

MUELLER

NEWSLETTER

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Joe Penne, Editor

SALESMAN'S DAUGHTER IS MISS CALIF. TEENAGER

(California) . . . Patricia Ann Hill, daughter of Mueller Sales Representative Bill Hill, has won the title of Miss California Teenager and finished third in national competition for the Miss American Teenager honor.

Pat, 17, a senior at Lynnbrook High School, won her state title in Sacramento after success in semi-final competition in Sunnyvale and Mountain View, and competed against young ladies from all over the U.S. at the national contest in Palisades Park, N.J.

Her emergence as a beauty queen was not entirely without precedent as Pat was named Homecoming Princess for Cupertino High School as a freshman in 1967 and Honor Queen for the area International Order of Job's Daughters during part of 1968 and 1969.

Pat Quinlan Modeling Agency in San Jose recognized her beauty and grace, also, and employed her for the past few months as a fashion model. In fact, the people at the agency prompted her to enter the Miss Teenager contest.

During the coming year, Pat will make numerous personal appearances and give talks at functions throughout California as Miss California Teenager. After high school Pat plans to train for a nursing career.

Congratulations to Pat, her mother and father. The Hills live in Cupertino, which is just south of the San Francisco area. Bill is the "Mueller Man" covering the western portion of California from the Oregon border down to San Luis Obispo County.

DECATUR FAMILY DAY SET FOR OCT. 26

(Decatur) . . . A family day designed to give all employees, retirees and their families a chance to tour all Decatur facilities has been scheduled for Oct. 26 from 1 to 5 p.m.

The "Family Day" will give everyone an opportunity to see the various production departments and offices; to meet supervisors, management and union officers; to enjoy refreshments and to view displays.

In 1962, the company held an open house at Plant 1 with special emphasis on the office and the part of the factory that had just been constructed. Since that time, open houses have been held in Brea and Chattanooga.

While most employees and their families will probably want to see both plants, this choice will be left up to the individual. In many cases, employees

who have worked in one plant for many years never have had the opportunity to see the other plant and its equipment.

One of the highlights of the tour through the Headquarters building will be the chance to see the company's IBM computer in action and everyone will be able to ask questions about its operation.

The family day will not have the guided tour where everyone stays in a group. Guests may proceed through the facilities at their own pace and complete the tour simply by following signs and markers. At points of particular interest, a host or hostess will be able to answer questions and tell about the specific area. For those with a special interest in one department, you may spend as much time as you want, looking over equipment, asking questions and meeting supervisors and talking to co-workers in that department without feeling like you are detaining others.

Guests at Plant 4 are to park on the regular company lot and begin their tour in Dept. 20. At Plant 1, guests are to park on the roof, begin the tour at the office and finish on the Shipping Dock so that the plant exit to the roof can be utilized.

OCT. 26. The World Series will be over. The weather should be pleasant. Mark your calendar for MUELLER FAMILY DAY!

PERSONNEL CHANGES OCCUR IN LOUISIANA

(Decatur) . . . R. J. Thomas, a Mueller Co. sales representative in Louisiana since 1955, has resigned to set up business in Baton Rouge as a distributor of waterworks products, including those of Mueller.

Succeeding Bob in the southern half of the state will be Stan Lee, who has been with Mueller Co. since 1963. The northern half of the state will be covered by Sam McWilliams, who has been in the company's sales training program for about a year.

The state of Louisiana has been divided into two sales territories for some time but territory 41 (the northern half) has been vacant since Frank Kellett moved to Georgia in mid-1968.

Lee, a native of Watertown, N.Y. joined Mueller Co. in June of 1963, following his graduation from Millikin University. He was in the company's sales training program until early 1964 when he moved to Dallas to be our industrial sales representative in that region until Jan. 1, 1966. At that time he moved to Rochester, N.Y. and served as the "Mueller Man" calling on water and gas customers in the western half of New York. On Sept. 1, 1968, he went into Headquarters Sales as marketing research field

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MORE FOR YOUR MONEY THE UNITED WAY

New Taxes. Rising Assessments. Higher Costs. With certainties such as these facing all of us, we continually search for ways to get the most for our money--including wise use of the dollars we contribute for welfare and health agencies.

