour: "No? Well, of course, you are a girl for one thing, and then perhaps you never looked at one in the right light."

S'Language

Bill: 'S'neagle!

Bert: 'S'not'neagle, s'nowl!

Jim: 'S'neither, 's'nostrich!

One day when Eve in joyful mirth
Perambulated upon this earth.
She gazed at Adam's scant array—
A fig leaf, one or two they say,
And said, as only woman can,
It's a good thing clothes don't make the
man.



HE WONDERED

I thank you for the flowers you sent, she
said.

And she smiled and blushed and dropped
her head:

"I'm sorry for the words I said last night;
You sending the flowers proved you were
right.

Forgive me John!"

He forgave her.

And as they walked and talked beneath the
bower,

He wondered who in the — had sent her
those flowers.



WEDDINGS

Johns-Oldham

Miss Vera Johns, clerk in the Brass Shops, and Clyde Oldham of the Foundry were married on the afternoon of Friday, May 12, at the court of Justice Noble. Mrs. Rost and Mrs. Bayly were present on the auspicious occasion. They will reside at 820 N. Monroe street.

Mr. and Mrs. Oldham went on a honeymoon trip to St. Louis, and they returned to work May 17.

Thus one more couple is added to the lengthening list of factory romances.

Storminger-Burch

Miss Victoria Storminger of Department 18 was married to Mr. William F. Burch on Saturday, April 22, at the St. James Rectory. They will reside at 235 W. North street.

Whitman-Pope

We are surprised to learn that Miss Helen Whitman of the Cost Department was secretly married in Bloomington on January 28, to Mr. Robert Pope.



SALESMEN'S MEETING

The annual meeting of our salesmen will be held the week beginning Monday, September 11.

It will close with the annual picnic at Fairview Park on Saturday, September 16.

The selection of this date for the picnic should be acceptable to all. Vacations will be over by that date and as a rule the weather at that time is delightful for an outing.

It's not too early to begin thinking about picnic plans.

HOW TO SUCCEED

Suggestions by Wm. C. Proctor, President
of the Company That Makes
Ivory Soap

Mr. Proctor stated in an interview published in the "American Magazine" some time ago, "As I have watched men who have won their way to leadership, I find that they have been aggressive, truthful, unselfish, and courageous, with the power of decision and determination to carry decision through. Lacking any of these, and especially the latter, a man's success is very doubtful; granted the five, it is assured."

Good health is essential to developing and maintaining these qualities.

Mr. Proctor states that the years from 20 to 25, or the first years out of school, are the most important in a man's life. This is the time for him to make an impression by effort, industry and intelligence.

"The first promotion that lifts a man from the crowd is the hardest to get, but once a workman has become a foreman or is given any position with authority over men, has has risen where he can be seen. He will be seen, for every employer in sweeping his organization with a spy-glass to seek out ability."

These statements by the executive head of a great industry emphasize once more the old truth that a man's opportunity consists chiefly in putting his best efforts and intelligence in making his job as efficient and useful as it is possible to make it.



SIX WONDERS?

A sales manager who doesn't think he pays the Old Man's salary.

A salesman who thinks that perhaps the quality of the goods may have something to do with his making those contracts.

A stenographer who knows punctuation and will look in a dictionary when she is uncertain about spelling.

A purchasing agent who doesn't think he does you a favor when he asks you to quote.

A new superintendent who will wait a week before installing a better system than his predecessor.

A boss who acts as if he wasn't.

—Elbert Hubbard.



Mr. Talltimber: "Just got a letter from my nephew, Homer. He's studyin' to be a veterinary surgeon."

His Wife: "I reckon he's aimin' to get a job in the Soldiers' Home, doctorin' veterans."—Selected.

Newly Weds



Mr. and Mrs. Clyde Oldham on their return from their wedding trip to St. Louis. Mrs. Oldham is the popular clerk in the Brass Shop. Clyde has made production records in the Foundry.

FOREMAN'S CLUB

The final meeting of the Foremen's Club until the fall was held on Monday night, May 22 with almost a full attendance. Just a few of the members were absent.

With the sounding of the five o'clock whistle the members of the club assembled in front of the factory where automobiles were waiting to drive them to the Lodge, which was reached in a few minutes, and within a short space of time two baseball nine captained by Duke Mueller and Roy Coffman were engaged in a hard battle on the diamond. The final score was 28 to 14 in favor of Duke's team.

