

NEWSLETTER

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MUELLER SPONSORING JUNIOR ACHIEVEMENT

(Decatur) . . . During the third week of October, 11 new firms began operations in Decatur but within seven months their books will be closed, their money gone and many will be unemployed. This isn't a prediction of gloom and doom brought on by the current business slowdown. This is the way these businesses are designed to operate under their charters as Junior Achievement companies.

These 11 JA firms are just a few of the hundreds of miniature companies operating around the country under the direction of teenagers who use adults as "consultants."

Through Junior Achievement, high school-age young people learn about free enterprise and business by operating a small scale business for seven months. They sell stock; elect officers; select, produce and sell products; and learn about taxes, profits, bankruptcy, liquidation, competition and many of the other things that make our economic system so strong, yet so perplexing.

Mueller Co. is again one of the major organizations in Decatur sponsoring a Junior Achievement company. In addition to financial support, four Mueller employees are giving freely of their time to work as advisors or consultants to the young business people.

Advisors this year are: Assistant Cashier Evelyn Cox, Project Engineer Bob Finney, Core Room Foreman Don Matthews and Material Methods Engineer Morey Sefton. Evelyn is management advisor and works in the areas of finance and accounting. Morey is involved with production and Bob helps direct sales activities. Don is the alternate and serves as needed.

The Mueller-sponsored firm selected the name JALIPSCO, which is an acronym for "Junior Achievement Leaders In Production & Sales," Co., and will offer two products this year. Initially, they plan to take advantage of the Christmas season and will produce a decorative and attractive basket for Christmas cards. The second product is not determined yet, and is being researched by a committee of achievers.

Junior Achievement began in 1919 in Springfield, Mass., when Horace A. Moses, then president of the Strathmore Paper Company, acted on his belief that city youngsters could profit from a program which would give them the kind of "learn by doing" experience in business that 4-H clubs offered farm youth.

In 1945, when a national expansion program was begun, there were J.A. programs in only 12 localities with a total of 183 J.A. companies. This program year, it is operating in over 260 J.A. areas in 50 states, in five Canadian provinces and in six foreign countries. In the U.S.A. more than 140,000 teenagers are operating more than 7,000 miniature companies, guided by more than 20,000 adult advisors.

DECATUR FUND DRIVE IS HIGHLY SUCCESSFUL

(Decatur) . . . With the exception of gifts from a few employees on vacation or absent for illness, reports on the 1970-71 United Fund Campaign at the Decatur plant are now tabulated. All of us can take pride in the large increase this year, both in the number of givers and the amounts donated or pledged to assist those less fortunate.

The total gifts by organized employees increased by a remarkable 162% over last year and far exceeded the amounts raised in any of the previous four years. Participation also increased to 57% compared to the past four-year average of 46%. The generosity and hard effort of those who volunteered to act as solicitors in their departments, backed by the strong support of local and regional union officers, plus a broader acceptance of responsibility by contributors, all made this outstanding result possible.

Gifts or pledges from hourly non-union employees also exceeded the previous year by a high 55% with participation reaching 90% compared to 87% last year.

Salaried employees as a group maintained the same high level of participation (96%) as in previous years and the total of gifts rose by 37%.

Giving by all Decatur employees reached a record level and exceeded the previous year by 62%.

The campaign at Chattanooga is now underway, but has not yet progressed to a point where a forecast of the results can be made.

SAND SYSTEM ADDED IN CHATTANOOGA

(Chattanooga) . . . The new sand system for the Chattanooga Foundry is expected to be installed and running by mid-November.

This second system was added to allow flexibility and to increase casting quality. We do two types of molding in Chattanooga, each requiring sand with different moisture content.



Liz (left) works with Rita Brumleve, preparing for Liz's retirement on Oct. 23 after more than 28 years of service at Mueller Co. Rita succeeded Liz as telephone operator in Decatur.