By giving through the United Fund, United Appeal or Community Chest programs (whichever it happens to be called in your city) it would seem that we are getting "more for our money." It is logical that there are economies realized by combining 10, 20, or even 30 separate campaigns into a single drive. One local drive, administered by local people, collected by local people and budgeted by local people has to have the best interests of every citizen in mind. These are folks we know, trying to get the most for our money.

It is also an accepted truth that it costs considerably less to do a good job on a local voluntary basis than if we forfeit this privilege and the work of these agencies is undertaken or financed by the government--paid by taxes where there is no choice.

It costs just a few cents to get a \$1 working through a local agency. According to the National Association of Life Underwriters it costs \$1 to get \$1 to the needy through the state government and through the federal government it costs \$3 to get \$1 to the place that it is needed.

Costs are rising also for the agencies operating through the united campaigns, but the United Cerebral Palsy Association hasn't found an easy way to tell a crippled child that its budget is all gone for the month and that he or she will have to wait, and the Red Cross hasn't found a pleasant way to tell a Camille storm victim that prices are too high so there is no food in its emergency shelter.

There are some long-range savings that also come about through research and rehabilitation programs sponsored by united appeal agencies. A good YMCA program today, may eliminate the need to send a youth to some form of correction institution 10 years from now. A complete counseling program offered by the Mental Health Association could make it possible for the person who is disturbed and dependent today to become productive and useful in the future. We all must agree that this is money well spent.

Since we all look for bargains, think about the opportunities offered by giving to the united campaign. A chance to finance a portion of the "gift of life" by an allocation to the Red Cross and its blood bank program. We can help a homesick GI by giving to the USO through the united campaign. Through the Salvation Army we can help a family whose possessions have been lost because of a disaster. These are "bargains" that can't have dollar values placed upon them.

The number and names of those agencies involved with the particular program in Brea, Chattanooga, Decatur or other communities will differ, but generally they all work to help people in need and a united campaign offers us more for our money.

October is United Appeal Month in most areas, so try to do your "Fair Share".

Some Time Ago At MUELLER

THE GOLDEN OPPORTUNITIES LIKE MOMENTS, SLIP BY: OTHER STANDS YOU WON'T USE, WHEN OUR STAND YOU TRY.

We don't know who gets the credit (or blame) for this little ditty, but it was lifted from the May, 1895 issue of THE REFEREE and the stand it so glowingly refers to is a Mueller bicycle stand. The ad continues: "The Mueller bike stand is the best and cheapest stand made to support a bicycle for displaying to the very best advantage. Fits any wheel and will not mar or scratch it. Enameled stand \$1. The deluxe nickel-plated type \$1.50. H. Mueller Mfg. Co."

The bicycle stand was but one of a number of items that Mueller manufactured which departed from our lines of products for the water and gas industries. About as unknown as the bicycle stand was a reversible bit screwdriver. In 1896 the company advertised a tool which had a socket arrangement to accommodate different sizes of screwdriver heads for use on a range of screw sizes. This product was short-lived also.

Fads or crazes were unknown until the 1880s and the first one to hit Mueller was an expensive introduction. In 1884 company management thought it saw a great demand for roller skates and wheels began turning to produce skates. Machines were added for high production, but about the time the operation got rolling the fad ended and Mueller was faced with an uphill fight to get rid of its supply. One newspaper account says the stock was not worth 25¢ on the dollar and finally in 1892 the last skates rolled from the warehouse as a shipment of 3,000 to Australia.

ACCOUNTING OFFICE PERSONNEL CHANGE

(Chattanooga) . . . James C. Potter, general accountant here for a number of years, has been promoted to plant controller effective Sept. 1, succeeding L. E. Fugate, who resigned.

Effective Sept. 8, Earl Underhill became general accountant. Earl comes to Mueller Co. from Crane Co. in Chattanooga where he has had about 15 years of accounting experience.

Jimmy Kean has been hired in the Data Processing Dept. as programmer trainee effective Sept. 2.

Retirements

The following list gives retiree's job at time of retirement, years of service and date of retirement.

Burlingame

Alice A. Dinwiddie Curry, of the Burlingame (San Francisco) office, 23 Years, 9 Months, Aug. 29.

Decatur

Margaret Carter, Core Cleaner and Inspector, 24 Years, 11 Months, Sept. 15.

NUMBERS SPEAK FOR THEMSELVES

"I'm just a number," is a common lament today by individuals as they think of identification being made by a Social Security number, service number, clock number, license plate number or credit card number.

