

NEWSLETTER

Vol. 3 No. 2, February, 1971

Published by MUELLER CO., Decatur, Illinois

Joe Penne, Editor

FRANK MUELLER SUCCEEDS MR. WEBBER AS CHAIRMAN

(Decatur) . . . Albert G. Webber, Jr., chairman of the board of directors of Mueller Co. since 1953, retired for reasons of health at the company's annual meeting held on Feb. 11 in Decatur. His retirement ends a relationship with the company and Mueller family that spans nearly 50 years.

Mr. Webber is succeeded by Frank H. Mueller, who has been with the company fulltime since 1927 but began working summers as a youth in 1917. Although he retired as vice president - engineering in 1968, Mr. Mueller continued as a member of the firm's board of directors and served as chairman of its executive committee.

Robert V. Krikorian, president of Rex Chainbelt, Inc., Milwaukee, a member of the Mueller board since 1967, succeeds Mr. Mueller as chairman of the executive committee.

The company's shareholders also elected three new members to the board of directors. They are: Philip M. Mueller, William E. Murphy, and Harlan A. White. Philip Mueller is a son of Frank and a great-grandson of company founder Hieronymus Mueller. He is associated with the Boeing Co. in Wichita, Kansas, and lives in Derby, Kansas. Mr. Mueller holds bachelor and master degrees in mechanical engineering from the University of Illinois. Murphy is vice president - marketing at Mueller, and White is vice president and general manager of the company's Chattanooga operations.

Mr. Webber, a navy veteran of World War I, is a 1917 graduate of the University of Illinois Law School, and returned from service to practice law with his father. The senior Mr. Webber worked as a general apprentice during his late teens under Hieronymus Mueller, company founder, beginning a family relationship that is almost a century old. The senior Mr. Webber served as the company's general counsel for many years and in 1934 his son was named assistant counsel.

In 1936, A.G. Webber, Jr., was named general counsel and 10 years later he was elected to the Mueller Co. Board of Directors. In 1947 he was elected the company's fifth president and he became the first to hold this office who was not a member of the Mueller family. He was named chairman as well as president in 1953. In addition, he served in various positions,

including president, treasurer and board chairman, at Mueller, Limited. On May 1, 1963, John F. Thurston was named president and chief executive officer of Mueller Co., succeeding Mr. Webber, who remained as board chairman.

Frank Mueller joined the company on a full-time basis in 1927, following his graduation from Cornell University, Ithaca, New York. He served as a company vice president from 1948 to 1968 and has been a member of the board of directors since 1949.

White has been with Mueller Co. since 1955 and served in a number of administrative, financial and manufacturing capacities.

Murphy came to Mueller in 1964 as assistant to the president and in 1965 he was elected vice president - marketing.

Elected to the Mueller board at the annual shareholder's meeting were:

Frank H. Mueller, chairman; Robert V. Krikorian, chairman of the executive committee; Adolph Mueller II; Mrs. Bessie I. Mueller; Philip M. Mueller; W.E. Murphy; E.K. Scheiter; John A. Schluter; Mrs. Lenore Mueller Schmick; Franklin B. Schmick; John F. Thurston; Harlan A. White.

Company officers elected by the board were:

Frank H. Mueller, chairman; John F. Thurston, president and chief executive officer; Paul Hickman, vice president - manufacturing; Lyle R. Huff, vice president and secretary-treasurer; W.R. Leopold, vice president - engineering; Robert W. Mallow, assistant secretary; William E. Murphy, vice president - marketing, Harlan A. White, vice president - general manager (Chattanooga operations).

ANNUAL MEETING HELD BY MUELLER, LIMITED

The annual shareholder's meeting of Mueller, Limited, Sarnia, Ontario was held on February 12 in Decatur.

Re-elected to the board of directors were:

John F. Thurston, chairman, George A. McAvity, R.M. Nicolson, C.S. Browett, Lyle R. Huff, Frank H. Mueller.

Re-elected company officers were:

George A. McAvity, president and chief executive officer; R.M. Nicolson, vice president; C.S. Browett, secretary-treasurer.

