

THE MUELLER RECORD

October, 1919



When *Opportunity* knocks,
will we hear her?

Will our ears be so deafened with
debts and our minds so filled with
money worries that we do not hear her
happy message?

W. S. S. and *Thrift Stamp* help *Op-
portunity* knock loudly—one knock
enough.

**Everybody's Opportunity
W. S. S.—**

Savings Division
War Loan Organization
Treasury Department.



THE MUELLER RECORD

Vol. VII

OCTOBER, 1919

No. 105

PARROT WANTS TO KNOW

Takes a Sudden Personal Interest in Mr. Adolph

Bob Muzzy has a parrot at his lunch room opposite the factory, a most entertaining old bird, which in the course of a long career has accumulated a large variety of stock phrases.

During the time that the factory was shut down, Mr. Adolph was in Canada. His whereabouts was not generally known to employes, and in consequence a considerable amount of speculation was indulged in. Evidently some of this speculation was indulged in orally in the presence of Polly, with utter disregard to the fact that Polly's ears were open and her mind in a receptive state.

One day while a few employes were standing about her cage, Polly suddenly blurted:

"Where in the Hell's Adolph?"

Billy Mason relates the story and vouches for its truth. Whether it is so or not, its so good that no one wants to question it.



FRANK HAYS' FATHER DEAD

Friends among the salesmen, of Frank L. Hays Jr., will regret to hear of the death of his father, Major Frank L. Hays Sr., on the afternoon of August 27th. His death was rather sudden, as he had been ill but two days. He was 83 years of age, but was so sprightly and vigorous physically and mentally, that only intimate friends appreciated his advanced years.

A few of the salesmen knew him personally, and others had met him in the rooms of the Decatur Club in his capacity as resident secretary. Major Hays was a veteran of the Civil War. For many years prior to his permanent retirement from active business, he was prominently identified with Decatur's commercial life, being one of the leading dry goods merchants of the city.



Mr. and Mrs. Robert Mueller are in the east. They will visit their son Ebert who is a Freshman at Yale this year and will attend the big gas convention at the hotel Pennsylvania, New York. They will also make a trip to Atlantic City where Mr. Robert will attend a trade convention. They expect to be gone several weeks.

GREATER PRODUCTION

Conditions Demand That We Put Forth Our Best Efforts

There was a special meeting of the Foreman's Club Monday evening, August 25th, which was attended by nearly every member of the club. Postmaster Bering was a guest of the club on this occasion. The object of the meeting was a discussion of questions affecting production, etc.

After a good supper Mr. Adolph opened the meeting with a general statement of existing conditions. He pointed out the obstacles in the way of sufficient production, referred to the high cost of living and the futility of overcoming this by increasing wages. He felt that the remedy lies in greater production and he urged the foremen to exert every effort to secure this from the men. A concrete example illustrative of the American situation was given. One hundred men living in a community are producing necessities. Ten of them are withdrawn by a new enterprise, such as an automobile factory. Ninety men must then produce what a hundred men did if living conditions are maintained with the same standard as prevailed. If another ten men are withdrawn for some other enterprise, say the manufacture of musical instruments, then eighty men must do the necessary work, which a hundred formerly performed. If they fail, the cost of living immediately goes up. What we must do is to secure greater production now and get the benefit of business while it is good, to satisfy ourselves for the reaction to dull times which all thinking men recognize must come.

Among others who spoke were Messrs. Philip Mueller, W. T. Mason, L. H. Burleigh, Robert Mueller, W. B. Burke and C. N. Wagenseller.

Postmaster Bering explained in detail the plan of selling government supplies by parcel post, also the plan of purchasing the same through the Municipal Store. He explained to the men the exact quality of the goods, so that there would be no disappointment on the part of purchasers.



MOTHER DIES

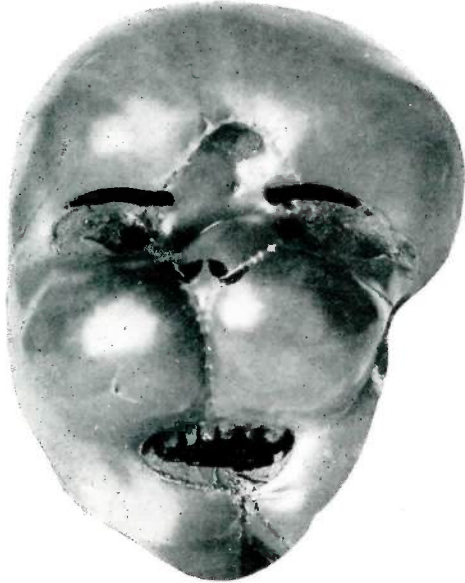
The mother of W. R. Brown of the Regulator Dept. died Saturday, Sept. 27.

Funeral services were held Sunday and the body was taken to Cleveland, Ohio for burial. Mrs. Brown had lived in Decatur but a short time, coming here from Chicago.

EVERYONE RECOGNIZES IT

Freak Tomato With Strong Facial Resemblance to Billy Jett

Mr. Adolph was pottering about his garden when he came across a tomato of peculiar formation. It showed the lines of a human face. A peculiar curved black streak strongly resembled a mouth. Just above a small black spot, without any hard stretch of imagination, made a very good stub nose. The whole combination was puzzling not only because of the facial resemblance to a human, but it reminded Mr. Adolph of someone he knew. "By George," he exclaimed, "It's like Billy Jett. Why tomato you look so like him, that I expect you to tell me you got a telegram this



morning asking you to hurry up orders."

Adolph glanced up and saw the map of Ireland peering over a hedge. It was Billy Ford.

"Come here Billy, I want to show you a queer tomato."

Billy lamped it and Adolph asked:

"Who does that look like?"

"Why Bill Jett. Better than a photograph."

And then the next day Butsy Dill was taken over to see the curiosity. No one made a suggestion and when he met up with the curious vegetable he simply said:

"Hello, Bill Jett, and this is what your wild ways have brought you to—turned into a tomato."

Then the tomato was brought over to the office and Jett examined it critically before exclaiming:

"Nothing to it—I can prove an alibi!"

"How are you going to do it with three

witnesses against you," asked Adolph.

"Why, I am not that good looking. Besides there are two witnesses who are prejudiced. Dill claims to be the best dresser on Broadway since he went east and learned to quit wearing his pants in the tops of his boots, and Ford claims to be the best dressed man in the south, and we'll have to admit that Billy is some wild he Irish Rose. They have turned on me because of my \$12.00 silk shirt. They are jealous and prejudiced.



