

The Mueller Record

Vol. II

SEPTEMBER 14, 1912

No. 27

THANKING PATRONS.

A Simple Little Show of Appreciation Will Count.

The little things count. It's sometimes hard to realize it because they are little, but they count just the same.

There is politeness. We have brought the subject up a number of times. We don't think our salesmen are impolite or boorish. If we did we would not have them on the road. But some are forgetful. We all are at times, and sometimes forgetfulness makes us appear what we are not. Constant contact and familiarity with the trade makes us overlook and forget little civilities, which, if regularly observed, strengthen good opinions of us. Familiarity with your trade is all right. We entertain no doubt that a large per cent of your trade expect it, but this should not in the least detract from your readiness to show appreciation of an order. We don't doubt that you do this verbally, which is proper, but the spoken word is apt to be overlooked or to pass from the customer's mind, by reason of subsequent conversation.

But if you form the habit of writing the words "thank you" on the face of the order, the customer has a permanent record of your appreciation and of our appreciation. And that is what we want him to have. We wish that every salesman could bear this in mind.

We don't believe that it is necessary for us to be servile or to fawn on a man to win his business favor. Leave that to a race of people who are adepts in the art. That's a kind of politeness which is belittling and disgusting.

But the other kind of which we speak is not belittling. It is only a mite of common civility expressed in a way that will make an impression. We want it to be-

come a habit of the salesmen and a part of our policy.

This second article was called forth by the fact that since the first one appeared, salesmen's orders have been gone over, and in a great many cases no such expression as "thank you" appeared.



OLD BUGABOO EXPLODED.

Presidential Campaign Has Not Overshadowed Business.

Early in the year we predicted in the Record that the presidential election bugaboo, which has disturbed business quadrennially in the past, would have no effect this year. And this prediction has proved true, notwithstanding the bitter dissensions in the Republican party and the determined efforts of the Democrats to ride to a victory through the breach.

It has been many years since such bitter political strife has affected the country, or the followers of various candidates have been so prejudiced in their belief. Yet business has progressed with amazing disregard of the political bluster that engulfs the country.

Our business has been good and we are no exception to the rule. Business has been good throughout the country. It's going to be good, regardless of the outcome of the political scrap. It can't help it, with such wonderful crops as are now assured. The government experts figure the wheat and corn away above everything we have yet known.

The explosion of the old theory that presidential campaigns must of necessity be a deterrent to business, is a great thing for this country. There never was a valid reason for such belief. It simply became a belief on hearsay evidence. By mutual consent it was accepted. We never fought

against it, but let a false belief put the country on a side track every four years.

These false beliefs must be combatted and routed. They are everywhere and are no better than superstitions. By common consent we might argue that there is no business for us and therefore no use trying to get business. We would not get any of course. But when we disregard the belief or superstition and put in place the fact that there is business and that we can get it we are going to get business.

Let us keep in mind the fact that we did get it in the year that has generally been stamped as a hoodoo and that we can get it in the years that are mascots.



TROUBLESOME OLD MACHINES.

Advantageous Time To Displace Them With Mueller Machines.

Fifteen salesmen failed to advance a notch in the tapping machine contest during the month of August, and many of the sales registered were to or through jobbers.

Hennessy was the star performer. He landed seven for export business. The next highest men were Sippell and Caldwell, who scored three each. There remains a little more than three months of this contest and we are 87 machines shy of five hundred, just one-half of the number we had hoped for. Alas for our hopes!

Yet there is time to materially increase the sales over the present record. We are in the fall of the year when machines will be side tracked for the winter. No doubt there are many machines in the country that have seen their best and most useful day. During the season just ending there is no doubt but that these machines have given their owners trouble. They'll forget this trouble when the machine is put away. They'll not remember it again next spring, but will try to force that same old machine through another season, and probably will do so if they start out with it.

We believe that now is a good time to round up a lot of tapping machine business. Salesmen should make careful inquiry regarding the condition of machines now in use. If you find a machine that has not worked satisfactorily during the

past season make a determined effort to effect a sale now while the owner's troubles with the old machine are fresh in his mind. Don't give him a chance to forget them or to repeat his experience next year.

