

NEWSLETTER

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Joe Penne, Editor

RETIRED SALESMAN RECEIVES AWARD

F.V. (Doc) Martin, a Mueller Co. sales representative in the northwest until he retired early this year, was honored recently by the Pacific Northwest Section, American Water Works Association.

The Powell-Lindsay Section Activities Award was presented "in recognition of outstanding service and exceptional devotion to the activities of the Pacific Northwest Section."

Doc was out of the city when the award was presented at the section's annual banquet in Portland in May, but it was accepted by his son, D. Collins Martin, who is an engineer with a large consulting engineering firm in the Washington-Oregon area.

Doc joined Mueller Co. in 1949 and traveled Washington and Oregon until late 1970 when the territory was split and he then called on customers only in Washington until his retirement on Feb. 2, 1972. He currently lives in Portland, Oregon.

U.S. PLANTS CHANGE INVENTORY SCHEDULE

Due to the press of production schedules the annual physical inventories timetables at the U.S. plants will be changed this year and this project will begin late in September.

The change will reduce the number of days set aside to take inventory and place all plants on the same time schedule. In recent years, Decatur and Brea were down for inventory for about 10 days late in November and the Chattanooga plant took inventory the last week in December.

The new schedule has plant production halting at the end of the second shift on Sept. 28 and inventory starting Friday the 29th, continuing on through Saturday, Sunday and Monday. Regular production will resume on the first shift Tuesday, Oct. 3.

The Shipping Departments will continue normal operations and Maintenance workers will follow their special inventory schedules.

FOURTH MAN ENTERS SALES TRAINING

William Boardman became the fourth man to enter the company's current sales training program in July.

Due to experience in machinery sales, Boardman will go through an abbreviated training period and in September will be assigned to a sales territory in Connecticut.

He succeeds Raymond N. Gentry who has left Mueller Co. to become a vice president for a water-works and plumbing supply firm on Long Island, New York.

Boardman, 35 years old, was born in Liverpool, England, spent some of his early childhood in India, and finished his schooling in the United Kingdom. After working in industry in England, he came to this country in 1967. Boardman and his wife Ursula have two children.

Also participating in the present extensive sales training program in Decatur are: William E. Koester, Decatur; Glenn E. McPeters, Chattanooga; and Joe R. Haines, Des Moines.

AMERICAN BUSINESS SYSTEM, POLITICS AND ECONOMICS

(The following excerpts are taken from an introduction to the U.S. Chamber of Commerce proposals being submitted to the Platform Committees of both Democratic and Republican National Convention. These remarks by Chamber Executive Vice President Arch N. Booth are published as a matter of general interest.)

It used to be said that the most miraculous thing about the American economy is its ability to survive almost any degree of mismanagement.

Ten years ago that seemed to be true. We could grant excessive wage increases with the assurance that subsequent productivity improvement would justify them. We could legislate expensive new social welfare programs in the expectation that growth would provide the money to pay for them. We could play politics with the tax code, on the assumption that business would shrug it all off and continue expanding. We could take for granted our primacy in world trade.

That was 10 years ago. We now live in a new economic era. A frightening outbreak of serious inflation has proven that government cannot continuously spend more than it takes in. The end of nearly 100 years of trade surpluses tells us that, internationally, we must start working for a living again. Ten years of accelerated spending has demonstrated only that we do not really know how best to use our resources for the solution of deep-rooted social problems. A bad recession has made it unmistakably clear that there are limits to the amount of government fiscal and monetary mismanagement the private sector can bear.

The American people have a right to expect their
(Continued on Page 4)

SYLVAN'S ITINERARY INCLUDES FLIGHT PLAN

As a district sales manager Matt Sylvan is a traveling man, but instead of providing Decatur headquarters with his travel itinerary he could file a flight plan.

Matt's Midwest District includes all or part of 11 states running diagonally from the Canada-Montana line down to the southern tip of Illinois, and to cover this area and travel with the six Mueller sales representatives in his district he flies--just like the rest of the district managers.

Unlike the others, however, he owns and runs the airline. He has a twin-engine Piper Comanche plane and logs about 250 hours a year in the pilot's seat. At an average speed of 200 miles per hour, this means he travels about 50,000 miles per year.

Flying has been an interest of Matt's since 1941 when he got his first license, but he didn't pursue it until he became a district manager about six years ago. He says there are many advantages to him and the company when it comes to doing his job with the help of a plane. "I'm not restricted by the schedules of the commercial airlines and I am able to get into out-of-the-way places to meet our salesmen or customers much quicker. If I flew commercial, I would have to fly to a major city and be met by the 'Mueller Man' in the area and then possibly spend a lot of his time and mine driving to our destination."

These advantages don't cost the company any extra because Matt is reimbursed at the rate the same trip would cost if he traveled by commercial transportation.

