

NEWSLETTER

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**PARKS TO RETIRE
AS SALES MANAGER**

The comfortable, private office in the corner of the Sales Department in Decatur is a long way from a buffing machine in the old Plumbing Department.

The trip from the machine to the desk started for A.D. (Del) Parks in 1935 and there have been a lot of detours along the route. There is a great contrast between the first and last jobs but those who knew Del in the plant volunteer that he hasn't changed and he is still the warm, friendly co-worker he always was.

Del retires July 14 as general sales manager at Mueller Co., ending a 37-year career that took him from the plant, to the road as a salesman and ultimately back to Decatur in management. Del and his family plan to move south after his retirement where he expects to undertake some new work venture in the part of the country for which he grew so fond during his days as a sales manager.

After working a short time as a messenger, Del worked as a buffer in the Plumbing Division and as a machine operator. After returning from a four-year tour in the Air Force, Del entered the company's sales training program in 1945 and went on the road as a sales representative in North and South Carolina in 1947. After living in Charlotte about a year, he and his wife Darljean moved to Baltimore when he was assigned to a territory that included Maryland, Virginia and part of Pennsylvania.

In 1953, Del was named Southern Section Sales manager, headquartering in Atlanta. For four years he was in charge of sales in Maryland, Virginia, Georgia, Florida, North and South Carolina, Mississippi, Alabama and Tennessee.

A return to Decatur resulted from his promotion to manager of outside sales in 1957. Then in 1965 he was named to his current position of general sales manager.

Del feels that selling hasn't changed basically in all of the years he has been exposed to it. "Selling is still knowing the right people and being able to get along with them," he said. Having a good product is also essential to successful selling, he quickly added.

"Mueller Co. has always maintained a top image in the industries we sell and has been a highly respected firm among our competitors because we've offered a quality product and had good people working

for us. These good people aren't just found in the Sales Division, but throughout the company," Del said.

He went on to say, "I've enjoyed selling because of the opportunities to meet so many fine people around the country-but being away from my family because of travel has been the hard part and I'm looking forward to having more time with the family after retirement."

**MUELLER BASEBALL
NIGHT SET FOR JULY 27**

A free night of family fun is being offered by Mueller Co. through sponsorship of a "special night" of Midwest League professional baseball at Decatur's Fans Field.

Mueller Co. is among a number of local businesses which will open the gates to the ball park on special nights and everyone is admitted free for a Decatur Commodore game.

"MUELLER NIGHT" will be July 27 (Friday) at 7:30 p.m. with the Commodores playing Cedar Rapids (Iowa). In case of rain, the alternate is the next night. Tickets for the night will be available in July.

The Commodore team is in the farm system of the San Francisco Giants and a number of former Decatur players are contributing currently to the success of the Giants this year. The Midwest League's two divisions are made up of 10 teams playing out of cities in Iowa, Illinois and Wisconsin.

The special nights are part of a strong effort this spring to increase revenue and get the Decatur baseball team on more solid financial ground. In addition to some firms buying out the park on various nights, a fund raising dinner was held in February featuring Dizzy Dean. Through such efforts, a number of improvements have been made at Fans Field and the future of professional baseball in Decatur seems much brighter.

**FAMILIAR FACES
IN NEW PLACES**

Roy Hollingsworth, former general foreman in the Shipping Room at Chattanooga, has been promoted to traffic manager, succeeding James D. Rox, who left the company.

Also in Chattanooga, **Donald C. Broyles**, former Rough Castings Yard foreman, has been promoted to Shipping Room general foreman. **James D. Randall** has been named to succeed Broyles.

HIDDEN INCOME IS WORTH \$48.92 A WEEK

Do you know that the average worker is being paid about \$48 more per week than his paycheck shows? Hard to believe?

American workers receive an average of \$48.92 per week in "fringe" benefits--an invisible "extra" which lets the rest of your paycheck go a lot farther. Fringe benefits have increased tremendously since the 1930s, and now protect the worker against a variety of woes. Responsibility for economic security is shared by the government, the employer, and the individual. Employer costs are heavy, but employee benefits are huge.