The following is the record of the contest to date:

	MS.	1b.	2b.	3b.	HR.	Po.	E.
Whitney, c. . . .	3	0	0	1	0	0	2
Morrow, lf. . . .	7	0	0	1	1	0	3
Sippell, rf. . . .	6	0	1	0	1	1	1
Brown, cf. . . .	4	0	0	0	1	0	0
Tranter, 2b. . . .	13	1	0	0	3	0	2
Smith, 1b. . . .	10	0	1	0	2	0	0
Rowley, 3b. . . .	7	0	0	1	1	1	4
Pilcher, ss. . . .	5	1	0	0	1	1	2
Stebbins, p. . . .	16	0	0	0	4	1	5
Hastings, p. . . .	6	0	1	0	1	2	1
C. T. Ford, p. . .	8	0	0	0	2	0	4
Wasson, p. . . .	14	0	1	0	3	0	0
Dill, p.	7	0	0	1	1	0	1
White, p.	5	1	0	0	1	0	0
O'Rourke, p. . .	2	0	1	0	0	0	0
Kice, ss.	1	1	0	0	0	0	0
Andrews, p. . . .	3	0	0	1	0	0	0
Totals	117	4	5	5	22	6	25

Caldwell, cf. . .	15	0	0	1	3	2	1
Hays, rf.	11	0	0	1	2	1	4
Jett, lf.	11	0	0	1	2	0	2
McCormick, 2b. .	6	0	1	0	1	1	2
Aubinger, 1b. . .	4	0	0	0	1	0	0
Cameron, 3b. . .	6	0	1	0	1	0	2
Leary, ss.	11	0	0	1	2	0	5
Hennessy, c. . .	26	0	1	0	6	0	2
W. B. Ford, p. .	19	0	0	1	4	1	5
Kirkwood, p. . .	10	0	1	0	2	0	3
Clark, p.	4	0	0	0	1	1	3
McCarthy, p. . .	8	0	0	0	2	1	0
Heinrichs, p. . .	10	0	1	0	2	0	5
Harte, p.	0	0	0	0	0	0	0
Thornton, p. . .	7	0	0	1	1	0	1
Totals	148	0	5	6	30	7	35

Decatur sales. 109
N. Y. sales. . . . 39

Grand Total 413



Business never chased a salesman. The salesman has got to chase the business.

DEFECTIVE GOODS.

We Must Have a Statement of Facts In All Cases.

Some time ago we published notice to salesmen that in cases where claims are made for defective goods we must have complete information. Judging from the fact that we have since received a number of claims absolutely lacking required information we judge that all salesmen did not read the previous notice.

One case in particular will serve to illustrate. Bath supplies were returned which had split and caused a lot of damage. No facts were given about the installation, the pressure, possible water hammer in the pipes or in fact about anything which might have contributed to the split. Neither was there any explanation of file and punch marks on the supplies.

It is absolutely necessary that we have this kind of information in order that we may be enabled to get at the facts in each case.

Salesmen are requested to keep this in mind, whenever a claim against us is made.

**COMPRESSION S. & W.****Strong Points To Be Advanced In Presenting This Cock.**

The following talking points were recently prepared for one of the salesmen who

desired to push the Compression Stop and Waste.

The Mueller Compression Stop & Waste to begin on is made of Mueller red metal. This eliminates the possibility of iron or steel chips invariably found in scrap. These chips, when cast into goods, rust under the action of water, causing pits, and making an unsightly piece of goods. If it happens that they are cast into the seat, a leak is inevitable, and a leak that cannot be repaired. It simply puts the cock out of service. This seems to us one of the very strongest arguments to put up in favor of new metal. It can be carried farther and applied to the threads or any of the working parts.

Our system of core-making is so well developed, and we exercise such great care, in the placing of the cores that we obtain an exceptionally smooth water way and walls of uniform thickness. These talking points are valuable, indicating the care we take at every step in the process of manufacture. They show that there is no detail too small to receive painstaking attention.

We claim, and a demonstration of the cock will sustain us, that the cock is perfect, mechanically.

When the cock is opened up the waste is closed. This action is positive and absolutely certain, and vice versa. It is simply impossible for the cock to do otherwise and in the accomplishment of this the wear

TWENTY YEARS IN THE MUELLER SERVICE



Mention was made last month of the fact that the Company had rewarded six men with \$500.00 each in recognition of 20 years' faithful service. We present herewith the pictures of these six. Reading from left to right they are: W. H. Campbell, Paul Kastner, Len Herman, George Zwilling, Philip Reab and Harry Hays. At the Golden Anniversary picnic, September 7, 1907, seven old employees were thus remembered.

is so slight and so evenly distributed that long service is assured.

The cock will not waste when being opened or closed because of the positive action above described. At no point during the opening or closing does direct pressure pass through the waste hole or at any other time.

