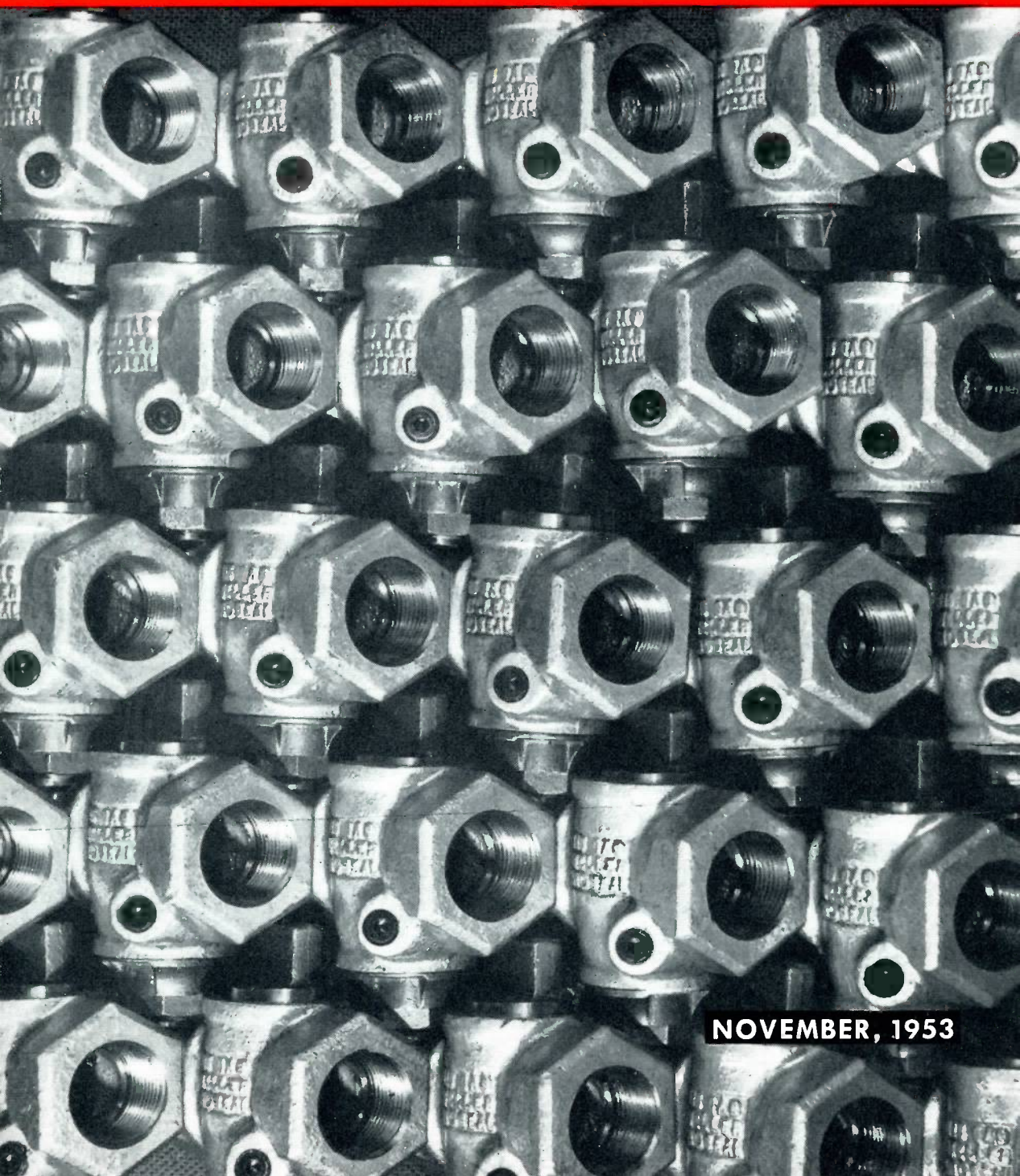
MUELLER RECORD



NOVEMBER, 1953

The LubOseal Story

No Matter What the Source May Be, A New Product Begins in Development Engineering

A product may have one of many sources. The Development Engineering Division may conceive an idea for a new product or find the solution to an existing problem. Often, the Sales Division will learn of a customer's need, and since that need may be the need of many, this may be the beginning of a new product.

Sometimes a customer in the water or gas field realizes his needs can be filled only with the creation of a new product. He may submit his idea to our company and ask that it be studied for possibilities. In a few cases, we receive ideas from inventors who have no connection with Mueller Co. They bring their ideas to our company with the hope that the

Following conception of any new product idea comes the draft board stage. Walter Bowan, left, and Fred Tratzik, engineers in our Development Engineering Department, study early drawings of the LubOseal stop. These men did considerable research, testing and drawing while the product remained in the Development Engineering stage.

Below, the Development Engineering Committee studies samples of the LubOseal stop. Committee members are, from the left, Frank H. Mueller, engineering vice president; Robert H. Morris, general sales vice president, committee chairman; and R. K. Levey, general sales assistant vice president. C. W. Doherty is committee secretary. It is the committee's responsibility to decide if a new product idea has commercial possibilities and if our company is to manufacture the product.

ideas may result in products suitable for manufacture.