Dinner was not served until 6:45 and the meal was up to the fine standard which Mrs. Hoy has established as a caterer. Following dinner, the business session of the club was held in the big room of the Lodge. The opening feature on the program was a surprise and we might add a treat to the members of the club. The unknown Arkansas Virtuoso, J. W. Wells, was announced as a violin soloist and his performance was listened to with rapt attention. He got the glad hand in his first two selections and responded with that famous classis "The Arkansas Traveler," to which many feet marked time and for which Mr. Wells received considerable of an ovation.

Mr. Langdon of the Personnel department presented an educational scheme for the coming fall and which consists of a course of elementary arithmetic for apprentices, a

Vict Storminger



This is Vict Storminger who was married recently to William F. Burtsch. Vict was too modest to let us have her wedding picture, so one of the "Kodak Katchers" snapped her coming from church. Vict was a popular member of this organization and her many factory friends and acquaintances are wishing her all kinds of good luck and happiness.

class in Economic Geography, and a repetition of the course in Foremanship.

Mr. Philip Mueller spoke on shop matters and other topics and Mr. Adolph Mueller, who has just returned from a visit to Philadelphia, New York and Washington, D. C., where he attended various meetings of National bodies, including the Association of Commerce at Washington, gave some of the details of his trip and spoke hopefully of the business outlook. The re-opening of business which generally begins with the east is not at this time confined to that particular locality. Great building operations are in progress throughout the country and this means the effect will be felt by this factory before many weeks. As a matter of fact it is already noticed. Mr. Adolph also spoke in approval of the school for apprentices. He said that he thought it was a duty of employers to do what they could do to assist boys compelled by circumstances to seek early employment to secure as much of a business education as possible.

The meeting held until nearly nine o'clock and was of such interest that the time passed very quickly.

There will be no further meetings of the Foremen's Club until September.



"Life is a mirror of king or slave,
Of just what you are, and do;
Then give to the world the best that you
have,
And the best will come back to you."

THE HOUSEHOLD BUDGET

Cecil Bass and Family Have Tried It and It Works Successfully

When the cave man wished to ascertain his wealth he counted up his bows, arrows, flints, skins, live stock, and other possessions so that he could compare his resources with those of other tribes. Later, by the same means, civilized nations sought to measure their resources and compare them with those of their neighbors.

The word budget, according to the dictionary, refers to a historic bag or sack in which were placed an inventory of resources of the British Empire and presented to the House of Commons as a basis for imperial finances. The system has been justified by its success. The same principles apply to financing the home.

The more experience we have with the budget system the more we learn of financial investments. If you do not believe it, try it. Give it a thorough test for three months by keeping an account of income and expenses. Find out where you spend money needlessly and correct yourself at that point. You cannot do so without the budget system.

The Family Budget

I would like to relate some of my own experiences with the family budget system. Some years ago I caught the fever of saving my money, just as man ymen and women who are starting to do today. I would save for awhile and then get careless again and forget all about the plan. Several times I did this with little or no results. At length I decided that I would give the budget system a fair and square trial. I had heard Mr. Adolph Mueller say that he had kept his personal accounts since childhood and that he had found that it was a good thing todo. So I determined to try it myself. I secured an inexpensive cash book and ruled each page into three columns for "money earned," "saved," and "spent." The first letter of each of the four words will give you my results. Mess! Why? Because I had not trained myself for saving and investing.

After some investigation to find a proper form of a budget system I caught the correct idea.

The Mueller Company systematizes the work in the shop in such a way for you that you have a standard to go by and will not only know the amount of work to be done

from day to day, but you will also know the amount of wages to be drawn for these services. For instance, if you are paid by the hour you will readily know just how much you will earn by the day, week, month and year, but fellow workers, do you know how much you are to save and spend during this time? That is the vital question. You say, "How do I know how much I am going to spend?" You will never know unless you keep a budget of your financial affairs. It is only from these that you will get your standard.

Save First

I will tell you of a good plan for a starter. We all want to save but most of us go at it backward. We spend our money first and then try to save what is left. The correct plan is to save a certain amount first, deposit it in the bank and then set your expenses accordingly to the balance. If this plan is followed to the letter, you will find that you will have some pin money left at the next pay day. Now the proper thing for one to do is to take this pin money that is left at the end of the week or month and deposit it along with the regular amount to be saved and apportion your expenses from the balance as in the first explanation. See the results. It will surprise you. Your savings power is taking root and if given life or if fed regularly by more savings it will last forever.

