

# NEWSLETTER

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Joe Penne, Editor

## IMPROVEMENTS UNDERWAY IN DECATUR FOUNDRY

A major modernization of the cleaning and grinding room in the Brass Foundry is underway in Decatur.

Modern conveyors, a new elevated sorting and inspecting area, and better methods for handling castings are all part of the program designed to improve the flow of castings, to provide more space in the work areas and to make sorting and inspecting easier.

One of the biggest changes involves new methods for handling castings. In the past, castings were sorted, moved and transported in small metal pans and tote boxes. Most of these, except for short run items, will be replaced by large containers better suited for this type of material. These same containers will also be used to transport castings from Plant 4 into Plant 1 and can be taken directly to appropriate machines to facilitate handling and to make it easier for workers.

Many of the changes in the Foundry were originally scheduled to take place during an anticipated vacation shutdown in July. Production demands, however, made the shutdown impossible this year, so the work is being done concurrently with regular production. Foundry Engineer Jack Parsons said, "The cooperation of the maintenance workers and men in the cleaning and grinding room has been great and has made it possible to continue production with a minimum of interruptions."

## ANTI-PROFIT PROPHETS

In a recent panel discussion three college students were discussing the need for industry and business to become more aware of social and environmental problems and urged the members of the business press in the audience to persuade their companies to cut back profits and use this "excess" to solve some of the world's problems.

One business communicator asked the members of the panel what they thought a fair profit or return on the sales dollar would be---but none of them could give an answer.

What constitutes a fair profit is a question that will draw a range of answers from different people, but a recent Opinion Research Corporation poll showed that a representative section of U.S. citizens believes the average manufacturer earns a profit after taxes of 28¢ on each dollar of sales.

In reality, this is about five times higher than profits have been running in recent years. According

to the official yardstick used by economists prepared by the Federal Trade Commission and the Securities Exchange Commission, profits have varied in recent years from a low of 3.6¢ to 5.8¢ per dollar of sales.

Here is a quarter-by-quarter breakdown of profits on a seasonally adjusted basis, reflecting average profits (after taxes) per dollar of sales for all manufacturing corporations.

Year	1st Q	2nd Q	3rd Q	4th Q
1965	5.6¢	5.5¢	5.6¢	5.6¢
1966	5.8¢	5.7¢	5.6¢	5.4¢
1967	5.0¢	5.0¢	4.9¢	5.1¢
1968	5.1¢	5.0¢	5.1¢	5.1¢
1969	5.0¢	4.9¢	4.8¢	4.5¢
1970	4.1¢	4.2¢	4.0¢	3.6¢
1971	4.0¢	4.3¢	4.2¢	4.0¢

Funds used to reduce pollution or improve sociological problems aren't always quickly available from profits. This same source of money is also used to improve production facilities, expansion and investment to make more jobs---and it is limited.

## HOUSING STARTS REBOUND IN MAY

Housing starts in May rebounded for a 10.5% gain, halting a drop in the industry covering the last two months.

The annual seasonally adjusted rate in May reached 2,322,000, up from April's revised rate of 2,101,000 the Commerce Department report stated. May's pace a year ago was 2,046,000 units.

The sharpest gain was in single unit housing structures, those structures with five or more units also rose, but starts in other types of housing fell.

Shipments of mobile homes have also been improving. The report said the adjusted annual rate in April stood at 634,000 units, compared with 595,000 in March and 482,000 a year earlier.

## JACK CHILTON REJOINS MUELLER

Jack L. Chilton, who left Mueller in 1968 after about nine years with the firm, has rejoined the company as sales representative in the northeastern portion of Texas

He first joined Mueller Co. in 1959 and after 18 months in the sales training program he moved to Atlanta, Georgia, and represented Mueller Co. in that state until mid-1968 when he left to enter another field.

## Service Awards

The following Mueller employees received service awards during June.

### Chattanooga

10 Years: William R. Wright

### Outside Sales

20 Years: Robert L. Burdick

### Decatur

10 Years: Martin Endrizzie, Dean Eaton

30 Years: Ellis B. Adams

### DISCERNING BURGLAR HAS RETURNED

In the last issue of the NEWSLETTER under the "Some Time Ago" column we mentioned that a 1917 publication told about a burglar stealing all of the plumbing brass goods marked "Mueller" from a hardware store in Dayton, Ohio.

Well, the thinking thief is apparently back after 55 years!

Mueller Sales Representative Forrest Baum writes that the warehouse of a Mueller distributor just outside of Dayton was broken into this year and the entire stock of Mueller brass goods was stolen. Nothing else was taken except a truck used to haul the brass.