Employers paid a staggering \$180 billion in 1972 for all types of employee benefits. Since 1961 total employee fringe benefits have increased 103% from an average of \$24.12 per week to \$48.92 per week. Average weekly earnings have risen 64% from \$96.85 to \$158.85. A detailed breakdown shows how specific types of employee benefits have increased over the years:

	1961	1971
Private pensions (nongovernment)	\$ 4.06	\$ 7.73
Paid vacations	4.06	7.69
Old age, survivors, disability and health insurance taxes	2.58	7.15
Insurance (life, sickness, accident, hospitalization, etc.)	2.62	7.10
Paid rest periods, jury duty, etc.	2.52	5.38
Paid holidays	2.42	4.69
Profit-sharing payments . . . . .	.77	1.65
Workmen's compensation . . . . .	.77	1.58
Paid sick leave . . . . .	.67	1.56
Unemployment compensation taxes	1.46	1.15
Employee meals furnished free . . . . .	.15	.25
Discounts on goods and services purchased from company by employees . . . . .	.12	.23
Other employee benefits	1.92	2.76
Total Employee Benefits	\$24.12	\$48.92
Average Weekly Earnings	\$96.85	\$158.85

(These benefits vary from company to company.)

A long-range look at the growth of employee benefits shows even more striking comparisons. From 1946 to 1971, wages and salaries paid by corporations increased from \$66.5 billion to \$340.2 billion - a 412% jump. During this same period non-wage employee benefits shot up from \$3.2 billion to \$48.6 billion - a 1,419% rise. Both of these increases far outdistanced the increase of corporate profits after taxes during these same years; 166% increase was posted, up from \$15.1 billion to \$40.1 billion.

The result? Fringe benefits are at their highest ever, and currently stand at 34.3% of payroll, or an average of \$1.44 per hour. That's an **unseen** dividend in every paycheck, and a good reason why industry is able to attract talented, dedicated employees.

J.A. FIRM ENDS SUCCESSFUL YEAR

The Junior Achievement firm sponsored by Mueller Co., Future Business Training Co. (FBTC), paid the maximum allowable dividend of 20¢ on a \$1 when it liquidated early in May.

Under the leadership of President Libby Snelson, the mini-company came on strong the last four months of the year and reversed its weak financial and business pictures.

In a letter to stockholders, FBTC officers said, "Your dollar investment financed a learning experience for a group of teenagers. This year a corporation was born, was developed under the leadership of elected officers and hard work of Achievers, and has completed itself, having exposed achievers to the free enterprise system which is a vital part of our society."

Serving as advisors to the high school students were Mueller Co.'s Jack O'Riley, management; Ray Ewing, sales; and Larry Warfield and Bill Lawyer, manufacturing.

ENGINEERING FRATERNITY CITES BILL LEOPOLD

W.R. Leopold, vice president-engineering at Mueller Co., recently was named an honorary member of Pi Tau Sigma by the University of Illinois chapter of the national honor society for mechanical engineering.

Honorary members are selected on the basis of outstanding achievements in mechanical engineering either as practicing engineers or as full, associate or assistant professors of mechanical engineering.

Pi Tau Sigma was founded in 1915 at the University of Illinois to foster the high ideals of the engineering profession. Today the national organization has 103 chapters and more than 45,000 members.

Leopold, who came to Mueller Co. in 1956 as director of engineering, was elected vice president-engineering in 1968. Recently he was elected to the grade of "Fellow" by the American Society of Mechanical Engineers.

4-X CLUB ELECTS 1973-74 OFFICERS

Terry L. McCoy, assistant Specialty Department foreman, succeeds Earl R. Collins as president of the Mueller 4-X Club in Decatur for the 1973-74 program year.

Other officers are:

Vice President James Kissell, cost and methods estimator; Treasurer Marshall W. McGaughey, inventory analyst; Secretary Dale Stanley, head products draftsman; Program Chairman Dan Morris, programmer.

