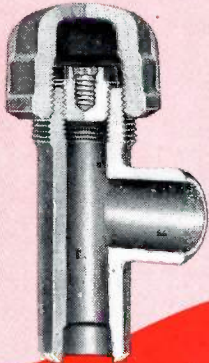


MUELLER Record

SEPTEMBER • 1955



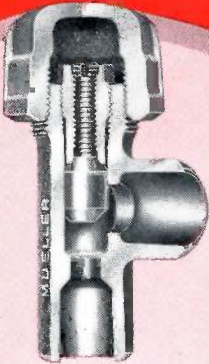
MUELLER®



® NO-BLO SERVICE TEE

- Installed under pressure
- May be stopped-off at any time
- Activated with "E-4," "D-4," or "T" machines
- Welding or threaded inlets
- Welding, threaded or Dresser outlets
- Cast iron cap for pressures to 250 p.s.i.
- Steel cap for pressures to 1200 p.s.i.
- Outlet sizes from $\frac{3}{4}$ " through $2\frac{1}{2}$ "

Dependable Main-to-Service Connections!



® NO-BLO VALVE TEE

- Installed under pressure
- Valve seats in "open" and "closed" positions
- Differential threads develop powerful seating force
- Make stop-off with screwdriver and wrench
- Installed with "E-4," "D-4," or "T" machines
- Renew valve seat under pressure
- Welding or threaded inlets
- Welding, threaded or Dresser outlets
- Available with cast iron or steel cap
- Outlet sizes of $\frac{3}{4}$ " through 2"

See your Mueller Representative, consult your Catalog G.97
or write direct today for full details and specifications.



MUELLER CO.
Dependable Since 1852
MAIN OFFICE & FACTORY DECATUR, ILLINOIS



THIS MONTH'S COVER

This colorful scene shows Arkansas Western Gas Company's Davis Well No. 1 coming in, July, 1951, in the company's White Oak Field located near Ozark in Franklin County.

Recording Our Thoughts

VICE PRESIDENT and General Sales Manager Robert H. Morris will lead a contingent of Mueller Co. sales personnel to the first American Gas Association convention ever held on the West Coast. The event takes place October 17-19, and details of the convention program are found elsewhere in this issue.

Other Mueller Co. sales people to attend are Dan R. Gammon, Western sales manager, and eight sales representatives in the Western Section who are W. A. Arnett, R. R. Lugo, Jr., F. V. Martin, F. C. McGowan, R. K. Morris, G. W. Simpson, G. A. Smith, and H. K. Udell.

* * *

HOST TO THE convention is the Pacific Coast Gas Association which is compressing its program into one big luncheon meeting which will be headlined by an address by Dr. James W. Fifield, Jr., pastor of the First Congregational Church of Los Angeles.

* * *

W. M. HENDERSON, an honorary
(Continued on Page 13)



September • 1955

WALTER H. DYER, Editor

MUELLER CO.

MANUFACTURERS OF WATER AND GAS
DISTRIBUTION AND SERVICE PRODUCTS

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

SALES OFFICES
NEW YORK CITY SAN FRANCISCO

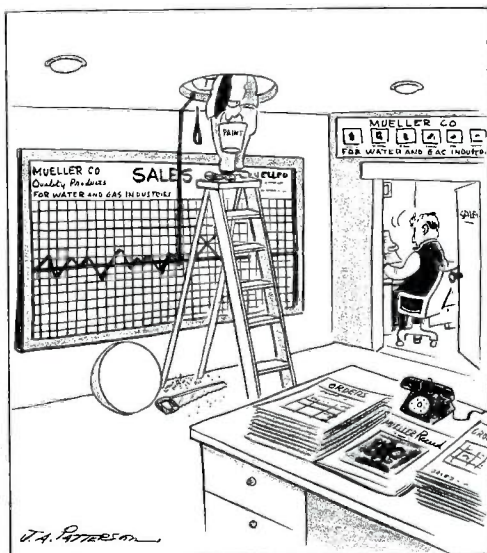
TRADE MARK

MUELLER
Reg. U. S. Pat. Off.

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



SEPTEMBER • 1955



"How are sales going this morning, Gus?"



Partial view of Arkansas Western Gas Company's Fayetteville Border Station on a cold winter day.

Helping Build West And North Arkansas Through 26 Years

*Arkansas Western Gas Co.,
Self-Contained Corporation;
Owners Are In Every State*

ARKANSAS WESTERN GAS COMPANY began natural gas service in Northwest Arkansas during 1930. Since that year the story of the area served and that of the Company has been one of steady progress and growth. Arkansas Western was chartered in 1929 at which time construction of its properties was begun. During this early construction period the Southern Union Gas System purchased Arkansas Western and completed construction of its original transmission and distribution properties. However, in 1943 Southern Union divested its ownership of Arkansas Western. Since that time Arkansas Western Gas Company has been a self-contained Arkansas Corporation, operating exclusively in North and West Arkansas, with its General Offices being located in Fayetteville.

Today the ownership of Arkansas Western stock is spread throughout every state in the nation, with approximately 2,896 stockholders owning shares of common stock. The Company's Board of Directors are Messrs. L. L. Baxter and Marion Wasson of Fayetteville, Arkansas; John S. Cain, Dallas Texas; R. F. Cook, Fabens, Texas; and Norman Hirschfield, Oklahoma City, Oklahoma.

Originally, Arkansas Western served only six North and West Arkansas towns, Fayetteville, Springdale, Rogers, Bentonville, Siloam Springs and Gentry. In 1932, two years after its first service was connected, the total number of meters served was only 1,763. Since that time the Company acquired, through purchase, two gas companies—the River Valley Gas Company in 1940 and the Empire Southern Gas Company in 1944—which served the southern part of the North and West Arkansas area. Through purchase and expansion, by 1945, the Company was serving 10,000 meters. During 1947 Arkansas Western expanded its transmission and distribution properties to the northern and eastern most towns of its area—Harrison, Berryville, Green Forrest and Eureka Springs—and since this date has extended gas service in the area to the point that the Company now serves over 45 cities and towns and owns and operates over 1,222 miles of natural gas lines. Gas customers to date exceed 27,000 while gas sales for last year were 5,791,261,000 cubic feet.

Arkansas Western's record daily consumption was reached on February 11 of this year with a total of 42½ million cubic feet of gas being consumed in a twenty-four hour period.

Arkansas Western Gas Company is an integrated Company carrying out all three functions of the Natural Gas Industry—Production, Transmission and Distribution. A unique feature in the operation of the Company's facilities is that no compressor stations are presently needed to boost the gas pressure through its transmission and distribution lines. Necessary pressure is maintained by the pressure of natural gas as it comes from the wells.

The Northwest Arkansas area is fortunate that Arkansas Western Gas Company's exploration and development of natural gas has given it this valuable asset to number among its natural resources. Prior to 1943 gas for the Company's system was purchased from outside sources. However, on October 20, 1943, the Company brought in its first gas well, the Woolsey No. 1, located in



Most recently completed gas kitchen in the Arkansas Western Gas Company's general office in Fayetteville. Arkansas Western is actively engaged in the merchandising of all gas appliances—selling gas ranges, refrigerators, clothes dryers, water heaters, incinerators, circulators, furnaces, and Servel All Year Gas Air Conditioners, as well as commercial gas cooking equipment.

Franklin County near Ozark in the southern part of the Northwest Arkansas area. From this date the Company has carried on an extensive drilling program and has developed five gas fields. The Company now has 34 gas producing wells which assures the area an adequate gas reserve. To maintain this reserve and keep abreast of the increased gas consumption of the area, Arkansas Western is continuing with its search for additional Natural Gas. Today the Company has 95,000 acres under lease and is operating 4 drilling rigs in the area. The Company has budgeted over one-quarter of a million dollars for exploration and development of its gas fields this year.