The dome of the cock is adjustable and the waste can be placed in any position which makes it a right or left cock.

The seat washer is encased, and the seat, like all Mueller seats, is perfectly rounded, and therefore cannot cut into the seat washer. This washer is a special composition and will withstand the action of hot water.

Of course, the exposure of this cock to severe weather would result in freezing. The cock would not be entirely ruined as a result of this.

Should a part be damaged by freezing or any other cause it would not be necessary to discard the cock, because all parts are interchangeable and the expense for repairs would be limited to the part replaced.

These cocks are inspected and tested under 200 pounds hydraulic pressure, and are Unconditionally Guaranteed.

This guarantee ought to satisfy any one that on a just and honest claim he will suffer no loss through any fault of ours or defect in the goods.



QUICK SHIPMENTS

Good Deal Depends On Salesmen Sending In Orders Promptly.

During the past month we had a letter from a salesman who stated that one of his customers, located 60 miles from Decatur, complained that they received quicker shipments of our goods from a local jobber than they did from us on direct orders.

This impressed us as a strange condition of affairs and we instituted an inquiry.

In five orders from this company during 1911 and 1912 we found that in four instances goods were shipped the day following receipt of the order, while in the fifth instance the order was shipped on the second day. That settled the complaint of the customer as groundless.

A further investigation showed that four of these orders came to us three days after they had been given, while one required four days. None of them had to travel 200 miles, and if mailed direct from the town in which the firm is located would have had to travel only 60 miles.

We are citing these facts—not in criticism of the salesman, but for a purpose, and that purpose is to call your attention to the necessity of mailing us the orders the day you receive them.

An order should never be carried over a day. The quicker it reaches us the quicker we will get action on it.

We can't give good shipping service when the orders are still in your pocket.



GOOD PERFORMANCE.

In 1910 the New York Office sold 200 of our D-12901 to the J. J. Colter Co., of Springfield, Mass., and these cocks were installed in Clinton Hall of that city.

On a recent visit to that city Mr. Kice was informed by the manager of the hall that not one of these 200 cocks had leaked or given any trouble whatever.

They have certainly yielded good service. This is only another evidence of the good wearing qualities of our self-closing work.

In reply to a letter of ours, Mr. Rome Miller of the Hotel Rome, Omaha, Neb., says:

"I am quite familiar with your goods. Have talked to my chief engineer, who looks after two of my houses, and he informs me that we have many of your goods now in use and speaks highly of same.

"It will be a pleasure to use your goods whenever necessity requires."

