

# The Mueller Record

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## A WORD ABOUT THE BOSS

Do you ever stop to think what the head of a business goes through—that is the boss? You fellows out on the road, or you employes about the factory, don't know anything about troubles and worries. You are assured of your pay every time payday comes around. Money matters do not concern you to any great extent. Your greatest responsibility ends when you do your work and do it right, but how about the boss! He has certain routine matters which demand his attention every day. His job would be an easy one if his responsibility ended with them. He would call it a snap. But the boss does not only have to think for himself but he has to think for the other fellow. There are a lot of good workers who can't think for themselves. They depend on the boss to do it for them. Consequently his mind is never free entirely to devote to his own individual physical or mental part of his work. Somewhere out in the country a salesman is not doing as well as he should, or some mistake of his has involved the company and threatens the loss of a good customer. The boss comes to work thinking of his own part in the game, and also that of his salesmen. He sits down to his desk and learns that some valuable employe has decided to quit on a moment's notice, a foreman comes in and tells of an accident to machinery, which it will cost hundreds of dollars to repair, orders are coming in slowly, the big payroll must be met, the morning mail announces a drop in metal, while the company has a big stock of high priced metal on hand, the cashier shows him the bank balance which is not as big as it might be, and the next letter he picks up announces

the loss of a big contract which he had hoped to get—and so on until the day ends.

Small wonder that the head of a big concern keeps hammering for more business, urging greater efforts and more efficiency here, and the application of economy everywhere. He has to do it to keep the wheels running. Every man in the organization should occasionally think of this. It will make him feel more like helping.

The suggestion for the above came through the following excellent form letter which recently came to this office:

"We would like to say a word now in behalf of the poor down-trodden boss:

Back in the conning tower of every business sits a man who controls the destiny of that business. If he turns the wheel too much to the left the business crashes into the rocks; if he veers his ship too much to the right she comes to a dead stop in the shoals. And the crew always escapes. It's the captain that goes down with the ship.

His helpers may think that they do the work, and perhaps they do. But the boss is the boy that stares the payroll in the face fifty-two times a year. He it is that furnishes power to keep his helpers going. Not only must he keep them going, but he acts as the governor to keep them working harmoniously.

Sometimes he doesn't work long hours but what of that? There is always with him the consciousness that he must keep that business going somehow or other. The specter of the annual statement is with him always.

Our boss is worried right now because you are not sending us any of your orders. How about it?"

### FOOLING THE FIRM

#### A Few Remarks by the President on the Futility of Deception.

At a meeting of the foremen on Monday evening, October 26th, Mr. Adolph Mueller made a few remarks concerning employes who tried "to pull the wool" over the firm's eyes, and believed that they were getting away with the goods. He referred particularly to a few salesmen without giving any names, citing the fact that they did things on the road which were improper and un-businesslike, and persisted in doing so, thinking that the firm was unaware of what they were doing. He expressed some amusement that a salesman should hold so small an estimate of the firm's intelligence as to think that a salesman could not only fool them part of the time, but all the time. During the firm's business career many salesmen and other employes have worked along this very line. The firm is still doing business as before, and these salesmen and other employes are either out of a job, or they are trying to fool someone else.

The meat of his talk was that a man either directly under the firm's eyes or working where the firm never saw him, should do so honestly, persistently and industriously. That is what the firm expects and what it will exact. Among other instances he cited an office employe or so, again without mentioning names, and said their idling habits had become so pronounced and the head of the department being unable to correct the habit, it had devolved upon him to write these employes to the effect that stricter attention must be given to their work or dismissals would follow. He remarked in this connection that a business office was no place for social pleasure, gossiping or loafing, but it was a place to devote one's entire time to the duty to which they were assigned.

While business has shown some improvement during the past week, it is not of sufficient volume to justify the employment of the present force were it not for the fact that a considerable portion of the factory product is going into stock. "In fact," he said, "we could dismiss 300 people today and still be able to take care of the business that is coming our way, but we don't want

to do that; we are trying to keep our organization together."

Along this line of thought, the following on the subject is of interest. The article under the head of "Chat with young men on beating their employes," was mailed to Mr. Adolph by another business man with whom he recently discussed the subject:

"There are tens of thousands of men in the great failure army today who thought they were getting the best of their employer in their younger days because they chipped their hours, shirked their work. They thought they were going to get on in the world just as you do; but, before they realized it, they had fastened upon themselves the habit of cheating, of deceiving, until they gradually became so dishonest that they not only were not promoted, but either lost their positions as well, or when they started in business for themselves, lost their credit, their standing went to the wall, or landed in the penitentiary.