SERVES MANY INDUSTRIES

The area served by Arkansas Western abounds in many industries, especially adapted to the state, such as milk processing plants, poultry raising and processing, dairying, fruit cultivation and canning, several hardwood manufacturing concerns, hosiery mills, garment factories and metal product factories. The broiler industry in Northwest Arkansas is one of the largest in the nation. Broiler houses are numerous throughout the area, as well as packers and poultry processing plants. The broiler industry, as well as all other industries in the area, recognize dependable natural gas supplied by Arkansas Western Gas Company as the Fuel of Industry. It is estimated that over 25% of the Company's total consumers are rural consumers. These consumers are the backbone of the broiler industry in the area and takes great advantage of natural gas to provide warmth for the raising of broilers. Many of these same consumers are utilizing natural gas to power irrigation pumps, for the irrigation of pasture land and truck crops. Along with such wide utilization of natural gas by industry and the rural populace, natural gas is also the accepted fuel of the area for heating, cooking, refrigeration, water heating, clothes drying and air conditioning.

Besides supplying the area with dependable gas service Arkansas Western through the leadership of its President, L. L. Baxter, has been in part responsible for the rapid development of many of the areas communities, towns, and cities.

Mr. Baxter was employed by the Company as District Manager in 1932. In 1939 he was elected Vice President, and was elected President of Arkansas Western in 1943.

During Mr. Baxter's twenty-three years with the Company he has become recognized as an authority in the natural gas industry. He is a Director of the American Gas Association, a past president of the Southern Gas Association, a member of the Independent Natural Gas Association of America and a Director of the National Association of Manufacturers.

Besides being recognized by the Industry as an industrial authority, it is through his civic and area leadership that both he and Arkansas Western Gas Company are recognized for their constant efforts in promoting and supporting Arkansas and their constant drive to secure industry for the area.

The Company recently finished, with the help of Chambers of Commerce and other civic groups, a labor survey in the area it serves. This comprehensive survey obtained information about the type, age, and availability of labor in the area. Forms for making the survey, tabulation and incorporation of the information into an attractive brochure, were done by Arkansas Western Gas Company's industrial engineer. This brochure which also contained other items of interest to potential industrialists seeking places to locate plants was made available to the Chamber of Commerce in each town for distribution to anyone seeking information concerning that town and its surrounding area. The Company's industrial engineer in addition to such labor survey projects works closely with groups attempting to obtain new industries for the area.

Serving the North and West Arkansas area with the best in utility service for the past twenty-six years plus engaging extensively in area promotion has brought great meaning to the Company slogan, "Helping Build North and West Arkansas."

"Well—" said the architect, "just what kind of a home do you want?"

"We want a house—" said the home-builder, "to go with an antique door-knocker my wife picked up in Mexico."



This smartly-styled demonstration kitchen is one of the many features of United Gas Corporation's new area office in Houston's Palms Shopping Center. This kitchen is on the stage of a 100-seat air conditioned auditorium where cooking schools and other meetings are held. Arthur E. Evans, left, sales representative in the new office, and W. M. Stephens, Houston division sales manager, are looking at the Servel icemaker refrigerator. Attractive built-in cooking equipment may be seen at the left. Other gas appliances in the kitchen include an automatic range, clothes dryer, and other built-in cooking surfaces placed at the front of the kitchen for food demonstration purposes. A service kitchen adjoins this demonstration kitchen.

Keeping Step With Houston

NEW IDEAS IN kitchens equipped with the latest gas appliances and an air conditioned auditorium to be used for cooking schools and other meetings highlight the many features of United Gas Corporation's new area office in Houston's Palms Shopping Center.

E. M. Cannon, the firm's Houston division manager, explained that the new office was established for the added convenience of thousands of the firm's customers and to keep pace with the city's tremendous growth.

The Palms Center office also includes a spacious area where a large selection of gas appliances are displayed, and an

accounting section where customers may transact business.

"This new office, with its various facilities, will enable United Gas to continue to provide the best possible natural gas service for customers in the Houston area," Mr. Cannon said. "It is part of the company's continuing program of expansion to meet the present and future needs of gas customers in this section."

During the highly successful three-day grand opening of the center, an average of 13,000 people a day visited the new United Gas office. Home service advisors were kept busy constantly,

serving more than 3,600 cups of coffee, 7,500 cups of punch and countless numbers of cookies.

Three handsome gas appliances were offered as attendance prizes. These prizes included a Servel gas icemaker refrigerator and two deluxe model gas clothes dryers.

The Palms Center office is linked with United's central headquarters in downtown Houston by direct line telephones, making possible transaction of any type of business in a matter of minutes. Service bills may be paid anytime at the new office, either during office hours or at the courtesy box which has been installed at the front entrance.

An outstanding feature of the new office is the 100-seat air conditioned auditorium which has a large demonstration kitchen equipped with the latest gas appliances. The auditorium is available for small clubs, civic groups, and other organizations desiring an occasional meeting place.

The demonstration kitchen on the stage of the auditorium, and the adjoining service kitchen, combine all the features which homemakers desire—beauty, convenience and economy. Smartly-designed cooking surfaces and a built-in oven are surrounded by attractive brick, while another built-in cooking surface is placed at the front of the kitchen for food demonstration purposes. Other gas appliances which increase the convenience and efficiency of the demonstration kitchen include a Servel icemaker refrigerator and a clothes dryer.

The entire office is perfectly air conditioned by Servel equipment, assuring ideal indoor weather the year around. The same automatically controlled gas equipment which filters incoming air and controls humidity, cools the office in summer and provides warmth during the months when heating is required.

* * *

Maybe you thought it was baseball. But it's basketball that is the sport watched by the most people in the U. S.

* * *

A lot of fellows classified as after-dinner speakers are merely after dinner.

FPC Issues Revision Of Gas Pipeline Map

The Federal Power Commission has announced issuance of a June 30, 1955, revision of its map of "Major Natural Gas Pipe Lines" in the United States. The new map supersedes the December 31, 1954, edition.

The map is approximately 14 by 20 inches in size with a scale of 170 miles per inch. It is printed in five colors and shows major existing pipelines, those under construction, those which have been authorized and not yet started, and proposed lines which are pending Commission action.

Each pipeline is numbered to refer to an index of operating companies listed at the bottom of the map. Existing or proposed pipeline systems of 115 companies are represented. In addition to pipelines, the map shows the location of natural gas fields, indicating both major sources and generalized areas of supply.

Copies of this map may be purchased from the Federal Power Commission, Washington 25, D. C., at 25 cents. Order number is FPC M-44.

H. E. PECKHAM LEAVES MID-WEST GAS POST

Harold E. Peckham has resigned as secretary-treasurer of the Mid-West Gas Association, after eight years in that office. Everett E. Baxter, Central Electric and Gas Company, Lincoln, Nebraska, has been elected by the Association to fill the unexpired portion of Mr. Peckham's term of office.

Mr. Baxter is a past president of the Mid-West Gas Association, has been active in affairs of the Association for many years, and was chosen for the new office as being particularly well qualified for that position.

Mr. Peckham has been assigned to new duties as general superintendent of gas operations in Northern States Power Company, with headquarters in the general office in Minneapolis. His new position makes it impossible for him to continue in the Association post.