There are other sources, but regardless of the source, the idea invariably goes to Development Engineering. There, the idea is studied carefully. If it proves to be valueless, or for some reason it cannot be used by our company, then it goes no farther than Development Engineering. Many ideas, however, are developed into successful products. Such a product is the Mueller LubOseal Gas Meter Stop. (LubOseal is a registered trademark of the Mueller Co.)

The LubOseal stop had a somewhat round-about origin in that its beginning can be credited to Development Engineering, the Sales Division, and to the growing need for a gas meter stop incorporating design features unknown in stops being manufactured at that time.

One of the first steps toward creation of the LubOseal stop was made when customers requested that we seek some means to prevent home-owners from the dangers resulting from tampering with ground key stops. Persons not familiar

with the operation of the ground key stop often damaged the stop when attempting to operate it. In many instances small leaks resulted from incorrect operation.

The Sales Division told Development Engineering of this situation, and the result was the creation of the very effective Tamper-Proof stop. This stop does a creditable job for the gas industry and remains one of our popular products.

However, Frank H. Mueller, engineering vice president, believed there was room for improvement in the Tamper-Proof stop. The change-over of gas distribution systems to natural gas at higher pressure meant there would be a possibility of dangerous pressure on the meter and household appliances in the event of failure of the pressure reducing valve. Higher pressure, Mr. Mueller realized, not only could create a dangerous situation which was not possible under low pressure, but it also reduced the time in which the situation can be brought under control.

Engineer Wallace Gould intently observes the LubOseal stop while it undergoes severe testing. Gould did a major share of test work on the stop and made several suggestions which improved the new product. He learned that the LubOseal stop remained in practically the same condition after 1,000 operations.

Estimating the cost of manufacturing the LubOseal stop was a duty that brought the Cost Department on the scene shortly after Development Engineering completed final drawings and gathered preliminary cost estimates. Studying Development Engineering drawings while preparing to estimate costs are, left to right, Bill Mueller, cost supervisor; Wayne Heyer, assistant plant controller, and Earl Harris, cost estimator.

With high distribution pressures becoming more common, he reasoned that, although most new stops would hold any distribution pressure in use, the stops must maintain their original holding qualities much better than in former years. In addition, they should be provided with a simple means of restoring their original holding qualities.

It was this intimate knowledge of the gas industry that led our engineering vice president to develop the idea of the LubOseal stop.

The "O" ring, which found its first great application in the hydraulic systems of airplanes during World War II and has since proved its effectiveness in many commercial products, was seen by Mr. Mueller as a possible means of sealing the top and bottom of the Tamper-Proof stop, thereby preventing a leak.

He called in Fred Tratzik, engineer in Development Engineering, and told Fred about his idea. He asked him to make a few experimental drawings using the "O" ring in the top and bottom of the Tamper-Proof stop.

Fred made several drawings, but these first efforts did not attain the desired goal. Development Engineering had set up six requirements for what they considered a perfect meter stop. These six points were kept constantly in mind during the experimental stage.

After a few experimental drawings were made, Mr. Mueller recalled his earlier thinking. If a means existed to restore the stop's original holding qualities, several problems would be solved. He knew of one possibility, that of using lubrication in the stop. This idea was not new and had been used before by our company, much the same as "O" rings had been used in commercial products following World War II. If there was some means of combining the lubrication method and the "O" rings in the Tamper-Proof stop, Mr. Mueller thought he might have the answer.

Again Fred Tratzik was briefed on the new idea. He started over, this time

Leaders in Tooling Engineering study a LubOseal stop sample while estimating the cost of manufacturing tools and equipment that were needed to produce the new product. They are, left to right, R. K. Duncan, in charge of the department; Ted Suhomski, operations clerk; Earl Collins, machine designer; Dean Grant, tool designer, and Carl Hill, tool room foreman.

A sales representative of one of the many Mueller Co. suppliers talks to Ray Kileen, purchasing agent, regarding purchased materials for the LubOseal stop. The Purchasing Department must estimate the cost of purchased parts needed for any new product, and after authorization is given, actually purchase the material.

Ollie Fortschneider, left, Pattern Shop foreman, and Harold Snyder study Development Engineering drawings while preparing cost estimates of foundry equipment needed to manufacture the LubOseal stop.

Our Management Committee which reviews costs and production data on all new product ideas before the product is placed in production talks over plans to produce the LubOseal stop. Committee members, left to right, are Albert G. Webber, Jr., president and treasurer; W. H. Hipsher, executive vice president, and Leo Wiant, administrative vice president.

with the combined lubrication and "O" ring idea in mind. As every Mueller Co. employee knows, this combination was successful.

Meanwhile, Development Engineering was sharing its newest idea with the Sales Department, standard procedure for any new product. The Development Engineering Committee, consisting of Robert H. Morris, general sales vice president, chairman; Frank H. Mueller, engineering vice president; and R. K. Levey, general sales assistant vice president, discussed the possible manufacture of the LubOseal stop. C. W. (Bill) Doherty is the committee secretary.

Once the committee decided the product had commercial possibilities, steps were taken to learn if we were infringing another person or company and if the product had patent possibilities. This information was given us after careful research by our patent attorneys, Cushman, Darby and Cushman, in Washington, D. C.