PERSONAL

Wilbur Garrett, of Department 30, was married Monday morning to Miss Fannie Hamilton. "Cotton" has our congratulations.

Ellis Blankenship of the Brass Finishing Department who was wounded in France is taking advantage of the government's plan for educating the returned soldiers. He is now attending Brown's Business College.

M. D. Sullivan of the Electrical Dept. is also taking advantage of this. He is taking an Electrical Course in the University of Chicago.

J. J. Lingle has recently moved his family to Boston, Mass. where his son, Myron, will attend the Massachusetts School of Technology.

LeRoy Adams of the Cost Department, more recently of Dept. 57 has returned to Valparaiso University to continue his studies in law.

Brook Amman who has had charge of the Core Vault has resigned to go into the Contracting Business with his father.

Raymond Drobisch of the Drafting Dept. has resigned to attend the Harvard Law School.

Miss Geraldine Vaught of the Main Office has recently taken a position with the Decatur Drug Co. Miss Clara Frahlman succeeds Miss Vaught.

Miss Mae Turner has resigned to care for her invalid mother.

Frank Auten of the Machine Shop is now attending a school for watchmakers in Indiana.

Hoyt Mountz and J. H. Simms have gone west to farm. Simms expects to raise poultry.

Earl and Morris Gustin, nephews of Big Bill, are among the new moulders in the Foundry.

Frank Le Hew of the Brass Finishing Dept. who has had a long seige of the typhoid fever has recovered sufficiently to be out again. He hopes to be strong enough to return to work before long.

W. R. Gustin attended the National Purchasing Agents Convention in Philadelphia. While in the east he also visited New York.

Fred Klinek and Lucien Mueller attended the Foundrymen's Convention in Philadelphia this week.

BRASS CHIPS

Billy Ford gave the first party to the visiting salesmen who were here in August. Billy proved an ideal host—he paid.

* * *

Salesman H. D. Nash was very much interested in the proceedings of a meeting he attended, at least so long as he managed to keep awake. The fact that he had to be brought to at one time was doubtless due to one of the late sessions which visiting salesmen attend at night.

* * *

Handsome new signs decorate the buildings of the Mueller Fountain & Fixture Company.

* * *

Noonday dancing parties were resumed the week several of the salesmen were here. Of course this was a mere coincidence.

* * *

Billy Burke proved out a pretty good after dinner speaker at the Foremen's Club meeting August 25th.

* * *

E. J. Klemmer, formerly of the cashier's office, has finished his term in the navy and returned to Decatur. He has taken a position in the Claim Department.

* * *

Miss Blondella Clover, who has been working in the Accounting Department for the past year took a trip to Wisconsin after her resignation, and on her return paid a visit to her old office associates. Miss Clover will teach school this year.

* * *

The report that the salesmen followed Mr. Oscar to Port Huron because he was so "easy," is a mistake. The reason they followed him was they wanted to get some of it back.

* * *

H. W. Knauss came down from Peoria August 25th on a business trip and during his short stay managed to see quite a few of his office and factory friends.

* * *

"Daddy" Hill of the Port Huron plant paid a visit to Decatur during the latter part of August to look the factory over and meet some of his old friends.

* * *

Bruh Werner has been added to the force in the Drafting Room.

* * *

Hen Plate, the Mueller cartoonist, has returned from a trip in his new Buick to Starved Rock, etc.

* * *

Emily Entler has taken a position in the Foreign Division of the Red Cross Dept. in Washington, D. C.

* * *

Wanted—Light housekeeping rooms—Must have use of front porch. Mary and Mae.

Watchman Walsh is within hearing of the raucous voice of the Muzzy parrot all day. "I'd kill it," says Walsh, "if it was not for it's color."

* * *

Charley Morris says Burke ran the new electric truck without license, he also exceeded the speed limit and did not have a tail light.—Thirty days, Burke.

* * *

What shall we name West Cerro Gordo street from Monroe on down—Snyder Row or Mason Avenue?

* * *

The neighborhood is getting pretty bad when Jack DeFratus has to move out.

* * *

We all take off our hats to Halmbacher and Burke when it comes to fishing—Some Fish!

* * *

Barney Marty and Charley Morris are not in partnership on the telephone any more—it is now Marty and Snyder.

* * *

Bill Ferry says that he and Cranston are about the only two brainy men left over there.

* * *

Gustin came back, and now Klinck has gone away. It's just one thing after another.

* * *

Why did Burke stay away from the last Foremen's meeting?

* * *

Ray Drobisch has gone to Boston to school. He was formerly a draftsman.

* * *

Jim Simms, the well known chicken fancier, is not with us any more. He says 15 dollars is cheap for a good rooster.

* * *

We are advised that Charlie Armstrong has found a sure way to overcome the present sugar shortage. He prefers loaf sugar and generously leaves some for the next time as he does not wish to be classed as a hoarder or profiteer.

* * *

We wonder what "Red" Parker finds to sweep out from around his desk every A. M.

* * *

Nellie Wicks of the Drafting Dept. advises all the girls to give their (hope box) a rest and begin making Christmas presents. (A stitch in time saves nine). Shop early.

* * *

Miss Eleanor Wolf is with us again in the Drafting Dept. on record work.

* * *

Miss Anne Wicks visited her office and factory friends about the middle of September. She was formerly the multigraph operator in the Advertising Dept. and now has a similar position in St. Louis.

Sam Harris got a hard crack on the back from an iron door which put him in the discard for about a week.

* * *

Miss Mary Van Meter (known to her pals as "Billy"), passed up the multigraph and took a vacation in August, to visit in her old home town of Pana.

* * *

Wonder who sent the tuberose to Marie when the salesmen were here. Tuberoses generally go to dead ones which makes us wonder if there was sarcasm in the gift. It stood so high from the floor that Marie had to stand on a chair to smell it. Must have been selected by a tall man. Let's see—Nash was the tallest of the bunch. Could it have been Nash?

* * *

Party costumes are still popular in the main office.

* * *

Missing one picnic will make us enjoy the next one all the more.

* * *

Mrs. Shoemaker, the caterer for the noon-day lunch party, has greatly improved the appearance of the dining room by hanging drapes at the windows and by other little feminine touches which add to the beauty and cosiness of the place.