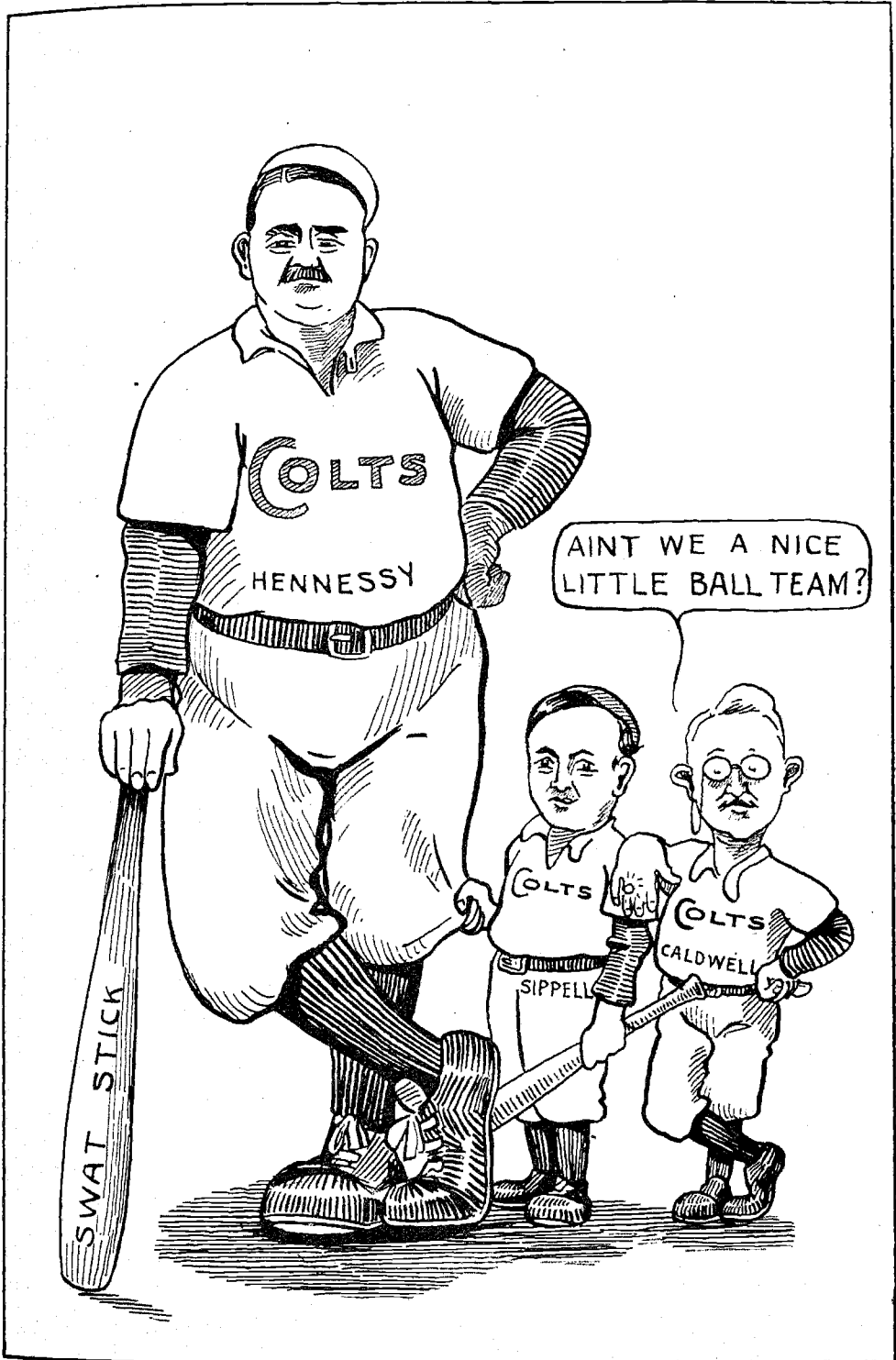


HER GENTLE HINT.

Borem—Some one must have been joking Miss Suburbs about me and told her I owned the street railway system here.

Porem—What makes you think so?

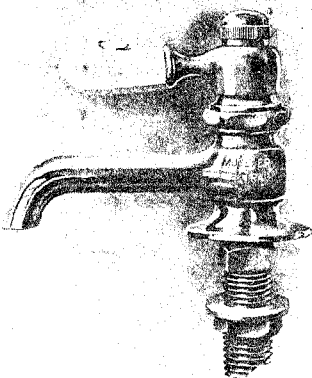
Borem—Why, I was out to call on her last night, and every time she heard a car she said: "There comes your car, Mr. Borem."—Judge.



MUELLER EXTRA LEVER HANDLE SELF-CLOSING BASIN COCK.

Recently we have had a number of calls for a Lever Top Handle Self-closing Basin Cock. To meet this demand we have now ready for the trade number D-11907, illustrated herewith.

This cock is an exceptionally good looking article and has all the good qualities



of workmanship and metal that are in our other lines.

You will note that it has the new style lock nut on top of the handle, making it impossible for soap and dirt to get to the roller bearings and damaging the working parts. This cock is also fitted with a corrugated adjustable handle.

You may be able to land some business through the presentation of this faucet.



IN ORDERING REGULATORS.

Insufficient Information Causes Delay and Dissatisfaction.

Recently a number of orders have been subjected to serious delay, with resultant complaints from customers, because our salesmen and branch offices have failed to give proper and necessary information with the order.

We believe it will not be a difficult matter for our salesmen and office men handling these orders, to fairly well acquaint themselves with the "Information In Or-

dering," as given under separate headings for each type of regulator illustrated in the catalogue, and a few minutes time spent in obtaining this information when the order is received or transmitted, will result in much more prompt shipment by us, as well as furnishing the exact type and size of regulator that will render satisfactory service.

A recent order was received from some of our salesmen for two 13160 regulators for pump governors, and the only information he gave with the order was the required discharge pressure from the pump.

While the 13160 type of regulator installed on steam pipe to a pump will give good service as a governor, provided the pump is of the ordinary single cylinder or duplex type, and not compound, yet we will in no case send them out for such service, unless we are given full information as to kind of pump, diameter of steam and water cylinder, length of stroke and speed, steam pressure and required discharge pressure.

Another salesman sends in an order for a 2" Fan Engine regulating valve Fig. 13102, yet no information whatever accompanied the order, although it is plainly stated in the catalogue in the instructions and information concerning this type of valve that it is absolutely essential for us to have detailed information as specified under head "Information in Ordering," before we can make shipment on this type of regulator.