The thief thinks that he is the richer for his theft, but he is gaining the worst kind of poverty, because what he loses by the theft is infinitely greater than the insignificant value of what he gets. He may have gained a few dollars, but he has lost a great slice of his self-respect, he has lost that which all the money in the world can never restore. There is a smirch on his escutcheon, a stain on his character which all the seas cannot wash out.

Just compare the little advantage which you think you get from stealing your employer's time with the infinite satisfaction which would come to you from the consciousness of being loyal to him, true to his interests, true to yourself!

Think how mean and contemptible and humiliated you would feel if your daily theft were discovered! Then your employer's confidence would be gone forever. You never could recover it. He might try to forget your sin, but, he never would. The chances are you would be discharged, and this thing which may seem so small may follow you through life and trip you up anywhere you go.

But the fact that others may know of your theft, is insignificant in comparison with the fact that you yourself can never forget it; that you can never think quite as much of yourself again.

There is no one thing so necessary for one's real advancement in life as a thorough self-respect. You must respect yourself, or others will not respect you. And you cannot respect yourself when you know you are a scoundrel, when you know that you are systematically cheating your employer." —Selected.



**THE NEVERLOSE**

The Neverlose Hose Washer has made a hit out in Washington, as witness the following from J. P. Torrey of Everett, Washington:

"As I have had more or less trouble with ordinary hose washers, I called on Mr. A. P. Bassett, a merchant in this city, to see if I could not get a better hose washer than I had been purchasing, whereupon Mr. Bassett strongly recommended to me the Neverlose hose washer, that screws into the threads of the hose coupling.

"I purchased some of these and to my great surprise I noticed that they were made by my friends, the H. Mueller Mfg. Co., Decatur, Ill., my old home city. I was delighted to learn that these washers were made in Decatur. As far as I can see the washers, no doubt, will give good satisfaction.

"With best wishes for a big sale of Neverlose hose washers, I remain

Yours very truly,

(Signed) J. P. TORREY.



**INVENTORY**

The work of taking inventory in office and factory is under way, and will be continued until the first of the year. The work has been sub-divided, different office people being assigned to different classes of goods. It is hoped to make this the most complete inventory yet taken.



**STUDYING REGULATORS**

Bobbie Mueller, who has been traveling out of Sarnia, is back in the factory at Decatur, having returned to enter the Regulator Department. He will remain several months, studying the regulator question.

**THE FOREMEN'S CLUB**

**First Meeting Held in the Woods—Officers Elected.**

The monthly meetings of the Foremen's Club have been resumed and will be continued through the cold weather until spring. The first gathering was held at the Allen Place on the Sangamon River. This is the property of the company. The meeting was held the latter part of September. At the close of the day's work the members of the club were transported to the grounds in automobiles, except a few of the more strenuous, including Mr. Adolph and Horace Clark, who walked. The latter reached the ground badly winded. He threw a shoe coming up the river bank, was lame from interference, and so badly wind-broken that when he breathed, the sounds of the hootows and other frequenters of the woods were drowned out. Between gasps he protested that he liked it and didn't quit talking about walking back until after an automobile deposited him at the St. Nicholas Hotel.

Preceding the coming of the club members, Mr. Mason's men went to the woods, arranged tables and had the spread ready when the crowd arrived. It was an enjoyable meal. The air was snappy and invigorating and appetites measured 100% perfect.

After the supper there was speaking and the election of officers, resulting as follows:

- President—Robert Gibson.
- Vice President—Fred Peebles.
- Secretary—B. F. Kitchen.
- Treasurer—Olga Funk.
- Flower Committee—C. G. Auer.



**FRANCES DUBOIS**

On October 8th, the following telegram from C. H. DuBois, San Antonio, Texas, was received by Wilbur Simpson:

"Frances arrived this morning. Mother and daughter doing famously."



Every one has all the gray matter necessary to succeed if he would only utilize that which he has at his disposal.—The Founder of Business.