* * *

Edward W. Larrick, one of the twenty year men, has left our employ and gone to work for the Leader Iron Works of this city. He had worked for us for a period of 23 years.

* * *

The firm of Hurd & Martin of Detroit, has been commissioned to make a birdseye view of the Decatur plant. These pictures used on various kinds of advertising matter will give the public an idea of the size of our plant.

* * *

Dick Moore spent his vacation in Decatur. He came down from Chicago in his automobile and sold the car here presumably to get money enough to return home. Billy Simpson who happened to be in Chicago, came down with Dick, who had an exciting experience with a bumble bee, which left its imprint in a most unexpected portion of Dick's anatomy. It was most painful and bordered on a personal calamity. As the Mueller Record is not a medical publication the whole truth cannot be told, but Dick will tell it to you with tears in his eyes.

* * *

Mr. and Mrs. Adolph and daughter, have returned home from Manitoba where they spent a week or ten days with Everett, who has had charge of Mr. Adolph's Canadian farms during the summer. The trip proved a most delightful one to the entire family.

BOB COLLINS RECOVERING

Ralph "Bob" Collins, formerly in the Shipping Dept. but more recently salesman for the southern Illinois territory, has been seriously ill for the past two months. For several weeks it was feared that he would not recover but at length he was taken to Dr. Allen's Sanitarium at Robinson, Illinois where he made gradual improvement.

He was able to return to Decatur for a few days this week and is greatly improved. He has almost regained his former weight and had never lost any of his good nature. Bob expects to return to Robinson for further treatment, but we hope that before many weeks he will be able to again visit his customers.



MR. HILL HIT THE MARK

New Twenty Year Man Said a Heap in a Few Words

In accepting his check for \$500.00 for 20 years' service, William Hill said:

"In the past twenty years when I got up every morning and dressed I knew I had a job waiting for me at Mueller's. In all that time I have never had to worry about a job."

Mr. Hill said a mouthful. One might take his statement and preach a long sermon on it. The few brief sentences are pregnant with meaning. They contain in a large degree valuable food for thought, and are worthy of a thorough digestion. Men who are inclined to grumble, find fault and be dissatisfied, might well ponder these statements.

Some of us must work for wages. It has always been so and always will be so. To those who do its a mighty satisfying feeling to go to bed at night, and get up in the morning knowing that you have a job. There is security and peace of mind in the knowledge that so long as you perform your daily task that you do not have to worry about a job—you have always got one when you work for Muellers'.

And more than that—there is no worry about idle days. There are few shut-downs and lay-offs, as is frequently the case in other industries, but it's steady work day after day, summer and winter. A Mueller employe on the first day of the year can with reasonable certainty say to himself that he is going to be employed on practically every working day.

The thought that he is going to lose time or be forced into idleness need not haunt him.

Surely it is something we can all think about, and a subject from which we may all draw a moral without being told just how to do it.

CALLED HIS HAND

Jett Makes a Failure Putting Telegram Story Over

"May I ask Mr. Brown a question," said Billy Jett during noonday lunch.

"Certainly," replied Mr. Adolph.

"Can you tell me when those 72 gas regulators will be ready for shipment. They are pushing me hard for them. Got a telegram this morning asking me to hurry them."

"You got a telegram," asked Adolph.

"Yes sir."

"Let me see it. I'll bet a Little Rose you never got it."

"Oh, yes I did."

"Well let's see it."

"It's up to the hotel, and I'll show it if I have not lost or destroyed it. They wrote me a letter, and—"

"I don't care anything about the letter—what I want to see is that telegram. You never got one did you."

"No, I did not," said Jett, "but I got a letter and they want those regulators."

"Oh, they do. Well, we'll get them out."

"Darn it," said Jett, "I never could tell a lie."

"Not and get away with it when you're telling it to me," commented Adolph.

You've got to give Jett credit for one thing. He's pretty cute. He wanted to tell the party that he sold 72 gas regulators and he got the story over through the fake telegram stuff. Getting caught did not feaze him because he is used to being caught bluffing.



GOT BUTSY'S MONEY

Mr. Oscar came down from Sarnia to meet the firm and salesmen who were in at that time. He joined the party that night and used a pipe end reamer on Butsy Dill. Mr. Oscar went back to Sarnia on Butsy's money. He explains why a salesman can't play the game. It's because the salesman becomes absent minded trying to figure how he'll work his card table losses into his next expense account, and does not keep his mind on the game.



ROY COFFMAN PRESIDENT

There was a meeting of the foremen's Club, Monday evening September 29th and the annual election of officers was held.

There were two tickets in the field for president and vice-president.

Roy Coffman, president and Chas. Armstrong vice-president, were elected over Otto Halmbacher and S. M. Yonkers.

The supper served by Mrs. Shoemaker was excellent and was followed by a business session which lasted until 8:00 o'clock. Various subjects pertaining to factory affairs were discussed.

NEW FIRE CHIEF

An Experienced Man Now at Head of Our Department

John Duffy is our new Chief of the Fire Department. Those who know Duffy personally feel that the company was fortunate in securing his services. John is an old fire fighter. He put in the better part of his life in the paid department in Decatur, and has also served several years on the local



police force. His experience in fire fighting is as extensive as one could expect in a town the size of Decatur. In the time that Duffy was in the Fire Department Decatur has turned out some good sized fires, and John has been in on all of them.

His experience forms a splendid foundation for building up a more thoroughly efficient service in the factory than we have previously enjoyed.



ROY HUGHES QUILTS

Roy Hughes, one of the men to whom the firm always looked as ultra-loyal, was rewarded August 15th with a check for \$500.00 for his twenty years' service.

That afternoon Roy penned his resignation to take effect at noon on the day following, August 16th.

His action was unexpected and therefore surprising. With his family he has removed to Los Angeles, California, where he expects to make his home.

Roy's action has been widely commented on among the men about the factory. The Record and the firm have no comment to make. We merely state the facts and let it go at that.

Our Exhibit at the Plumb

We are presenting herewith a picture of the exhibit which we made at the National Convention of Master Plumbers at Atlantic City during the month of June. We are justified in saying that this was one of the most attractive exhibits at the convention, which by the way was marked by more elaborate exhibits than have ever been made at a similar convention. Our display board was done in black and white in accordance with our style of advertising. The upper part was laid out in panels of white velvet, except the extreme right and left wings which contained colored electric signs. Small colored lights hung on the faucets shown on the upper panels and on the lower panels we displayed large pictures of our factories at Decatur, Sarnia and Port Huron. In addition to this there were a number of stands, sinks, and drinking fountains. The display board was 16 feet long.