As a youth Matt worked around airplanes at a local airport "for fun" and exchanged his work for enough flying lessons to get a license. "To keep the license up cost more money than I had so I didn't keep it long," he said. In 1944, he moved from the east to Wichita, Kansas, where he went to work for Beech Aircraft Corp. as a designer.

Although he worked in the aircraft industry for seven years, he didn't renew his license until a few years ago. He gives one of his granddaughters credit for reviving his interest when she insisted that "grandpa take her for a ride." He got checked out sufficiently to take her for the ride but the desire to do more of it persisted and now Matt has his own plane, holds an instrument rating, is qualified to fly twin-engine planes and has his commercial rating, adding up to abilities equivalent to many professional pilots.

His excitement to fly again coincided somewhat with his promotion to district sales manager in 1966. He had traveled Kansas and much of Missouri by automobile for Mueller as a sales representative for nine years, but as a district manager he would be flying much of the time and he could see the advantages of flying for himself.

He entered into a partnership with another person in the ownership of his first plane, but that eventually was dissolved. He purchased his current plane last year while attending the national American Water



Matt Sylvan behind the wheel

Works Association convention in Denver, Colorado.

Matt's interest in flying has been passed on to his son and daughter. Martha, who lives in Dallas, flew as a stewardess for Braniff Airways before her marriage, and David studied aeronautical engineering in college. Matt's wife Pat enjoys flying with him--especially because it makes the trip between the Sylvan's home near Kansas City and Martha's family in Dallas much briefer.

Service Awards

The following Mueller employees received service awards during July.

Chattanooga

10 Years: Ralph E. Shafer, Jr., William R. Fisher, Willie T. Ballanger, George E. Hixson, Allen J. Gossett.

20 Years: Oscar Fred Strawter, Willie M. Eberhardt.

30 Years: Claude Howell.

Outside Sales

30 Years: Walter A. Arnett, Clifford W. Auer.

Decatur

10 Years: Max Justice, Darrell Church.

30 Years: Ruth Wampler, C. David Isome, E. Robert Leake, Claude L. Stacey, R. Dale Streight.

Mueller, Limited

10 Years: Gordon Wilhelm.

30 Years: Harold Brown, Helen Babcook, John Evoy, Anne Dachnowski.

BETTER WATER FOR AMERICANS WEEK

Better Water For Americans Week, Aug. 13–20, is a specially-designated time set aside each year to pay tribute to the job the water industry is now doing, and to make the public aware of improvements that are needed if the industry is to meet the increasingly severe problems of urbanization, industrialization and pollution.

This week is part of a massive "Action Now!" program on the part of the water industry and its suppliers to help improve the quantity and quality of community water suppliers and service.

Every Mueller Co. employee is interested in water supply as a user but our support for this industry should go even deeper because much of Mueller Co.'s business depends upon the growth and strength of water systems.

Water is a "manufactured product" a product of a \$70 billion industry that stands between the river, well or lake and the taps in our homes.

Better Water For Americans Week is sponsored by the American Water Works Association, a non-profit scientific and educational organization dedicated to improving water service to the public. Its 23,000 members include engineers, educators, operators and manufacturers such as Mueller Co.

Approximately 30,000 water utilities serve 180 million people in the United States and Canada. More than 150 gallons of water are used, on the average, per person per day. We are not running out of water, as such, but there is a lack of proper facilities in many cases to make it available to the public. One utility in four is deficient in supply, resource development, transmission and treatment. One in five is deficient in pumping capacity and one in three needs more storage or distribution facilities.

National efforts to find and correct these deficiencies are underway as part of the "Action Now" program of the AWWA. Through "Action Now", utilities everywhere are taking inventory of their needs and working to upgrade their systems.

Also participating in "Action Now" are the members of the Water and Wastewater Equipment Manufacturers Association. This group is urging its members to help water utilities assess their needs and working to build public support for improvements and expansions of needed equipment and facilities.

These needs aren't always found "somewhere else". Right in Decatur toward the end of July, the city sold \$8 million in revenue bonds to finance the construction of a new treatment plant and its related facilities.

Citizens and employees should support the efforts of their local water departments and take special note of this during Better Water For Americans Week, Aug. 13–20. Watch for special observances in your community!



COMPETITORS ABOUND IN OUR INDUSTRY

We expect to find many companies producing such consumer goods as razor blades, automobiles, deodorants, soft drinks and washing powders, but what about the practical, unglamorous products for the local water plant?

How many companies would want to make a fire hydrant, for example? The products and services index of the 1971–72 yearbook produced by the American Water Works Association lists 26 firms producing fire hydrants, with names ranging from Acme to Zurn. In the area of gate valves, there are even more--a total of 31. Included in this group is Taisei Kiko Co., Ltd., Osaka, Japan. For curb boxes there are 27 companies listed, but there are probably many more local foundries producing this kind of item for local use.