ORGANIZATIONAL CHANGES OCCUR AT MUELLER, LIMITED

(Sarnia) . . . A number of organizational changes in the management team at Mueller, Limited took place on Feb. 1.

R.M. Nicolson, formerly vice president and director of marketing, is now vice president. As a result of the change, he will work closely with Mueller, Limited President George A. McAvity in the overall, day-to-day management of the company. Together they will develop company planning, establish corporate goals and objectives, and work toward their accomplishment.

Raymond A. Fletcher, formerly sales manager-plumbing, has been named to the newly created position of general sales manager. Harry J. Dowding, formerly works manager and personnel supervisor, has been appointed factory manager.

Fletcher assumes many of the marketing and sales duties handled by Nicolson, and Dowding will handle many manufacturing responsibilities formerly carried out by L. Merlin Coates, who had been vice president and director of manufacturing. On Jan. 1, Coates was named assistant to the vice president-manufacturing in Decatur.

GAS INDUSTRY SETS NEW RECORD IN 1970

(Arlington, Va.) . . . Although expansion of many gas utilities was hampered by gas shortages, the gas utility and pipeline industry reached new all-time records in sales, revenues, and numbers of customers during 1970, according to the American Gas Association.

Sales climbed 8.3% and revenues were up 10.5%, based on preliminary year-end estimates. The number of customers rose 900,000 last year and reached a peak of 42 million.

The continued rapid growth and high demand for service has intensified the industry's concern over gas reserves. In 1969, for the second straight year, proved reserves of natural gas fell, reflecting a decline in exploratory well drilling of 40% since 1956.

Since proved gas reserve figures were first compiled in 1945, approximately 408 trillion cubic feet of gas have been added. Meanwhile, the nation has consumed 282 trillion cubic feet, with consumption rising steadily each year.

G.J. Tankersley, president of A.G.A. and The East Ohio Gas Co., Cleveland, said, "For the future we are hopeful that our main problem--falling exploration--will be overcome by realistic wellhead prices. But if this is not done, the industry will find it impossible to maintain its recent rate of advance. This can only be to the detriment of our present and potential customers."

In spite of the uncertainties of supply, projections recently completed by the A.G.A. indicate that more than 22 million customers will be added and sales are

expected to climb 157% by 1990. Construction expenditures will average \$3.2 billion annually.

This construction estimate is somewhat above that actually experienced during 1970 when the outlay reached \$2.3 billion.

About 34,000 miles of pipeline and mains were added in 1970 to the nation's vast underground gas network, making a total of 927,000 miles in the system. This network is expected to exceed 1,000,000 miles before 1973.

Expansions of gas systems are important to everyone at Mueller because of the company's production of tees, curb stops, meter stops, line stopping equipment, drilling machines and many more products used by the natural gas industry.

FAMILIAR FACES IN NEW PLACES

(Decatur) . . . Effective Feb. 1, the following changes occurred: **Rex L. Camfield**, formerly quality control technician, has been named an industrial engineer. **Dale A. Wilkins**, formerly methods and cost estimator, has been named an industrial engineer. **Leonard L. Landgrebe**, who has been working in the Industrial Engineering office, has been promoted to methods and cost estimator.

William K. Lindgren, formerly computer operator, has been promoted to programmer trainee.

A new face in a familiar place is that of **David D. Vanskike**. He is a recent graduate of Millikin University and succeeds Rex Camfield as a quality control technician.

DECATUR RETIREES MEET MARCH 11

(Decatur) . . . The Decatur retirees of Mueller Co. are scheduled to meet again March 11 at 11:30 a.m. in the House of Plenty. All retired men are invited to enjoy the friendship and lunch. About 50 Mueller men attended the February meeting.



The first two Chattanooga employees to participate in the company's new service award program were, Nora Betts of the Core Room (left) and John Matthews of the Foundry (center). Both men are 20-year employees at Mueller Co. Making the presentation is Harlan A. White, vice president and general manager of the Chattanooga operations. The new service award program began at all U. S. plants Jan. 1.

Service Awards

The following Mueller employees received service awards during February.