It seems impersonal, but numbers offer a flexibility and simplicity that can't be matched by letters and names, especially in Data Processing Systems where this alphabet is in "numbers".

With thousands of products and parts numbering tens of thousands at Mueller we rely upon numbers and letters to distinguish one item from another, but even with the advantages of numbers it becomes a bit confusing and a vast job to keep them in order.

Engineering Records Supervisor John Moma says that there are more than 100,000 different numbers set aside to cover products, parts, sub-assemblies and stock items used for just Decatur products,

The ideal set-up is to reserve blocs of numbers to cover products of similar nature or class, but with all of the variations and additions to our product lines it sometimes has become impossible to keep our numbers in a meaningful sequence. Part numbers are assigned consecutively, as the need arises, from a broad bloc.

The Mueller catalog is the most readily used source of product numbers and descriptions. Even the catalogs have identifying numbers. W-103, the current water catalog, gets its designation from the year it was published in relation with the year the company started. The basic book was last published in 1960--the 103rd year of the company's existence--but it is constantly up-dated by publication of new sections, revised pages or supplements.

Inside the catalogs we find that most of the product numbers have a prefix of a letter "H". Early catalogs had letter designations, such as Catalog A, Catalog D or Catalog H. D catalog had numbers with a "D" prefix and the "H" catalog had numbers preceded by the letter H, etc.

The "H" catalog came out in 1933 and for 20 years everyone used H--- numbers. These numbers became firmly implanted in the minds of salesmen, customers and employees, and many cities had "H" numbers written into specifications. Rather than change these "good" habits the H numbers were retained for the new catalog and since then we use mostly numbers with the H prefix.

Those of you familiar with current catalogs will ask, "What about those products with the A prefix?" Most of those are Chattanooga-made items and the Mueller operations in Chattanooga did not begin until after the H numbers were installed, so we reverted to A numbers for most of them. Yes, there are some Chattanooga-made products that have H numbers because they originated in Decatur before the Columbian Iron Works was purchased and they retained their original H numbers even though they are now Chattanooga-made.

It is impossible to make a flat statement about the numbers and letters because there are usually

exceptions, and we could probably find a few contradictions if we looked hard enough.

To make a part of one line or a group of products quickly identifiable and to give us something more "exciting" to promote than just a number, we sometimes give them a "family" name. ORISEAL, for example, refers to the use of O Ring SEAL which was the innovation in this type of valve. MARK II has no special significance except that the II could refer to the fact that this line is the "second generation" of the ORISEAL valve.

The Mueller/107 fire hydrant and the Mueller 110 compression connection lines have designations that refer to the years they were introduced in relation to the company's years of operation. These generic terms identify a line or a type of product group, but each product within that type has its own number to specifically identify it.

Our drilling and tapping machines vary from the usual designations in that they use letters and numbers. The first letter identifies the general type of machine and then the remaining letters and numbers give some information about the machine, its capabilities, or in the case of the B-100, the digits refer to the company's centennial and the year the machine was introduced.

The D-5 machine tells us that this is a basic "D" machine that has gone through five modifications. For example, the last change in design permits the D-5 to be hand or power operated, whereas the D-4 is only hand operated.

In our large machines we use a C designation to identify the general type. A CL-12 listing, for example, tells us that this is a basic C machine, the L stands for low pressure and the 12 tells us it is capable of making a cut up to 12 inches. The CH-6 machine looks similar to the CL-12, but is built for higher pressures (H) and is limited in size of cuts it can make.

The CC-36 and C1-36 machines are very similar. The C1 designation tells us that it is a machine that can be power operated and the CC says it is hand operated. The 36 gives us the length of travel of the boring bar.

Our latest machine, the PL-1, has a pretty logical designation. The P stands for plastics. The L for low pressure and the 1 identifies it as the first model.

Going through the water and gas catalogs we find nearly 2,000 specific numbers listed on the back pages referring to finished products...In addition, we have thousands of variations of these basic numbers, part numbers, and then we have product numbers in the 99000 class.

The 99000s refer to special runs and modifications done especially for one customer or use and they are not considered to be part of our regular line because their demand is limited.

Numbers are considered to be the alphabet of computers but numbers can be a shorthand or a language in themselves and they make our jobs easier--if we have the key and if they are accurate.