GAMA Predicts Gas Industry Will Set All-Time Records In 140th Anniversary

The gas industry, far from bowing to competition from oil, coal and electricity, expects to signalize its 140th anniversary by setting all-time records in domestic, industrial and commercial usage, the Gas Appliance Manufacturers Association believes.

Since 1950—the previous all-round peak year—the gas industry has been surging forward in all categories. Gas use has doubled in the latest decade and the number of utility customers have increased 38 per cent. The appliance end of the business in 1955 will exceed the eight per cent gain over 1954 forecast earlier this year, GAMA forecasts.

Since 1816, when the City of Baltimore became the nation's first gas utility customer by lighting its streets with manufactured gas, the industry has added 28,000,000 utility gas customers. In addition, there are 7,350,000 rural and suburban residential users of liquefied petroleum (bottled or tank) gas.

The gas industry delivered 60,747,300,000 therms last year against only 25,867,700,000 at the end of 1945. (A therm is equivalent to 100,000 Btu's. A Btu is the amount of heat required to raise the temperature of a pound of water one degree.)

Use Up 153 Per Cent

"What's even more significant than the therms total is the fact that during the same 10 years, residential usage rose 153 per cent from 7,749,300,000 therms to 19,613,600,000," said T. T. Arden, GAMA president. "This rise in gas volume, against an increase of 37 per cent in the number of household customers, means that people are using much more gas for many more purposes than they did in 1945."

Another index to gas industry, Arden said, can be seen in pipeline statistics. Between 1945 and 1953 the mileage of gas mains for field and gathering purposes, transmission and distribution rose

43 per cent—from 310,670 miles to 445,270. During 1954 natural gas systems alone added 17,500 miles of pipeline, to bring the total carrying all gases to 463,000 miles. Last year the Federal Power Commission approved natural gas construction (exclusive of utility distribution systems) involving another 6,392 miles of line requiring an estimated 1,079,507 net tons of steel pipe and 204,405 horsepower compressors, for an aggregate outlay of \$451,000,000.

Pending FPC hearing on January 1 of this year, applications for an additional 5,251 miles of line, requiring 1,223,331 estimated tons of steel for pipe alone, 323,204 horsepower compressors and an aggregate outlay of \$469,632,000 were under consideration.

In each of the past five years, gas utility and pipeline construction has totaled well over a billion dollars, and the estimated expenditures in 1955 will exceed \$1,150,000,000.

In addition to transmission of gas, the industry has concentrated on expanding its facilities for storing gas. The volume of natural gas in underground storage in 1954 was one trillion, 11 billion cubic feet, representing an increase of 2.45 times the volume stored in 1950.

Total assets of both the gas utility and pipeline industries have shown a gain of 130 per cent, from \$5,950,000,000 in 1945 to \$13,680,000,000 in 1953, and GAMA said current gains are continuing at the same rate.

Gas Heat Demand

As to the demand for gas appliances and equipment, the figures show boom proportions. GAMA pointed, for example, to gas central heating plants in service. In 1945 there were 1,433,570 gas units in use. This figure rose 384 per cent to 6,938,468 by 1954, while oil units, the nearest competitor, went up 202 per cent, from 2,517,055 in 1945

to 7,606,114 last year. Gas has been gaining on oil to such an extent that the total of gas central systems in use by the end of 1955 is expected to exceed the total of oil units.

While the number of residential gas customers has increased 32 per cent since the spring of 1950, the number of gas house heating customers (including those using non-central heating equipment) has risen 94 per cent.

GAMA said a survey of all principal U. S. gas companies indicates 2,501,000 new gas heating customers by the beginning of the 1956-57 heating season. These will include 1,391,000 installations in new dwellings and 1,110,000 in existing homes. Early in 1953 the gas industry actually underestimated the potential of its house heating business at 19,960,000 installations. As of December 31, 1954, the potential was revised upward to 21,792,000 customers for gas heat. The utility estimates do not include installations operating on bottled gas.

As to water heaters, GAMA figures show the gas heaters continuing to surpass all competitors in public acceptance. In 1946 the gas water heater outsold its nearest competitor—the electric storage heater—by 831,000 units. In 1954, the margin for gas was 17,496,600 units, and has continued to increase in 1955.

Gas Ranges Gaining

Gas ranges, too, have more than held their own against competition. The aggregate of gas range shipments from 1946 to 1954 was 20,959,600, while the electric industry shipped 11,287,400 ranges in the same period, for a ratio of 1.86 to one, favoring gas. During the first quarter of 1955 this ratio began to widen. Incidentally, Arden pointed out, gas range sales in 1954 topped 2,000,000 for the eighth consecutive year.

Although electricity beat gas to the clothes dryer market by several years, manufacturers of gas dryers have lately been in hot pursuit. In 1953, for instance, gas dryer sales represented 22.9 per cent of all dryer sales. Last year, the figure was 26.3 per cent—and rising.

26,000 Industrial Uses

The use of utility and bottled gas for industrial purposes has now reached the point where there are more than

26,000 individual gas applications or processes in American industry. Gas now is involved either as a processing or heat treating tool in the production of virtually all types of consumer goods and has replaced coal as a bulk fuel or power source in many heavy industries. Huge quantities of natural gas also are being used as the raw material of the fast-growing petrochemical industry.

Rapid progress has been recorded by the gas industry in commercial usage, too. In 1945 gas companies served 1,278,000 commercial customers. In 1954 the number of such customers had jumped 58 per cent to well over 2,000,000. Of the more than 65,000,000 meals served daily in public and institutional eating places, 97 per cent are cooked by gas.

Having reached the point of being the nation's sixth largest industry and favorite of millions of large and small investors, gas might well be the liveliest sesquicentennial on the American industrial scene.

Annual GAMA Meetings Made Through 1956-61

Annual meetings of the Gas Appliance Manufacturer Association will be held at the Greenbrier, White Sulphur Springs, West Virginia, for the six years from 1956 through 1961.

The GAMA board of directors, acting on the recommendation of its Time and Place Committee, decided to abandon the previous policy of changing the scene of the annual meeting each year. The new policy, it is believed, will enable the association to be sure of adequate accommodations year after year as registrations continue to increase.

Dates tentatively scheduled are:

- 1956—April 19, 20, 21
- 1957—April 8, 9, 10
- 1958—April 2, 3, 4
- 1959—April 1, 2, 3
- 1960—March 30, 31, April 1
- 1961—April 5, 6, 7

Dates may be changed, should Greenbrier cancellations make it possible to hold the GAMA meetings in May rather than in April.

* * *

A military figure has Leroy Lunt; Everything he eats goes to the front.

Introducing

R. K. Levey, Assistant General Sales Manager

ROBERT K. LEVEY, our assistant general sales manager, is the man who among other things introduced the Mueller No-Blo demonstrations to the gas industry.

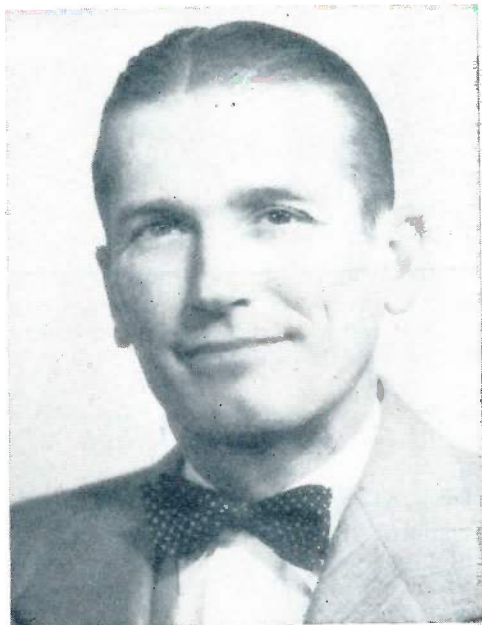
He personally held the first demonstration at our main plant in Decatur in 1950, and in all gave about 30 demonstrations at the Mueller No-Blo room. Technicians came from throughout the United States to attend those early programs and were guests of the company at Mueller Lodge. Mr. Levey estimates that some 5,000,000 meters were represented by gas men attending the Decatur demonstrations.

