

# NEWSLETTER

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Joe Penne, Editor

## SALES AREA SWITCHES, RETIREMENTS ANNOUNCED

Three new assignments in field sales territories have been made as the result of the pending retirements of two sales representatives.

Joe R. Haines, who has been in the Mueller Co. sales training program for the last year, will work with Ken Tohill until Ken retires Oct. 14. Haines will then succeed Tohill as the Mueller sales representative in South Dakota, Nebraska and two tiers of counties in western Iowa.

Sales Trainee William R. Koester will succeed Richard F. Kahl as the Mueller representative in the western half of Pennsylvania. Kahl will be transferring to Michigan to take the place of W.R. (Bill) Augustine who plans to retire Nov. 30.

Tohill started with Mueller Co. in 1951 as a sales representative and has spent more than 20 years calling on Mueller customers in the Iowa, Nebraska, Missouri and South Dakota area. Haines, born and reared in Iowa, worked for the Iowa Power & Light Co. in Des Moines for four years before joining Mueller Co. a year ago. He and his wife Kathleen plan to live in the Omaha area.

Augustine, a native of Decatur, has spent most of the time since joining Mueller in 1948 as sales representative in Michigan. He attended Oberlin College in Oberlin, Ohio, and had 16 years of sales experience before he joined Mueller. Kahl started with Mueller Co. in 1962 as a sales trainee following his graduation from Eureka College, Eureka, Illinois. Since September of 1963 he has been the Mueller representative in western Pennsylvania, headquartered in Pittsburgh.

Koester entered the company's sales training program in July of 1972, following his graduation from Southern Illinois University where he received a bachelor's degree in industrial technology. He and his wife Marilyn will be living in the Pittsburgh area.

## DECATUR FOUNDRY EXPANSION BEGINS

A major expansion of Mueller Co. foundry facilities in Decatur began in mid-June with preparatory work for the construction of a 70-foot by 480-foot addition to the east side of the current brass and iron foundry building.

Completion of the first phase will provide space for a centralized maintenance shop, new offices, new

shipping and receiving areas and a first-aid center. A mezzanine level will contain new shower, locker and rest room facilities, and a canteen-lunchroom area. Proper and adequate storage for production cores, and foundry supplies will be provided, also.

Another major improvement will be the switching of the main plant entrance from Jasper Street to the corner of Lowber Street and Harrison Avenue.

The addition will not only reduce the congestion in the current production areas, but provide space for future production expansion or improvements, and make available necessary facilities for employee health and personal needs.

The new construction will be 34 feet high on the outside and have a flat roof. The first four feet of the outside walls will be of re-inforced concrete, the next four feet will be used for windows and the remaining outside wall area will be covered with an attractive ribbed metal siding.

Preliminary work now underway includes tearing out the existing block wall on the east side of the foundry building and erecting temporary supports. Caisson piers will be put in along the old wall line to provide new support for the old roof where it will be tied in with the new building.

Fisher-Stoune Inc., Decatur, submitted the low bid for the general contract on the first phase of the project which is expected to be finished around Dec. 1. Structural steel for the work is being furnished by Mississippi Valley Structural Steel Co., and the firm of Blank & Wesselink and Associates is serving as engineers.

Phase II of the program, which is scheduled for next year, will include a two-story fireproof vault for the storage of foundry patterns in the former core storage area and a new building for air compressors and the metal reclamation process.

## FOREMAN'S CLUB ELECTS IN CHATTANOOGA

James C. Potter, plant controller, has been elected president of the Chattanooga Foreman's Club for the 1973-74 program year.

Other officers are:

Time Study Engineer Delta Brogden, Jr., vice president; Assistant Production and Inventory Control Manager Sam Cline, secretary; Manager of Industrial Engineering James D. Serre, treasurer.

**WARREN CRAWFORD  
NAMED SALES MANAGER**

Warren D. Crawford, Mueller Co.'s Western District sales manager, has been named general sales manager, succeeding A.D. Parks, who retires July 14.

Crawford, originally from Atlanta, Georgia, started with Mueller Co. in 1952 as a sales representative in the Houston, Texas, area. Five years later he was named manager of the Western District and was responsible for the company's sales activities in California, Washington, Oregon, Nevada, Arizona, Idaho and Utah. Prior to joining Mueller, he had been with Crane Co. for 13 years.

He has been an active member of the American Gas Association and the American Water Works Association, and served as chairman for committees of both the Pacific Coast Gas Association and the California Section, AWWA.

Warren and his wife Helen have been living in West Covina, California, since 1957.