### GOOD SALESMANSHIP

Preaching what is and what is not good salesmanship is all very well from the standpoint of the theorist, but too seldom is it practical from the standpoint of the buyer, who, after all, is the one most concerned and whose opinions and impressions are most illuminating. The Southwest "Commercial Bulletin" of Los Angeles claims to have received recently the following letter, headed "A Consumer's Views on Salesmanship":

"I am not a salesman, but I am a good buyer, and have probably purchased more things that I did not want than any man of my age. Hence, it may be interesting to salesmen to listen for a brief spell to a consumer's idea of what constitutes good salesmanship.

#### Likes to be Jollied.

"I here and now confess that nine-tenths of what induces me to buy is the ability of the seller to jolly me along. Cheerfulness and signs that you feel good, enjoy life, and are full of glee inside, are better than a letter of introduction from Mr. Rockefeller. Don't argue. State facts. Don't arouse opposition in the buyer's mind. Agree with him, or dodge the issue. Lead him around to some subject where you are at home. I hate to have a seller try to prove to me I'm wrong. Perhaps I am; but I don't like to admit it.

"Use plain language. If you are selling automobiles, don't talk about carburetors and reciprocating dudads and compound thingumbobs. Go somewhere and learn the English of these things and how to make them clear to a washerwoman. Never use a term when there is any doubt whether the customer understands it. We don't like to be made appear ignorant.

#### Tell the Truth.

"Tell the truth. If you are with a firm where you dare not tell the truth, leave it.

"Be candid. Do not conceal things. The thing you have to sell has certain merits: it ought to sell on those. To sell a thing upon merits it does not have is poor policy.

"Be dependable. Even if you make a casual remark, for instance, that you will send a man a bunch of blotters or a book or a calendar, don't fail to do it. Forgetting

is almost as bad as lying. If you promise to come back next Tuesday, do it or send a telegram. Create the impression that you will keep your word if it bankrupts you.

"Have a good appearance. There may be a few people left who like to see a dirty shirt and frayed cuff, but they are growing scarcer every day.

"When you attack a customer, aim two inches below his collar bone. If you can make him like you, it is far and away better than to try to prove anything to his mind. Very probably he hasn't much mind to speak of. But we all have hearts."



### A NEW SEWER ROD

The latest device for clearing obstructions in sewer pipe systems has been discovered, says Domestic Engineering. It's alligators. This is not a fish story, but an actual fact which has recently come to our editorial notice.

The gentleman who is holding the sly and sly alligator is B. R. King, superintendent of the water works and sewage system at Fort Meads, Fla.

Recently a stoppage occurred in one of the sewer mains which could not be cleared or located. Mr. King conceived the idea of getting an alligator from one of the neighboring swamps. Tying a rope around its body, he started the alligator through the main, figuring that the reptile would move its way through the obstruction.

As was expected, this was successfully accomplished. After the "gater" reached the end of the line a drag was attached with heavier rope and the obstruction was cleared.



### WANTS A POSITION

E. A. Peyton has resigned his position as superintendent of water works at Chickasha, Okla., and is open for an engagement. He is spoken of by F. L. Hays as a good man and a friend of our goods. Any of the salesmen hearing of a position will please notify us.



Who wants always his own way is soon left to travel alone.—Exchange.

## DECATUR ORDERS

From A. L. Kid, St. Louis, Mo., for 1 D-12047 for the Pauley Jail, St. Louis.

From N. O. Nelson Mfg. Co., St. Louis, Mo., for the Y. M. C. A. at Pueblo, Colo., for 101 pair D-11902.

From Jno. Gilmore Plbg. Co., St. Louis, for 2 ½" D-25053, to be installed in the Kirkwood School, Kirkwood, Mo.

From N. O. Nelson Mfg. Co., St. Louis, for 32 D-12802; 32 D-12902; to be installed in the LaClede School, St. Louis.

From the Bailey Farrell Mfg. Co., Pittsburg, Pa., 123 D-11902, to be installed in the National Bank Building at Wheeling, W. Va. Also for the Poor Farm at Pittsburg, Pa., 18 D-11709; 18 D-11902.

From the N. O. Nelson Co., St. Louis, for a 24 ½" D-6414; 3 1" D-11702; 20 ½" D-11702. To be installed in the Aloes Building, St. Louis.

From U. S. Water & Steam Supply Co., Kansas City, for 20 Pr. D-11902; 94 Pr. D-11909. For the new public schools in Kansas City.