LIZ RETIRES AND 'JOINS' SALES FORCE

(Decatur) . . . Liz, the voice of Mueller Co. in Decatur, retired Oct. 23, but joined the field sales organization as an honorary member the same week.

Her election to the field sales force is unprecedented and was done, obviously, to recognize her 28 years of service and help to the salesmen and customers. With this experience, the men decided she was qualified and said, "When you get lonesome, Liz, take a tour through the territory."

Liz, who is less well known as Mrs. Richard Tolladay, has met hundreds of people by phone—both in Decatur and around the country. She has become a friend of many wives of employees, taken on a "grandma" image (which she cherished) with many of the kids of employees and been the important person in the middle between vendors and purchasing.

"I feel like I know so many people, but have seen so few of them" she laments. "I'd like to spend the first few years of my retirement traveling around the country meeting the people I have become acquainted with by phone."

Traveling is the immediate plan for the Tolladays, beginning with a trip to Missouri where they will visit their two daughters and their families. From there they plan to continue their trip and go south. "We don't have a timetable. We've been on schedules so long that we are not making any definite plans." Liz said.

Richard retired this summer after 30 years on the railroad.

"We are not rocking chair people so we are going to keep busy," she emphasized. Before her retirement day Liz volunteered to work with the auxiliary at St.

Mary's Hospital in Decatur and more church activities, especially with older people, are part of her plans to keep busy.

Liz started her work career as a telephone operator with the Bell System in Decatur. She left that to have a family and when she returned to work it was at a switchboard—but at Mueller Co. The name of Mueller was a familiar one to her at an early age because her father and many members of the Mueller family and A.G. Webber, Sr., were acquaintances. Her father worked for Mr. Adolph.

Working with people by phone isn't any different than talking face-to-face. Everyone likes to be recognized and I have made an effort to remember people by their voices rather than their faces. I have tried to make every caller feel like he was the most important one to call that day and sometimes it was hard to do, —especially if they were angry about something."

The cards, flowers, letters, phone calls and gifts, plus turnout at a retirement dinner Oct. 21, are many indications of the warmth and esteem held for "Liz" by salesmen, customers, vendors, employees and their families.

A silver tray from the Mueller men in one sales district is engraved: "To the gal with a smile in her voice." The one comment that sums up the feelings of most, however, came from the 10 year old son of an employee. In his card with a gift was written: "Thank you for all of the 'yes, honeys'."

Kids seem to say so simply and clearly the words adults grope for.

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The voice at the end of the line in Decatur now is that of Rita Brumleve. Rita began at Mueller Co. in data processing in September of 1969 and in March of this year she moved into the Cost Accounting Department. Rita is the mother of three sons and a daughter.

Retirements

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

Chattanooga

Henry Keller, Foundry, 24 years, 10 months, 7 days, Oct. 4 (80 Plan).

Charles W. Sledge, Assembly Department, 1 year, 3 months and 6 days, Oct. 6, (disability).

Decatur

Elizabeth M. Tolladay, telephone operator, 28 years, 1 month, 21 days, Oct. 24, (80 Plan).

Brea

Velma Portee, Shipping Department, 27 years and 8 months, Oct. 15 (80 Plan).

John Benjamin Price, maintenance foreman, 25 years and 1 day, Oct. 30, (80 Plan).

Service Awards

The following Mueller employees received service awards during October.

Decatur

- 5 Years: Raymond L. Ewing, Stanley D. Lange, Frances L. Schmahl, Ralph W. Henderson
- 10 Years: Herbert W. Nalley
- 15 Years: Walter N. Mitchell
- 20 Years: John E. Johnson, John E. Hackl, Earl J. Caulk, Alice E. Weir, Ralph D. Handley, Jr., Wayne R. Jones.
- 30 Years: Elmer W. Baker, Maynard L. Buckta, Otis B. Fears, Jr., Claude S. Inman, Joseph J. Fyke, Frank C. Hackman, Roy J. Burge, Ferden A. Herreid, Herbert W. Deibert
- 35 Years: Robert P. Gross, Robert L. Oberline, Cleo L. Craft, William A. Mueller, Jr.