If you want regulators to give the best possible service and please your customers, thereby increasing your sales, avoiding delays, and complaints of unsatisfactory service, familiarize yourself with instructions given under head of "Information in Ordering" for each type of regulator, and get the information from your customer when you take his order.



SALESMEN'S QUOTA.

The three Decatur salesmen scoring the highest per cent over their August quota follow:

- 1—Morrow.
- 2—Dill.
- 3—Andrews.

TAPPING MACHINE TALK.

Argument For Mueller Machine and
Against the A. P. Smith.

The New York Office recently came into competition with the A. P. Smith machine, and asked for an argument for the Mueller Machine and against the A. P. Smith, the following being furnished:

All material entering into the construction of the Mueller Water Tapping Machine, whether it be the No. 1, 2 or 3, is positively high grade. The machine itself shows that the workmanship is first-class. Our ratchet handle is malleable iron, the wheels and dog, the one portion subject to the greatest wear, is tempered tool steel. The boring bar is selected tool steel ground full length, so that the packing will fit perfectly at every point. The nut holding the ratchet handle to the bar, the square end fitting into the ratchet wheel square, and the collar engaging the feed yoke, are case hardened steel. The cylinder is the best seamless steel tubing machined on an engine lathe. All brass parts are red brass. The threaded connections are brass to steel, leaving no chance for threads to rust or stick. All other parts of these machines are in keeping with our plan to employ only the best materials and workmanship.

These points mentioned above are borne out by the record of our machines which last from 25 to 30 years or even longer. We have hundreds of testimonials to substantiate the above, but one of these seems sufficient to prove that we have not overstated the case, as to the endurance qualities of these machines.

The City of Raleigh, North Carolina, has had one of our machines in constant use for over 24 years. On October 31, 1911, they reported to us as having made 3,200 taps with this identical machine and their upkeep cost had amounted to practically nothing. We feel that the facts stated by us, and the voluntary statement of the City of Raleigh, North Carolina, prove beyond a doubt that our workmanship and material are of a character to endure for years under the most exacting service requirements.

The Mueller machines have the advantage of being made without a yoke to interfere

with the operation of the ratchet handle. The handle being at the top of the boring bar has a clean sweep, giving the operator a great advantage over any machine with a yoke, no matter whether this yoke be solid or swiveled. After a tap has been made the boring bar of the machine can be withdrawn, the water held in the body of the machine by merely turning the gate valve handle. The pressure then is on the under side of the gate valve and the escape of water is impossible. The corporation cock then takes the place of the tool in the boring bar and must of necessity go straight to the tap. There is practically no chance whatever of making a failure to insert the corporation cock. The whole operation is so simple that any one can do the work. The fact that the boring bar is ground its full length so that the packing will fit at any point, reduces the wear on that particular part of the machine, and the further fact that none of the working parts of the machine are exposed makes it impossible for sand, or grit to get into the threads and working parts, and thereby ruin them. Every part of a Mueller machine is interchangeable and this means that the breaking of one part would mean the replacing of that one part only, while in other machines the breaking of one part frequently means the ruination of the machine, or at least the ruination of the most expensive part of the machine. With a Mueller Tapping Machine it is possible to remove the corporation cock after it has been inserted, or after it has been in use for years, and insert a plug, in case it is desired to close up the main. Or it is possible after removing a smaller corporation cock, to ream the hole, tap for the larger size and insert a new corporation cock, a thing that is not possible with any other machine on the market.

Our No. 1 machine is only 22½ inches high: is compact and strong, easily handled by one man, and except in size and limitation of operation, is made of exactly the same material as the larger and higher priced machines. The feed yoke on the Mueller machine gives the operator great power in drawing the bar down as the drill and tap enter the main.

In the A. P. Smith machine it is neces-

sary to insert the corporation cock in an enclosed box together with the tap and drill. When the tap is made the drill shaft is withdrawn as far as possible. It cannot be taken out of the machine. Then a wing nut is given a half revolution and this throws the corporation cock over the hole drilled in the main. Any little obstruction, such as an iron chip or a bit of shell or foreign substance, from the water entering the machine after the tap has been made, and getting in the way of the corporation cock might easily make it impossible to bring the cock squarely over the hole. In fact, this is a common objection to machines of this type. When this happens it is necessary to take off the machine from the main, and that could be done only by shutting off the water.

