

NEWSLETTER

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Joe Penne, Editor

DECATUR FOUNDRY POURING DUCTILE IRON

(Decatur) . . . With the addition of a new gas-oil fired reverberatory melting furnace at Plant 4, Mueller Co. recently began pouring ductile iron on a limited basis in its Decatur foundry.

The furnace, built by Reda Pump Co. of Bartlesville, Okla., handles a 550 pound charge and is capable of providing about four tons of metal a day. For optimum operating efficiency, the furnace uses a heating combination of 20 per cent natural gas and 80 per cent fuel oil.

In this reverberatory furnace, the heating flame is directed at the metal, then continues up the stack to preheat the waiting charge in the holding area.

Castings now being run in Decatur had been produced by outside suppliers and the new equipment gives Mueller more precise control over production schedules, availability and quality.

Included in the ductile iron production are bodies and keys for LubOseal ductile iron meter stops, hydrant wrenches, clamps and lugs.

Ductile iron is a form of cast iron. It has physical properties approaching those of steel and equal to malleable iron, plus ductility not present in gray iron.

Mueller began installing its furnace for melting ductile iron in the fall of last year, following approval from the State's Environmental Protection Agency. After installation, we selected a nationally recognized test laboratory to run a complete stack test on emissions from the furnace and a 50-page report was submitted to the state agency in early January, covering test methods, pictures, calculations and results. According to the report, the furnace's emissions are well below those minimum limits accepted by the state.

DECATUR - CHATTANOOGA TRUCK SHUTTLE BEGINS

(Decatur) . . . After a detailed study during the past several months to determine the possible advantages and liabilities involved, Mueller Co. has arranged to lease an over-the-road tractor and trailer, with driver, to run between Decatur and Chattanooga. The operation will be on a trial basis for the first few months and, if successful, will become permanent and possibly enlarged.

During the trial period we will employ used equipment but, of course, fully roadworthy. Later, if the venture is successful, we plan to lease a new Kenworth

tractor, one of the largest on the road, and a new 40 foot flat trailer with sideboards. The gross vehicle weight rating will be 73,280 lbs. with a load capacity of about 23 tons.

From Decatur we will haul iron and brass castings used in Chattanooga product assembly. The return load will consist primarily of chips for remelting. In either direction we shall be able to deliver or pickup Mueller-owned products or material. At least two round trips per week will be scheduled.

CHATTANOOGA TO GET HUGE VACUUM CLEANER

(Chattanooga) . . . Dust and dirt are a constant problem in foundries, and in every well-run operation new ways are being sought to fight this internal "pollution."

As part of its continuing program to improve working conditions, Mueller Co. in Chattanooga has purchased a huge mobile vacuum cleaner that is mounted on tracks and powered by a 100 horsepower diesel engine.

This machine will be used primarily during the third shift to clean out the sand return tunnels, spaces under foundry conveyors, molding areas, and around sand elevators, sand silos and shell core machines. In addition to keeping the work areas cleaner, it will reduce the dirt and dust that can get into machinery and equipment, thus improving preventive maintenance and increasing the amount of foundry sand that can be reclaimed.

A hose up to six inches in diameter and as long as 150 feet stretches out from the unit and sucks up the foundry sand, dust, and dirt, runs it through a dust filtering system and drops the particulate matter into the machine's hopper.

Once the machine has collected its capacity of four yards of material, it can be driven to the unloading area and the hopper dumped hydraulically.

It is 15 feet long, 8 feet high and 5½ feet wide. Due to its size, it cannot be taken to the second floor of the Chattanooga foundry, but a system of air manifolds will be built to allow the machine to stay on the first floor while still providing its services to the upper level.

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If you have any question about the company, send it to Editor Joe Penne and we will do our best to get an answer.

OUTSIDE SALES FORCE OF SEVERAL THOUSAND

(The United States) . . . A field sales organization of several thousand and a warehouse network blanketing the United States, all involved in selling and delivering Mueller products . . .

. . . This isn't a long range, optimistic plan providing for fantastic growth. Rather, this is a part of today's sales organization made possible through hundreds of privately owned businesses operating as Mueller distributors.