One of Bill Doherty's duties is to correspond with our patent attorneys regarding new products. Our attorneys answered that we were free to manufacture the LubOseal stop, and that in their

The Manufacturing Committee discusses plans to produce the LubOseal stop. This committee studied means of attaining the best production method at the most economical cost. Members are, left to right, Alan Maurer, industrial engineer; Charles Moore, Standards engineer; Robert Tauber, senior Methods engineer; F. C. Hackman, manufacturing engineer; C. C. Roarick, vice president in charge of Decatur factories; R. K. Duncan, tool engineer; Frank H. Mueller, engineering vice president, and Melvin Chaney, plant engineer. Not present when the photo was made is Earl Lowe, product specification engineer.

Three members of the Products Engineering Department look over final drawings of the LubOseal stop. They are, left to right, Paul Ammann, product design engineer; Harland Himstead, head record clerk, and Don Ferry, head products draftsman. It is the department's responsibility to make final drawings, keep permanent records and instigate the ordering of all purchased material needed for production of the product.

opinion the product had patent possibilities. We received a patent for the LubOseal on September 29, 1953, two years after application was made. Oddly enough, the LubOseal stop is covered by two patents. Our Tamper-Proof stop has a patent, and since the LubOseal stop uses part of the Tamper-Proof features, two patents cover the stop.

However, we are getting ahead of the story. During the experimental stage, two more engineers were brought into the picture. They are Walter Bowan, who did considerable research and testing, and Wallace Gould, who spent many hours testing the stop, noting any weak points and making suggestions for improvements.

Final experimental drawings were used to make test samples. Samples were placed under extreme tests by Bowen and Gould. On actual tests, a number of LubOseal stops were in practically their same condition after 1,000 operations.

Once the experimental and testing stage had been completed, Development Engineering compiled data needed to manufacture the LubOseal stop. Facts given to the Cost Department were gathered from Tool Engineering, Foundry Engineering, Products Engineering, Manufacturing Engineering, and the Purchasing Department after many conferences.

Cost Department

Development Engineering bowed out of the picture temporarily at this point and a number of General and Adminis-

Earl Lowe, product specification engineer, discusses in a telephone conversation with the Sales Department the selecting of a new catalog number for the LubOseal stop. This was one of many jobs handled by Lowe, head of Products Engineering.

trative departments made estimates for the cost of manufacturing the LubOseal stop. Foremost among these was the Cost Department which had the responsibility of making final estimates for the total cost of production.

The Cost Department, in the case of every new product, wants to know five general things before making the estimate. They are:

1. What is the cost of purchased parts and materials to manufacture this product? This information is received from the Purchasing Department.

2. What is the cost of labor? This estimate is made by the Cost Department from production records already on file.

3. What tools and new machinery will be needed and what will be the cost of these operations? The Tooling Department has the joint responsibility of estimating the cost of new tools and machinery needed to manufacture a new product. They also must know what tools are available for making the new product.

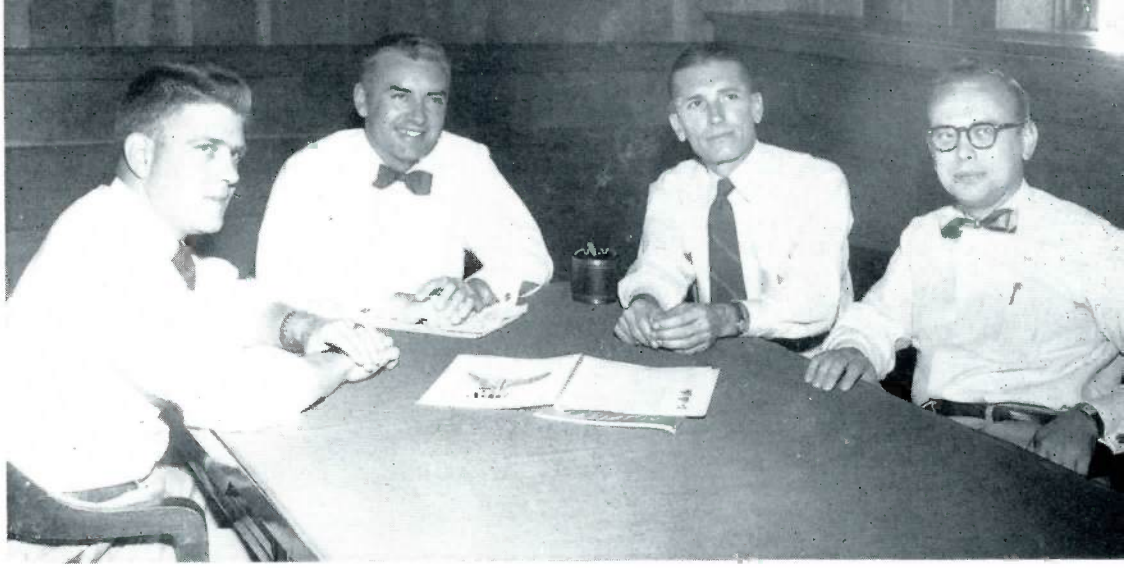
4. What is the cost of making foundry equipment? This estimate is made by the Pattern Shop. Figures are compiled on the cost of new patterns and core boxes.