From the plan outlined above I have pulled myself out of a difficult place, and am able to have a Christmas Savings Club for my wife, baby and myself and make a regular deposit each week at the bank. Though they may seem small to me now, I am very much better off than I was before instituting the budget system.

To you married men with families who say, "It can't be done, talk is cheap," let me say that many of your fellow workers are doing it. These fellows are quietly getting ahead and time will prove that they are on the way to success. They may not be earning more right now, but they are saving. If you will let the little budget system be your banker you, too, will prosper. Try it and be convinced by your own success.

C. Cecil Bass, No. 20.



Employees' Aid Society Elects Trustees

The annual election of trustees of the Employees' Aid Society was held in the Mueller Club Room at noon on May 11. Roy Campbell and Harry Miller were unanimously re-elected for two years.



Chinaman: "You tell me where railroad depot?"

Citizen: "What's the matter, John, lost?"

Chinaman: "No. Me here. Depot lost."

—Baptist Boys and Girls.

The Hotel Olympian



Here is a picture of the Hotel Olympian at Olympia, Washington. Like many other good hotels on the Pacific coast it is equipped with Mueller Brass Goods. The Eckart Plumbing & Heating Co. were the contractors.

OUTLOOK IS GOOD

The sun is breaking through the clouds of business depression. There is much building now throughout the country. The April construction breaks all records:

Contracts awarded in 27 states:

Month of April, 1922—\$353,162,000.

Previous high record, July, 1919—\$317,698,000.

First four months, 1922—\$990,474,000.

First four months, 1921—\$599,213,000.

There is lots of work being done in Decatur. New buildings in course of construction are seen in all sections of the city. Every one of these should use Mueller goods.

A word at the right time, spoken by you, will help.



Concerning the last broadside, Tom Leary writes:

"We want to compliment you two on this last effort on sink combination window hangers. It is very practical in the demonstration in the use of our 3025 Sink Combination. It is well-balance in its make up and to complete this beautiful work of art, you have adopted a color that will appeal to everybody, particularly yours truly and the rest of the Irish.

"It is the most pronounced work of art we have seen since the 17th of March, and it is all right. It should bring in a big increase in business."



Wife: "But, my dear, you've forgotten again that to-day is my birthday."

Husband: "Er—listen, love. I know I forgot it, but there isn't a thing about you to remind me that you are a day older than you were a year ago."—London Opinion.

High School Visitors



Many classes from the public schools and the University visit the factory. Theses young ladies are some of Miss Giffin's students in Commercial Geography in the high school.

Department 18

Bentar (talking backwards): "Don't forget never to remember this."

John Cooley checks out this week to go back on his farm in Richland Co. John's quiet personality and droll wit have endeared him to us all. We'll miss him and we venture our brieflets wil lalso suffer.

Charlie Riley's wife was ill and Charlie missed one-half day of work. He has a wonderful record for attendance, and is always on time; never fails to ring in and has only been absent one and one-half days in the three years he has been here.

George Heflin, who has established a reputation for a weekly change of abode, failed to move last Saturday and as a consequence we have no new address to send to the employment office.

Everybody around here feels that Smith Corder should be presented with a mop and broom. He has more than his full share in giving this department a tidy appearance and a symbol of recognition is in order.

Won't someone keep Foster posted as to where Ed Harris hangs out at?

Paul, our golden throated tenor, is teaching —ohn-By-Golly how to sing "Over There."

Felix prides himself above all on getting things just right but once in a while his tongue slips and he has something backwards. He gave this item to the time-

keeper one morning: "Er, say, I started that two-inch Chicago job at 8:50 and got done at 7:30. Yeh, had twelve of 'em."

Harry Eller has composed an ode to Ben and Cherry. We've been thinking Harry was in love and now we know it.

They found Claudia furiously rummaging through the contents of Johnnie Bauer's junk can. Ask Claudia what she lost.

Artie Warren and Harry Koontz are a pair of novel rivals. They work side by side and have a small score board up before them. When a job is run the highest rate made per hour is posted on the board by the one doing the work. The next time this same job is run by the other operator, he tries to make the rate already established by his rival. If he succeeds or excels him, he posts his average above the rate previously made. The plan is a fine one, but we hope Artie doesn't get reckless and lose his reputation for being the most painstaking assembler in the department. It's an old saying in 18 when tearing down foundry defectives and a particularly good joint is found—"That's one of Artie's joints; you've got to break it to get it apart."