These local companies handle Mueller products and many other allied lines used by water systems, industry, plumbers and contractors across the nation, by buying our products, stocking them and reselling them directly to customers in their areas.

Distributorships vary in size from a small warehouse and few employees to those with branches in many cities and grossing millions of dollars in annual sales. The cost of providing similar salesman coverage and comparable warehousing would be prohibitive if Mueller attempted it, and so the company relies heavily on these individual business firms for their cooperation and effort. They are especially important in the area of water products where most of the sales and service are handled through the local firms. Gas products sales, on the other hand, are handled almost exclusively directly between the company and the customer.

Obviously, the distributor system is important to the total Mueller sales effort, but the local firm derives many benefits from being connected with Mueller, so the reliance is mutual. New or expanding firms seek the Mueller line and established distributors work to retain us because "Mueller" is widely accepted in the fields we serve.

We try to offer our distributors quality products, and do our best to provide them with prices and service that make the Mueller distributor competitive with other manufacturers' representatives in the area. In addition, we offer a complete advertising and sales promotion program that helps them in their sales. The Mueller sales representative in each area works closely with them, training distributor personnel, and offering his help and experience.

Selling through distributors is a joint effort. We expect the distributor to know his territory's needs and potential and be able to stock his warehouse with most of the anticipated demands of his customers. The distributor in turn, expects us to be able to supply him quickly and adequately from our production.

We attempt to have the best and latest products available to him through our research, development and manufacturing efforts. At the same time, we expect him to furnish us with reliable, accurate and prompt information that will guide us in decision-making, policies and pricing that will keep us both competitive.

Naturally we expect loyalty from our distributors and not only expect them to make every effort to sell Mueller to existing customers but also to attempt to convert potential accounts from competitive material to Mueller.

Mueller distributors do not have exclusive rights to our line although in some cases there may be only one operating in an area. In many major cities, there are two or more Mueller distributors and it is not unusual to have them competing with each other, as well as with those representing other manufacturers.

We have over 500 distributors who stock a line of water products including those of Decatur, Chattanooga, and Brea manufacture, a few who handle gas products and underwriter fire protection goods, and a number handling items for industrial use.

Our primary distributors are those that handle the full line of Mueller products. In addition to Mueller, however, they may also carry plumbing goods, pipe, meters, copper tubing, pumps and other products common to a water system. Others carry a very limited line of products, depending on their type of business.

As the distributor salesman goes through his territory, he calls on contractors, water departments and industry, offering his services and products. When he makes a sale, the order is processed through his office, shipped to the distributor and billed to him.

Del Parks, general sales manager, says, "We consider the distributor a part of Mueller Co. -- a very important part. They represent Mueller Co. and their integrity, success and image reflect upon us. As a result we carefully screen each one applying to handle our products."

The salesmen and district managers across the country handle initial applications and complete a three-page form on each one seeking the Mueller line. This form includes an analysis of the stability, character, and solvency of the applying company, It also describes the territory to be covered, inventory needs, salesmen and their background, estimated amount of business to be done annually, and many other details.

"Our distributor network is an absolute necessity for us -- especially in the water works industry. We couldn't begin to give the customer service or total coverage without these private businessmen. We want them to run profitable businesses and we contribute by offering them quality products, plus service and prices that equal or better those of competitive distributors," Parks said.

Mueller has 52 salesmen and district managers spread across the United States and Puerto Rico selling nothing but Mueller. Working with them against tough competition are the thousands of salesmen working for Mueller distributors.

Together they form the outside system of sales and warehousing upon which Mueller Co. relies.

Service Awards

The following Mueller employees received service awards during January.

Brea

20 Years: Chester Stinnett

Chattanooga

20 Years: Nora Betts, Johnnie Matthews, Dallas B. Maffett, Burpie Brown, Joe Hubbard, Herbert Silvels, Claude Watters.

40 Years: Robert W. Lusk

Mueller, Limited

30 Years: W. Keith Payne, Howard Taylor.

Decatur

20 Years: John H. Ossowski, Louis J. Seibert, Jr., Dean Kramer, Vaughn H. West, James A. Bratcher.

30 Years: Lew A. Miller, Dorothy L. Cooper.

SIMPLE RIDDLE HAS A COMPLEX ANSWER

(Decatur) . . . What is a comfort to have, but we prefer not to use it? This item is valuable, costs a lot, but we don't pay for it.