Chattanooga

- 10 Years: Beth Bennett
20 Years: Cleveland C. Fulghum
30 Years: Ronald J. Rogers, Luther G. O'Neal

Decatur

- 10 Years: Rollin K. Goodrich
20 Years: Lawrence E. Lewis

Mueller, Limited

- 30 Years: Lyle Izzard, Melvin Dawson, Ralph Turnbull

The following service awards were made at Mueller, Limited during December, but were not published in the NEWSLETTER at the proper time.

- 5 Years: Shiela Wright
20 Years: Violet Eliassen
25 Years: Richard James, Daniel Kapala, Leo Ryan
30 Years: Walter Irvine, John McClure, Alvin McKellar

DECATUR CREDIT UNION CONTINUES GROWTH

(Decatur) . . . The annual report of the Mueller Co. Employees Credit Union shows that 1970 was another year of growth. Assets increased 6.3% to more than \$2½million, the number of shares rose by 10%, loans to members went up nearly 4% and the number of members increased from 1,578 to 1,606.

Another gain of particular interest to shareholders involved dividend rates. During the first half of the year the dividend rate was 5% but it increased to 5½% during the second half and dividends paid for the year totaled more than \$115,000. Slightly more than 52% of the credit union's earnings went into dividends in 1970.

About 320 members of the credit union and their families attended the 27th annual meeting in the Masonic Temple. All members of the board of directors were re-elected for 1971. They are:

Delmar E. Bagenski, Amos A. Bailey, Eric G. Blankenburg, Charles L. Brown, Herbert W. Deibert, Otis B. Fears, Howard J. Gleespen, Donald L. Matthews, Harold V. Munsterman, Leon M. Nelson, George S. Paxton, Anthony J. Schultz, Orville F. Spencer, Jr., R. Dale Streight, Cecil W. Wilson.

Officers re-elected were:

Charles L. Brown — President, Cecil W. Wilson — Vice President, Harold V. Munsterman — Treasurer-Manager, R. Dale Streight — Secretary.

MUELLER PRODUCTS USED TO REPAIR 'QUAKE DAMAGE

(Brea) . . . Mueller employees, members of their families and their homes escaped without harm the earthquake that shook southern California Feb. 9. The center of the earthquake was about 60 miles north of the Mueller plant in Brea and no apparent damage was done there either.

Mueller Co. and many employees are now involved in the rebuilding because a number of our products are being used to restore service to gas and water lines that were ruptured by the tremors.

Emergency requests have been made to the Brea plant for Mueller material. Steel tees, service clamps and line stopper fittings, mostly for the Southern California Gas Co., have had highest priority. Large quantities of these items have been shipped by air or "hot freight" from Decatur to supplement those available in Brea. In addition, extra efforts have been made to increase production of steel tees in Brea.

Urgent requests for Mueller products are expected to continue for some time as the water and gas utilities survey the damage and see specific needs to restore the thousands of services and lines that were damaged.

According to **Pipeline**, a publication for employees of Pacific Lighting Service Company, the parent company of Southern California Gas Co., service to about 17,000 customers in the San Fernando Valley was cut off because of damage to two transmission lines located near the center of the earthquake.

Nearly 100 SoCal service men went from house to house to shut off meters at individual residences and businesses throughout an approximately four-square mile area in the north part of the Valley. This area was later divided into 12 sub-areas, isolated by valves, and being re-gassed one-by-one as each is checked for leaks and damage. Any leaks detected are repaired and the sub-area is re-tested.

LET'S RAISE OUR MUGS TO THE MUELLER TAPPER

Mueller has been making tapping equipment for many years that is used primarily on water and gas systems, but in the 1930's we furnished tapping equipment (plus other items) for the beer barrel. Prohibition ended in the United States in 1933 and about that time Mueller Co. began making brass specialties used for dispensing beer. Our activity in this area only lasted until around the time of W.W. II when our capacities turned to products deemed more essential to the war effort. The Mueller beer equipment line was made primarily of brass and fit in easily with our production that included plumbing goods. The products included, polished brass beer faucets for drawing beer out of barrels and kegs, tapping rods for beer barrels, complete beer dispensing outfits, barrel bungs, and couplings. After the war we got out of the plumbing and beer equipment business and we have been on the water wagon ever since.