5. The Cost Department also must be able to estimate any other costs that may arise during production.

The Methods Department, which determined if tools and equipment being used in the manufacture of the LubOseal stop were satisfactory, is shown above. They are, left to right, F. C. Hackman, manufacturing engineer; Mabel Herrick, stenographer; R. H. Tauber, senior Methods engineer; Edward Cave and Edwin Nalefski, junior Methods engineers.

Total estimates for the cost of manufacturing the LubOseal stop were made and given to the Development Engineering Committee. It was the committee's responsibility to decide if the product should be manufactured. Their vote, of course, was yes. The next step was a meeting with the Management Committee in order that they know of the

The Standards Department watches movies of the LubOseal stop while it is in the process of being manufactured. Films aid the department in making time studies. Members, left to right, are C. Artic Carter, time study engineer; Ralph E. Wyne, time study engineer; Richard L. Ferrill, time study engineer trainee; Charles W. Moore, Standards engineer; George R. Lebo, time study engineer; Alan R. Maurer, industrial engineer, and Galen Jenkins, time study engineer trainee. Answering the telephone is Mildred B. Mathers, stenographer.



Shortly after final experimental drawings were sent to Products Engineering, the Sales Division began to lay preliminary groundwork as to sales policy in the sale of the LubOseal stop. Meeting to discuss what steps to take are F. R. (Dick) Seevers, administrative assistant; Robert H. Morris, general sales vice president; R. K. Levey, general sales assistant vice president, and E. George Baker, administrative assistant.

LubOseal stop, its possibilities, and its estimated cost of manufacture. Members of the Management Committee are Albert G. Webber, Jr., president; W. H. Hipsher, executive vice president, and Leo Wiant, administrative vice president.

After final approval by the Management Committee authorization for manufacture of the LubOseal stop was given by company officers involved. Until authorization is given, a new product is nothing more than theory. Authorization activated the product and the LubOseal stop became a definite goal in our production schedule.

Products Engineering

Shortly after authorization for manufacture of the LubOseal stop was given, Products Engineering received final experimental drawings from Development Engineering. Along with the drawings went authorization papers, all available records made at that time, and data on all purchased material needed.

Products Engineering has the distinction of being the "crossroads of the company." They serve between Sales and Engineering, the Shop and Engineering, and between manufacture and equipment. Generally speaking, they make production drawings and keep permanent records which now include information on assembling and testing products. They instigate the ordering of purchased materials, and send drawings to the Pattern Shop and Tool Room so these groups may continue with their work. As Earl Lowe, head of the department, explains, "It's our job to get all the bugs out of a product so it can be manufactured economically."

Plans for direct mail and trade magazine advertising were made even before the LubOseal stop had found its way into the factory. Discussing the advertising program are Lewis S. Ross, president of Ross Advertising, Peoria, Illinois, and R. K. Levey, general sales assistant vice president. The advertising program is planned jointly by Ross Advertising which handles the Mueller Co. account and by our Sales Department.

The LubOseal stop spent many hours in Products Engineering before moving on to R. K. Duncan and Tooling Engineering, to Ollie Fortschneider and the Pattern Shop, and to Carleton Hackman and the Methods Department. While still in Products Engineering, the Manufacturing Committee laid preliminary plans for manufacture and the Sales Department already was laying the groundwork for an advertising and promotion campaign. Earl Lowe and the Sales Department gave the LubOseal stop a brand new catalog number and everyone agreed that "LubOseal" was a perfect name for the new product. Lub was taken from lubrication, the O from "O" rings, and seal from the fact that the LubOseal stop was sealed tightly, preventing any possible gas leaks.

Production

When Products Engineering completed final drawings, copies were sent to Tool Engineering and the Foundry. Necessary tools for the manufacture of the LubOseal stop were designed and made by Tool Engineering. Meanwhile, the Pattern Shop was designing and making core boxes and patterns that would be used in the Foundry. After tools and equipment were completed, they were delivered to the production department concerned.

Generally speaking, all production departments, with the exception of the Specialty Division, have taken an active part in the manufacturing of the LubOseal stop.

The Iron Mo
the iron body
the shop.

The Assembling, Testing and Packaging Department of Department 80 has the responsibility of preparing the LubOseal stop in its final form before shipping the stop to our customers. The stop is assembled, placed under severe tests and then packaged for shipment.

The brass components that go into the LubOseal stop are machined in the Brass Machine Shop of Department 80. Howard Gragg is general foreman of Department 80.

chine Shop in Department 20 is utilized to machine of the LubOseal stop. Milo Wright is foreman of

Manufacture of the product was first undertaken with existing equipment, making new equipment only in instances where we had no machinery designed to do a particular job. Therefore, production of the LubOseal stop began at a comparatively slow rate. With the coming of our early sales orders, however, it became apparent that existing equipment could not keep pace with our rate of sales. The Manufacturing Committee began a study of how we might increase production, and, if possible, decrease costs.

It was decided to purchase new machinery designed to manufacture the LubOseal stop. Tool Engineering secured quotations on these machines as well as an estimated production rate. The cost of the proposed machinery and the estimated savings resulting from the purchase of the machines were brought before the Management Committee who approved purchase of this equipment.

When the machinery arrived, our Plant Engineer's office already had determined the exact location of each machine. Millwrights immediately began setting all machines in their respective positions. Plumbers and Electricians readied machines for production by making air connections and wiring each for electric power. The equipment was ready for action after the Tinners com-

pleted the important assignment of placing all safety guards into position.