From Alabama Supply Co., Birmingham, for 24 D-11901 for Sewanee College

From the Curtis Co., Tulsa, Okla., for 6 9487 Rapidac Basin Cocks; 20 D-12902 S. C. Basin Cocks. For the Farmers' Building of Tulsa.

From the City of Fargo Water Department, Fargo, N. Dakota, 1 D-23141 Mueller Water Meter Tester Complete, less tank and stop and waste cock.

From Rundle Spence Mfg. Co., for 20 D-12004; 24 D-12402 for the Grant School, Milwaukee, Wis. Also for the 38th Street School same as above for 12 D-12004 and 16 D-12902.

From Fowler Bros., Centralia, Ill., for 3 D-25034; 12 D-25111; 8 D-12902; 13 Pr. D-26351; 4 Pr. Same; 12 D-8003; 12 D-6413; 6 D-8716. For the Langefeld Hotel.

From E. J. Raemdonck for 2 D-11902; 1 same indexed Cold; 2 D-12932. For the New Regents' Hotel, St. Louis.

From Abel & Gerhard, of St. Louis, for 60 D-11904 for the Baltimore Hotel.

From Kennedy Bros., Lawrence, Kansas, 12 D-8651 N. P.; 12 D-8862; 6 D-6213; 3 D-25086 N. P.; 3 D-9487; 12 D-15909. These are for the University of Kansas.

## NEW YORK ORDERS

Through W. N. Fairfield, from the New England Plumbing Supply Co., for 144 D-11902 Colonial Self-Closing Basin Cocks, to be installed in Cooley's Hotel, Springfield, Mass.

From A. J. Kennard, Roanoke, Va., for 30 D-11902 S. C. Basin Cocks; 12 ½" N. P. D-11702 S. C. Bibbs; 24 ½" N. P. D-11704 S. C. Bibbs with flanges; 6 ½" N. P. D-11710 S. C. Bibbs. These goods are to be installed in the Lewis Gale Hospital at Roanoke, Va.

Through W. N. Fairfield, from Donahue Bros., of Springfield, Mass., 65 D-11902 S. C. Basin Cocks, to be installed in the Carr Office Building, Springfield. Kirkham & Parlett were the architects and they originally specified "Bashlin Compression Work," but Mr. Fairfield succeeded in talking the owners into using Mueller Self-closing cocks.

Through W. N. Fairfield, for 12 ¾" Rough D-9022 Comp. Sill Cocks, to be installed in the Commercial High School, Springfield, Mass. Kirkham & Parlett, architects.

Through W. N. Fairfield, from I. J. Cotter & Co., Springfield, for 24 D-12902 "Hot" Colonial S. C. Basin Cocks; 24 D-12902 "Cold" same; 1 ¾" 13160 Regulator. These to be installed in the Railroad Y. M. C. A. E. Balvard, architect.

From J. L. Purcell, of Hartford, Conn., for 164 D-8303 basin cocks with china four-arm handles, to be installed in the Hotel Bond Annex.



## SAN FRANCISCO ORDERS

Through W. L. Jett, to F. L. Glezen, Pasadena, for remodeling of the Entber-Lewis Apartments, Pasadena; 60 D-8303 Compression Basin Cocks.

Through C. J. G. Haas, from Guiles & Schlosser, Olympia, Wash., for Stocking and Troy Building, Olympia, 48 D-8303 N. P. Basin Cocks; 36 N. P. ½" I. P. and ½" O. D.; S. J. D-8194 Stops; 12 N. P. ½" I. P. x ½" O. D. S. J.; D-8193 Stops.



The men of few thoughts far outnumber the men of few words.—Exchange.

## SARNIA NEWS

Under date of October 13, F. L. Riggin writes as follows concerning Sarnia business:

"We would advise that we have received an order for 268 No. 8303 Basin Cocks; and 76 No. 11902 S. C. Basin Cocks, for the Algonquin Hotel at St. Andrews-by-the-Sea, N. B. We also received an order for No. 20 and 22 Machines, together with service clamps, brass goods, etc., for the Military Camp of the Canadian troops at Valcartier, Que.

This is the only war order we have received to date. You might be interested to know, however, that there are being placed in Canada large orders for brass and steel parts of schrapnel shells. The Canadian Fairbanks Morse Company has landed a machine work contract on steel shells amounting to about \$1,000,000.