All salaried employees in Decatur are eligible to be members of the Mueller 4-X Club. Its activities include community projects, and dinner meetings with programs relating to the company, business and entertainment.

NEED HELP FOR TUITION? READ ON!

Just about every college student or parents of college students need some financial assistance as the costs of higher education continue to climb.

If you live in Illinois, there may be some help available through the Illinois State Scholarship Commission (ISSC), a state agency which, this year, is making available nearly \$90 million in non-repayable grants and educational loans to thousands of Illinois residents.

The grants, called Monetary Awards, are available in amounts up to \$1200 each year, and can be used to cover tuition and mandatory fees at over 180 Illinois colleges, universities, and hospital schools of nursing. Monetary Awards are renewable over four years of undergraduate study. There is no age limit--though you must be a full-time student--and eligibility is based upon financial need, as determined by the Commission, rather than grades or test scores of any kind.

A family is judged to have financial need if, after a careful analysis of its income assets, family size, and financial obligations, it is determined that the family cannot meet the full expense of sending a child to college. Award eligibility is not limited to the exceptionally poor, and families with a broad range of incomes do qualify for this assistance.

The final application deadline for Monetary Awards is August 1, 1973. Families should apply promptly so that college plans can be completed as early as possible before the beginning of the new school year.

Many students who receive the Monetary Award also find it necessary to borrow money from the Commission to help cover the rising expenses of higher education. Full-time students may borrow a maximum of \$1000-2500 per year, depending upon their class level. Family income has no bearing on one's eligibility for a loan through the Commission's Illinois Guaranteed Loan Program.

The loans can be used at thousands of colleges and vocational schools throughout Illinois and across the nation, and can be used to pay graduate and professional school expenses. Under the terms of the loan, the student borrows from any one of nearly 1000 approved banks, savings and loan associations, or credit unions. The loan is "guaranteed" by the Commission, so that the student does not need collateral. The student who borrows does not begin to repay the principal amount borrowed until 9 months after he completes full-time studies.

The interest rate on the loan is 7% but students whose financial circumstances merit it can have the interest paid for them by the government while they are in school.

Students who are in need of financial aid should apply to the ISSC as soon as possible. Early application should also be made to the Director of Finan-

cial Aid at the college or school to which you are seeking admission. To request an application for either of the major ISSC programs write: ISSC, Dept. 1, P.O. Box 607, Deerfield, Illinois 60015.

ENVIRONMENTALISTS URGED TO BE MORE REALISTIC

Unrealistic environmental restrictions could hamper the very environmental goals they seek to achieve, a gas industry official told the 19th annual meeting of the Institute of Environmental Sciences.

George H. Lawrence, vice president and director of government relations and services of the American Gas Association, told the group that "too often we find ourselves considering our environmental needs and our energy needs as mutually exclusive, with little room for compromise."

Lawrence pointed out that orderly development of the resources of the United States outer continental shelf and bringing gas and oil supplies from Alaska and northern Canada to the major consuming areas of this country have been delayed by environmental challenges.

"If reasonable governmental policies are forthcoming, the vast reserves of the lower 48 states can be made available to our major consuming areas," Lawrence said.

According to Lawrence, the gas industry must not only concern itself with ways to meet increasing future demand for this cleanest burning of fuels, but must also promote sound conservation and environmental programs within the immense scope of its present operations.

Service Awards

The following Mueller employees received service awards during May.

Brea

20 Years: Vernon Lamb, Joe Ortiz, Bernerd Bussell

30 Years: Dolores Thomson

Chattanooga

10 Years: Gordon Lee Smith, Edward Fletcher

20 Years: James A. Townsend, James B. Brown, Archie M. Marsh

30 Years: Charlie Boston

Decatur

10 Years: Noble K. Syfert

20 Years: Carl T. Watts, Roy E. Denney, Everett E. Morgan

30 Years: Royal E. Skelley, Betty J. Tolladay

Mueller, Limited

30 Years: Keith Stirling

HOUSING STARTS CONTINUE DECLINE

Housing starts in April for both single-family structures and for buildings with two or more units fell for the third straight month, according to the Commerce Department. The decline placed activity at its lowest level in a year and a half.