In our machine such a thing would be impossible, because the corporation cock in the boring bar is exactly in the same position as the tool had been. In fact, the operation of inserting a corporation cock is just about the same in the Mueller machine as withdrawing the tool and then sending the tool back into the tap that has been made. In the Smith machine, if an imperfect corporation cock is used, for instance with a battered end, a weak thread, or any other cause which would prevent its catching, it would be necessary to shut off the main and put a good cock in the machine. With a Mueller machine it would simply be a case of withdrawing the boring bar, putting on a new cock and then inserting it.

In place of a strong feed yoke such as the Mueller machine has, the A. P. Smith feed is operated by means of a small handle at the top, the bottom of the screw centering on top of the ratchet handle. This means that the end of the feed screw and the point it touches on the ratchet handle are bound to wear out. It also means that the thread passing through the yoke will wear and the machine will become wobbly at that point. With the Smith machine it is impossible to remove an old corporation cock and insert another one without shutting off the water in the main. The chain on the Smith machine is fastened to two lugs cast on the body of the machine. The breaking of either one of these lugs means

the purchase of a new body for the machine, if not the purchase of an entire new machine. The chain yoke on the Mueller machine is a separate part. Should it be broken it would require only the purchase of that one particular part at a very small expenditure. This is true of all parts of the Mueller machine, because all parts are interchangeable, but in an experience of over fifty years we find that our repair business on machines has been very small, indicating that every part of the machine is made in equal proportion of strength, and that there is little liability of one part giving out before the whole machine is worn out.

The total of Mueller repairs equals the entire cost of the machine. So that the purchase of repairs means an exact proportional cost. Most manufacturers seek to make a big profit on repairs. We don't. We make each part carry its proportion of profit as compared to the profit on the entire machine.

The Mueller machine will do anything that any other tapping machine on the market will do, and many things that no other machine will do.



SLEEVES AND VALVES

Sleeves and Valves are carried in stock in the following sizes:

- 2 2-in. valves to open to right.
- 2 2-in. valves to open to left.
- 3 4-in. valves to open to right.
- 3 4-in. valves to open to left.
- 1 6-in. valve to open to right.
- 3 6-in. valves to open to left.
- 1 8-in. valve to open to right.
- 1 8-in. valve to open to left.
- 1 4x2 sleeve.
- 4 4x4 sleeves.
- 6 6x4 sleeves.
- 6 6x6 sleeves.
- 3 8x4 sleeves.
- 2 8x6 sleeves.
- 1 10x4 sleeve.
- 1 10x6 sleeve.
- 1 10x8 sleeve.
- 1 12x4 sleeve.
- 2 12x6 sleeves.
- 1 12x8 sleeve.
- 1 16x6 sleeve.

PACIFIC COAST BRANCH.

Tom F. Leary, General Manager, With Headquarters No. 589 Mission Street, San Francisco, Cal.

The plans are about complete for the opening of the Pacific Coast branch at 589 Mission street, San Francisco.

Tom F. Leary, who will be the general manager of this branch, has already gone to the scene of his new activities. His promotion to this position has brought about several changes in the sales force.

W. L. Jett gives up the Illinois territory and goes to California, E. S. Morrow having quit the services of the company. Mr. Jett will have his headquarters at Los Angeles.

He is succeeded in Illinois by C. H. DuBois, who was formerly in the employ of the Standard Oil Company.

E. E. Pedlow, formerly traveling in Michigan and Wisconsin for a brass goods house, has succeeded to Tom Leary's territory and is in the St. Louis territory.

The location of the new branch at San Francisco is in a handsome four-story building. We will occupy the first floor and basement, carrying a complete stock of goods, and will make a vigorous campaign for business on the coast.



MUELLER GOODS ALWAYS.

Drum Letter Brings Out a Very Nice Compliment.

In August the General Sales Manager addressed a form letter to the Iron Mountain Water Co., at Iron Mountain, Michigan, and received the following reply from E. A. Crow, Superintendent:

Note well.

"Twenty years ago today the writer took charge of this plant. During these twenty years I have never used a single piece in connection with a tap that did not have 'H. M.' on it, and offer any one who will take the trouble to come here and dig up any of our services and find any brass or lead work without 'H. M.' on it a reward of \$50.00. Show this to Adolph, but tell him not to get the swell head. Our tapping machine was bought in 1891 and is still on the job."

RECENT ORDERS.