Later, in order to make this educational program more convenient for the industry, he organized our traveling No-Blo tours which take the demonstrations direct to the gas man. This program was created about three years ago, and recently was revised at a five-day meeting in Decatur.

Born and reared in Chicago, Mr. Levey attended public schools there and later continued his studies at Northwestern University. He joined Mueller Co. as a sales representative traveling out of Chicago in 1929, and for the next 16 years held the unique honor of being the youngest member of our outside sales force. This points up the fact that Mueller salesmen are a stable group who serve the company and its customers well.

Not until after Mr. Levey was brought to the home office in 1945 as an executive were there younger men on the road than he. In a sales training capacity, he passed on the honor of being the youngest salesman to one of a group of young sales trainees he personally trained in 1946.

After traveling out of the Chicago office for four years, he took over our Ohio territory with headquarters in Columbus. Two and one-half years later he returned to Chicago as head of our Chicago office. Nine years later, he came to Decatur as assistant sales manager.



ROBERT K. LEVEY
Assistant General Sales Manager

He also served as promotional engineer during which time he had charge of advertising, sales promotion and No-Blo demonstrations.

At one time following World War II, Mr. Levey was placed in charge of production scheduling for Decatur plants, and in so doing he developed a method of scheduling, the essential parts of which are still used.

As assistant general sales manager, Mr. Levey serves immediately under Robert H. Morris, vice president and general sales manager.

He is well known among both the water and gas industries, and is a familiar figure to many at national and sectional conventions. He is in charge of company planning for all conventions attended by our representatives.

Mr. Levey is married, has six children and three grandchildren.

He makes his home at Moweaqua, Illi-
(Continued on Page 12)

nois, a small town 18 miles from Decatur. He takes an active part in community affairs and is a member of the Moweaqua Volunteer Fire Department and is past president of the Moweaqua Rotary Club. He is a former member of the Executive Club of Chicago and is a charter member of the W.P.A.—Waterworks Peddlers Association.

In addition, he is a member of the Decatur Association of Commerce, an associate member of the American Gas Association, member of the American Water Works Association, a committee member of the Meter and Regulator Division of the Gas Appliance Manu-

facturers Association, and is an alternate company representative of the Valve Manufacturers Association.

Mr. Levey is a sports car enthusiast, driving the distance daily from Moweaqua to the office in his new Austin-Healey.

Says the Village Wit: In the old days folks made their clothes on a spinning wheel—today they lose their shirts on them.

* * *

When money talks it is hardly ever interrupted.

Two Mueller Co. Engineers Named To New Positions of Chief Engineer

Two Mueller Co. engineers have been promoted to newly-created positions of chief engineer. The appointments were announced by William H. Hipsher, executive vice president.

Walter Bowan, a registered professional engineer who began his career 30 years ago in the Brass Finishing Department, has been named chief engineer of research and development. John J.

Smith, an Engineering Division employee since 1935, becomes chief engineer of administration and design.

Both men will be directly responsible to Frank H. Mueller, vice president and director of engineering.

Mr. Smith will, in addition to his engineering duties, handle contacts with the Sales and Manufacturing Divisions and coordinate the operation of the Ex-



WALTER BOWAN



JOHN J. SMITH

perimental Engineering Shop. Mr. Bowan will have full responsibility for all the company's longer range programs aimed at providing new products for the future. He also will have responsibility for establishing testing procedures to assure that new engineering designs are adequately checked.

Both men entered the Engineering Division as junior draftsmen, rising through the ranks as senior draftsmen, junior engineers and senior engineers, their position prior to their present appointment.

Mr. Bowan is married and has two children, Donald of Decatur, and Milton with the Army at Fort Leonard Wood, Missouri. His home is in Decatur.

Mr. Smith is married and has one son, Lewis, at home in Decatur.

Recording Our Thoughts . . .

(Continued from Page 3)

member of the PCGA and consultant to Mueller Co., suffered a broken hip recently when he fell off a ladder while doing some gardening work at his home.

* * *

THE 1956 MRS. AMERICA contest has a new primary sponsor. Joining the American Gas Association and Better Living Magazine is the DeSoto Division of Chrysler Corporation. DeSoto has been designated the official and exclusive Mrs. America family car and will be used by her personally as well as in parades and motorcades held in connection with the local, state and national contests.

Gas companies again will be the official sponsors of local contests.

The gas utilities in 1954 sold more than 60 billion therms of gas to about 28 million customers. A therm is equivalent to 100,000 Btu's (British Thermal Units) and is equal to about 100 cubic feet of natural gas. Sales of gas are gaining at a rate of 8 per cent a year and should be well over the 75 billion therm mark in less than three years. Gas househeating continues to be the greatest field for gains in residential gas sales. Industrial and commercial sales of gas show the greatest overall gains in 1954.

GAMA'S FACT BOOK WILL AID SPEAKERS

A goal-line fumble can be disastrous on the football field, but just as disastrous at the banquet table is the speaker fumbling for facts.

That's the belief of the Gas Appliance Manufacturers Association, which plans on doing some effective downfield blocking for its speech-making members by supplying them with a series of facts and figures that will help them gain ground in any public speaking scrimmage.

The facts and figures—like the names and numbers of the players in the program—are designed to give the audience a better understanding of who is who and what's what.

This toastmaster's tally sheet includes such statistics as how many people cook with gas, how many use it for heating; the estimated number of LP gas customers and the volume of gas sold figured in therms.

If the speaker is talking about distribution, he can refer to the section of the fact sheet that deals with gas transmission, including projects planned for the near future.

A sales-minded speaker would find the section that compares the sale of gas appliances to electrical ones of interest or he might be interested in their performance over a period of years.

The material is prepared by Edward R. Martin, director of marketing and statistics for GAMA. The first release, six pages long and called "Facts for Speakers," has been mailed to all members. Subsequent releases will be mailed from time to time.

The band finished the first number of its concert and the applause was deafening. The leader took bow after bow while the band members smiled happily.

"The next number on the program will be that famous march, 'Stars and Stripes Forever,'" announced the leader.

"Holy Smoke," said one cornet player to the other, "that's what I was playing last time."

AGA Convention Set; Impressive Roster of Speakers To Talk

AN impressive roster of nationally prominent speakers has been assembled to address the General Sessions meetings of the American Gas Association-Pacific Coast Gas Association Convention in Los Angeles, October 17-19, according to Program Chairman Robert A. Hornby, executive vice-president of the Pacific Lighting Corporation. Mr. Hornby reports he has firm commitments from an outstanding group of leaders in fields of education, banking, industry, religion and government, each to deliver an address on his specialty.

Among the scheduled speakers are: Norris Poulson, Mayor of Los Angeles and former Congressman, who will welcome delegates. J. Ed Warren, vice-president of the First National City Bank of New York, who will speak on "Whats and Wheres of Our Energy Needs and Supplies." Thomas T. Arden, president of Gas Appliance Manufacturers Association, and executive vice-president, Robertshaw-Fulton Controls Co., will report on "The 'New Look' at Gas Appliances (With No Apologies to Mr. Dior)."