The contracts for brass parts are now being distributed among Canadian Brass Manufacturers and as we got on the job immediately through our attorneys, one of whom is Provincial Secretary, we have every confidence that we will land some share of this business.

Mr. O. B. Mueller will make a trip to Ottawa and Montreal today, Tuesday, with a prominent Canadian citizen, to see if we cannot land some of this business and also to meet the Minister of Railways, Public Works, etc., who has a great deal to do with the letting of government contracts and we think this trip will be of great benefit to the Canadian plant.



## METER TESTER SALES

One complete outfit to the city of Negaunee, Michigan. This sale was made by James Smith.

One complete outfit to the Boston Water Department, Boston, Mass. This sale was made by George A. Caldwell.

One complete outfit to the Clarion Water Company, of Clarion, Pa. R. M. Hastings' territory.

One complete outfit to Scranton, Pa. J. A. Hayes' territory.

New York has sold sixteen outfits this year.

## D. E. ROWLEY DEAD

All salesmen have been advised of the death of D. E. Rowley, who was loved and appreciated by everybody who knew him. At his burial the pallbearers were M. T. Whitney, E. B. Cameron, J. H. McCormick, H. F. Clark, James Smith and E. A. Mann, General Sales Manager.

These gentlemen adopted the following resolution, which was afterward engrossed and enclosed in a neat black frame, and sent to Mrs. Rowley:

"Whereas: Our friend and associate, David E. Rowley, has departed to that eternal realm, where we all must follow, in accordance with the Divine Laws of Nature: we, the members of the '49 Club of the H. Mueller Manufacturing Company, hereby give expression to our thoughts.

"Resolved, That we have lost a comrade, whose sterling qualities have left an impression on our memories, that will always be an inspiration for our greatest endeavors. He was honest with his employers and loyal to his many friends. He was true to his home ideals which were of the highest order.

"Resolved, That we extend to his wife and relatives our most heartfelt sympathy and trust that the sorrow may be relieved to some extent by the knowledge that true merit will be rewarded.

"Resolved, That a degree of affiliation shall exist between our organization and Mrs. David E. Rowley and that the hand of brotherly friendship shall always be extended to her by each and every member at all times.

"Resolved, That a copy of these resolutions he printed in the Mueller Record and that a copy be sent to Mrs. Rowley.

'49 RESOLUTIONS COM.



## BOUGHT A BALE

The Company joined the movement to help out the South by buying a bale of cotton.



She—"Oh, mamma objects to kissing.

He—"Well, I'm not kissing your mother, am I?—Boston Transcript.

### TO SMELT OUR OWN TIN

Probably one of the best illustrations of America's opportunity to develop new industries is afforded by tin. The benefit which the United States may obtain from the present situation is the establishment of a tin smelter in this country in which to smelt Bolivian tin ores as produced. The tin concentrates produced last year in the United States were shipped to British smelters.

At the present time between 30,000 and 40,000 tons of tin concentrates, carrying more than 20,000 tons of metallic tin, are shipped each year from Bolivia to Europe for smelting. The United States imported several times that amount of metallic tin last year and would easily absorb all the tin smelted from the Bolivian ore. The smelting of Bolivian ores presents no difficulties that American metallurgists can not readily overcome, and Bolivian ores will now be easier to buy. If ships can be found to carry the ore an opportunity seems to be presented for Americans to begin purchasing ores that have hitherto gone to Europe.



### CHARACTER

After J. Pierrepont Morgan's money has been forgotten, after his pictures have been lost and when his numerous charities have sunk out of sight, this will live:

"Commercial credits," asked the examiner before the Pujo Committee, "are based upon the possession of money or property?"

"No, sir," said Mr. Morgan; "the first thing is character."

"Before money or property?" put in the lawyer.

"Before money or anything else," repeated the witness. "Money cannot buy it."



### CHANGE OF ADDRESS

Salesmen changing their address during the past few weeks, are:

H. A. Staley, whose address is now 5716 Junius Street, P. O. Box 984, Dallas, Texas.

L. M. Ross, 517½ Fourth Ave., Flat E, P. O. Box 784, Cedar Rapids, Iowa.

### BEING ON TIME

(Dr. Frank Crane in "Metal Worker.")

Perhaps you think you don't amount to much. If so, there is one little excellence you may acquire; it won't cost you a cent and will give abundant pleasure to all persons you have to do with.