LONG HOURS; POOR PAY

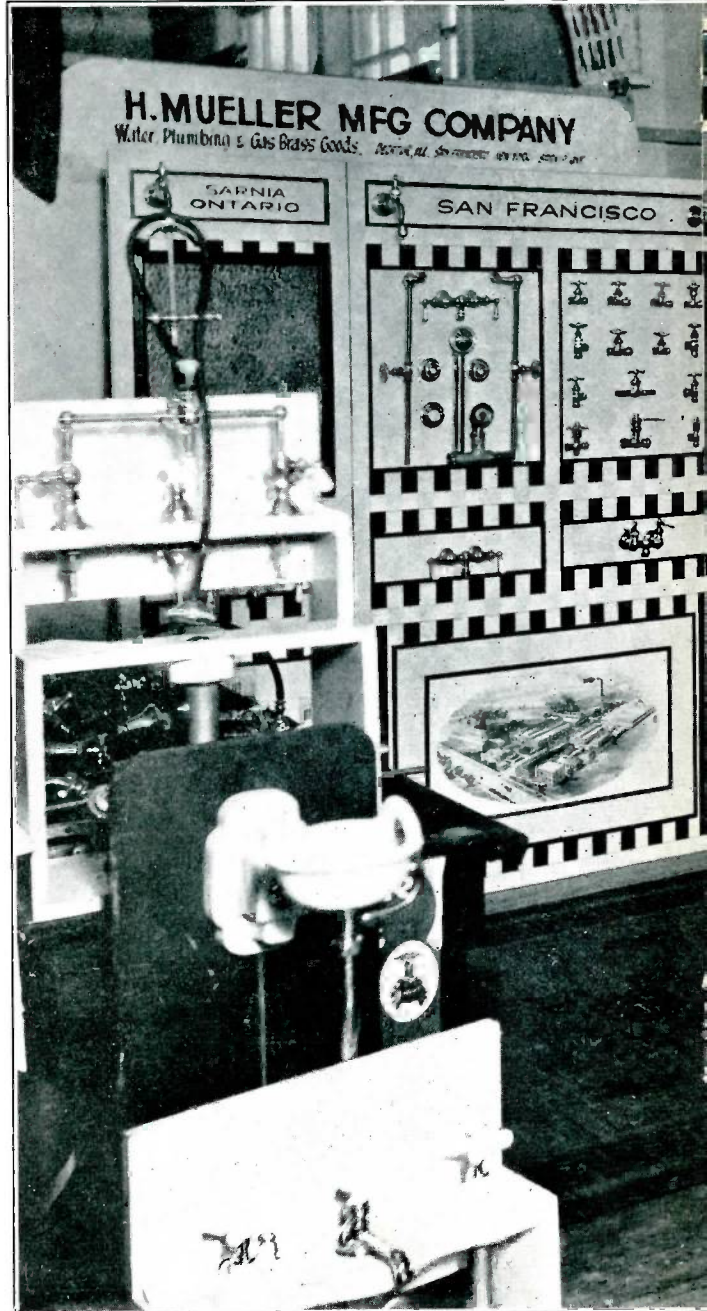
French Would Surely Consider the American Conditions Perfect

Speaking of his stay in France with the army, Dean Gorham of the main office, says:

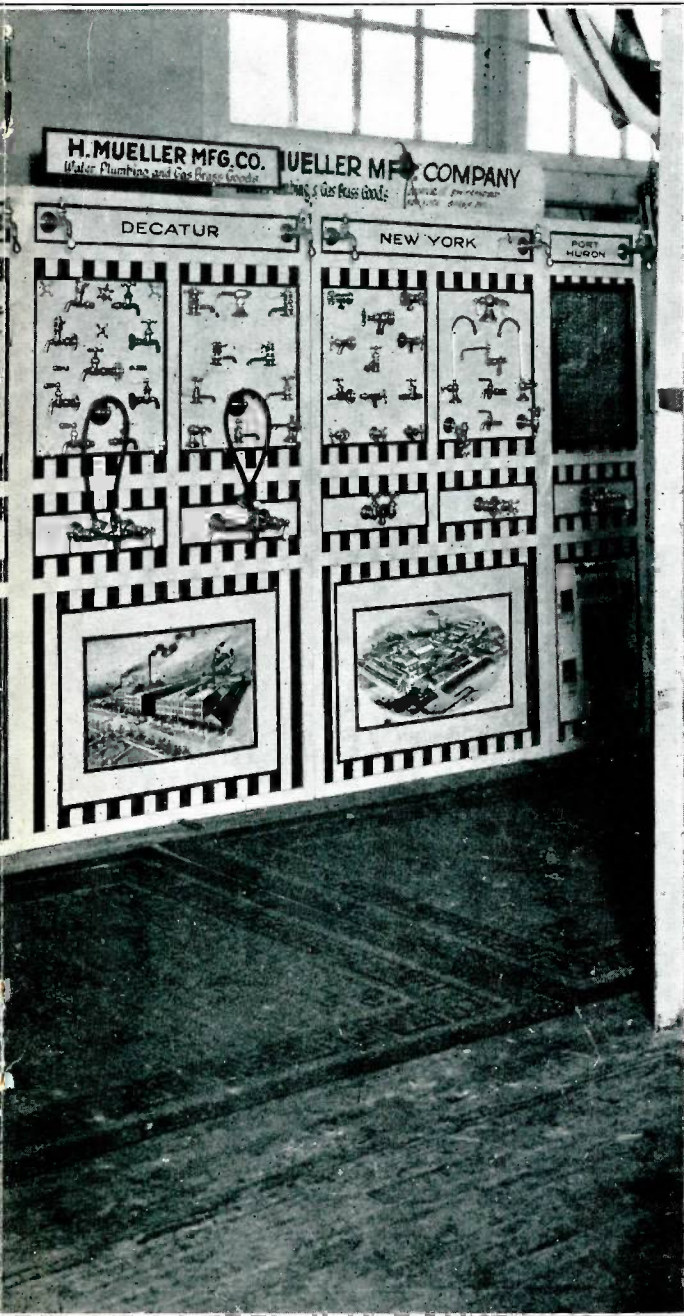
"When our company was transferred to the LeMans area in the Department of Sarthe which is one of the most fertile and progressive parts of France, we were billeted in a house immediately behind which a large electric light plant was just being built. We arrived early in the morning, at daylight, and noticed that the workmen already were on the job. After we had had our supper at night, we noticed that they were still at work, and continued so until about seven o'clock. Upon inquiring among them we found that their pay, in spite of these much longer hours, was only about one-half or two-thirds of the pay which an American receives for doing the same kind of work.