Perhaps the answer to the riddle eludes us because we so often take for granted the Mueller Co. Plan for Group Insurance, but if we ponder the clues for a moment, we will have to agree the answer fits.

The Mueller Plan of Group Insurance provides life, accidental death and dismemberment, accident and sickness benefits, and hospital, surgical, hospital medical expense, dread disease benefits, and major medical coverage -- at no expense to the employee.

Knowing that such a complete package of protection exists for us is a comfort. Most of us could find a way to pay for the costs of a short illness or minor surgery, but what would we do if we suddenly faced thousands of dollars of medical bills?

It is nice to know that we have this insurance package, but none of us wants to have to use it.

In addition to the plan's "peace of mind" value, it has a very real dollar value -- a huge one when you total the claims paid during a 12-month period. During the last six months of 1969 and the first six months of 1970, more than \$721,000 were paid in reimbursement for claims involving Mueller Co. employees and their dependents. The previous 12-month period also showed paid claims of more than \$700,000--an increase of more than \$84,000 over the prior year.

Mueller Co.'s cost rises continually as doctor and hospital fees increase, the number of claims grows, and more people are covered by the Group Insurance Plan.

Our insurance carriers figure the company's annual premiums on claims paid through the years, so the

cost of the Mueller employee insurance benefits has been steadily rising too. It now costs Mueller nearly \$800,000 a year in premiums.

Costs have **risen** about \$50,000 in each of the last four, 12-month periods. Our insurance cost from June of 1966 to June of 1967 was \$598,000, compared with the most recent 12-month span when it reached a record of \$793,000.

Following through with our original riddle, we see that our insurance package has **value** (more than \$721,000 in the most recent 12-month period) and it **costs a lot** (almost \$800,000 in premiums.) **We don't pay for it**, individually, because it is part of the company's employee benefit program.

What would it cost if we had to pay for coverage as individuals? Some of the benefits available to groups are not always open to individuals, but a reasonably similar plan would cost an individual hundreds of dollars annually.

As an example, a Decatur employee, 40 years old, married, with two children might have to pay as much as \$800 a year for something similar to what we have at Mueller. A 40-year old employee without dependents could get by for about half that much.

Obviously, an employee insurance benefit program is worth a lot. It is not a riddle, but a matter of dollars and cents.

OFFICE SERVICES ADDS NEW PRINTING PRESS

(Decatur) . . . A new offset printing press, which about doubles printing capabilities in the Office Services Department, recently was installed.

The press, made by Harris Intertype Corporation, can print on a sheet of paper with a maximum size of 19 inches by 25 inches. The other offset press that has been in use for a number of years has a paper sheet size of 14 by 20 inches. Both run at maximum speeds of 7,500 sheets an hour.

The presses are used to print forms, letters, booklets and other printed material for all of our plants.

FAMILIAR FACES IN NEW PLACES

(Sarnia) . . . Effective Jan. 1 at Mueller, Limited: **Don Thain**, formerly standards engineer, has been promoted to personnel manager. **Gordon E. Turnbull**, formerly senior time study engineer, was promoted to standards engineer. **Harry J. Dowding**, formerly works manager at Mueller, Limited, has been promoted to factory manager.

ANNUAL MEETINGS SET

(Decatur) . . . The annual meeting of Mueller Co. shareholders will be held in Decatur, Feb. 11. Elections to the firm's board of directors will be included in the business meeting. During the same day, the board of directors will meet and elect company officers for the year.

The annual meeting of Mueller, Limited will be held in Decatur on Feb. 10.

News Briefs

(Decatur) . . . The Junior Achievement company sponsored by Mueller Co. recently took second place in the first "Company of the Month" contest. Points are awarded to each firm for production, sales, bookkeeping, housekeeping and other categories. During their Christmas vacation, 17 members of JALIPSCO toured the Mueller plant and had lunch in the cafeteria. Late in January, Joe Fyke, president of Local 838, Allied Industrial Workers Union, attended the board meeting of the Mueller-sponsored firm and discussed unions and their activities in our economic system. Junior Achievers are youths who operate their own businesses under the free enterprise system. They elect officers, sell stock, manufacture and sell a product, and liquidate the firm at the end of the school year.