Price, quality, design, and delivery are all considered by the customer and all of our competitors are doing their best to beat Mueller Co. in these areas.

There are just as many competitors in the gas industry, working to capture a larger share of the market for themselves.

Retirements

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

Mueller, Limited

Maxwell A. Fletcher, ground key tester, 31 years, 2 months, 17 days, July 28, 1972.

Decatur

Harold Feist, sub-assembly assembler in Dept. 80, 25 years, 17 days, July 29.

Chattanooga

Claude Watters, machine shop, 21 years, 1 month, 6 days, July 31.

(Continued from Page 1)

leaders to learn from these costly experiences. They have a right to expect realism, truth and responsibility in the formulation of national economic policy.

Unfortunately, the evidence so far in this election year is that the people are being cheated in that expectation. Those who loudly denounce the "old politics" in one breath go on, in the next, to promise everyone much more than the economy can deliver.

Promising more than the economy can deliver is a cruel, dishonest and dishonorable game.

The American people are not stupid. The average American knows that you don't get something for nothing in life. But the average American does not have the means to estimate the productive capacity of the economy or to calculate the practical limits to the fund-raising ability of the government. He therefore trusts his political leaders to take these factors into consideration.

Too often, he is betrayed in that trust. Time and again, expensive new government programs are presented with no thought to their cost. Either nothing is said about the hard choices that must be made to finance them, or worse, it is suggested by those who really know better that the money can easily be extracted from the defense budget, the "super rich," and the "big corporations."

A little simple arithmetic demonstrates the total fallacy of that position. Congress has been asked to pass a health care plan that would cost the government \$60 billion a year, and a welfare bill that would cost \$80 billion. These two programs alone total \$140 billion. The federal budget deficit for fiscal 1973 is now expected to be \$30 billion. Adding these two programs to the projected deficit gives us proposed expenditures of \$170 billion in excess of current revenues.

Could the defense budget, the "super rich" and corporate profit pay that bill? If we confiscated all corporate profits—100% we would add about \$48 billion to present federal revenues. The entire defense budget would yield another \$76.5 billion. Taking all of the personal income of the people who make \$100,000 a year or more would increase revenues by \$8.5 billion. The three together total roughly \$133 billion. That's still \$37 billion short of the money needed to cover just two of the proposed welfare programs plus the expected deficit.

We doubt that Congress would be so irresponsible as to enact simultaneously such extreme versions of these two social programs. But we do believe the figures graphically illustrate how far from reality some thinking has fled.

The Brookings Institution has pointed out that barring a tax increase, deficit spending will be required until at least 1977 just to pay for existing programs and those proposed in the 1973 budget.

In short, there is no money for new programs and there is no "painless" source of new revenue. We

must either give up old programs to pay for the new, or we must accept a massive tax increase, a tax increase that will hit hardest at the middle class.

We recognize that there are those who sincerely believe the inherent desirability of present and proposed social welfare programs justifies a steep tax increase. They have a right to that opinion. All we ask is that the choice be presented honestly and openly to the voters.

News Briefs

George F. Binkley, manager of engineering services in Decatur, has been elected president of the Millikin University Alumni Association Board of Directors. Binkley, a member of the M.U. class of 1943, has served on the alumni board for the past two years. Millikin is a private coeducational university of 1,350, founded in Decatur in 1901. Mueller Co. President John F. Thurston is currently chairman of the university's Board of Trustees.

A Mueller retiree from the Brea plant was a welcome guest at the June meeting of the Decatur men retirees. Charles D. Portee of Cherry Valley, Calif., and his wife Velma, also a Mueller retiree, were visiting family near Decatur and Charley took a tour of Decatur's Plant 1 and then went to the luncheon for retirees. A total of 54 attended the meeting at the Scanda House and the next session is set for 11:30 a.m., Aug. 10.

George Hixson, Chattanooga Foundry Division, and his partner recently won the 1972 Southeastern Doubles Bowling Tournament in Cocoa Beach, Fla., with 1288 scratch and 1384 handicap scores. Hixson, who carries a 179 average in the Men's Industrial League in Chattanooga, rolled his first 700 series—a 724—in the tournament. His partner added a 564 and the scores were good enough to top the other 1,800 teams entered.

Officers for the Mueller Bowling League in Decatur have all been re-elected and plans are set for the season's opening Aug. 17. Officers are: Harold Whitacre, president; Larry Warfield, vice president; Dale Wilkins, secretary-treasurer and Bob McCoy, league representative. The 12-team men's league runs until the sweepstakes playoff on April 19.

FAMILIAR FACES IN NEW PLACES

Billy Willis, formerly an electrician, has been promoted to Assistant Construction and Maintenance Foreman, Decatur.

Larry L. Sheets, formerly assistant to the Order Interpreter in Decatur, has been promoted to Sales Service Correspondent—Water. He succeeds Gary Ledbetter who has left the company.