

NEWSLETTER

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Joe Penne, Editor

3 ASSIGNMENTS MADE TO SALES TERRITORIES

(Decatur) . . . Three new sales territory assignments, effective Dec. 1, have been announced by General Sales Manager Del Parks.

Jack B. Johnson, who has been in the field phase of his training program since July, has been assigned to the western two-thirds of the State of Oregon. Jack will continue working with F.V. (Doc) Martin until Doc's retirement scheduled for early 1972. Doc has been the Mueller representative in most of Washington and Oregon for many years and will continue calling on customers in Washington.

Jack started with Mueller Co. in the Brea Sales Office in 1966 and entered the sales training program in 1968. He and his wife Peg and three children live in the Portland, Oregon area.

C. Robert Fisher, who has been in the sales training program since July of 1969, has been assigned to the State of South Carolina and will headquarter in the Columbia area. Lorin Grosboll, who formerly covered both North and South Carolina for Mueller, will continue living in Charlotte and concentrate his efforts in North Carolina.

Bob is a native of Keokuk, Iowa, single, attended Purdue University and an army veteran of Vietnam.

Lloyd E. Murphy, Jr., has been assigned to a newly created territory consisting, generally, of southern Virginia. His area formerly was part of two other sales territories. Lloyd is married, a former Marine with service in Vietnam and has been a Mueller employee since 1961. Prior to entering the training program, he was a machine molder in the Decatur Foundry. He will be living in the Richmond area.

CHATTANOOGA SHIPMENTS REACH RECORD LEVELS

(Chattanooga) - . . . In our first full month of operations since the strike, shipments from Chattanooga reached their highest total since we have been at the Mueller Avenue plant. "We have a good backlog of shipable orders and expect November to be a good month," according to Harlan A. White, vice president and general manager.

Inventory in Chattanooga will be taken during the week between Christmas and New Year's.

SARNIA UNITED APPEAL GIFTS UP BY 38 PER CENT

(Sarnia) . . . The average contribution by employees at Mueller, Limited for the local United Appeal campaign increased by 38 per cent during the campaign that was completed recently.

The percentage of participation improved only slightly from 80 to 82 per cent of the employees, but 70 of the 178 employees who gave increased their contributions.

Even though a major increase was registered in average giving, the campaign at Mueller, Limited fell short of its goal by five per cent. Three departments, however, had outstanding records of exceeding their goals with Departments 1 and 2 reaching 122 per cent of their objective and Department 6 going up to 116 per cent.

Giving the United Way is summarized by a comment across the top of the final report to employees at Mueller, Limited. It reads: "It should be remembered that all of us derive some benefits from the agencies listed, but it is hoped that the biggest return on your investment is in the satisfaction you get from helping others."

READERSHIP SURVEY IS ENCLOSED

(Decatur) . . . The MUELLER NEWSLETTER has been published monthly for about a year and a half and in an effort to continue to improve it, we are asking for your help and suggestions.

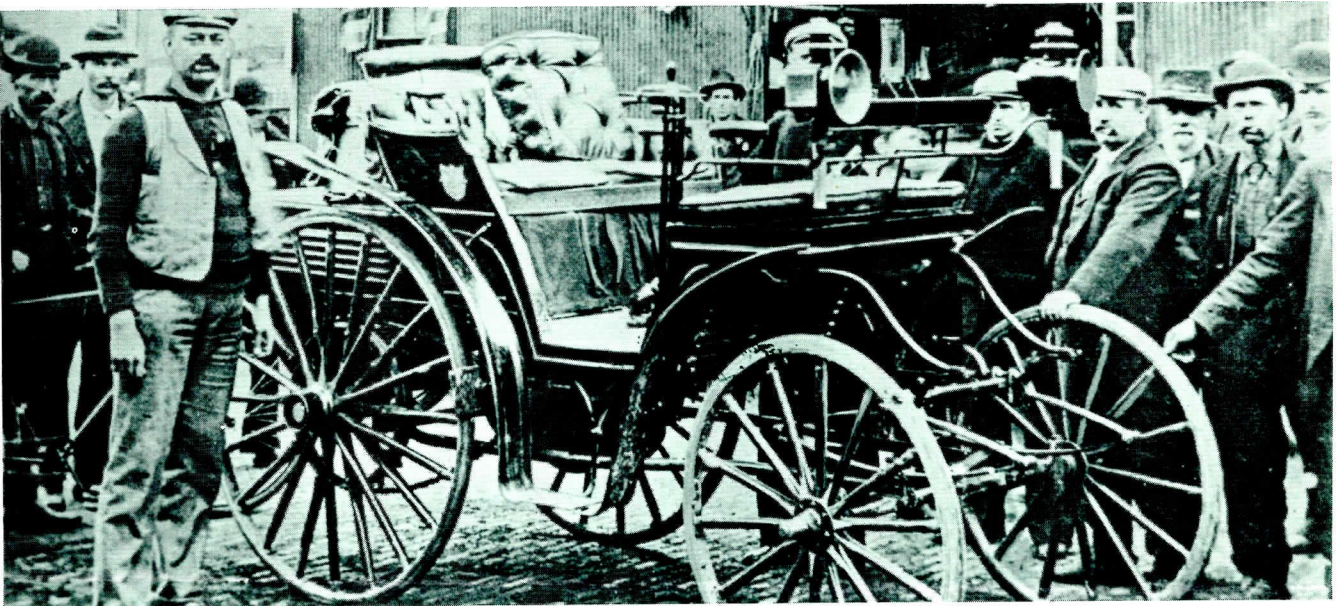
Enclosed with this issue of the NEWSLETTER is a brief questionnaire which will give you an opportunity to indicate some of your feelings and wishes by merely making a few check marks.