Outside Sales

- 35 Years: Jack C. Rubicam

Chattanooga

- 5 Years: Charles T. Williams, George O. McAfee, Maxine Hutchinson
- 15 Years: John Halsey, Jr., John W. Griffin, Frank Killingsworth, Dillard Johnson, Arthur L. Scruggs, Paul J. Allison, Richard Waller, Jr., Curtis Barber, James T. Nance, Edward O. Watkins, Russell F. Lomnick
- 20 Years: James E. West, Early Lee Cooper, Jake Rice, Walter Readus, Willie Gunn, Edgar B. Montgomery, Jr.
- 30 Years: James E. Johnson, Jr., John W. Hixon, Jr., Lemuel Warren, Leslie O. Higdon, John Allen, Fred Brown

Mueller, Limited

- 15 Years: Robert Smith
- 30 Years: Harold Hannam

Brea

- 5 Years: Forrest Stewart, Thomas Wall
- 20 Years: Eli Lockard
- 25 Years: John B. Price
- 35 Years: Frank Fritzer

WE'RE STILL SELLING STOPS FOR WOOD MAIN

(Decatur) . . . The days of the wood water main apparently aren't totally in the past, because last year Mueller Co. in Decatur sold slightly more than 300 corporation stops cataloged for use with wood main.

Last year's sales were down about 100 from the year before, but it seems amazing that there is any demand at all with the variety of pipe material available today, including cast iron, steel, asbestos-cement, plastic and others.

The corporation stop designed for wood main has an inlet much longer than typical stops and its inlet threads are much more coarse and the taper steeper than usual because it is designed to be self-tapping.

Where do stops of this type go and how are they used since it would seem like they are a product of another period?

F.V. (Doc) Martin, Mueller sales representative in Washington, Oregon, and Alaska, says that many of the stops sold are used as replacements in his area. He says that some wood mains are in use in Alaska and northwestern Washington, but that the amount is less each year, as the old mains are replaced by new materials.

One order this year for corporation stops for wood main specified that each one be made with a pitorifice. The use of a pitorifice is not limited to use on wood mains, but many times it is used in areas where extreme low temperatures are experienced.

In these climates it is often necessary to build service lines so that water circulates, at least slightly, at all times. The pitorifice extends the inlet of the corporation stop directly into the flow of the main and enough pressure results to keep the water moving slightly.

Perhaps someone knows of another use for corporation stops designed for wood mains and the demand will continue. Right now, however, these stops and their cataloged variations are just a small part of the 224 different sizes, styles and designs of corporation stops stocked in Decatur last year.

GAS INDUSTRY'S CAR SETS WORLD SPEED MARK

(Wendover, Utah) . . . The Blue Flame, sponsored by the natural gas industry, set a new world land speed record of 622.407 miles an hour late in October.

The streamlined racer hit 617 m.p.h. on its first run over the measured mile at Bonneville Salt Flats, and then made the second run in 627.287 m.p.h. These broke Craig Breedlove's old world mark of 600.601 miles an hour.

Reaction Dynamics, Inc., built the racer under the management of the Institute of Gas Technology with major financial support from the natural gas industry.

The vehicle took two years to build at a total project cost of \$500,000.

News Briefs

(Decatur) . . . In an effort to improve service to our export customers and to explore possible new foreign markets, a one-day export "seminar" was held at Mueller Co. in Decatur Oct. 8, by Irvin W. Lloyd, international trade specialist for the U.S. Department of Commerce. In the morning session, he reviewed forms, controls, documentation, transportation, laws and many other details that are necessary for processing customer orders and shipments. These points were covered with representatives of our sales and traffic offices. In the afternoon, representatives from management, especially from marketing, discussed such subjects as international marketing, investments and trade shows in foreign lands.