Lawrence C. Lockley, Dean, School of Commerce, University of Southern California, will discuss "Future Buying of the American Public." John F. Merriam, president, Independent Natural Gas Association of America, and president, Northern Natural Gas Company, will talk on "The Natural Gas Industry."

Dr. James W. Fifield, Jr., Pastor of the First Congregational Church of Los Angeles, will address the joint PCGA-A.G.A. Luncheon closing the convention on the subject "False Gods."

F. M. Banks, president, Southern California Gas Company, and president, A.G.A., will preside at the General Sessions to be held Monday, Tuesday and Wednesday mornings at the Pacific Ballroom in the Hotel Statler. On Monday

the program will include a report by Vincent T. Miles, Long Island Lighting Co., and treasurer of A.G.A., and the President's Address to be given by Mr. Banks.

Everett J. Boothby, president, Washington Gas Light Co., will submit the slate of officers and directors named by the Nominating Committee, which he heads, and officers for the 1956 Association year will be elected.

On Tuesday morning, President Banks will make presentations of awards to the winners of the A.G.A. Distinguished Service Award, the A.G.A. Distribution Achievement Award, the Home Service Achievement Awards and the Beal Medal Award.

A trip to Disneyland—fabulous new entertainment center will attract most of the 3,000 delegates on the evening of October 18, according to Frank Seitz, Southern Counties Gas Co., chairman of the entertainment committee. A gigantic western barbecue is to be staged for delegates at the Anaheim playground. This is only part of the relaxation and recreational program being arranged for delegates and the wives. On Monday afternoon, the ladies can shop or tour Hollywood by bus. The traditional President's Reception is scheduled for Monday evening. On Tuesday there will be a Ladies Luncheon and Style Show staged at the Moulin Rouge. The facilities of two top golf courses, Riviera Country Club and Oakmont Country Club will be available. Golfers may register individually or for foursomes at the Ambassador, Statler and Biltmore Hotels. No tournament has been planned and individuals will be grouped in foursomes.

The General Convention Committee, headed by R. R. Blackburn, vice-president, Southern California Gas Co., and the Registration Committee, headed by

George Coates, of the Southern Counties Gas Co. of California, urge advance registrations be made on the forms mailed to all members of A.G.A. and PCGA.

"If you know you will attend, it will help both you and the Registration Committee if you will register in advance," Mr. Blackburn said. "This will help avoid delays at the registration desks."

The Honolulu Gas Co. is joining with the Hawaii Visitors Bureau in plans for a most attractive post-convention trip. All delegates holding advance hotel reservations will receive invitations and brochures. The Company is making plans for extending the renowned hospitality of the Hawaiian Islands to visiting delegates.

Although the demand for hotel reservations has been heavy, there are still many unusually desirable rooms and suites available. These facilities are located in the Biltmore, Clark, Chapman Park, Mayflower, Mayfair, and Savoy hotels. Assignments will be made in the order that requests are received. Direct inquiries to the A.G.A. Housing Committee, Convention Bureau, Los Angeles Chamber of Commerce, 1151 South Broadway, Los Angeles 15, Calif. Type of accommodations desired, with arrival and departure dates should be indicated. No deposit is required.

There will be a registration fee of \$20 for delegates and \$10 for ladies accompanying delegates. Registration fees include admission to all sessions and social functions of the Convention. Badges will be required for admission to all meetings and recreation events and will be issued at the Registration Desks.

Register In Advance

Delegates are urged to register and purchase tickets in advance for the scheduled luncheons and the Home Service Breakfast. Delegates can be assured of eliminating delays and standing in line at registration desks by filling out an Advance Registration Form indicating the tickets desired. Send the form with remittance to the American Gas Association, 420 Lexington Ave., N. Y. 17, N. Y. not later than October 1. A receipted registration card and the breakfast and luncheon tickets will be sent you. The Registration Card should be exchanged at one of the three registration desks as soon as possible after

arrival in Los Angeles. Refunds to delegates unable to attend the convention will be made on pre-registrations upon application to A.G.A. Headquarters before December 1st.

PCGA Luncheon Tickets

Early registrations of delegates are urged. Desks will be located at the Ambassador, Biltmore and Statler Hotels and will be open from 1:00 to 5:00 p. m. Sunday, October 16, and from 8:30 a. m. to 5:00 p. m. from Monday, October 17 through Wednesday, October 19. Special tickets are required for the PCGA luncheon meeting, the Home Service Breakfast, the Accounting Section luncheon and for the luncheons of the General Management Section and the combined luncheon of the Residential Gas and the Industrial and Commercial Gas Sections.

A Parade of the latest magazine-featured New Freedom Gas Kitchens and Laundries will be on display during the Convention in the Assembly Room of the Hotel Statler and on the main floor of the Southern California Gas Company Building, 810 South Flower Street, Los Angeles.

A daily newspaper covering the Convention events and news will be published by courtesy of the Robertshaw-Fulton Controls Company. A daily printed list of registered delegates will be provided as a special service of the Pacific Telephone & Telegraph Company. These lists will be available at the registration desks. A.G.A. Convention offices will be located in the Hotel Statler and the press room of the A.G.A. Public Information Bureau will be located in Conference Room 5 of the Biltmore Hotel.

Transportation by chartered busses will be provided at no cost to registered delegates to minimize travel difficulties in attending widespread Convention events. Delegates will be welcome to visit the Los Angeles facilities of the Southern California Gas Company and Southern Counties Gas Company. Information concerning these properties will be supplied on registration in Los Angeles.

An open house will be maintained Thursday at the A.G.A. Laboratories, 1425 Grande Vista Avenue, Los Angeles. Here delegates can see the Pacific Coast branch of the gas industry's "National Appliance Testing Agency" at work.

Delegates are advised that cosmopolitan and casual attire mingle in Los Angeles. Dress at all Convention functions is optional. Light coats will be needed for evening comfort.

Section programs for the Convention have taken final shape and hold promise of interest for all delegates. The General Management Section will have a luncheon and afternoon session in the Golden State Room at the Hotel Statler on Monday, October 17. The Corporate Secretaries Committee will hold an open business meeting at 2:00 p. m. Tuesday, October 18, in the Los Angeles Room at the Statler.

3 Speakers Featured

The General Management Section program features three speakers. At the 12:30 p. m. luncheon, Jesse W. Tapp, chairman of the board of the Bank of America, will discuss his bank's approach to business problems and its relation to the business development of an area. In the afternoon session, Emmett J. Leahy, of New York, will talk on Paperwork Management. Mr. Leahy was head of the Paperwork Management Task Force of the recent Hoover Commission. Closing speaker will be Guy Corfield, research engineer, Southern California Gas Co. He will report on the gas industry's part in the recent atomic tests, where he served as Project Engineer. George L. Harding, president, American Society of Corporate Secretaries, Inc., will lead a roundtable discussion of Corporate Secretaries' problems and methods at the Tuesday, October 18th, meeting.

The Accounting Section will hold two sessions in the Statler Hotel. On Monday afternoon, October 17, the first session will convene in the Los Angeles Room, with Austin T. Gardner, Delaware Power and Light Company, presiding as Section chairman. Welcome to delegates will be extended by J. L. Liecny, Arizona Public Service Company, chairman, PCGA Accounting Section.

J. E. Hobson, director, Stamford Research Institute, Menlo Park, Cal., will present a paper on "Operations Research." The second speaker on Monday is R. H. Johnson, general auditor, The Brooklyn Union Gas Co., and chairman A.G.A. General Accounting Committee. He will discuss cost control under the

heading: "Are You Really Managing Costs?" The report of the Nominating Committee, headed by Paul E. Ewers, Michigan Consolidated Gas Company, will be submitted and Section members will elect officers for the coming year. The Session will be concluded by a talk presented by J. C. Messer, The Peoples Gas Light and Coke Company, Chicago. As chairman of the subcommittee on electronic accounting developments, he will talk on measuring problems of today and tomorrow in electronics.

