

# The Mueller Record

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## ANNUAL MEETING

The company has decided on the preliminary plans for the annual meeting of the salesmen. All the New York and Decatur territory men will attend. Mr. Leary only will be here from the coast and Mr. Oscar from Sarnia. It is probable that upon their return home they will have meetings at headquarters with the salesmen in their territories.

The meeting in Decatur will begin at 8 o'clock Monday morning, December 28th, and will close at 9 p. m. Saturday, January 2nd. The detail of the program is yet to be determined. In general it will be similar to the plan of previous years, but we hope to make it more interesting and more profitable.

We expect each salesman and each person who will take part in the meeting to give serious thought to the subject. Come prepared to contribute something that will be of benefit to the business in the year to come. If you can't do this, come prepared to absorb the good things of the meeting which may prove of benefit to you. Do not come feeling that you are here for a holiday. You are not. You are here for a week of work. We are satisfied that every man of you will go back to the road better equipped for work if you give this meeting the thought and attention it is entitled to.

In this connection we call your attention to one fact. You know it already but we wish to remind you of it. This has not been a good year. The business has not measured as high as it should. The expense of doing business has been just as great. The expense of holding this meeting is a heavy one. The only possible return this company can realize from it is through the benefit to you. We feel therefore that every salesman should come into the meeting determined to get some good from it and to give some good to it.

We want to make this the best meeting we have ever had. To do that we expect the individual co-operation of the salesmen. We not only expect it but we insist upon having it.

Kindly bear this in mind.



## AMERICA'S OPPORTUNITY

### An Optimistic Outlet for the Future—Business Revival Sure.

Our opportunity is at hand. America is pretty nearly self-sufficient already. From the vortex of war now raging in Europe there will spring a new America. We must realize the fact and look beyond the clouded present to the beckoning future. If we do not we shall fail to grasp the opportunity. In this and the following strain the publishers of "Everybody's" give an open letter to the public, a letter full of encouragement, optimism and good sound sense.

"Of the small fraction that has been imported, nearly every particle of it can be replaced by American invention and skill.

"The raw material dye stuffs and chemicals, the fabrics and compositions, the tools and machines, which are now brought from abroad, offer a new field for American ingenuity and device. Some of the substitutes we shall make will be better than the importations. If in some cases we can't devise an exact or better substitute, we shall hit upon new methods to get at the same end by different materials.

"And American skill and enterprise will come up to the call—quickly and sweepingly. We shall presently see here such a seething of Applied Brains that we won't recognize ourselves. It will mean the new America of Self-Sufficiency, which we had dreamed of but had feared might never come.

"Then think of the outside world that will presently call upon us for our products.

"We have already begun to realize that

in a few months both South and Central America will be imploring the United States to sell them nearly everything which Europe had hitherto supplied. To this will be added a new demand from Asia and Africa for many things which Europe can no longer send.

"That instant call will start our factories to full time, our railroads to crowded tracks, our jobbers to fullest sales forces, our unemployed to work, and our money into circulation.

"Next, think of the still greater market of Europe itself when peace is restored; Europe with her shattered industrial and commercial life!

"Calculate how stupendous the losses in Europe which will have to be replaced from some quarter.

"When San Francisco burned down you recall the perceptible stimulus to the nation's employment in building a new city from the ruins?

"Ten thousand times greater will be the call on America to replace the railroads, the bridges, the buildings, the clothing, the necessities of life, which are being and will be destroyed.

"How many years will it take Europe to again supply herself with the materials of civilization?

"The United States will have to do it.

"Fellow business men, try to comprehend what this responsibility for supplying the world lays upon our shoulders.

American business can't escape this responsibility any more than the European reservist could escape his call to the colors.

"But where a 'call to the colors' meant death and ruin, our call to supply the world means business prosperity beyond all dreams.

"It means mills going day and night.

"It means our mines turning themselves inside out.

"It means railroads bending under their loads.

"It means a job for every man who will work—the jobs seeking the men.

"It means the balance of trade in our favor, our financial credits supreme in all parts of the world, enough wealth produced to make money plenty and easy for every enterprise.

"After a brief and trying few months of

adjustment to these new conditions, this is the new prosperity which our new duties will force upon us.

"What, then, is the first duty?

"To keep stout of heart. To believe that not harm nor poverty, but the greatest opportunity of our lives is daily drawing nearer to us.

"All since August 1st.

"But before January 1st the new day of enlargement will be evident to the timidest faint heart.

"What is the next duty?

"To keep business up to its mark. During these few days of waiting for the necessary adjustment of the new conditions, now, don't let business thin down to a skeleton.