(Chattanooga) . . . On Sept. 12, the Foremen's Club in Chattanooga held its initial meeting of the 1970-71 year with a "Ladies Night" in the Continental Room of the Read House. The speaker for the meeting was former Congressman James Martin of Alabama.

(Chattanooga) . . . As part of Mueller Co.'s program of grants to local colleges, Mueller has purchased a 10-inch tilting arbor saw and a 14-inch band saw for the Engineering Department at the University of Tennessee at Chattanooga.

(Decatur) . . . We regret to report the death in Vietnam of the son of a Decatur employee. Sgt. Larry David Hicks, 22, son of Computer Operator Mildred E. Hicks, died as the result of injuries received there on Sept. 24. Sgt. Hicks had been in Vietnam six months with the 101st Airborne Division, Infantry Reconnaissance.

(Dallas) . . . Mueller fire hydrants have been used to fight fires for years, and now in Dallas they are being used to promote fire prevention. This unique application involves a photo of a Mueller Improved hydrant on 3,000 posters distributed throughout the city as part of fire prevention week in Dallas. Sales Representative Frank L. Kuenstler says a poster can be found in "nearly every store window in Dallas." The poster says simply: "Why Keep These So Busy?" and then shows the big red Mueller hydrant on a white background. Across the bottom it reads: "Fire Prevention Week, Oct. 4-10." Great idea as long as they use Mueller hydrants on the posters.

(Decatur) . . . Have you seen the TV commercial sponsored by the American Cancer Society that suggests "If you can't stop smoking, try stopping half-way." It then recommends the smoker just smoke half a cigarette and to remind him of this it says to draw a line around the cigarette at the halfway point. Walt Jenkins, senior industrial engineer, has not only seen

the commercial--but tried it. It seems that his three pre-teen sons opened eight full packs of cigarettes and drew red lines around all of them. That was the easy part. Imagine three young boys trying to get 20 great big cigarettes back into each tiny package. It's easier to quit than fight, Walt.

(St. Louis) . . . Diversification is not unusual today in any business but Laclede Gas Co. of St. Louis is now offering a service that seems to be unique among gas companies. The utility formed a subsidiary, Laclede Family Services, Inc., and is offering "Blue Flame family protection plan" hospital insurance to its 450,000 residential customers, as well as to noncustomers. Laclede customers who become policy holders will be billed the monthly premiums on their gas bills. The company test marketed the program in a mailing to 35,000 randomly selected customers and termed the response "very good."

(Decatur) . . . The Mueller Co. retirees in Decatur continue meeting on a monthly schedule.

The ladies get together at the Elks Club on the first Wednesday of each month at 12:30 p.m. They had 18 at the last luncheon and the group is increasing slowly in size.

The men meet at the House of Plenty on the second Thursday at noon. Forty-four men attended the October meeting and a similar group is expected on Nov. 12.

(Decatur) . . . L. Joseph Fleckenstein, general traffic manager at Mueller, has been elected to the chairmanship of the Decatur Traffic and Parking Commission for the second time during the five years he has served on this civic committee. In addition to community work, Joe recently completed a transportation law course sponsored by Delta Nu Alpha, national transportation fraternity. He attended classes for three hours each week for nine months.

INVENTORY SCHEDULES SET FOR U.S. PLANTS

(Decatur) . . . Schedules for the annual inventories at all U.S. plants have been set.

The Decatur plants will close various production centers at the end of respective shifts on Nov. 20 and most normal work schedules will resume on Nov. 30. In the Foundry grinding areas, work will continue until all castings have been cleared from the departments. The Shipping Department will make normal shipments and the Maintenance Department will work on a regular schedule.

The schedule at Brea is similar to that of Decatur except operations will cease one day earlier.

In Chattanooga, inventory will be taken during the last full week of December.