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(Decatur) . . . Fifty-eight men attended the January meeting of Mueller retirees at the House of Plenty. The February meeting is set for the 11th at 11:30 a.m. At the recent meeting some of the men discussed their plans for the coming few weeks and "Florida" popped into the conversations regularly. Jesse and Olive Dailey are heading for Florida in their new car and expect to work their way along the Gulf to Texas and then to Arizona. If they get to Phoenix they may see the Russ Armstrongs who plan to be there in February. The Archie Seftons have Florida in their immediate plans also. Gene Cash is among those Mueller retirees already enjoying the "Sunshine State" in January.

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(Decatur) . . . The Hugh Henleys recently celebrated their golden wedding anniversary. Hugh worked in Dept. 80 and retired in 1965 after 42 years of service. Hugh and his wife Hattie were married in Tennessee, Jan. 10, 1921.

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(Decatur) . . . The Decatur Chapter of the American Association of Retired People (AARP) meets the third Monday of each month at 1:30 p.m. in the Freda Combs Center, 550 Greenwood Ave. In addition to the regular meetings, social functions are held a number of days each week at the center for retired people and all "Senior Citizens" are invited. Every Mueller employee receives a membership in the AARP when he reaches his 63rd birthday as part of the company's program for retirement and its planning. AARP benefits include publications on retirement, travel suggestions, reduced costs for medication and others.

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(Brea) . . . Mueller Co., through its plant in Brea, once again made a contribution to the California State Polytechnic College in Pomona. This year's gift will be used to purchase a cutoff saw for the school's Industrial Engineering Department. The presentation was made by Plant Manager Lloyd Darnell and Industrial Relations Manager Ed Moore.

Some Time Ago At MUELLER

Mueller Park in Decatur is named in honor of the Mueller family. Mr. and Mrs. Adolph Mueller contributed \$12,000 in 1939 toward construction of a \$28,000 community center built in the park which was known then as Southside Park. This was the first real community center to be built in Decatur, according to a newspaper of 1939.

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Ever hear the name Korsmeyer? According to a Decatur newspaper of Dec. 10, 1939, a Mr. Korsmeyer was a partner of Hieronymus Mueller in the business that grew eventually into Mueller Co. The Korsmeyer family moved to Nebraska, but there were no details in the paper regarding the termination of the partnership.

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The October, 1953 issue of the RECORD reports the results of the annual "World Championship Tapping Contest" sponsored by the Westchester Water Works Conference held in Greenburg, N.Y. It took the winners from Mt. Vernon, N.Y., 4 minutes, 58½ seconds to pick up their Mueller B Machine and equipment, run 10 feet to a six-inch cement lined cast iron pipe and then drill, tap and insert a ¾ inch corporation stop, remove the machine and return it and equipment to the starting line. (This was a hand-powered operation, too!)

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Mueller Co. has had many innovations in the water and gas industries, but one of its biggest contributions was the introduction of copper service pipe for water distribution. Previous to 1924, various types of service pipe were available, each having some characteristics which were ideal for a specific purpose. None, however, embodied enough desirable features to meet the broad needs of many. Copper pipe in iron pipe sizes had been in use to a limited extent prior to 1924, but it remained for Mueller engineers to recognize its possibilities and to develop products to go with it. Although "Mueller Men" realized we had an outstanding find in copper tubing, our Sales Division had a big job of selling to do to get the industry to accept it. For a number of years in the late 1920s, Mueller had two trucks touring the country, selling the advantages of copper service pipe and by 1930 it had won general acceptance in the U.S.

Retirements

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

Decatur

Ray C. Kileen, purchasing agent, 42 years, Jan. 11.
Lawrence E. Grider, packer in Dept. 80, 30 years, 2 months and 17 days, Jan. 29, 1971. (80 Plan)

Brea

Warren W. Wunderlich, brass machine shop, 35 years, 2 months and 1 day, Jan. 8.