Once the machines were installed, the Methods Department determined if tools were suitable and if actual methods used in operation of the machines were correct. At the same time they made certain the product was meeting the high standards of quality set by Mueller Co. many years ago.

Following preliminary work, Methods wrote an analysis of the operation and submitted the report to Products Engineering, to the foreman of each department involved, and to the Inspection Department which is headed by Elmer Fawley.

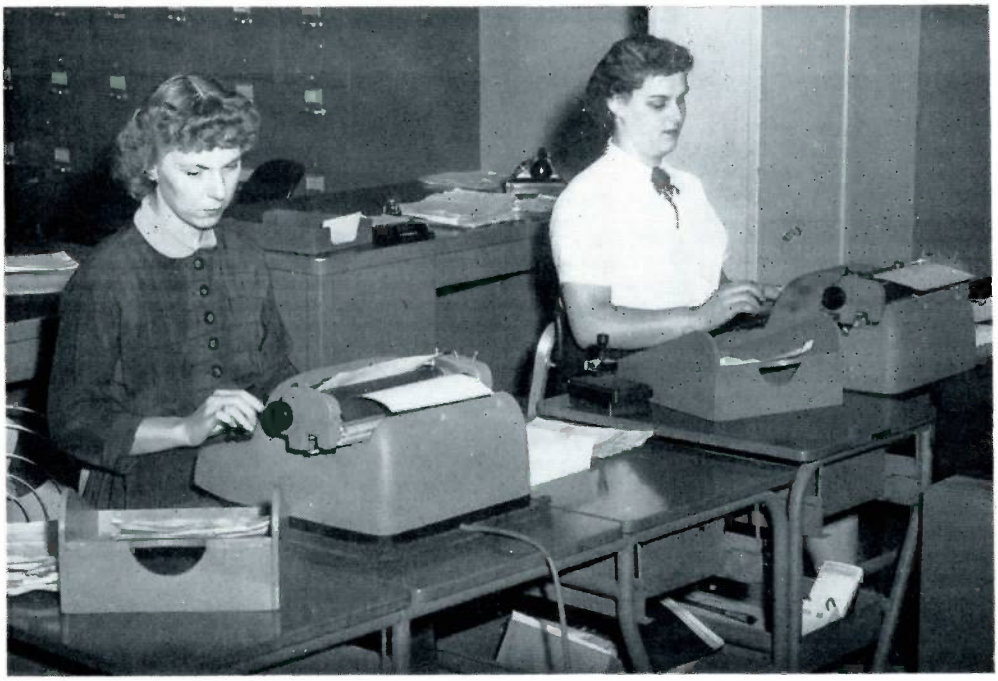
After approval by these three groups, the report was presented to the Standards Department for time studies. Standards established the amount of time and labor required to manufacture the LubOseal stop.

Manufacture of the LubOseal stop has been in effect since that time. When the stop leaves Department 80 where it is assembled, it is packaged and shipped to our customers from the Shipping Department.

Sales Division

The Sales Division, in touch with the progress of the LubOseal stop almost from its inception, began to take serious stock in the matter when final experimental drawings were sent to Products Engineering. Decisions were made early as to sales policy. An early estimate of the selling price was made, and sales representatives throughout the

Sales Division members of the Gas and Water Division are shown at work in our main office. They are, first row, left to right, Juanita Flaugher, Ross Caylor, A. O. Yonker, assistant sales manager, water division; Mildred Shannon and Jack Leahy. Second row from the left, W. C. Rohman, Hazel Allen, F. E. Carroll, assistant sales manager, gas division; and John Bixler. Third row is Marilee Scribner, left, and Norma Kearney.



Wanda Campbell, left, and Carla Shanks type orders as they arrive from our customers. Orders are placed on an Order Progress Form and sent through proper channels until the product reaches the customer.

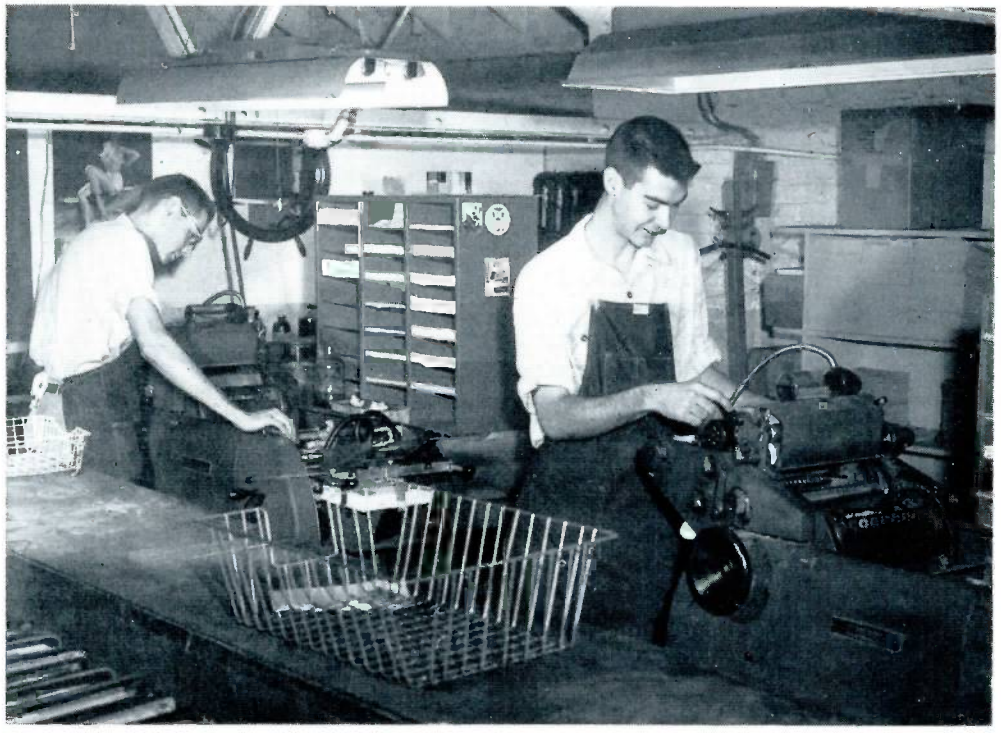
United States and Canada were informed of the new product which would soon be on the market.