We had occasion to notice the home life of many of these people. They had only the very simplest of food: mostly bread, wine, potatoes and some small fish, the awful stench of which when cooking would almost drive us out of the house.

In this little town, there was absolutely nothing for the advancement and amusement of these people, except for the public schools. There



Members' National Convention



were no movies, libraries, Y. M. C. A., ball grounds, parks or places of amusement or recreation. Most of them live in two-roomed stone huts. This is a sample of the average French town of three or four thousand population.

Their clothes consisted largely of patches sewed together, which would make an American workman ashamed to be seen on the street. Some of them wore extraordinarily large corduroy trousers, which were extremely baggy, and although they were tightened at the ankles, they bulged out and sagged down below them.

When these Frenchmen were moving the electrical machinery into the power house, we noticed that they were very inefficient. One of our boys who was experienced at installing machinery, declared that, although the machine itself was a beautiful piece of workmanship, the men installing it were very slow, clumsy and awkward, and that with one-half as many Americans he could do twice as much work in less time.

There is nowhere near as much construction and improvement work going on in France as in the United States. Consequently the Frenchman does not have a chance to get the mechanical training that most Americans can get.

Since then, I have had occasion to notice the speed and ease with which our machinery was moved from the old factory to the machine shop. The work that the men did presented a great contrast to the work we saw in France. The conclusion that strikes one, is, that the average American has learned to use his intelligence and reason more than the average Frenchman, and that due to his greater morality, he has so very much better conditions of living.



SEPARATED FROM HIS TAG

While nosing 'round the Reclaiming plant the other day, we picked up an aluminum check such as democrats wore in a former presidential campaign. It read:

"TO THE
WHITE HOUSE
ALTON B. PARKER"

We presume Alton became detached from his check in some way. Olga Funk might file a claim. Or is it worth while?

'AIN'T IT THE TRUTH?

In speaking at the Foremen's Club Billy Burke told a story about Tom Quinn, a once prosperous Decatur cigar dealer, and Walter Pope who made a neat little competence with a dray line. Tom was a "let go-er" and Walter was a "hold fast-er." The result was the same old story. Tom died without money and Walter had it to leave to his family.

One evening during the time they were both prospering Walter dropped in for his daily pleasure of one cigar smoked with slow and satisfying appreciation. He was worth \$25,000 or \$30,000, a fairly good gob of "Jack" in those days.

"Walter," said Tom, "Why don't you retire? You've got enough money to live on without working."

"Tom," said Walter, "Did it ever occur to you that I get just as much pleasure out of making a dollar and saving it as you do out of making a dollar and spending it?"

"And"—continued Billy, "that remark taught me a lesson that has proved beneficial to me."

We guess it did, because Billy was able to "sit in" with quite a stack when they had liberty bonds to sell.

There is a lesson in it for every man if he will only apply it. Any man who creates and sustains a saving habit finds joy in it. He likes to see the dollars increase. He does not necessarily need to be miserly, and need not be regarded as a stingy old person. As a rule the spender has no conception of the pleasure derived from saving money. To him there is no such pleasure, but it is there just the same—any man who has tried it will tell you so.



THE NEW BRASS SHOP

The building between Mercer and Monroe streets erected for a Munition Plant now houses the new Brass Shop. Departments 7, 8, 9, 10, and 12 have been combined and now occupy the large room. It has much more air, light and space than in the old quarters on College street.

Many improvements have been affected by the move. Among them is a new trucking system, a method of locating machines somewhat as theatre seats are located. Machines are grouped with a view to securing efficiency and economy in production as well and with due regard to the comfort and welfare of the men.

The Polishing and Nickel Plating departments now occupy the room used by the 100% inspection.

Department 18 has been enlarged and now includes the Boxmaking, Packing and Testing as well as the Assembly of Ground Key, Self Closing and Compression work.

SALESMEN'S "PROVERBS"

Read them over. Some of them sound familiar. Are any of them in your 'stock in trade?"

It won't sell in my territory.

The price is too high.

My trade is peculiar.

The package is not large enough.

It is too early to work it yet.

I will take samples next week.

My Competitor has a cheaper price.

The shipping clerk never ships anything right.

I had to rebate him because he had a cheaper price.

Can't I guarantee the price?

My customers won't buy futures.

I am getting all his business now.

My trade is loaded.

If you give me the right price, I can get the business.

I can't afford to stick my trade.

I did not see it in the letter.

I made more profit than you figured me.

He is O. K.

The telephone service is poor.

Please cancel Smith's back order.

He will give me a check next week.

My customers won't buy it.

It is in the book.

Can't I prepay the freight?

Can't I equalize the freight?

I am always five cents high on sugar.

I will lose all my trade if you don't quit making mistakes in the billing.

Bill Smith is going to quit me on account of the interest charge.

—From Barrington Hall Whooperup.

Tommy had been out playing until he was very tired, and he did not feel inclined to say his prayers, but his mother insisted, so Tommy began:

"Now I lay me down to sleep;

I pray the Lord my soul to keep."

"If," prompted his mother.

Tommy, sleepily:

"If he hollers, let him go.

Eeeny, Meeny, Miny, Mow."

—London Ideas.



DUFFY'S FINE GRAPES

Jack Duffy, our new fire chief, has other accomplishments than fighting fire. Among these is fruit growing, particularly grapes. Samples of these were recently passed to some of his friends, including members of the firm. It was agreed without a dissenting taste that Jack's grapes were O. K., or as Woodrow would write it—"Okeh."

BOUQUETS FOR BOBBY

Trap Shooter Has Good Record and Gets Nice Letter

Bobby Mueller is an enthusiastic member of the Decatur Gun Club. He stands well up in the ranks of the local shooting. He has broken over 1200 targets so far this year and his average is something over 92%. He is in receipt of the following letter from the Winchester Repeating Arms Co. complimenting him on his good work:

New Haven, Conn., July 29, 1919

Mr. Robert H. Mueller,
Decatur, Illinois.