NOT EVERYONE WANTS TO BE THE EDITOR

(Decatur) . . . Many times we talk about wanting "to be in the other guy's shoes", so the last question in the MUELLER NEWSLETTER survey sent out in November said: "If I were editor I would _____"

Many of the 575 respondents jumped into the editor's big 13A shoes and commented. Some of you put the shoes on and then stepped on the editor's toes, others kicked him in the pants, but most remarks were both complimentary and constructive.

A return on a questionnaire of this type is considered representative if it runs from 15 to 20%, so our 18% response is looked upon as "good." Of those who responded, 92% said they read every issue, 6% said they usually read it and 2% said they never read it.

Our outside sales force was most responsive with 33 out of 52 salesmen and district managers returning their cards. One salesman, perhaps echoing the thoughts of others said, "It is good for us way out in the boondocks."

About 30% of the 540 retirees on the mailing list responded and were generally appreciative of receiving this form of regular communication that helped them maintain their tie with Mueller.

They also asked for more news regarding their group. This comment was echoed by employees in Chattanooga, Brea, and Sarnia—they all wanted more information about their specific operation and fellow workers. With the company's headquarters in Decatur and the editor located there, it is logical (although not necessarily proper) that there be more news with a Decatur dateline. We can only say, "Send us the information on possible stories." Newsmen always lament that some of the best stories in the world have never been published because "no one knew about them."

The type of story most preferred, according to the survey, was the company feature. In declining order you wanted to see more: product news, personal items and then company history. The subject of personals (births, deaths, wedding anniversaries, vacations, fish catches, etc.) has been controversial for years among editors and the trend is away from this type of information in company publications.

More than half of the respondents listed the NEWSLETTER as their chief source of information about the company. The next most popular source was bulletin boards, followed by other employees (the grapevine?) and then supervisors.

Most agreed that it was written in a friendly manner, easy to read, represented a good source of information and had credibility. You generally agreed that it needed more company news, however.

Three said that if they were editor they would include a "Playmate of the month" in each issue. A number said they wouldn't have the job as editor,

although some might now change their minds if we followed one suggestion. One man, we assume it was a male, said that if he were editor, he would hire Raquel Welch for his personal secretary.

One female, not the editor's wife, said she would ask for a raise if she were editor. Other suggestions included: Ask for a transfer; Go into Sales; Move to a more pleasant climate; Run recipes; Add to letter's size and frequency; "Retire, because its great."

Others said that if they were editor they would: Cry a lot; Quit or be fired; Add some humor; Include more union news; Continue the publication as it is and one said he wouldn't send out questionnaires.

The survey was interesting, informative and helpful. Every comment was read at least twice. Some changes have resulted and other suggestions will be acted upon. Your help is appreciated!

There may be other surveys in the future, because the only other way for an editor to find out if anyone is reading his publication is to throw in a big mistake and then listen to the comments.

Retirements

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

Brea

Anne Y. Headden, Brea office, 18 Years, 8 months and 4 days, Feb. 20.

Chattanooga

Joe H. Roberts, Chattanooga Plant, 15 years, and 13 days, March 17, 1970 (Physical Disability Plan).

Fred H. Brown, Machine Shop, 30 years, 4 months and 7 days, Feb. 28, (Rule of 80).

Mueller, Limited

Alvin H. (Smitty) Smith, cabinet maker and industrial carpenter, 29 years, 2 months, 6 days, Feb. 20.

IS A HOBBOLED DEER LIKE A SITTING DUCK?

(Down South) . . . Could shooting a three-footed deer be likened to shooting a sitting duck? Although there is a certain Mueller salesman who hunts in southern Louisiana who recently shot such a hobbled deer, it is likely that he will never admit he shot sitting ducks (pheasants?), so our question will probably never be answered. This poor, crippled deer, not only had leg problems, but had the start of a third horn, so perhaps it is better that the beast was taken out of the bayou country and placed among the many hunting trophies taken from Texas, Illinois, New York and other places by this hunter-salesman. One of the salesman's hunting cronies in Decatur explained what happened to the fourth foot. He suggests that the same hunter came closer than usual with a shot a year earlier and knocked the deer's foot off, and slowed him enough so he could kill the animal this year.