"We can't afford to let the clock run down.

"If we draw in too much now, we will be in no condition to seize the big chance when it arrives.

"If timidity makes us neglect the regular American trade which is at our doors now, we won't be in a position to cash in on the bigger trade that the impending prosperity will bring along.

"But the stouter-hearted competitors will.

"Keep up the organization that has cost so much to build. Make every salesman and every person connected with it a preacher of prosperity.

Competitors are watching to see if we are going to pull down the blinds. If we do **it is their chance.**

Don't go hiding.

"Say 'I'm here' louder than ever."



## GOOD YEAR

The New York Office has had a good year on Meter Testers. Mr. Fairfield has just sold a complete outfit to the Middletown Water Works at Middletown, Conn.

This makes the seventeenth outfit sold during the present year.



"Here, cabby, you haven't given me enough change"

"Well, Mister, you can't expect to hire a hoss and kerridge an' a expert accountant for fifty cents a mile."—Life.

## DECATUR ORDERS

From Thomas Canary for Stock Yards Hotel, Cincinnati, Ohio, 31 D-11902 Hot; 31 D-11902 Cold; 60 D-8194 N. P.; 58 D-8193 N. P.

From H. F. Clark for A. Schmitt & Sons Co., for 60 D-12902 S. C. Basin Cocks, to be used in addition to American Trust Bldg., Evansville, Indiana.

From Liebig & Wielt, Mt. Vernon, Ill., for the Post Office at that place, 3 4" D-25315; 5 3" D-25315.

From W. T. Delahunty, Decatur, Ill., for 72 D-12902; 72 D-9045 for the St. Nicholas Hotel, this city.

From Rundle-Spence Mfg. Co., for the Asylum for Criminals, Waupun, Wis., 8 D-12902; 4 D-8431.

From J. F. Corrigan for the Sanitary Cow Barn, Crescent, Mo., for — D-12802.

From Springfield Plbg. Co., for Keet Office Building, Springfield, Mo., for 160 D-11909.

From C. B. Haines & Co., Indianapolis, Ind., for the Claypool Barber Shop, for 1 D-11901; 1 D-11990; 2 D-11980.

From W. T. Delahunty for the Powers job, Decatur, Ill., for 226 D-12902.

From J. P. Quigley, Galesburg, Ill., for Hotel Custer, 48 D-11901.



## NEW YORK ORDERS

From G. A. Caldwell for the residence of Mr. Rice of the firm of Parker, Thomas & Rice, Architects, Boston, Mass., 6 D-9021 N. P.; 6 D-9022 N. P.; 6 D-9023 N. P.; 8 D-8917 Fin.; 2 D-8918 Fin.; 1 D-13160; 1 3/4" same; 1 D-14401 1"; 1 3/4" same.

Through G. A. Caldwell, from Shawmut Co., of Boston, Mass., for the Massachusetts Institute of Technology; 364 D-12902 S. C. Basin Cocks, Hot and Cold; 364 D-25007 Supplies furnished with 1/4"x1/2" D-25098; 181 1/2" N. P. "P" Trap. This matter has been hanging fire for over two years and through the work of Mr. Caldwell our work was specified. Stone & Webster are the contractors. Hollis French & Allen Hubbard, Consulting Engineers, and G. E. Libbey, Architect.

Through R. A. Poole, Jr., from W. Chapman, Miami, Fla., for 12 D-8346 Bath

Cocks; 12 D-25112 Waste and Overflows; 24 D-11902 S. C. Basin Cocks, Hot and Cold. This material is to be used in the Waddell Apartments. Mr. Poole also secured an order for a similar quantity of goods to be used in the Wofford Apartments in Miami, Fla. Architect for both these jobs is James Olmstead, of Miami, and the plumber W. Chapman.

Through R. A. Poole, Jr., for the Seminole Hotel, West Palm Beach, Fla., 100 D-11901, S. C. Basin Cocks. Architect Geo. L. Pfeiffer; Plumbing Contractors, Sass & Almegood.

Through R. A. Poole from Rothar & Co., Miami, Fla., for 24 D-11901 S. C. Basin Cocks to be installed in the school at Lemon City, Fla. G. A. Pfeiffer, Architect.



## SAN FRANCISCO ORDERS

Through C. J. G. Haas, from Rautman Plbg. & Htg. Co., Seattle, Wash., for Yesler Estate Bldg., 25 3/8" D-8193 N. P.; 12 D-8193 1/2" N. P.; 300 3/8" D-8194 Angle Stops; 304 D-8303 Comb. Basin Cocks. Architect, A. Wickersham.