D. W. Peterson, Minneapolis Gas Company, and A.G.A. Coordinator, General Activities Group, will serve as chairman at the Tuesday luncheon meeting starting at 12:30 in the Sierra Room of the Statler.

Three members of the Section will be given the Accounting Merit Award by A.G.A. president F. M. Banks at this meeting. Chairman A. T. Gardner will present a report of the major accomplishments of the Accounting Section during the past year. Gilbert J. Williams, executive vice-president, Connecticut Light and Power Company, will discuss employee relations in the utility industry. A panel of experts headed by J. Stanley Green, Southern California Gas Company, will discuss "Internal Auditing in Relation to Methods and Procedures." The final paper of the session will deal with "Accelerated Depreciation," and will be presented by R. A. Rosan, Columbia Gas System Service Corp., New York, a member of the A.G.A. Depreciation Accounting Committee.

Joint Luncheon Planned

Employing a different pattern this year, the Industrial and Commercial Gas Section will initiate its program at a joint luncheon with the Residential Gas Section on Monday, October 17, in the Coconut Grove of the Ambassador Hotel. Ray Trowbridge, Seattle Gas Co., and Walter H. Kurdelski, Michigan Consolidated Gas Co., chairmen of the respective sections, will preside at this luncheon.

The program has been streamlined to expedite meetings of the individual sections. C. S. Stackpole, managing director of A.G.A., will welcome delegates, and will introduce Mrs. America of 1956, Mrs. Ramona Deitemeyer, of Lincoln,

Neb. He also will introduce C. H. Zachry, president, Southern Union Gas Co., Dallas, and vice-president, A.G.A. Mr. Zachry who is chairman of the PAR committee of A.G.A., will present the main luncheon address.

The Section's program and papers committee under Walter S. Anderson, Boston Consolidated Gas Co., prepared a company program covering important phases of industrial and commercial selling for the afternoon meeting in the ball room of the Ambassador Hotel.

F. D. Campbell, president, New England Gas and Electric Association, Cambridge, Mass., will discuss the timely subject of the effect of atomic energy utilization on the industrial fuel industry. Mr. Campbell is chairman of the A.G.A. Atomic Energy Committee.

Local, National Sales

R. D. MacMahon, Southern California Gas Co., will tell delegates how his company has achieved years of success in merchandising industrial and commercial gas in a talk "Integrating Local sales with National Sales." Views of an advertising agency executive on sales will continue Mr. MacMahon's theme. Tyler McDonald, vice-president, Hixsen Jorgenson Company, will speak on dynamic selling.

Ray Trowbridge, section chairman, will present the annual report of the section briefly in a paper "What's the Answer." Closing the Section session will be the election of officers for the next Association year.

The Operating Section will hold afternoon sessions on Monday and Tuesday in the Biltmore Hotel, which will serve as Headquarters for operating personnel. Walter H. Davidson, Transcontinental Gas Pipe Line Corporation, will preside as Chairman of the Section at the first session. Tuesday's session will be headed by J. H. Collins, Sr., New Orleans Public Service Inc., Section Chairman-nominee. In addition to the conduct of section business, three papers of broad technical interest will be presented on Monday and four on Tuesday.

Following the report of the Section Chairman on Monday, the first paper will be presented by E. J. McConnell, Stone and Webster Service Corp., on the economics of gas distribution. Quality control as a supervisory tool will be dis-

cussed by G. J. Sandusky, Southern California Gas Company. E. M. DeMouche, Houston Pipe Line Company, will speak on the application of telemetering and remote control to gas dispatching.

On Tuesday, the report of the Nominating Committee will be read and Section members will elect the 1956 officers. Chairmen of the Section's 1955 committees then will be recognized.

The first paper will be presented by Karl B. Nagler, The Peoples Gas Light and Coke Company. He will talk on management's responsibility for safety. C. E. Loomis, Columbia Gas System Service Corporation, will draw on the experience of his company to tell of the advantage of underground storage in the operation of a gas utility.

J. N. Landis and Frederic A. Hough, Bechtel Corporation, are joint authors of a paper on the role of engineering in the gas industry. The session will conclude with a paper outlining what the corrosion engineer can do for management by Guy Corfield, of Southern California Gas Company.

The Residential Gas Section meeting on Tuesday afternoon will be a streamlined, high speed session, bringing gas men an array of up-to-the-minute subjects to be discussed by top-ranking executives. Chairman Walter H. Kurdelski will open the meeting with a welcome to delegates. After a report from the Nominating Committee, section members will elect officers for the coming year.

Chairman Kurdelski will present a report on section activities for the past year. Then L. L. Baxter, president, Arkansas Western Gas Co., Fayetteville, Ark., will discuss the progress and development of the gas industry in a provocative talk: "Forward Is The Buy-Word." He will review A.G.A. sales and promotional activities on behalf of gas utility companies and offer his ideas and recommendations on steps the industry can take to maintain and increase its competitive position in the residential field.

Broadway, TV Talent

Well known Broadway and TV talent will be featured in "A Tale of Two Kitchens," a new Eastman color movie, produced in cooperation with Woman's Home Companion. The film presents a complete story on planning a gas kitchen

and laundry and features two outstanding New Freedom Gas Kitchens and Laundries.

Duncan C. Menzies, president, Servel Inc., in a presentation: "To The Victors," will donate awards to the gas utility companies that have done the best selling job on gas refrigerators in a five-month campaign, sponsored jointly by A.G.A. and Servel.

Gas sales personnel will be interested in a talk given by J. Theodore Wolfe, executive vice-president, Baltimore Gas and Electric Co. Mr. Wolfe is chairman of the A.G.A. Gas Industry Development Committee, and he will discuss objectives and results of this important campaign, including some fine results from the Ten Demonstration City Programs.

Two motion pictures in color will be shown which should be of great interest and importance to those in attendance. First will be a premier showing of a film entitled: "Challenge Accepted," and produced by The Coleman Co., Inc., Wichita, Kansas. All year gas air conditioning, a most important and fast-growing gas service, is the subject of this film. In a similar category is the film "Hey, Charlie" which presents New York Consolidated Edison's amusing approach to the sale of residential gas space heating. Prizes will be awarded to ticket holders at the end of the Residential Gas Section meeting.

Katherine L. Rathbone, Home Service Supervisor, Southern Counties Gas Co., chairman of the A.G.A. Home Service Committee, will preside at the Home Service Breakfast, to be given in the Embassy Room of the Ambassador Hotel, at 8:00 a. m. Tuesday, October 18th. Greetings to delegates will be extended by President F. M. Banks and Managing Director C. S. Stackpole. Following these messages of welcome, a dramatic presentation, "Operation Womanpower" will be presented by a cast from the Southern California Gas Company and moderated by Gladys B. Price, Home Service Supervisor of Southern California Gas Co. This skit was a popular feature at a recent meeting of the Sales Executives Club in Los Angeles.

On Tuesday afternoon the Home Service Round Table will be held in the Renaissance Room at the Biltmore Hotel. Two magazine editors, who are spon-

soring New Freedom Gas Kitchens on display during the convention, will participate in this program. Mrs. Maxine Livingston of Parents Magazine will discuss the subject "The Home Laundry—the New Area of Family Activities." A talk on "Kitchen News" will be given by Mrs. Elizabeth Sweeney Herbert of McCall's Magazine.