News Briefs

(Brea) . . . Ed Moore, personnel director at Mueller Co.'s plant in Brea, was co-chairman of the Brea Chamber of Commerce's first Business-Industry-Education Day, and Mueller Co. was one of 24 firms from business and industry participating. "The purpose of the day-long activity is to promote a better understanding between the business community and teachers, and to make each aware of the others general problems", Moore said. The day began with a keynote talk by Stary Gange, special consultant to the Southern California Gas Co. Following the general meeting the teachers and staff members were taken to lunch by their assigned hosts from business. The afternoon was spent touring the facilities of their hosts and talking with representatives from the firms. The program was an outgrowth of efforts by the Business-Industry-Education Committee of the Brea Chamber of Commerce.

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(Decatur) . . . About 500 employees and family members attended the 25th anniversary celebration of the Mueller Co. Employees Credit Union in Decatur. The program included food, live entertainment and more than 40 prizes which were auctioned off for bogus money. Winner of the grand prize, an 18-inch, portable color TV, was Art Menapace of Dept. 20. During festivities, the credit union also received commemorative plaques from the Illinois Credit Union League and CUNA Mutual Insurance Society for 25 years of membership in the two groups.

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(Decatur) . . . The regular quarterly meetings of the Mueller Co. and Mueller, Limited boards of directors were held here this month. The Mueller, Limited board met Sept. 17 and the Mueller Co. board convened the following day.

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(Decatur) . . . The retired men of Mueller Co. have been meeting for a number of months on the first Thursday of each month at the House of Plenty. In September, 52 retirees and guests attended, including Horace E. Slater, who was listed as being 91 years old.

The women who have retired from Mueller Co. are also interested in forming their own group and their first meeting was scheduled for noon, Oct. 1 in the Elks Club dining room. They plan to make it a monthly get-together on the first Wednesday of each month, but more definite plans were to be determined at the first meeting. Ladies in the area interested may obtain details and more information from Louise Whitehead or Ada Wood.

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(New Jersey) . . . Ben Lentz, Mueller sales representative in upper New Jersey, has been named Chairman of the Registration Committee of the New Jersey Section of the American Water Works Assn. Ben has worked on the committee for a number of years and now has accepted the top job.

(Decatur) . . . Harold Peer, foreman in the Pattern Shop, has been re-appointed to the Zoning Board of Appeals by the Decatur City Council.

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Service Awards

The following Mueller employees received service awards during September.

Chattanooga

- 5 Years: Robert R. Freeman, Paul D. Bedford, Cecil E. Morris.
- 10 Years: Benny E. Whitten, William H. Law, Marvin S. Madden, Waymon Carter, Eula D. Deerman, Robert G. Wellborn, Warren G. Young, Joseph L. Daniel, Tommy D. Griffith.
- 15 Years: Willie J. Owens, Charles T. Young, Melvin, Holliday, Billie H. Prichard.
- 20 Years: Kenneth L. Jones, James Stockdale, Roy E. Elliott.
- 25 Years: Joseph T. McGintis.

Decatur

- 5 Years: Robert M. Kohlbecker.
- 10 Years: Arvil D. E. (Gene) Hullinger.
- 15 Years: Murl Dean Lee, Omer J. Mescher, Leonard L. Landgrebe, Byron W. Winn, Ellen L. Hanley, Thomas R. Nice.
- 30 Years: Clarence F. Hill, Clarke Linton, Fred Monska.
- 40 Years: Ben Taylor.
- 45 Years: Anthony N. Grossman.

Sales Representatives

- 15 Years: Frank L. Kuenstler.

Brea

The following employees received service awards during August and September.

- 5 Years: Carol Tatman, George St. Clair, Earl Dixie, Albert Brownridge, Robert Duff, Harold Hassebrock, Clifton Hamilton.
- 10 Years: Leroy Price.

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representative. Stan, his wife Pat and four children will move to the Baton Rouge area around Christmas time.

McWilliams joined Mueller Co. in April of 1967 as sales service correspondent in the Chattanooga Sales Office, and then in June of 1968 he entered the company's sales training program. Prior to joining Mueller, he worked for three years in the purchasing department at Crane Co. in Chattanooga. McWilliams, 29 years old, is a native of Chattanooga and attended the University of Chattanooga and Tennessee Polytechnic Institute. Sam, his wife Helene and son Randy will be moving to the Shreveport area in October.