Dear Mr. Mueller: Our Mr. F. G. Bills reports that you were successful in winning high average among amateurs at the shoot held by the Delavan Gun Club recently, with the splendid score of 145 out of a possible 150.

This is certainly fine work and we wish to take this opportunity to extend to you our heartiest congratulations and wish you the very best of success in all of your shooting during the entire season.

If we can be of any service to you in any way whatever, please do not hesitate to call upon us.

Very truly yours,
J. M. Hawkins, Manager.
Shooting Promotion Division
Winchester Repeating
Arms Co.



TELEPHONE POLITENESS

Some of Our People Have a Good Deal to Learn About It

There have been a good many articles written about the need of politeness over the telephone. The manner and tone in which some of our employes respond to telephone calls would indicate that they have never read any of these articles. The telephone is wholly a device for expediting business, and not to be used for anything else. We should all understand that when our telephone bell rings someone is going to ask us a question on business and is using it not to annoy us, but to save the time that would be required to come and ask the question personally. Some of the people around the factory seem to think that their telephone rings simply for the purpose of annoying them, and they respond to questions asked in very much that manner. The natural inference that one has is that persons who answer telephones in a disagreeable and annoyed tone of voice have not been reared to answer any question politely. But it is never too late to begin, and all persons who are called upon to use the telephone or answer it, should bear in mind that they owe it to themselves and the person calling to be patient and polite.

NEW SALESMAN

S. A. Kerrigan is a new salesman traveling through the southern territory. Mr. Kerrigan came to us from Wilkes-Barre, Pa. He is wise to the plumbing game and also knows something about the war game, having served his time in the Expeditionary forces. It seems superfluous to say that Mr. Kerrigan is of the Leary-Ford type of citizens, which is another way of saying that his ancestry traces back to



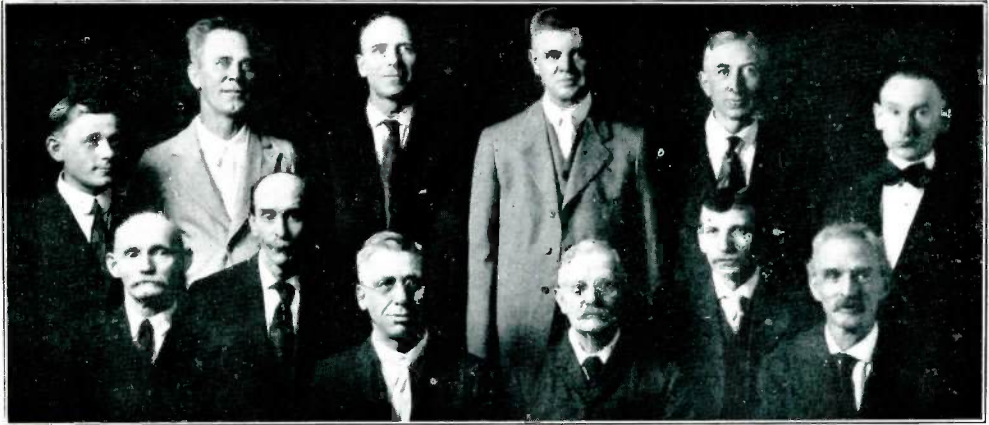
Ireland. Mr. Kerrigan put in several weeks round the factory, getting acquainted with the people and the goods, and became very popular in that time, especially with the ladies. His good natured face, pleasant manner and "smiling Irish eyes" made a big hit with some of the "laughing Irish eyes" in the office. Kerrigan is doing nicely on his territory and we look for him to become a fixture in the Mueller organization.



IN CALIFORNIA

Roy Hughes who left the service of the company on August 16th has gone to Los Angeles, California, and in a letter from there he shows that he has already developed symptoms of the California fever. The climate is delightful and everything is beautiful, and the cost of living is not quite as high as it is further east. He says that he has a good position but does not state in what line he is engaged. He gives his address as 927, Terrace 49, Los Angeles, California.

The 1919 Twenty Year Men



TWENTY YEAR RECRUITS

An Even Dozen Complete Term and Receive Reward

We are showing herewith a picture of the Twenty-Year Men, who completed their term of service this year. It had been the intention to present each of these men with a check for \$500.00 at the annual picnic, which was scheduled for August 16th, but conditions were such that this picnic was passed up. Along about August 15th however, the presentation was made without any formal ceremony. The men gathered at the Clubhouse at noon and Mr. Adolph Mueller on behalf of the company made a brief address and handed each one of the 12 men his check for \$500.00. In addition to this, each man was presented with one of the emblematic pins. This makes 46 men who have received a check for \$500.00 since 1907. The complete list of the Twenty Year Men is herewith given:

N. A. Johnson	John Ronan
W. E. Pease	Theodore Shepherd
Anton Schuermann	W. N. Dill
F. O. Zetterlind	W. B. Ford
Walter Scretton	R. Jigorisch
F. H. Hubbard	Chas. Winegardner
Fritz Voelcker	E. J. Dodwell
W. H. Campbell	A. D. Schudziara
U. G. Moon	G. Golenbeck
Paul Kastner	August Kusch
B. J. Marty	Chris Hendrian
Len Herman	John Kusch
Nicholas Coy	U. S. Friend
George Zwilling	Roy Hughes
Theodore Scherer	Wm. Bain
Philip Reab	W. P. Deverell
Otto Scharnetzki	Lewis Fagan
Harry Hays	Wm. Burgess
William Seeforth	Harry Formwalt
Harry Zetterlind	Otis Hoffhein

Louis Wallenbrock	A. Schudziara
Wm. Donnewitz	Wm. Hill
E. W. Larrick	Jacob Koons



TODAY'S TALK

By George Matthew Adams

THE MASTER TOUCH

Have you ever noted the great pianist at his instrument as he strikes the keys with precision and sureness? He has the Master Touch! He knows—and, knowing, puts his entire soul into interpreting what he knows.

The Master Touch in all things is the touch of certainty.

It matters not whether it is the musician, painter, writer, speaker, or the man at his desk—the man with the Master Touch knows his job. And everybody else knows that he knows it, too. For there is character back of the Master Touch.

A man has to be serious about the thing he does to acquire this Master Touch. It must be backed by a 100 per cent desire.