Through C. J. G. Haas for Miller Bldg., Seattle, 30 D-11902 S. C. Basin Cocks; 30 D-8194 Angle Stops.

From J. Looney, for Central Fire House, San Francisco; 8 D-12902 S. C. Basin Cocks; 12 5/8" D-8232 Hose Bibbs.

From N. O. Nelson Mfg. Co., for the City Auditorium, San Francisco, 20 D-11911 S. C. Drinking Faucets.

From B. H. Shaw for Commercial Bank Bldg., Stockton, Cal., 83 D-11901 Basin Cocks.

Through C. J. G. Haas, from Coeur D'Alene Plbg. & Htg. Co., Wallace, Idaho, for Rooming House in that city, 28 D-11908 Basin Cocks; 28 D-8662 Angle Stops.

Through Mr. Leary for the R. W. Kinney Co., on Hude & Greenwich job, San Francisco, for 26 D-9497 Rapidac Bath Cocks. Plumber, H. J. Perrazi.

From the R. W. Kinney Co., for Realty & Rebuilding Co., San Francisco, 100 D-9497 N. P. Rapidac Bath Cocks. Plumber, S. W. Band.



He who opens his mouth too much may have to close it for repairs.—Desert News.

### SARNIA ORDERS

For St. Boniface Hospital: 1 1½" D-13160 Steam Regulator and - 1½" D-14410 Strainer; 2 1" D-13160 Regulators and 2 1" D-14410 Strainers.

From Ottawa Gas Co., Ottawa, Ont., be installed in the Wellsboro Apartments, 25 D-25510 Ball Cocks complete.

From Ottawa Gas Co., Attawa, Ont., 1300 ¾" D-15793 Socket Head Lock Wing Gas Cocks.



### PRINTED IN PORTUGUESE

Last May Mr. Adolph made an address before the California Master Plumbers. It has been quite extensively noticed in both the English and the Spanish trade press.

Recently a clipping concerning this address was received, and while it was evident that it was not English there was some doubt as to what it really was. The clipping was sent to Millikin University for translation and from the teachers there it was learned that it was an extract from a Portuguese paper. The article referred to the main thoughts advanced by Mr. Adolph. The address was along the line of good workmanship and good material—a quality talk in fact.



### LETTER FROM MRS. ROWLEY

"To the '49 Club:

"Dear Friends: Allow me to thank you kindly for the beautiful resolutions sent to me.

"They are indeed true and fitting tributes to David and I shall always keep them as a memorial from his friends, the '49 Club.

"I also greatly appreciate the expression of brotherly friendship extended to me.

"Yours sincerely,

"MARGARET ROWLEY."

Nov. 1, 1914.



### CHANGE OF ADDRESS

Frank L. Hays, Jr., has changed his residence in Oklahoma City. He now lives at 916½ West 21st street. His telephone number remains the same.

H. G. Miller's present address is the Page Hotel, Denver, Colo.

### GOOD EVIDENCE OF QUALITY

Here is good evidence of the quality of the Mueller product.

May 20, 1912, the New York office shipped a ¾" Combined Drill Reamer and Tap to the Potsdam, New York Water Works.

Under date of November 4, 1914, the New York office received the following letter in relation to this drill:

"I bought of your company three years ago, one of your No. 12 outside tapping machines and have tapped 1200 holes with one drill and tap combined, and would recommend it to anyone laying new pipe.

(signed) G. A. LITTELL, Supt.

P. S.—I would like to send you this drill in exchange for a new one, and have this one turned over to Mr. Hastings to show what has been done with one drill and tap. None of the threads are broken: some drill."

The big idea behind the quality of our goods is service—that's what we want—it's what we must have—every employe must keep that fact in mind.



### NOTIONS OR EXACT KNOWLEDGE

The Trenton Potteries Company recently took a straw vote among plumbers and architects to establish a "standard height" for kitchen sinks. There had been a "standard height" for a long time, established by precedent somewhere in the dark ages, but the increasing number of orders for special fittings raised the suspicion that perhaps it wasn't quite so "standard" as it might be. Just because "everybody" was setting sinks 30 inches from the floor—with a few hundred exceptions who were willing to wait to get special sized fittings—didn't seem to prove that 30 inches was necessarily right. So the vote was taken, and indicated a preference for 34 inches.—Printer's Ink.



### PUTTING IT UP TO HIM

Daddy—"No, yer mother never dressed the way you girls do today to catch a husband."

Darghter—"Yes, but look at what she got."