It is the virtue of BEING ON TIME.

No matter whether you are black or white, giant or dwarf, handsome or plain, wise or ignorant, rich or poor, male or female, it makes no difference; if you can't be a thing of beauty, you can be a joy forever, by the simple trick of being there at the minute you said you would be there.

I sometimes think the greatest character in fiction is the Count of Monte Christo, who when he said he would arrive at 12 o'clock noon, opened the door precisely upon the sixth stroke of the clock at mid-day.

The man who is late is selfish. For his own pleasure, or for his indolence and carelessness, he keeps others waiting.

He is also an egoist. He thinks more of his own convenience than of the comfort of others.

He is also a nuisance.

It makes no matter whether you be an office boy or the boss. Nine o'clock means 9 o'clock, not half past nine.

Whosoever causes others to wait has committed a grievous insult. Woe to the railway whose train is two hours late, causing countless passengers to suffer in station houses with nothing to eat but peanuts and nothing to read but lying time-tables! Woe unto the man who makes the other ten members of the board sit idle because they cannot do business without him! Woe to the doctor or lawyer who sits reading a newspaper while the outer office is filled with tortured humanity! Woe to the man who makes a date with you at 3 o'clock and arrives at 4, just as you are ready for the next comer! Woe to the guest who promised to be at the dinner on time, and comes only when the viands are cold and the company is hot! Woe unto all the late!

For surely the recording angel has a long, deep, black mark against them.

## EVEN AS YOU AND I

Again the Jack Pot, concerning which some of the salesmen have a technical knowledge. They will appreciate this parody herewith reproduced from the Erie Despatch, especially if they have read Kipling's famous poem:

A sport there was and he "sat in"—

(Even as you and I)

To a poker game, and he blew his "tin"—  
(He earned it himself, so it wasn't a sin)  
He always had lost, but he thought he might win—

(Even as you and I)

Oh! the "dough" he lost, and the woe it cost—

"Seeing" a better hand.

How to make deuces beat three of a kind.

Boost the "ante," and take the "blind"

He did not understand.

A sport he was and he met his fate—

(Even as you and I)

He didn't know until too late

Not to buck a "full" with a crooked  
"straight"

But the sport—he learned at a wonderful rate,

(Even as you and I)

O! The sights he missed and the nights he missed,

And the job from which he was  
"canned"—

He lost them all;—it wasn't a lot.

They all went in to "sweeten the pot"

But he did not understand.

He plays with everyone he knows.

(Even as you and I)

And the sport gets stripped to his underclothes:

(In a "friendly game" 'most everything goes)

He changes his friends for so many foes—

(Even as you and I)

And it isn't the cost, nor the friends he lost,

Or notes payable on demand:

It's knowing that he didn't "savvy the game"

That hurts him so much (It is always the same.)

He never will understand.

## MOVEMENTS OF THE FIRM

Mr. Fred arrived home Sunday, the 18th, after a three months' trip in the East. A portion of the time he was in and about New York. Upon his arrival home he took charge of the business in the office owing to the absence from the city of Mr. Adolph and Mr. Robert.

The former was called to Salt Lake City on business, leaving Monday night, October 18th. He expected to be home at the end of the week.

Mr. Robert left Sunday, October 17th, for New York city to attend the Annual Convention of the American Gas Institute.



## TRUTH IS AN ASSET

Truth is an asset and a lie is a liability, and the business world discovered this. The three learned professions know it theoretically, but they haven't the technique. Our doctors and lawyers and preachers are only interested in truth in an academic way, but business men are committed to a truthful policy. We are standing by each other. When we make a sale we make a friend. We do business with our friends—because our enemies will not trade with us. Isn't that a sufficient reason?—Elbert Hubbard.



## 4000 MILES FROM HOME

Wm. J. Lang, the Chicago plumber, has secured the contract for the plumbing in the large residence of W. C. Case-Deering, of Chicago, who will in the future sojourn in Hawaii during the winter months. Mr. Lang will send a competent representative of his shop force to Hawaii to make the installation, which will comprise seven bathrooms, in all of which solid recessed porcelain tubs will be used. There will also be several sea plunges constructed in the house, all of Carrara marble.



D. A. R.—"I have the drum that my great-great-grandfather carried all through the Revolution."

Manufacturer—"And when he saw the enemy, did he beat it?"