This discerning burglar must know the cost of a pound of brass!

### BREA EMPLOYEE'S SON NAMED TOP GRADUATE

Michael Chavez, son of Nick Chavez, a metal pourer in the Brea Iron Foundry, has been selected as the outstanding graduating senior of Mexican-American origin in Orange County.

While attending Western High School in Buena Park, Calif., Mike maintained a straight "A" average during his four years in high school.

Frank Ramirez of the Gemini Club, the organization making the selection, stated that Mike was one of the most brilliant young high school students in the nation.

### FAMILIAR FACES IN NEW PLACES

Delta Brogden, Jr., formerly assistant foundry foreman in Chattanooga, has been promoted to time study engineer in Industrial Engineering, effective June 12. Brogden has been succeeded by **Herbert H. Woody**, who has been a molder in various capacities.

In Brea, **Leonard A. Johnson**, formerly general machining and assembly foreman, has been named production superintendent. **Edward J. Vogel**, formerly general foundry foreman, has been named brass foundry and core room foreman. **Vance H. Ziebarth**, formerly assistant brass foundry foreman, has been named assistant foreman for the core room and brass foundry.

### TIME IS MONEY, BUT TIME FLIES

Time flies and by the end of the work day there is little of it left for making profits, according to the National Association of Manufacturers.

The average manufacturing company must invest about \$12,000 in tools and supplies for each person it employs, the NAM said, and each firm spends most of the working day paying off its costs, including wages, supplies, taxes, etc.

In fact, after paying all of the operating expenses, most of the work day has flown by and only 19 minutes remain out of the eight-hour day to turn a profit.

Breaking down an eight-hour day:

3 Hours and 55 minutes must be used to pay for materials and supplies.

2 hours and 19 minutes are allotted for wages and supplies

43 minutes for taxes, federal, local and state.

15 minutes go to research and promotion.

29 minutes will be necessary to pay for repairs and replacement of facilities.

Only 19 minutes now remain in the work day and nothing has been done to make a profit. In this brief period production that leads to profits, which are necessary to stay in business, must be earned.

Of this period, about half will be used to make a profit necessary to finance plant expansion, acquisitions and other growth that assures job security. The other 9 or 10 minutes will go for dividends to company owners.

On beautiful spring days, an eight-hour day seems long, but time flies and so do profits.

### DEL PARKS ELECTED TO W.W.E.M.A. BOARD

A. D. (Del) Parks, general sales manager for Mueller Co., was elected to the board of directors of the Water and Wastewater Equipment Manufacturers Association, Inc., recently at the group's meeting in Chicago.

WWEMA represents manufacturers of pipe, meters, pollution control equipment, and sewage treatment products as well as those in our industry.

Ten men were nominated this year to fill five openings on the board. The board is made up of 15 delegates from member companies with five usually being elected to three-year terms each year. Del, however, was elected to a one-year vacancy, resulting from an unexpired term.

## Retirements

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

### Chattanooga

**Arthur Lee Scruggs**, sand muller operator in the Iron Foundry, 16 years, 8 months, and 13 days, June 30. (Disability Plan)



# THE Problem HERE, was Not Being THERE!

The Solution: Don't be an Absentee!



7:00 A.M.  
Charley usually depends upon his wife to awaken him, but she is visiting mother and Charley gets up an hour late for work. Mrs. Charley is absentee number one of the day.



7:15 A.M.  
Sorry, no milk or cream today. The milkman's absent from work.



7:31 A.M.  
Our bus driver's absent. You have to take us to school Dad.



2:00 P.M.  
Man, I'm bushed. I haven't worked this hard since my helper called in sick last time.



12:00 NOON  
I'm starved. Because my wife was gone, I didn't have any breakfast and my lunch wasn't packed. What, the vending machine's empty because the service man is taking a day off!



8:00 A.M.  
What a tie-up. It's costing me dough. The traffic cop's absent.



3:30 P.M.  
One good thing about today — it's payday. Only thing, I hate to have that lower paycheck remind me of the day I called in sick just because I was out late one night. I sure could use that lost money to pay some of those Christmas bills.



7:00 P.M.  
Now to the lanes. We drop the first two, thanks to our absent anchor man.

Kind of exasperating, isn't it? When you get to depend on someone and he fails to show up without a good reason, the absence is felt by many. One man away from his job could mean: A greater burden on his co-workers. A drop in quality. Lower production. A loss in wages by the absentee. Remember — each individual is important in the total picture, so always try to get to work at the proper time. There are many people depending on you.