At a seasonally adjusted annual rate of 2,103,000 units, new starts were off 6.4% from March's downward-revised 2,248,000 rate and below the 2,204,000 pace of a year ago. The April figure was the lowest since October 1971's 2,058,000 adjusted annual rate.

According to a *Wall Street Journal* story, Michael Sumichrast, chief economist for the National Association of Home Builders, said that some factors indicated that housing production will be at "respectable" levels in coming months.

The Commerce Department report in the *Journal* showed that new starts of all sizes of housing units, except structures with two-to-four units, declined last month, while all geographical areas showed a drop except for the West. Housing starts in the South fell a sharp 23%.

Some Time Ago

At MUELLER

The May 13, 1903 issue of the *Decatur Review* made some candid appraisals of female applicants for the job of core maker at Mueller Co. The paper read: "About a dozen young ladies called inside of 15 minutes Saturday morning. They were all well-dressed, made a good appearance and were evidently highly respectable. There were two ex-school teachers in the lot. It was a somewhat remarkable gathering, when their errand is taken into consideration. There was not a bad looking girl in the whole lot or one that did not give evidence of having come from a refined home." Apparently the thought of women working in the factory caused some alarm among the journalists. A company spokesman said, "The company would have no objection to paying the girls as much as the men had been receiving after they are able to turn out as much work." At that time the core makers were getting about \$2.50 for a nine-hour day.

The Benz auto modified by Hieronymus Mueller which finished second in America's first road race in 1895, also ran second to a famous horse. To prove to the auto race judges that the Mueller-Benz auto was operable, Oscar Mueller ran the automobile around Chicago's Washington Park race track, covering the mile in 4¼ minutes. The summer before Joe Patchen, famous pacer, had defeated John R. Gentry in 2:05¼ over the same path.

News Briefs

Mr. and Mrs. Clyde Hester celebrated their golden wedding anniversary on May 21 in Security, Colorado. Mr. Hester retired June 30, 1970 from Mueller Co. in Decatur after more than 46 years. He married Pearl Wright on May 21, 1923 in Pickneyville, Ill. They have four children, 15 grandchildren and seven great-grandchildren.

Mueller, Limited's six-man bowling team captured the City of Sarnia's five-pin Industrial League Championship for the 1972-73 season. Members of the winning team are: Alf Sauve, Ken Romphf, Phil Hamilton, Ray Timms, Lyle Hipple, and Ron Powell. Substitutes were Ron Drury and Bryan Schairer.

Fifty-three men from Mueller Co. in Decatur attended the May meeting of retirees at Swartz Restaurant, 204 N. 22nd St. From all reports, everyone was satisfied with the new location for the meeting and the June session will be on the 14th at 11:30 a.m.

Dr. S.G. Smith, Mueller Co. physician in Decatur, recently was recognized for completing 40 years of service to the Decatur community as a member of the Decatur Memorial Hospital Staff. The hospital made the awards as part of its observance of National Hospital Week. Dr. Smith has been the Mueller physician since 1938.

Retirements

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

Mueller, Limited

Doris McLaughlin, payroll clerk, 30 years, 7 days, May 6.

Brea

Lawrence O. Fantuzzi, Foundry employee, 34 years, 8 months and 14 days, May 15. (Disability)

Decatur

Lindle H. Hockman, Engineering Test Lab supervisor, 14 years, 8 months and 19 days, May 15. (Disability) (We are sorry to report that Mr. Hockman died a few days after his retirement.)

A.D. Parks, general sales manager, 37 years, 9 months and 18 days, July 14. (80 Plan)

Raymond Larus, supervisor of the Engineering Model Shop, 39 years, 10 months and 24 days, June 21.