Two home service subjects will be presented by members of the Home Service Department of the Southern Counties Gas Company. Katherine Davis will moderate a panel "Junior Home Economists Look at Business." She will be assisted in this by Dr. Gladys Stevenson, head of the Home Economics Department of Whittier College, and Janet Smith, a student. Study and research on a new feature of gas ranges, will be discussed by Shirley Brua, Home Service Dietitian with a subject: "Rotisseries Are Worth a Second Look." Home Service meetings, the breakfast and roundtable discussions are open to all convention delegates.

1958 AGA Convention Set for Atlantic City

The Executive Committee of the American Gas Association has voted to hold the 1958 Annual Convention of the Association in Atlantic City, N. J., in the week of October 12. Members of the Gas Appliance Manufacturers Association are expected to vote early in 1957 as to whether an exhibit of gas appliance and equipment will be held in conjunction with the A.G.A. Convention in 1958.

Previously it had been decided to hold the 1956 Annual Convention of A.G.A. in Atlantic City the week of October 15 and to hold the 1957 Annual Convention of the Association in St. Louis, Mo., October 7-9. There will be no GAMA exhibit in conjunction with either the 1956 or 1957 A.G.A. Conventions.

"My uncle's a magician."

"Really? I didn't know that."

"Sure. He can be walking down the street when all of a sudden he says the magic words, 'Abracadabra, Zoom!'—and he turns into a saloon!"

* * *

Opportunity doesn't knock so very often but temptation seems to pound away every day.

A Cake For Science

Just Like Mother Makes

There's a flour sifter in Cleveland, Ohio, that is helping housewives across the country bake better cakes.

It's an ordinary red and white flour sifter, just like Mother uses, but this one is very special. It's part of the equipment required for one of the hundreds of tests that gas ranges take at the American Gas Association Laboratories.

The A.G.A. flour sifter is used by a man, a graduate engineer who knows much more about Mother's gas range than she does, for his job is to test new range models for safety, durability and performance. He inspects every inch of a range and gives it more than 200 major tests before it receives the A.G.A. Approval Seal.

Since scientists are practical as well as particular, the A.G.A. requirements call for a cake baking test for ovens. And, in order to bake a cake, someone must make it first. That's where the flour sifter comes in. The test engineers must bake a four-layer cake every time they test a range. And that's a lot of cakes!

Baking the layer cakes for the oven test is no hit-or-miss affair. It's done according to specific rules drawn up by the A.G.A. Approval Requirements Committee, made up of representatives of the U. S. Bureau of Mines, the U. S. Health Service, national associations of home economists, architects, builders and many other groups devoted to public service, as well as all segments of the gas industry.

The requirements for the cake test include a recipe which would amuse almost any cook. It specifies weights as well as measurements of ingredients and to make sure no mistakes are made, it even lists "four eggs (without shell)" for engineers whose experience with food has been all on the eating side.

Results of such scientific precision in drawing up appliance testing require-

ments benefit millions of homemakers who use gas as a premium fuel. The cake test, for instance, is designated to determine the baking evenness of the ovens being tested.

In this test, four layers are baked at a time, two on the top shelf, and two on the bottom. After they have cooled, the test engineer examines them with a photo electric reflectometer, a delicate instrument which indicates any variation in color. All four layers must be baked an even brown to meet A.G.A. requirements.

More than 6,000 gas appliances, divided into 31 classifications, are tested



When an engineer bakes a cake, he does it scientifically, weighing the flour for complete accuracy and consistency. The layer cake this engineer is preparing to whip up will be baked in one of the many gas ranges tested for safety, durability and performance at the American Gas Association Laboratories. If each of the four layers browns evenly, the range will go on to take the hundreds of other tests required before it receives the A.G.A. Approval Seal.

every year at the A.G.A. Laboratories in Cleveland and Los Angeles, California. For each type of appliance—range, water heater, clothes dryer, room heater, incinerator, refrigerator and many others, there are hundreds of requirements covering safety, durability and performance. Each of these requirements must be met before an appliance is awarded the American Gas Association's coveted Approval Seal—a blue star on a white background.

Since the gas industry is eager to serve the public as well as possible, almost all gas appliances on sale today have been tested and awarded the Seal of Approval. Each year the requirements become stiffer, gas appliances are improved through painstaking research, but each year more and more appliances are being tested at the Laboratories. A.G.A. Approved gas appliances—safe, dependable, and durable—are approved by Mr. and Mrs. America, too.

Underground Gas Storage in U.S. Shows Increase

The volume of natural gas in underground storage in the United States in 1954 was 1 trillion 11 billion cubic feet, according to a report issued by the Committee on Underground Storage of the American Gas Association. This represented an increase of 125 billion cubic feet over the previous year. Volume of gas in storage in five years has risen to 2.45 times the 412 billion cubic feet in storage in 1950.

The ultimate capacity of the underground storage reservoirs in the United States which includes all native and cushion gas in the reservoirs, on October 31, 1954, the end of the A. G. A. association year, was 1 trillion, 859 billion cubic feet, an increase of about 125 billion cubic feet over the previous year. Ultimate capacity for storing natural gas underground has increased about 2.40 times since 1950 when such capacity totaled 774 billion cubic feet.

At the end of the 1954 year there was a total of 6,395 active wells operating in 172 pools located in 17 states. A year earlier there were 5,789 active wells in 167 pools in the 17 states with underground storage facilities. At the end of the 1954 period there were 12 new underground storage pools under construction. When completed, these pools will add another 180.4 billion cubic feet of capacity to underground storage facilities in the United States.

This growth in underground storage operations has meant a large capital investment. The A. G. A. committee estimates that total capital investment in underground storage operations in 1954 was \$343,000,000. This includes estimated value of cushion gas as well as investment in plant for underground storage. It is estimated that an additional 64 million dollars will be invested in underground storage facilities in the next three years as a part of the \$2.7 billion the gas industry expects to spend in new construction in that period.

Pennsylvania continues to lead the 17 states in underground storage operations with about 266 billion cubic feet stored in 1954. Ohio is second with a maximum of 191 billion cubic feet underground and West Virginia ranks third with maximum gas in storage in 1954 totaling 161 billion cubic feet.

—◆—
"Fine piece of land you got here," said the man getting out of his car in front of the farmer's house.

"Yep, I reckon it is," replied the farmer eagerly. "Best in these parts."

"Probably too high for a poor man, I guess?" asked the stranger.

"Wal, it's worth every cent of \$1,500 an acre," said the farmer, with an eye for business. "Were you thinking of buying mebbe, and settling hereabouts?"

"No," said the traveler, making some notes in a book. "I'm the new tax assessor."

* * *

There are three kinds of people: The few who make things happen; the many who watch things happen and then the big majority who have no idea what happened!

Sales Promotions, Appointments Announced



RUSSELL L. JOLLY



RICHARD D. KITCHEN



DAN R. GANNON



ROBERT J. OTT



ROBERT J. THOMAS



PAUL B. WATTS

The appointment of three new sales representatives, promotion of two salesmen to sectional sales managers and the transfer of a third sectional manager has been announced.

Dan R. Gannon, for the past two years Southwest Sales Manager with headquarters at Dallas, Texas, has been transferred to Los Angeles where he will be West Coast Sales Manager.

Russell L. Jolly, sales representative in the Chicago area, has been named Midwest Sales Manager. Mr. Jolly has been with Mueller Co. since 1924 when he was with the Engineering Division. He has traveled a number of territories as salesman and oddly enough also has been employed at all three United States Mueller Co. plants.