The postage is paid, so all it takes are a few minutes of your time. Your help will be appreciated.

A single publication can't be all things to all people, but we want to do our best to claim everyone as a regular reader.

BREA COMPUTER IN OPERATION

(Brea) . . . The computer installation in Brea is now complete and the IBM System/360, Model 20 is processing billing, accounts payable, accounts receivable, payroll and doing some sales analysis work and some production order printing. Next year, plans call for the expansion of the system to include order entry and inventory control work.



This car was delivered to H. Mueller Mfg. Co. in 1895 by Benz & Co., Mannheim, Germany. There were only five or six self-propelled machines in the United States at that time. In November, 1895, this motor wagon won the first "unofficial" road race ever run in America and finished second in the first "official" competition. Disregarding the "official" and "unofficial" tags, Mueller was important in the early development of the automobile.

Some Time Ago At MUELLER

Thanksgiving 1895

(Chicago) . . . A race run on Thanksgiving Day in 1895 from downtown Chicago to Evanston and return was important in American automobile history and the H. Mueller Manufacturing Co. of Decatur, Ill., played a part in this event which did so much to speed the development and acceptance of the automobile, according to a 1964 issue of the **Chicago Sun-Times**.

The night before America's first "official" road race, four inches of snow fell and was turning to slush in the streets by starting time at 8:30 a.m., Nov. 28. The snow-covered course proved to be a benefit in the long run, giving the autos a chance to prove conclusively their superiority over horses and bicycles.

Although 79 persons or groups had entered the race, the snowfall cut the field to 11 the night before and by starting time only six autos, including a Mueller-Benz, entered and modified by Hieronymus Mueller, were left.

The Duryea motor wagon, entered by Frank Duryea, was off first and built up a long lead but lost most of it because of trouble with a sparker and the steering gear.

Duryea's closest pursuer, according to the **Sun-Times** account, was the Mueller-Benz but Duryea managed to stay in front even after making a wrong turn and driving several miles out of his way. Duryea started with a big lead because it took the Mueller-Benz more than an hour to get away from the starting line.

At 7:18 p.m., the Duryea car, its engine running smoothly, crossed the finish line. The car had taken 7 hours and 53 minutes to travel the 54 miles, an average of just over 7 m.p.h.

The only other car to finish the race was the Mueller-Benz, which crossed the finish line at 8:55 p.m. \$2,000 in prize money was awarded to the Duryea Motor Wagon Co. and \$1,500 went to H. Mueller Mfg. Co.

Reviewing the race in a volume of recollections published by Frank Duryea, an historian, says: "As long as automotive history is written, the Thanksgiving Day road race, the first event of its kind in America, will demand respectful attention. In the light of automotive development since that event, the Chicago race deserves to rate along with the voyage of the Clermont and the operation of the first railroad train in the United States. The man in the street, standing in the snow to watch the machines pass, could make the necessary allowances and arrive at the just conclusion that there was a new force let loose in the world. Then and there began the popular itch for car possession which has created the greatest market ever prepared for industrial production. On the eve of that race hardly an American thought of himself as ever being able to drive a car, but on the day after the race thousands of our fellow citizens who read the newspaper accounts began seriously to consider that prospect."

Thanksgiving Day, 1895--a great day in our history and Mueller was deeply involved.