## News Briefs

Industrial Engineers Team #1 edged out I.E. Team #2 to win by one point the Mueller Golf League in Decatur. #1 held the lead through most of the season, lost it for one week and regained it on the last night. Members of the winning team are: Gene Hullinger, Dave Younger, Jim Fleckenstein, Charlie Monroe, Al Seitz, Ben Jones, and Morey Sefton.

Instead of having two rounds of team play this year the league switches to tournament play for July and August. The annual Frank Mueller Golf Playday will be held at Hickory Point Golf Course on Aug. 12. Following Playday, there will be a cookout at the Mueller Lodge and the season's awards presented.

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Two Mueller Co. employees from Local 838, Allied Industrial Workers, were among eight Decatur area residents who recently attended a summer institute in labor union leadership training at the University of Wisconsin. Attending from Local 838 were: John E. Maxwell (Dept. 70) and Fred C. Kessel (Dept. 10).

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About 40 men attended the May meeting of Mueller Co. retirees in Decatur at the Scanda House. The next monthly meeting will be on July 13 at 11:30 a.m. All men retirees from Mueller Co. are invited to attend.

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John M. Ragsdale, systems analyst/programmer in data processing in Chattanooga, has been selected for listing in Who's Who in Junior Colleges.

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The American Water Works Association, a trade group representing a large portion of Mueller Co.'s customers, recently announced that it will transfer its executive headquarters from New York City to Denver, Colorado.

The association, representing more than 30,000 community water suppliers in the U.S., Canada and Mexico, plans to build a new building and expects to be moved by the middle of 1974. Land is now being acquired and an architectural firm is being selected to design the building.

### TRAINING WHEELS FOR TRICYCLES?

The government gets deeper and deeper into the area of safety. First the Occupational Safety and Health Act for industry and now the Department of Health, Education and Welfare has proposed a \$23,000 study entitled: "The Evaluation and Parameterization of Stability and Safety Performance Characteristics of Two-and-Three Wheeled Vehicular Toys for Riding." Could this be part of the "safety on the streets" issue that was so important in the last presidential campaign? Then again, it could be part of the consumerism flap and an attempt to find out if kids "faw down and go boom" because of poorly built tricycles.

## Some Time Ago

### At MUELLER

In the first annual report of the Board of Water Commissioners in Ypsilanti, Mich., in 1890, the most expensive item listed in its inventory of tools was a "Muehler" tapper at \$85. We assume the printer made a typo in preparing the list that included everything from seven Flower Bros. hydrants totalling \$175 to a dipper at 10¢ and a funnel at 20¢. Also included in the bound book are a number of testimonials touting the curative values of the city's water, especially for those suffering from catarrh, inflammation of the bladder and serious kidney and urinary troubles.

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In a Mueller "Information and Factory Rules" book, revised in 1925, the company's vacation plan was outlined, stating that "vacations are earned on the basis of perfect attendance by the week." The guide for vacations for employees with less than 10 years of service said: "All employees begin to earn vacation credits at the rate of half an hour a week, for each week in which no time is lost". The time earned could not exceed 26 hours for one year. With seniority of 10 to 20 years, employees could earn vacation on the same no-lost-time basis at an increased rate of one hour per week and up to a maximum of 50 hours a year. For more than 20 years of service, an employee was granted 50 hours of time off, regardless of credit earned.

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What year did the business begin that led to the Mueller Co. of today? Most accounts have placed it in 1857 and in 1957 the company celebrated its centennial. A newspaper story published in 1901, however, states that founder Hieronymus Mueller was in Colorado on Pike's Peak in 1857 and 1858 searching for gold. According to the account, Mr. Mueller first settled in Freeport, Illinois in 1853, then came to Decatur about a year later, working as a gunsmith, locksmith and handyman. About 1857 or '58 gold was discovered on Pike's Peak and he sent his wife to relatives in Chicago while he went to Colorado. He washed a little gold, but generally kept busy as a gunsmith and even did some sign painting. After about eight months he returned to Chicago and then a few months later moved back to Decatur to open his own business in 1859.

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When Mueller Co. decided to build a plant in Canada, the people of Sarnia voted to offer the company \$20,000 as a bonus to settle there. The company asked that a site be given to it, plus the extension of water mains and a street. The money was given instead of making these concessions and the company was asked to purchase its own site. In addition to Sarnia, the company was reportedly considering Port Arthur or Welland, Ont., as possible locations in 1912.