"No better 'n no worse," is John Hoot's set answer to each morning's greeting.

Lost—One Hank Fairchild, blond, height 5 feet, 10 inches, 146 avoirdupois, on the night of May 20. Paul offers liberal reward for any information as to whereabouts of said lost individual on this particular evening.

George White drops in regularly for weight and a hand-shake.

Emory Whitacre is holding protracted meetings in his end of the department with Billy Cantwell leading the devotions and Frank Orr evangelistic singer. John Trimmer is selling tickets for the performance and they may be had at 50 cents each.

Mr. Burk had our clock to run out of ink one evening. We call this taking a particularly mean advantage of a bunch of hungry men. Don't let it happen again Mr. Burk.

"Scrubby" Furry, (excitedly): "The score ie 3-1 in favor of nothing."

Vacation season is open. Percy Bail just

(Continued on page 13)

FINANCIAL STATEMENT
Of the Employees' Aid Society, April 18—
May 17, 1922

Bal. on hand April 18.....	\$396.71	
Receipts		
Co.'s contribution	\$ 50.00	
May Dues	391.85	441.85
		<hr/>
		\$835.56
Payments		
Federal Tax on Employees' Aid Society	\$221.78	
Benefits listed below.....	297.40	\$519.18
		<hr/>
Balance May 17, 1922....		\$319.38
Benefits Paid		
William Beckemier	\$ 3.33	
A. L. Gates	2.00	
Edward Kushmer	2.50	
Mrs. Ida Mason	11.37	
Aileen Gunther	9.00	
Philib Reab	9.70	
Ralph Scheibly	2.25	
Valentine Winter	42.00	
Roy Baker	10.00	
L. E. Runion	6.00	
Nic Sams	18.60	
J. W. Edwards	10.83	
J. N. Porter	6.00	
L. V. Crouch	37.50	
W. J. Kelly	21.37	
Charles Meador	17.50	
Herschel Majors	17.00	
Kelly Morgan	5.50	
Earl Banta	4.50	
Olan Henry	3.00	
Laz. Shorb	4.70	
Louis Rohr	28.75	
Jackson Ellis	15.00	
Stanley Smith	3.00	
Ralph Collins	6.00	
		<hr/>
		\$297.40

E. H. Langdon, Treas.

GOVERNMENT TAXES THE
EMPLOYEES' AID SOCIETY

The current statement of payments made by the Employees' Aid Society shows an item of \$221.78 federal taxes. On April 26 a pleasant gentleman representing the Internal Revenue Service of the Treasury Department called at the Employment Office and informed us that the Employees' Aid Society was subject to federal taxation and produced a copy of the statute said to cover our liability. He also informed us that the statute was repealed at the end of 1921, but that we would have to pay up until that time. He went over our records, figured awhile, and informed us that our taxes would be \$221.78.

The officers of the Aid Society took the matter up with the Revenue Office and sought the advice of Attorney Webber, but

there was no way out but to pay the tax.

We had no means of knowing that we were liable under this law and it seems that the Internal Revenue Department itself had not regarded employees' sick benefit societies, like our own, as liable. A test case was made of the society of Swift & Company of Chicago and decided in favor of the tax. Then Deputy Collectors were sent out to collect the tax from others.

We submit these facts to the membership of our society without comment on the justice of it.

The Trustees.



DEPT. 18 (Continued from Page 12)

returned from a week spent at his home in St. Elmo. J. A. Parker left this week for an extended visit with his son in Florida.

Ray (over telephone): "Le' me speak to Probst."

Bentar: "Probst's dead—anything I can do for you?"

Ray: "Yeh, bury him, please."

Shorty Williams is advertising for a competent chaffuer. He must be able to go throughm a gate and out of a yard without turning Shorty's hen-house over.

Mabel McClimans substituted for Victoria during her vacation from the box making department. Upon her return Mrs. McClimans began work in No. 7.

Cop, to Red Whiteside, for exceeding the speed limits to Maroa: "You're fined, sir."

Red: "What's the big idea? Ain't there a sign up here that says "fine for speeding?"

Watchman Jack is busy watering flower beds and watching for our badges.

Benta (to someone asking for Bill Atkinson): "Bill's out just now and there's nobody else here."