From D. R. Yarbrough, Atlanta, Ga., for 50 N. P. D-12902; 12 D-11909 basin cocks and 3 D-9472 Rapidac basin cocks, to be installed in the Union Hotel building, at Galesburg, Ill., by J. P. Quigley.

Through our Mr. O'Rourke, 38 D-12003 bibbs; 25 D-12902 Indexed Cold; 12 D-12902 Indexed Hot; 4 D-12913, to be installed by C. M. Nevens in the Courier Journal building at Louisville, Ky.

Through our Mr. Hays, 60 D-11901 Self-closing basin cocks, to be installed in the Transportation building by D. W. Burns & Co., of Chicago.

Fifty D-12902 Self-closing basin cocks, to be installed in the Candler building at Atlanta, Ga., by D. W. Yarbrough.

Six D-12902 Self-closing basin cocks for the Henrice Restaurant in Chicago, to be installed by H. O. Callaghan, through Mr. Hays.

Through our New York Sales Office, 54 D-12902 basin cocks to Edward Sall & Co., at Reading, Pa., to be installed in the Hill High School at Pottsdam, Pa.

For Berea College at Berea, Ky., 12 D-12901 Self-closing basin cocks.

Through Mr. Hastings of the New York Office, 34 D-11901 basin cocks, to be installed by Bogert Hotel at Ridgeway, Pa.

Through our Mr. Clark, 16 D-12902 Self-closing basin cocks, to be installed by Mueller Bros., in the Julien Hotel at Dubuque, Iowa.

From Wallace Bros. Plbg. Co., LaFayette, Ind., 20 D-9064; 12 D-8897 5/8" Nickel Plated; 2 D-9048 Nickel Plated; 10 pair D-25007; 14 pair 3/8" D-25002, to be installed in the St. Elizabeth Hospital at that place.

Ten D-12901 Self-closing basin cocks for the Paris Hotel, at Paris, Ill., through Mr. E. A. Reese, Manager.

From the Self-Hulton Htg. & Plbg. Supply Co., for the City Hall at Spokane, Wash., 100 D-8303 basin cocks; 50 1/2" D-6264; 50 5/8" D-6264; 100 pair 7-16" O. D. D-25012; 54 pair D-11902; 54 pair 3/8" D-25007; 34 pair 3/8" D-25007; 34 pair 5/8" D-11702 bibbs; 6 1/2" 11702 bibbs.

From J. O'Neill & Sons for the Soldiers' Widows' Home of Illinois, at Wilmington,

Ill., 46 only D-11902 Self-closing basin cocks.

From the James Robertson Mfg. Co. of Baltimore, Md., through the New York office, 80 pair of D-12901 Colonial Self-closing basin cocks, for the Lorraine Hotel, Norfolk, Va.

Twelve D-11902 N. P. Self-closing basin cocks and 3 D-9472 N. P. Rapidac bath cocks, to be installed in the Union Hotel building at Galesburg, Ill.

Fifty-six pairs D-11904 Self-closing basin cocks with 7-16" D-25018 supplies; 48 D-10284 Fuller bath cocks with D-25053 supplies; 48 1 $\frac{3}{8}$ " D-25111 waste and overflows, to be installed in the City Hall Square Hotel at Randolph and Clark streets, Chicago, Ill., by W. W. Watson, with offices located at 716 Milwaukee avenue.

Through the W. B. Young Supply Co., of Kansas City, Mo., 57 pairs D-11902 N. P. Self-closing basin cocks; 24 D-9472 Rapidac bath cocks; 3 pairs $\frac{1}{2}$ " D-11704 N. P. Sink bibbs, to be installed in the Snapps Hotel at Excelsior Springs, Mo.



J. C. HAMILTON.

If You Hear of Him Anywhere Let Us Know At Once.

We are very much interested in learning of the whereabouts of J. C. Hamilton, and any of the salesmen getting trace of him are requested to notify us at once. Hamilton was formerly in business with Mr. Moyer under the firm name of Hamilton & Moyer, of Tulsa, Okla.

The firm had a contract at Louisville and Hamilton is accused of having absconded with \$9,000 of their money. Mr. Moyer is anxious to learn of the location of his former partner, and we are particularly interested, because the firm still owes us a large sum. Mr. Moyer is now in business at Youngstown, Ohio, under the name of the Moyer Plumbing & Heating Co.



She—I am afraid you are fickle."

He—Fickle? Not I. For over eight years I have stuck to the same brand of cigarettes.—Philadelphia Record.

NOTES OF OUR GOODS.

The Adams Plumbing & Heating Co. of Helena, Montana, advises us that their order for 40 D-12901 is for installation in the Hotel Drake of that city.