Hieronymus Mueller, founder of the company, was awarded patents for the variable speed transmission, friction disc clutch, spark plugs and other inventions--the principles of which are still in use on autos.

The auto also led to the death of Mr. Mueller. In 1900 he died of burns received while experimenting with a redesigned Benz and all plans for the construction of automobiles were abandoned.

HOLIDAY OBSERVANCES SWITCH IN 1971

(U.S.) . . . As we begin the major holiday season of the year, we'd like to mention some changes in holiday observances which have been legislated, becoming effective in 1971.

New Year's, Christmas, July 4, and Thanksgiving will continue on their traditional dates, but a number of others have been changed, in most states, to fall on Mondays so that more long weekends will occur during the year.

As an example, Washington's Birthday will be observed on the third Monday in February in the future, rather than on the traditional Feb. 22. Others to be observed on Monday will be: Memorial Day-last Monday in May; Columbus Day-second Monday in October; and Veteran's Day will be switched from Nov. 11 to the fourth Monday in October. Labor Day has always been observed on the first Monday of September.

The change to Monday holidays seems to work to everyone's advantage. It allows employees to have more long weekends and could improve production for the employer by avoiding working interruptions with mid-week holidays if the particular day is observed by the firm and its employees.

President Johnson signed the initial bill in 1968, covering the Monday change, and since then most states have enacted legislation to make the observances uniform.

FAMILIAR FACES IN NEW PLACES

(Sarnia) . . . On Nov. 1, **Kenneth I. Romphf**, formerly assistant cost accountant, was promoted to chief accountant and office manager at Mueller, Limited.

(Brea) . . . **Edmond P. Moore, Jr.**, formerly personnel director, has been promoted to manager of industrial relations. **Matthew P. Lynch**, formerly accounting supervisor, has been promoted to supervisor of data processing and accounting. **Thomas P. Summers**, formerly an hourly employee, has been promoted to assistant foreman in the Iron Foundry. **W. L. Fike**, formerly an hourly employee, has been promoted to inventory analyst.

(Decatur) . . . **Albert L. Seitz**, formerly industrial engineer, has been promoted to senior industrial engineer. **Maurice L. Sefton**, formerly Foundry material methods engineer, has been promoted to laboratory supervisor.

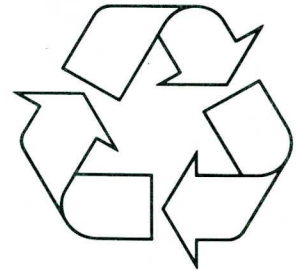
(Chattanooga) . . . **Buford H. Cole** and **Farrell D. Elkins**, formerly time study engineers, have been promoted to senior time study engineers. **Rufus L. Yates, Jr.**, formerly tool methods engineer, has been promoted to senior tool methods engineer. **Farrow K. Moss**, formerly assembly and finished stores foreman, has been promoted to general foreman of the Assembly Department and Parts Warehouse.

The changes in Brea, Decatur and Chattanooga were effective Dec. 1.

MUELLER COOPERATES WITH PAPER INDUSTRY

(Decatur) . . . Mueller Co. is one of many manufacturing firms around the country cooperating with the paper and paperboard industry in a campaign to reduce pollution in the form of paper wastes.

Mueller product cartons will soon include a new symbol designed to remind end users that if paper and paperboard products are recycled and reused, it will help eliminate much solid waste that contributes to pollution.



RECYCLING SYMBOL

Recent studies show that paper products represent between 40 and 50 per cent of municipal solid waste and paper products represent as much as 60 per cent of highway litter.

The symbol on the Mueller cartons indicates the company's concern for this particular problem and it is hoped that it will remind our customers to make the cartons available to the industry for reuse. Mueller, in Decatur alone, uses as many as 75,000 cartons in a year for its products.

As a receiver of cartons and an end user of paper products, Mueller is also helping with the program by selling its scrap paper to a local dealer who returns as much of it as possible to the paper industry for reuse.

Although most paper and paperboard products are disposable, the fibres from which they are made can be used over and over. Last year more than 11 million tons of used paper fibres were collected and reprocessed into new products, removing 20 per cent of the available waste paper from the solid waste stream.

BENEFITS STRETCH PAYROLL DOLLARS

(Washington) . . . Many of today's workers, when asked what their jobs mean to them and their security, frequently think only in terms of the wages they earn.

However, if these workers had to pay for all of the benefits they now receive as part of their jobs—for which their employers are paying—their spendable income would be reduced by more than one-fourth, the Chamber of Commerce of the United States reports.