John Cooley (later): "That was sure a dead give away, Ben. Now we know there's no one at home."

Sam Walters is anxious to find a reliable place to deal in haberdashery. He got a tie twenty years ago and it's no good. He paid two-bits for it, too. The merchant who cheated him thus has gone beyond, and Sam fears he can't get his ill-spent money back, but he hopes to strike a better bargain this time.

Wanted—An appropriate name for Foster's "Big Bertha." It confuses our truck-dispatcher.

And This Was Bill



Here is Bill Busby, an assembler in the ground key department, when he was a very small boy.

We are all glad to have Pat Cullen back again. He is gradually regaining his health and strength. He is helping Red Whiteside assemble porcelain handles.

Why wouldn't some one tell Rose that her nose was yellow?

Percy is very anxious for Hank's welfare in the face of John Cooley's departure. He is making up a good reading course headed by such books as Pilgrims Progress, Gibbon's Ancient Rome, and The House of Seven Gables, which he hopes will be helpful in making a good man of Hank.

Shorty has purchased a pair of overalls much too long for him in the legs. "This," says Shorty, "is to provide enough material for all necessary future patching." We think this a very good suggestion and pass it on to others who may be in need of new overalls soon.

Harry Eller is thinking some of marrying into the grocery business. We wonder how Harry will look selling potatoes and measuring out sugar.

Again the Brieflets apologize. We said last month that we had erred the month before last in the matter of Ben's hair-cuts. Instead of reading he had had no hair-cut and before, one hair cut, it should have read he had had two hair-cuts.

Brass Chips

Walter Grant is the new bell hop in Department 8.

Jacob Stark, who served as day watchman and truck dispatcher for a time, has been transferred to the Shipping Department. He is succeeded by John D. Owen.

Kenneth White, who has been acting as time clerk in Department 30, gave up his position on account of poor health and has moved to Danville, Illinois. Cecil Bass has taken over his work.

The Metal Storage Department, which occupies the first floor east of College street is now known as Department 3.

L. A. Wright, who had charge of the Foundry store room, went on the road as salesman early in May. The store room is now in charge of John Faith.

Mrs. Charles E. Reinhardt reports that Charles is making some improvement. He is interested in his friends and in the doings of the plant. A letter addressed to him in care of the State Hospital at Jacksonville, Ill., would be gladly received.

H. C. Deterding spent a day in the chemical laboratories at the University of Illinois recently.

W. R. Gustin has made his annual visit to New York, but we have not the graphic pen of Henry Plate to portray his adventures there.

A force of six clerks were busy for several days in the Advertising Department mailing out the broadside that announced to 20,000 plumbers that the Mueller Mfg. Co. would have a full page advertisement in the Saturday Evening Post of May 20, setting forth the merits of the Mueller Sink Combination.

J. M. Wilkins and Roy Whitehead now have a neat little office next to the hydraulic laboratory.

Louis Rohr was laid up for ten days with an injured finger.

W. J. Kelley of the Paymaster's Office is back on the job after an absence of several weeks.

Nic Sams of the Night Shift returned to work May 15 after an absence of several months.

John Henry Tarr



The interesting little son of Mr. and Mrs. Ben Tarr

Several classes in commercial subjects of the High School and the University have visited the plant recently.

E. H. Langdon talked on "Industrial Relations" before the Economics class in the High School.

J. M. ("Red") Porter has gone to live in Texas. He went for a change of climate.

Cecil Golladay of Department 57 has gone to Detroit, Mich., to attend an automobile school.

Valentine Winters of the Night Shift has returned to Moweaqua to live.

John Albrecht, tool designer in Department 50, has taken a position in Minneapolis, Minn.

Pat Cullen returned to work last week after a prolonged absence.

Harold Ryder has taken a position in Department 50 as a draftsman.

William S. Enloe is a new man in the Production Control Department.

Warren Frantz and Von S. LeHew have been added to the Night Shift recently.

William J. Dancey has taken a position in the Cost Department. He is the husband of Mildred Nichols, who formerly worked in this Department.

Mrs. Mary Judge is visiting relatives in Decatur. She was known as "Billy" Van Meter when she worked in the Advertising Department.

Mrs. Mabel McClimans is now working in the Brass Shops.

Phil Ferry, brother of Bill, is the new helper in the Blacksmith Shop.