There are always jobs aplenty open, ready and waiting for the man who knows—who uses the tools of talent at his command, as though he owned them. Watch that executive as he takes up a knotty problem and disposes of it in five minutes—it took him twenty years to get that Master Touch of decision!

There will always be folks in crowds to laugh at the plodder. But they never laugh at him after he demonstrates to the world the greatness of his Master Touch.

"Trifles make perfection—but perfection is no trifle!" Never did a saying so aptly express the truth hidden behind the Master Touch.

For the very first things to master are—the trifles!

FACTORY FACTS FROM SARNIA AND PORT HURON



WHAT NEXT CURLY?

Above is shown a cross section reproduction of Curly Allan's Motor Cycle which caused such a sensation last month among the Sarnia employes. Far be it from us to criticize Curly's latest hobby but in our estimation it would have been far better if he had bought a pair of roller skates. The skates would be cheaper. There would be no parts to fall on the ground and they would be far less dangerous.

Curly's initial trip was one of the most delightful social events of the season. He wore a pair of gold rimmed goggles, a leather coat, rubber boots, with the handle of the motor cycle in one hand and his life in the other. He started out of 50-50 but the machine backed up through the Drafting Department, knocked over three cuspidors and upset the carefully laid plans of the artists. Then the machine went through a window, up the steps of the Employment office through the hall, down the other steps, over the Watchman's foot and then headed for the river, with Curly yelling, "Whoa!" at the top of his voice. Curly stopped it by kicking out the spokes and then turned the machine around, then one of the tires fell off, the chain busted and the handle bars bent. Pretty soon Curly was headed for home with the horn in his pocket and the remaining tire hanging around his neck.

WANT AD—Second handed Motor Cycle for sale **CHEAP**. Apply to Curly Allan, c-o Sarnia General Hospital.



DECATUR, READ THIS AND WEEP

Our Eastern representative, Mr. A. B. Baily, with headquarters at Montreal, is spending two days of his vacation at Sarnia.

He is in a belligerent mood; the chip on his shoulder shows quite plainly. His enthusiasm for the Mueller tapping machine equipment is responsible for statements, that to the uninitiated may seem rash. Listen to him talk: He offers to bet \$50 to \$25 (real money—not talk) that he can produce a man from his territory who, blind folded will make a tap with $\frac{1}{8}$, $\frac{3}{4}$ or 1 inch tool in eighteen minutes.

A few of our Salesmen's orders for the past months are as follows:

2100 pieces $\frac{1}{2}$ " and $\frac{3}{4}$ " D15101; $\frac{1}{2}$ " and $\frac{3}{4}$ " D25401; $\frac{1}{2}$ " D15904. 100 $\frac{3}{4}$ " D6163 Curb Cocks. 1440 $\frac{1}{2}$ " and 432 $\frac{3}{8}$ " D6264. 100 D5152, $\frac{3}{4}$ "x $\frac{1}{2}$ "; 150, $\frac{3}{4}$ " D5051; 200, $\frac{1}{2}$ " D5351; 100, $\frac{3}{4}$ " D5351; 300 D22000 Boxes 8' to 9'; $\frac{1}{4}$ "x8" sleeve and valve new style; 5671 pieces regular lines brass goods from one jobbins connection. 1572 pieces of regular lines of compression bibbs, bath cocks, basin, cocks, stop and waste cocks, etc. L No. 7 drilling machine. 100 $\frac{1}{2}$ " lead; $\frac{3}{4}$ " Iron D5002 Lead and iron complete for No. 7 lead. 1 No. 2 Mueller Tapping machine with complete standard equipment; 50 $\frac{1}{2}$ " D5353 Mueller Extra Round Way Inverted Key Stop Cocks, lead flange for $\frac{1}{2}$ "x 7 No. led; 50 $\frac{1}{2}$ " D5051 Lead flange corporation Stop cocks for 7 No. lead. Mr. Conway's orders for the city of Regina received in

on day totaled \$1,524.00, with one order still to come.

Our sincere regrets are offered for the story headed, "Decatur read this and Weep" which appears in another column of the Record. This article was published in good faith and we would gladly have accepted a challenge from Decatur. However, circumstances prevent us from taking any bets and A. B. Baily's letter explains.

Mr. W. Twaits,
Sarnia, Ont.,

Sept. 11th, 1919.

My Dear Bill: You will recollect the bet I was willing to make on a blind folded tapping machine expert. I regret to say that I will have to withdraw this offer. I was giving my man another work out against his own time when an accident took place that caused my man to positively refuse to try another tap blind folded. In the excitement of the contest my man tapped and inserted a $\frac{1}{2}$ " D5051 in the timekeepers leg by error and if the cock had not been turned off the timekeeper would surely have bled to death. I trust you will inform Mr. Buckridge in reference to the above so that he can declare this bet off.

Sincerely yours,

A. B. BAILY.

He will bet even money that no other salesman can produce within a reasonable time an operator who can make a tap blind folded. The only evidence necessary is the Salesman's and operator's signature. But he wishes it distinctly understood that any poker players have got to realize that this is not a poker bet.

Sharpen your battle axes, you tapping machine hounds. You'll display some gravel before you pull down the money.



The Mueller Manufacturing Company have a strong Hockey team this year and are planning to run away with the city championship. The Mueller Athletic Club held a meeting in the middle of September and elected D. J. McIntosh, Manager. It is planned to have a team composed of Mueller employes only and a big campaign will be waged to get every prospective player out for the team and to organize a large band of rooters.

Bowling enthusiasts have already started to buzz as the season approaches and it would not surprise us a bit to see challenges flying over to Decatur. The Port Huron and Sarnia plants will both have strong competitive teams.

Employees of the H. Mueller Mfg. Company, Ltd., took another stride towards the model organization on September 17th, when an Industrial Committee was elected by the men and women of the plant to co-operate with the Company in matters relating to the employes and employer.

The true significance of this move can only be shown after the Industrial Committee has held several meetings and investigated problems that confront the organization. The Association means that in the future the selected representative of the plan will represent the various departments in all matters of Industrial importance.

Following an interesting talk by Mr. O. B. Mueller the plant was divided into fifteen groups under the management of the various foremen. Each group was allowed to nominate as many members as possible for representing that particular group after which the nominee having the largest number of votes was declared elected.

In addition to the fifteen representatives from the various sections of the plant, the Company officials selected fifteen members from the same groups to represent the company in the committee. The first meeting of the new association will be held in the near future.