These employee benefits, which long ago outgrew the term "fringe benefits", now average 27.9% of employer payroll costs. In terms of dollars and cents, this means that for every \$100 in wages a worker is paid, his employer provides additional benefits with average costs of \$27.90.

The latest National Chamber survey shows that the 1,115 companies (including Mueller Co.) which participated were paying an average of over 98¢ per payroll hour for employee benefits last year. This represents an increase of 330% in benefits over a 20-year period, and is 19% higher than the 1967 figures.

News Briefs

(Chattanooga) . . . Harlan A. White, vice president and general manager of the Mueller plant here has been elected to a three-year term on the Board of Directors of the Chattanooga Manufacturers Association. He joins others in Chattanooga who hold offices in trade and professional associations related to their jobs. Coy Jones, general foundry superintendent, serves on the board of the American Foundrymen's Society--Tennessee Chapter. Jim Hosto, plant engineer, is president of the Chattanooga/Tri-State Chapter of the American Institute of Plant Engineers and Jack Vincent, process controls supervisor, is secretary of the American Society of Metals--Chattanooga Chapter.

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(Chattanooga) . . . A new three-year agreement, effective Dec. 1, has been reached between Mueller Co. and the Pattern Makers League of North America.

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(Decatur) . . . Frank C. Hackman, manager of manufacturing engineering at Mueller, was one of three main speakers at a three-day workshop on induction melting held in Kansas City. The workshop, co-sponsored by the Missouri-Kansas Chapter of the American Foundrymen's Society, covered equipment, principles, applications and types of metal melting utilizing the induction method. Hackman discussed induction melting of nonferrous metals and then served as a panel member during a discussion period.

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(Decatur) . . . Seven men from Local 838, Allied Industrial Worker's Union representing plant employees at Mueller Co. were among 52 from the area who received certificates as AFL-CIO community services counselors. The men attended eight weekly meetings and covered various health and welfare subjects from family planning to Social Security benefits. The program is designed to familiarize the men with local agencies and their services so that they are able to counsel and direct union members to proper organizations for help when they encounter personal problems. Receiving certificates were: Joe C. Baughman, Carl Boline, Charles Canaday, Robert Fawcett, John E. Hackl, R. Dale Streight and Jim Wagoner. Boline, Canaday, Hackl, Streight and Wagoner have designations as senior counselors because they have attended more than 32 hours of instruction classes.

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(Brea) . . . Late in October, 23 students from the advanced metals class from California State College at Fullerton, toured the Mueller plant in Brea and viewed a film on Mueller Co. and its products. The tour provided the students an opportunity to see in practice some of the material they have been studying in class.

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(Decatur) . . . The men retirees who meet monthly at the House of Plenty will vary their schedule slightly for the Dec. 10 meeting. Instead of starting to gather about noon, chatting until about 1 p.m. and then eating, they will eat their lunch at 11:30 a.m. and then be free to talk as long as they like. Bill Dannewitz, who announced the change, said it was being done on a trial basis and then later the group could decide which schedule is preferred. Fifty-one Mueller Men attended the Nov. 12 meeting.

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(Chicago-Sarnia) . . . The regular quarterly meetings of Boards of Directors of Mueller Co. and Mueller, Limited were held in November. The Mueller Co. board met in Chicago on Nov. 18 and the Mueller, Limited Board convened in Sarnia on the 23rd.

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Service Awards

The following Mueller employees received service awards during November.

Brea

5 Years: Paul Bradford, William T. Miles
20 Years: Raymond Oronoz
30 Years: Clayton Travis
35 Years: Warren Wunderlich

Decatur

5 Years: John Williams, Bradley L. James
10 Years: Raymond R. Howell, Harold Colclasure, Thomas R. McCóy
20 Years: John W. Linn, William E. Barnes
30 Years: Walter L. Ford, Robert C. Workman, John A. Harding, Raymond W. Schroll, John A. West, Lawrence E. Grider, Galen W. Jenkins, Delmar E. Latch
35 Years: Ethel M. Turley, Otis E. Bethard, Carl M. Dodwell, Vernon H. Brunner
45 Years: Erma F. Barth

Chattanooga

5 Years: Freddie D. Warren, Jr., James O. Warner, Arnold A. McKelvey
15 Years: Charles Ray Vaughn, Earven Baker, Jr., Leroy Ford
25 Years: Robert Hogue
30 Years: Noble L. May

Mueller, Limited

20 Years: William McLean
25 Years: Helen Joleun, Howard Sayman