D. E. Rowley advises us that 6 D-10271 with $\frac{1}{2}$ " D-25033 and 12 D-8308 basin cocks ordered by the Sanitary Plumbing Co., of Bloomington, Ind., are to be installed in the First National Bank.

H. F. Clark advises us that 15 pairs of D-11902 will be installed by George S. King in the Majestic theater at Iowa City, Iowa.

W. F. White advises that 11 pairs of our D-11902 will be installed in the International Trust Co. building of Denver, Colo.

W. C. Heinrichs says that he has watched two bibbs, D-8403 and D-8404, which were placed in the Elks' Buffet of Minneapolis about four years ago, in order to account for the service they gave. He says the hose bibb was turned not less than 200 times a day, or 73,000 times in the four years, and the only repair necessary was a washer, which was placed about 18 months ago. The hot water bibb has required four washers.

H. F. Clark advises that the A. H. Walker Plumbing Company will equip the Central State Bank building at Des Moines, Iowa, with five pairs of our D-12902.



THE ANNUAL PICNIC.

The annual picnic of the Employes' Aid Society was held at Fairview Park, Decatur, Saturday, August 17th.

It was a successful affair. The Mueller Band furnished music and the day was given over to athletic contests, dancing and games, the merriment being prolonged until midnight.

The factory and offices were closed for the day and a large majority of the employes and their families attended the picnic.



ON SECOND WASHING.

"I've just washed out a suit for my little boy—and now it seems too tight for him."

"He'll fit it all right, if you'll wash the boy."—Meggendorfer Blaetter.

BUILDING SIGNS.

The salesmen generally are showing interest in the new building signs, and we are filling a good many orders. It is a cracker-jack sign—one that any plumber should be glad to use.

One salesman says he uses it as a means of introducing himself, showing the sign and explaining that we furnish them to plumbers who will use them. With this little explanation the salesman says he is afforded a splendid opportunity to talk the goods.

**AN OLD '49ER.**

Mr. Adolph Mueller recently received a letter from G. W. McMahon, who is now located at Cleveland, Ohio, where he has a position as secretary in the Department of Public Safety, Division of Fire.

He wrote to call attention to a prospect. Mac was a former "49" member and stated when the opportunity to boost Mueller Goods was presented he could not resist it.

He stated that he would be pleased to have the '49ers call on him when in Cleveland.

**STATIONERY REQUISITIONS.**

Owing to the fact that Mr. Riffin is now preparing to go to Sarnia, the Stationery Department has been added to the Advertising Department and requests for supplies should be made to C. N. Wagenseller.

In ordering supplies sent to a stated place, salesmen should always place orders far enough ahead to allow for printing.

There are a number of supplies which we do not carry in stock, particularly stamped envelopes, which are printed only as desired.

**TRAP PRICES.**

Please refer to Bulletin SO. 250, Section R., dated 6-27-12, concerning prices on traps. These prices will remain the same on orders for September for deliveries in September or October.

REGULATOR ORDERS.

We are in receipt of an order from the Standard Steam Specialty Co. for 4" D-13140, for 100 pounds initial pressure, and 0 to 5 pounds delivery pressure for supplying 10" main. This regulator is to replace 2 10" regulators of another make which do not operate properly and are exceedingly noisy.

We are also in receipt of another order from the Isthmian Canal Commission for an 8" special 13205 relief valve to relieve under 750 pounds pressure and at the rate of 3000 gallons per minute. The first test valve which the commission ordered from us was entirely successful in its operation.

**E. S. MORROW RESIGNS.**

E. S. Morrow, who has represented us in California for nearly two years, has resigned to go on a fruit ranch. He felt that his health demanded a change, which would give him outdoor work, and more freedom.

Mr. Morrow made a good record as a salesman, and we regretted to have him leave our employ.



There is nothing priceless but Time. All else seems cheapened by abundance. The sun kisses the earth with a rioting troop of beams; the rain caresses it with a thousand laughing drops, but each day is made of moments that hold solitary existence. Destiny stalks in every hour. The appointed task and time are inseparably yoked. The minute that is gone cannot be recalled, neither by tears nor pleadings, by persuasion nor power.

**METER TESTER SALES.**

During the past month meter testers have been sold, as follows:

By the New York Office, a complete outfit to the Southampton, N. Y., Water Works Co.



Small Boy—"Pa, how did they first discover iron?"

Pa—"I have heard that they smelt it."—The Country Gentleman.