Groundwork for our advertising and promotional plans were laid at this time. Ross Advertising of Peoria, Illinois, the agency which handles the Mueller Co. account, was told of plans to manufacture the new product. Decisions were made for our advertising program which included both direct mail and the placement of advertisements in trade journals. At the beginning of the year, an advertising budget was submitted to the management committee by the Sales Division and has been approved by the Committee. Funds for the advertising program, which was rather extensive in the case of the LubOseal stop, were provided by the yearly budget.

An extensive advertising program was undertaken because the product was basically different in many respects from any valve previously known. It also was vitally needed throughout the gas industry.

Test samples, made by Development Engineering, were mailed to our sales representatives. Descriptive literature accompanied the samples in order that salesmen would be equipped to present the new stop to our customers. Salesmen were careful, however, not to

Dorothy Vaughan places the total amount to be charged for a LubOseal stop order on a customer's Order Progress Form. This is done after our order correspondents learn if an earlier quotation has been made.



Dean Kramer, left, and James Halvachs, multilith operators, print several copies of every order made on these two multilith machines in the Mail Room. Occasionally, it is necessary to make additional copies. Kramer and Halvachs have built a reputation for themselves for their speed in operating the machines.

promise delivery of the product until such time that deliveries could be made.

The Sales Division also made plans for attractive packaging of the LubOseal stop. Packaging is a vital part of selling, and it is extremely important that the product's package have an appealing appearance.

One of the first steps taken by Sales came after authorization for the stop's manufacture. The department issued stock orders to the factory so that Production would have a goal for which to aim. It was the responsibility of the Sales Department to estimate needs for early orders.

Sales, at all times, is informed of the progress being made by the factory in the manufacture of any product. This is necessary because, as in the case of the LubOseal stop, production was timed with our advertising program. The release of advertising and promotional material, of price sheets and samples for our salesmen, and of descriptive literature for our customers was timed with the delivery of the product to the Shipping Department. In this manner, all our advertisements and descriptive literature announced that the product was ready for delivery. Our salesmen were able to coordinate their plans. They knew that if a sale was made, the customer would not have to wait a long period for the shipment.

Once the advertising program was launched, orders began arriving for the new revolutionary gas meter stop. All orders are handled by the Sales Division and, like every other product sold by Mueller Co., they are treated in the following manner.

They are date stamped in order that Sales will know the time the order is received. Orders are then pasted to an Order Progress Form and given a sales number. Then Ralph Tibbils, our credit manager, makes a check to approve the customer's credit rating. The order is recorded on our price record card file

and given to our order correspondents for price checking.

Following this, our order interpreters make certain that the purchased goods are described properly. It is necessary that the order be written so that every department handling the order will know exactly what is being purchased.

Finally, the order is given to our order writers. Several copies are made, and occasionally it is necessary to make additional copies. Copies of the order are sent to the Shipping Department, the customer, the salesman, and the Stock Department. The Stock Department receives an order so that Sales may know when to reorder additional stock from the factory. Other copies of the order are invoice copies and pricing and checking copies.

When an order is ready to be shipped, the Traffic Department determines whether it is to be shipped by express, truck, freight or parcel post, depending on the customer's wishes and the economies of using one of these.

After the order is shipped to the customer, the shipping copy is returned to Sales and matched with pricing and checking copies. Prices are typed on the order by the billing clerks. The order is sent to the mailing room where invoices are printed on two multilith machines and sent to the customer.

As the LubOseal stop rapidly takes its place in homes throughout the United States, Canada and many other nations, we begin to realize the great service that our company and we as individuals perform for mankind. We know that in our own small way, we are making the world a safer place in which to live.

We also begin to realize that although each department of our company is apart from the others, functioning separately as a unit unto itself, we are still very much entwined to each other in one common goal—to produce and sell our products.

The LubOseal stop, attractively packaged as shown in this photo, is on its way to a customer. Pushing the order toward a loading truck bed are Herbert McDonald and Dean Hadden of the Shipping Department.