Richard D. Kitchen, sales representa-

tive in Louisiana and southwest Mississippi, succeeds Mr. Gannon as Southwest Sales Manager. He will make his headquarters in Dallas.

Joining Mueller Co. as sales representatives are Paul B. Watts, Robert J. Ott and Robert J. Thomas. Mr. Watts takes over the Chicago area formerly traveled by Mr. Jolly. He is a graduate of Bradley University with a major in industrial physics. An army veteran, he has been engaged in industrial sales work since 1949.

Mr. Ott will travel Mississippi and a portion of Alabama. He is a graduate of the University of Notre Dame and

is a Navy veteran. Prior to joining Mueller Co., he was advertising and sales promotion manager for a large Central Illinois appliance house.

Mr. Thomas will travel the state of Louisiana. He attended Illinois Institute of Technology and Bryant Statton College, both in Chicago. A Navy veteran, he has been in sales work since 1946, most recently representative of one of our allied manufacturers.

All three have just completed an intensive sales training course designed to enable them to bring better service to Mueller Co. customers.

Gas Industry's Expansion Program Cost To Reach Five Billion Mark

The nation's natural gas industry, which has spent four billion dollars on expansion since 1945, will boost the total to nearly five billion when it completes projects already authorized or pending as of the first of this year, according to the 1955 edition of "Natural Gas Construction Data."

This study, published by the Gas Appliance Manufacturers Association, provides detailed information on the individual projects, companies and communities involved in the continuing expansion. It shows that projects approved by the Federal Power Commission during 1954 will add approximately 1-3/4 billion cubic feet of natural gas to the daily delivery capacity of existing facilities at a cost of \$451,000,000. More than a million tons of line pipe will be required for the 6,392 miles of transmission and gathering lines which will bring either new or additional natural gas service to 76 cities of 50,000 or more population as well as hundreds of smaller communities.

In addition to this authorized construction, the study shows, projects pending FPC approval on January 1, 1955, included 5,251 miles of pipeline requiring 1,223,000 tons of line pipe and a total expenditure of \$469,000,000.

H. Leigh Whitelaw, managing director of GAMA, said the annual study is

made to provide banks, insurance companies, investment houses, other financial organizations and the investing public with detailed, up-to-date information about the vast expansion of the natural gas industry.

The brochure lists the seventy-six cities which will receive new or additional natural gas service, provides the names and addresses of the pipeline and operating utility companies participating in pipeline construction approved during 1954 or pending on January 1, 1955. It details the mileage, cost, line sizes, estimated steel pipe tonnage, compressor horsepower, FPC docket numbers and purpose of these pipeline projects. The study also summarizes miles of natural gas authorized from July 1, 1945 through Jan. 1, 1955.

The brochure is available at \$2.00 per copy from the Marketing and Statistical Department of the Gas Appliance Manufacturers Association, 60 East 42nd Street, New York, 17, N. Y.

Mother: "Should I take Junior to the zoo tomorrow?"

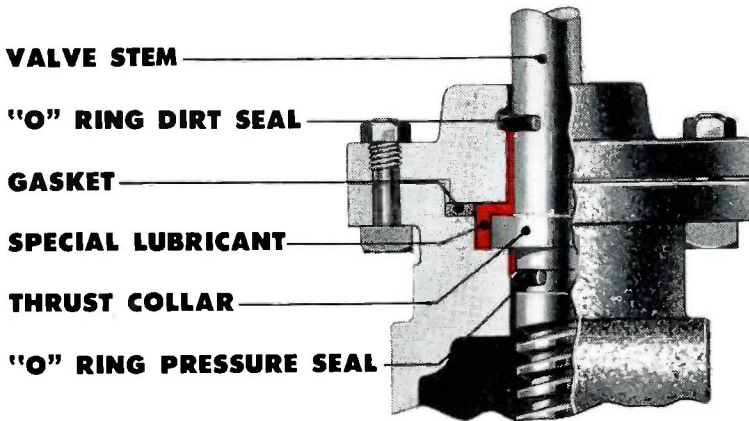
Dad: "Certainly not, if the zoo wants him, let them come and get him."

* * *

None but a fool is always right.
—Hare.

MUELLER®

GATE VALVES



Gas-tight stem seals — Only Mueller Gate Valves have the exclusive "O" ring design that takes full advantage of the proven pressure-sealing effectiveness of "O" rings. Line pressure is sealed by an "O" ring located *below* the thrust collar. There is no line pressure acting on the gasket.

Result: Positive, leak-proof stem seals that seal tighter as pressure increases. No binding, no maintenance.

Easier turning — A second "O" ring, located above the thrust collar, serves as an effective dirt seal and gives an added advantage to the Mueller design. The space between the "O" rings and surrounding the thrust collar is filled with a special lubricant.

Result: An easier turning valve that is permanently lubricated to give longer life and low turning torque for years.

Now you can convert all Mueller Non-Rising Stem Gate Valves, 12" and under, to "O" ring stem packing. For details on this, and on the full line of Mueller Gate Valves, consult your Mueller Representative, Catalog G-97 or write direct.



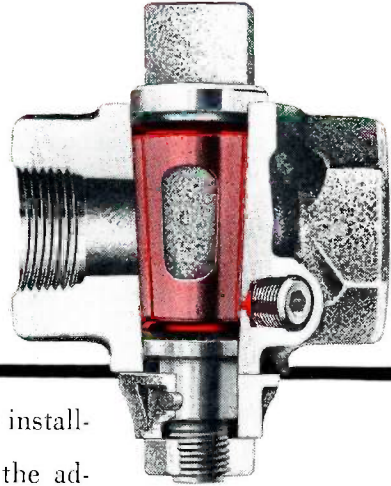
MUELLER CO.

Dependable Since 1857

MAIN OFFICE & FACTORY DECATUR, ILLINOIS

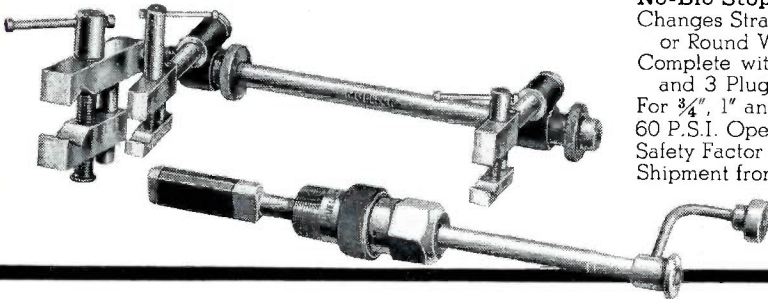
MUELLER®

Change to LubOseal®



Guarantee long life and safe operation by installing dependable LubOseal Stops with *all* the advanced meter stop features. Simply replace damaged, worn or obsolete meter stops quickly and safely *under pressure* with the exclusive No-Blo® Stop Changer. No shut-off or bucking of line pressure! No blowing of gas! Consult your Mueller Representative, Catalog G-97 or write direct for full details.

LubOseal Gas Stop
Plain Head or Lock Wing
Black or Galvanized
Pressures to 125 P.S.I.
Sizes $\frac{3}{4}$ " through $2\frac{1}{2}$ "
Shipment from Stock



No-Blo Stop Changer
Changes Straight Way
or Round Way Stops
Complete with Safety Clamp
and 3 Plugging Units
For $\frac{3}{4}$ ", 1" and $1\frac{1}{4}$ " Gas Stops
60 P.S.I. Operating Pressure
Safety Factor of 2
Shipment from Stock

MUELLER CO.

Dependable Since 1857

MAIN OFFICE & FACTORY DECATUR, ILLINOIS