Intense enthusiasm was shown at the meeting and election, a number of workers giving short talks concerning plant problems. The plans were worked out smoothly and within two hours the committee was a reality.

The women workers of the plant were given an equal amount of representation in ratio to their quota of employees in the plant.

The following are the names of the employees elected for this committee: S. Dennis, E. Ewener, L. Hazen, M. Gunn, F. Fleckenstein, F. Kraus, R. J. Buchanan, Flora Mann, J. McLeister, H. Savage, W. Yates, E. Maxey, S. McLeod, Miss K. Murphy, J. Wightman. The Company representatives are as follows: W. Ash, I. Kimball, N. Blanchard, L. Bromeley, W. Phillips, A. Bannister, L. Short, M. Page, C. S. Brent, L. Clarke, J. Sleeth, W. H. Bartlett, A. Reeve, R. Watman, C. E. Marsden.

A serious situation confronts the Sarnia plant on or after October 20th, as it is expected that a large number of Port Huron and Decatur employees will attempt to get transferred to the Sarnia plant.

Canada votes on prohibition on this date and if the country goes wet it is expected that visits to the H. Mueller Mfg. Company, Ltd., will increase so greatly that the Ferry service between Port Huron and Sarnia will be moved nearer the Mueller Plant. We might say—Put in your application early, there is going to be a big rush. At that it's kind of tough on us poor fellows who are living in Canada.

The vacation crowd is slowly drifting back to the Port Huron and Sarnia plants. L. E. Wetzel has returned from the wilds of Canada, including Ontario and points further north. Daddy Hill spent his vacation in his automobile, working on it instead of riding in it. D. E. Lindquist has returned from Illinois and other dry points.

Tom Coward has three new stories, all with an English sense of humor, Tom tells this one:

"It was the first vaudeville performance the old colored lady had ever seen, and she was particularly excited over the marvelous feats of the magician. But when he covered a newspaper with a heavy flannel cloth and read the print through it, she grew a little nervous. He then doubled the cloth and again read the letter accurately.

"This was more than she could stand, and rising in her seat, she said: 'Ise goin' home. This ain't de place for a lady in a thin calico dress.'"

The Canadian Victory Loan Campaign of 1919 will be inaugurated shortly and it is expected that the H. Mueller Mfg. Co., Ltd., will again lead the entire Dominion. The Sarnia plant was the first in Canada to over-subscribe its quota for the Victory Loan of 1918.

BEGIN WITH THE BOYS

The Time to Build Manhood for the New Industrial Era

Mr. Clarence Howard of the Commonwealth Steel Company prints the following in his house organ:

Nineteen centuries ago one who had been a carpenter's boy taught the lesson for all mankind that the house which is built upon the rock will stand, but no matter how beautiful or substantial the superstructure, if it is built on sand it cannot weather the storms.

At the age of twelve, a boy first begins to come in contact with the world outside the immediate love and tender watchfulness of his mother and father, and it is vitally important at this point that he should be surrounded with the most wholesome influences and associations. The Boy Scouts of America is the organization which has been defined as a "process of making real men out of real boys with a real program."

Contact with Boy Scouts convinces anyone that the program is indeed real.

What would it mean to you, fathers and mothers, to have your boys begin in early youth to practice the Scout oath:

"On my honor I will do my best:

1. To do my duty to God and my country, and obey the Scout Law.
2. To help other people at all times.
3. To keep myself physically strong, mentally awake, and morally straight."

If you want real inspiration ask a Boy Scout to repeat to you the Scout Law, which is boiled down to twelve meaty, comprehensive items.

Then, fathers and mothers, what would it mean to you to have your Boy Scout at the age of 18 graduate into the Junior Chamber of Commerce, an organization of young men from 18 to 30 years of age with a definite, constructive plan of action which combines in a remarkable degree genuine service to the city, while constituting a training school for membership in the Senior Chamber, and for full-fledged, rounded-out, useful, intelligent citizenship?

What would it mean to you to have your son not only a member of the Junior Chamber, but a Scout Master, charged with the responsibility of training other Scouts and setting an example of fidelity and integrity?

What does it mean to the industries and to the future of labor to have our boys efficiently trained, "mentally awake and morally straight"?

It is a sign of the times that "Commerce and Finance," a New York publication printed recently the following, stating that it was designed to promote a better understanding between living fathers and their sons:

THIS EMBRACING WEATHER

The epidemic of engagements and marriages which struck the Mueller plants last month has started a series of rumors. Following the announcement of the engagement of Miss Edna Boyle to Harold McDermott, a thunderbolt hit the Sarnia plant when Leonard Crawford came to work on Monday morning, August 18th, with a broad smile adorning his face which betrayed the fact that he too had fallen a victim to the bow and arrow of Dan Cupid.

Immediately after Alvin Kropf was seen in the telephone booth but the announcement was delayed. Miss Boyle gave him the wrong number. He asked the wrong girl and she accepted.

Then Redge Savage beat it out the door in the direction of Sarnia. He came back. No smile. No announcement.

That afternoon three of the office girls all wore their engagement rings to show that their hats were in the ring.

The office boy even showed up with a clean collar the next morning.

Can you beat it?

DECATUR SALESMEN HOLD GOOD HANDS

Mueller salesmen from the Decatur plant dropped in on the Port Huron and Sarnia concerns the middle of August and after furnishing three days of excitement left for home with sleepy hosts still wondering what the noise was all about.

Led by Wm. "Peanut Head" Dill, whose nose has been bitten by a Canadian fly, the troupe consisting of Poker Charlie Haas from Boston, "Tomato Face" Jett. Gov. "Minneapolis Frank" O'Dell, and Wm. Ford the sleuth from Birmingham, captured O. B.'s Home at the beach by the sleight of hand.

The greatest commotion was caused by "Bill" Ford who innocently looked at the lake and asked O. B. what time the tide came in. "Bill" seriously regretted the boner when the salesmen started to kid him about it but it looks as if the phrase would stick with him for many years to come. The salesmen claim to have made quite a cleaning, meaning the lake, we presume.

"Alphabetical" Haas was the main performer, furnishing the party with one entire evening's entertainment. See him for the 1920 seats. "Sleuthfoot" Ford of Athol, Alabama gave a \$30 entertainment to the pirates en route to Sarnia. It was easy extracting but not painless.