Marshall Hobbs has organized a Mueller baseball team, which has entered the Commercial League. The team has our good wishes.

Henry Gilbert of the Core Department was absent for several days in May due to the death of his father at Gibson City, Ill.

It is reported that Lloyd Flanders of the Core Department has a new Palm Beach suit, straw hat, and fancy hose. In the spring a young man's fancy lightly turns to raiment fine.

Some of the boys are wondering why Charles Armstrong waits for a place at the long table at the Cozy Corner Inn.



(Continued from page 7)

neatly arranged on a cabinet nearby.

This farmer was one of the first men to invent a certain type of governor for a tractor, one of which Henry Ford adopted a few years ago. He has a Ford car—one of the first ever made and experiments on it.

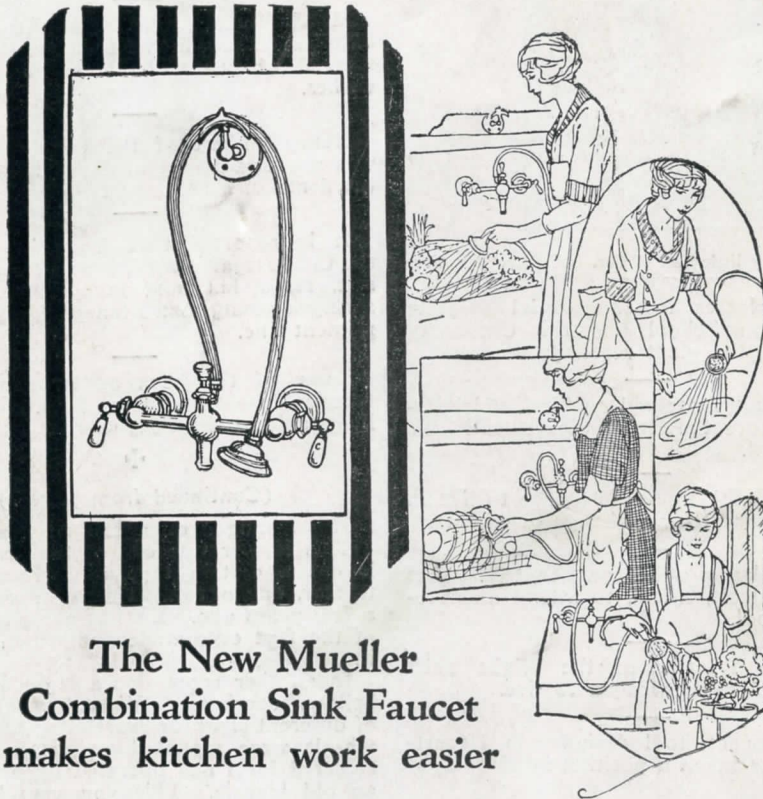
In another room was a large forge with bellows overhead. We saw emery wheels of different sizes for sharpening tools. These wheels were mounted on a specially constructed form and operated by pedals from an old bicycle. This you may have seen before, but it also had different levers to throw each wheel out of gear thus enabling more foot power to be applied to the wheel to be used.

We also saw a partly constructed wireless outfit, musical instruments of a delicate nature being repaired, a clock that was many years old. Of course we have clocks today, but this clock, old as it was, was right on the dot with my watch which is also run on Mueller's schedule.

Being there only a short time I did not get to see all that there was to see in the shop, but the point is this. One rarely finds an equipment of this kind outside of an up-to-date machine shop, and used by a holder of several inventions such as this man has produced from his little shop.

This advertisement appeared in 32 of the largest papers in the United States on Sunday, May 21st following the advertisement in the Saturday Evening Post of May 20th

Advertising Our Combination Sink Faucet



The New Mueller Combination Sink Faucet makes kitchen work easier

IT GIVES you all the advantages of the old-style faucet—plus a score of new time-saving and labor-saving uses, as illustrated above. It saves the hands from doing the rough work. It lessens the kitchen drudgery.

With it you can draw hot, cold or tempered water for any need, from either the spout or spray—without a minute's delay.

You can wash fresh vegetables quickly and thoroughly—water and spray your plants—scald greasy utensils—easily wash and rinse the dishes—and keep the sink spotlessly clean. The Mueller Combination Sink Faucet will last a lifetime and can be quickly installed on any sink. Price, \$15.

It pays to specify Mueller Faucets whenever you build or repair. They have successfully stood every known test for over three generations.