NEWS OF DECATUR IN PICTURES

Mrs. Dorothy Cooper, shown displaying one of the many gifts she received, was honored by present and several former employees of the Core Room with a wedding shower on September 22. Mrs. Cooper, the former Dorothy Chamberlain, was married September 1 to Carlyle Cooper of Argenta, Ill. The wedding took place in the Central Christian Church of Decatur with the Rev. Carrel Flewelling officiating. After a two weeks' wedding trip to Colorado Springs and other points of interest in the West, the couple is making their home at 623 W. William St. in Decatur. Shown left to right at the shower held at our Plant 1 cafeteria are: Juanita McCoy, Irene Benton, Edna Cornwell, Juanita Degand, Emma Rambo, Gladys Turner, Lois Harper, Iris Baum, Thelma Ater, Maxine Harding, Lelah Causey, Helen Ashmore, Mrs. Cooper, Nola Duncan, Clara Portwood, Elizabeth Raskin and Ruth Miller. Mrs. Cooper has been a Mueller Co. employee for 13 years.

Mr. and Mrs. Byron Lewis Derr are shown at the Macon Street Church of God in Decatur after their marriage of last March 14. Mrs. Derr, the former Beverly Jean Hake, is employed in the Tabulating Department at our main office. She is the daughter of Mr. and Mrs. Willard Hake. Mr. Hake is supervisor of the Upkeep Stock and Order Department. The groom is the son of Mr. and Mrs. A. W. Derr, Cerro Gordo.

Plant messenger Coy West, dressed in his new Mueller Co. uniform, is handed a message for downtown delivery by Plant Protection Officer Elmer Miller. Mr. West is driving a new Ford used solely for the purpose of delivering messages or other errands outside our main plant. The new car coupled with the handsome uniform worn by Mr. West help make the proper impression for our company while outside business is transacted.

It's a Boy!

Richard Tish, time clerk in Department 80, managed to overcome his surprise and shyness long enough to open gifts at a baby shower given in his honor by the girls in the office. Since this photo was made during the party, Mr. and Mrs. Tish have announced the birth of a son. He has been named Jeffrey Alan.

Mrs. Betty Hubbell, recently employed as nurse at our main office, administers first aid to plant messenger Charles M. Burgener. Mrs. Hubbell is on duty throughout the day. Employees are urged to call on the nurse even though the injury appears to be of a minor nature.

MARGARET BEHREND ENJOYS VACATION IN HONOLULU, HAWAII

Miss Margaret Behrend, complete with the traditional Hawaiian lei, poses for the photographer during her recent vacation in Hawaii.

Miss Margaret Behrend recently returned from a vacation in Honolulu, Hawaii, where she visited her niece and nephew, 1st Lt. Lawrence S. Roe. Lt. Roe is a former employee of Mueller Co.

While in Hawaii, she visited Pearl Harbor and saw the battleship Arizona. She also viewed the Punch Bowl National Cemetery and visited the Aloha Tower to see the Lurline ship arrive. This ship is 632 feet long.

Miss Behrend toured the Dole pineapple plant and the sugar cane mills. She also visited the Mormon Temple which she said is very beautiful.

Los Angeles

By George Knudsen

BIRTH

Congratulations to Ruth and Bruce Stotler. It was a boy, Timothy True Stotler. This makes three boys and one girl for Bruce and Ruth. Incidently, Bruce is looking for a larger home—says it's getting a little crowded where he is. Bruce is the head of Production Control.

Bob Lugo, Sales Department, is to be congratulated—a 6-pound, 8-ounce boy, James Jeffrey. It is number one for Bob. The pablum situation is new to Bob, but he says he likes the change. Now just what do you suppose he meant?

Dolores Thomson, who operates one of our automatics in the Machine Shop, became a grandma. Mrs. Doris Galwich, daughter of Hank and Dolores, presented them with a grandson, Gary Jay. We've heard they never lost a grandma but we were worried about Dolores. She is a very young Grandma!! Congratulations Dolores. If Gary Jay inherits your smile he will do alright.

BOWLING SEASON OPENS

The Mueller Bowling League consisting of ten teams got underway about a month ago. The Production Department is in the lead closely followed by the Timekeepers.

Earl Bright, plant superintendent, is leading the league with a 177 average followed by Bill Young (foreman, Aircraft Parts) with 175 and George Knudsen at 173. High team series Forge Dept. 2820, with high game 1005. Helen Staley, Forge Dept., 184 high game and high series of 484. George Knudsen high series of 607 and high game, 245. John Hesselback, Timekeepers, scored 214 recently and helped his team stay within reach of the first place Production team.

Our company is sponsoring a team in the Electrical League and we are happy to report that we are out in front with 18 wins and 2 losses. The team consists of the following: George Knudsen, 173; Doc Oglesby, 157; Frank Williams, 152; Bill Young, 160; Chuck Musmecci, 173.

VACATION NOTES

Fay Purinton spent two weeks in Alaska, the land of the midnight sun (Fay says that's the truth). She took a ride in a Umiak. Everybody knows what a Umiak is but me, so she explained that it was a boat made from skins, larger than a Kayak, made for women. The Kayak is for the men. They served seal roasts, but Fay passed that by. She also rode in a train, owned and operated by the United States. Initials on the train were U.S.R.R. Her real thrill, however, came when the plane made a power dive hazing when crossing the Artic Circle. A trip was made to Kotzebie where the Eskimos are called unspoiled. Fay is our Head of Upkeep Stock Dept.

CONDOLENCES

Best wishes for a speedy recovery to Dudley Banks and Roy Estep, Forge Dept., Lillian Alfano, packer, and Jo Ann McDonald, Machine Shop.

Happy to see Rose Stewart back on the job after a prolonged illness.

JOLTS AND JABS

Sorry to see Garnett Smith leave L. A. for Decatur. We will miss his quick wit and contageous smile.

Shipping Dept. Foreman Ed Schlegel has acquired that new look. He has a secretary. Her name is Jerry Montoya. His palatizing theory has paid off at last in more ways than one.

■ ■ ■

Jeb, the farmer, sternly rebuked his hired hand, "You're an hour late getting back with those mules."

"Well, I'll tell you, Boss," the hired man answered, "I picked up the preacher on the way home and from there on those mules couldn't understand a word I said."

■ ■ ■

Women's styles may change from time to time, but you may be sure their designs will remain the same.

Chattanooga

By Evelyn Wilbanks

The Chattanooga plant went over the top during the recent Community Chest campaign. Our percentage was 114, making our company one of those in the 100 per cent group.

The first dinner meeting of the Foreman's Club was held Wednesday evening, October 28, at the Maypole restaurant. Officers elected for the coming year are: J. H. Wall, president; Jack Malone, vice-president; Stanley Kuhne, secretary; and Odie Walker, Jr., treasurer.

Sales Department employees and their families entertained recently with a wiener roast at Warner Park.

Congratulations to the following employees who have new arrivals in their homes: Sylvester Walker, twin daughters; Charles Bible, a son; Billy Andrews, daughter; Raymond Bible, son; Raymond Harrison, son; Joe Hill, Jr., son; Odie Walker, Jr., son; Bill Tidmore, daughter; Jack Rice, daughter; and Lemmie Thomas, daughter.

Purchasing Agent Clyde B. (Jack) Barker and Miss Mary E. Traylor of Woodsfield, Ohio, were married October 10, at the home of the bride's parents in Woodsfield. After a wedding trip through Virginia and the Smoky Mountains, the couple is at home at 602 Orr Street. Jack's mother, Mrs. Marguerite Barker, is a member of the Cost and Payroll Department.

Sam Roy Smith, Pattern Shop, and Miss Zita Austin were married in October. After a wedding trip to New York,, Mr. and Mrs. Smith are at home at 2506 Ivy Street.

Our sympathy is extended to Jack Pope and Clyde L. Slater in the recent death of their nephew.

A few who have been on the sick list recently are Mary O'Kelley, John W. Hixon, Jr., J. P. Ramsey, Hobart Hughes, Sylvester Walker, Lucius Jones, James Roberson and Willie C. Kelley.

Maurer Is Named Industrial Engineer

Alan Maurer, formerly associated with Albert Raymond and Associates, Inc.—Engineers of Chicago, has been named industrial engineer. He joined Mueller Co. July 20. His office is located in the Standards Department. Mr. and Mrs. Maurer are the parents of three children and are living at 5 First Drive South Shores in Decatur where they purchased a new home.

MUELLER RECORD

November, 1953

WALTER H. DYER, Editor

PUBLISHED IN THE INTERESTS OF EMPLOYEES OF THE

MUELLER CO.

MANUFACTURERS OF WATER AND GAS DISTRIBUTION AND SERVICE PRODUCTS

FACTORIES

DECATUR, ILL. LOS ANGELES, CALIF.
SARNIA, ONT. CHATTANOOGA, TENN.

SALES OFFICES

NEW YORK CITY SAN FRANCISCO

TRADE MARK

MUELLER
Reg. U. S. Pat. Off.

Member Industrial Editors Association of Chicago and International Council of Industrial Editors

Printed in the U.S.A.

About This Issue . . .

Without exception, the origin of a manufactured product can be traced to the birth of an idea—one which, as a general rule, was created by a person capable of sizing up present and future needs of the industry. Such was the birth of the Mueller LubOseal Gas Meter Stop.

The need for a product in the gas industry that would function as our LubOseal stop became apparent as the change-over of gas distribution systems to natural gas at higher pressures took place. How that product came about is a story well worth telling. It is particularly appropriate for this issue of the MUELLER RECORD which is designed to feature our main office and factory at Decatur. This also will be the first in a series of inside Records featuring each plant.

In telling the story of our main office and factory, we found there would be no better way than to tell the LubOseal story. The story of the LubOseal stop might be termed the Mueller Co. story. There is scarcely a person or department in our employ who has not directly affected the production and marketing of the LubOseal stop.

Obviously, space will not permit mention of every person involved. But an effort has been made to give a word and picture story of the LubOseal stop from the time Frank H. Mueller, engineering vice president, conceived the idea through the final marketing of the product. This story carries us through the four major divisions of our main office and factory—Sales, Engineering, Production, and General and Administrative. In this manner, we hope to give the reader a bird's eye view of each department.

This issue is intended to illustrate how each division functions separately, yet is closely allied with other departments in the ultimate goal of each—the production and marketing of our products.

This goal can best be met through the individual efforts of each employee. If each remembers that the part he plays is of vital importance to the ultimate goal, then he has learned the meaning of the keyword necessary for the success of any concern.

That word is teamwork.