Parks' retirement from Mueller Co. after more than 37 years does not mean a complete end to his association with the company. Del is being retained as a sales consultant and will be available as a valuable source of knowledge.

**FAMILIAR FACES  
IN NEW PLACES**

**Dale A. Wilkins**, formerly an industrial engineer has been named project engineer--second shift in the Decatur Manufacturing Division.

**Melvin C. Rubin**, experimental machinist, has been promoted to model shop supervisor for the Engineering Division in Decatur.

**LaVern S. Ramsey**, formerly senior lab technician, has been promoted to Engineering Test Lab supervisor, succeeding Lindle (Hap) Hockman.

**Retirements**

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

**Chattanooga**

**Johnnie Watkins**, air set core machine operator, 34 years, 6 months and 1 day, June 7. (80 Plan)

**R.B. McKibben**, stationary grinder in the Cleaning Room, 32 years, 10 days, May 31. (80 Plan)

**Decatur**

**Amos Bailey**, grinder in the Iron Foundry, 23 years, 6 months and 3 days, June 1, (80 Plan)

**A NEW FACE  
IN A FAMILIAR PLACE**

**Douglas W. Reeder**, a recent graduate of Millikin University, has joined Mueller Co. in Decatur as an industrial engineer.

**CHATTANOOGA HAS  
"FOUNDRY WEEK"**

A greater awareness of the contributions of the foundry industry was the achieved goal of the American Foundrymen's Society celebration of "Foundry Appreciation Week" recently in Chattanooga.

Television programs, a foundry show and displays at a local shopping center, a luncheon, guest speakers and bumper stickers all were used to spotlight the important contributions of the sixth largest industry in the country.

**Jack Schaum**, editor of **Modern Casting** magazine, told one Chattanooga group that U.S. foundries produce 22 million tons of castings valued at \$15 billion.

He added that local foundries have 6,000 employees who earn \$55 million annually and produce castings worth \$125 million a year. Praise for local leadership in helping to clean up the air in the Chattanooga area through the installation of anti-pollution equipment was given by Schaum. "The combined expenditure for anti-pollution equipment of foundries in the Chattanooga area is \$15 million" he continued.

According to an account in the **Chattanooga Free Press**, Schaum said the greatest concern of the industry is not running out of raw ore materials, but of having a short supply of energy to produce the castings. He added that 80% of all metal used in castings by foundries in the U.S. is scrap or recycled metal, which requires about 50% less energy to process.

**Coy Jones**, general foundry superintendent for Mueller Co. in Chattanooga, worked on the program and served as technical adviser for the filming of a 30-minute television show dealing with Chattanooga foundry operations.

**Service Awards**

The following Mueller employees received service awards during June.

**Decatur**

10 Years: Ted R. Bean

20 Years: Ben F. Willhouse

**Outside Sales**

10 Years: Robert H. Martin, Stanley E. Lee

20 Years: Forrest N. Baum

**Chattanooga**

10 Years: William R. Roberts, Thomas W. Lambert, Leonard C. Rhodes

20 Years: Helen R. Caldwell, Paul Word, Erwin J. Hosto, Arnold Johnson, Reginald McGee, Raymond C. Baker

**Mueller, Limited**

20 Years: Gerry Turcan

30 Years: Charles Stevens

## WHO'S THE BOSS?

(This editorial was published in the *Caterpillar Blade*, Caterpillar Tractor Co., Decatur, Ill., but its message applies to every employee, anywhere.)

There's a question you could ask many people and maybe never get the right answer. The question: "Who's the boss?"

In business, there's really only one boss. The customer is, finally, the one who pays everyone's salary, and who decides whether a business succeeds or fails.

This boss--the customer--indirectly buys everything we have or will own--our homes, our cars, our clothes . . . everything. He pays for the children's education and our vacations, and he pays them in proportion to the way he's treated.

The men and women who work in a plant might think they're "working for" the company that issues their paychecks. They aren't. They're working for the customer who buys the products they help produce. If the customer isn't satisfied with the product, he won't buy it. Eventually, if enough customers react in the same manner they eliminate all jobs of a company. . . and the company. They do it very simply--by spending their money elsewhere.

Thousands of previously successful companies--some of them very big--no longer exist. They couldn't--or didn't--satisfy the customer. They forgot who the boss really was.

Knowing who the real boss is--and knowing how to treat him--can make the difference between success and failure.

That's why taking pride in the work we do is so important. Aside from gaining the satisfaction that flows from a job well done, pride in our work helps attract new customers and keep the ones we have.

## LEOPOLD RECEIVES THIRD HONOR

W.R. Leopold, vice president-engineering at Mueller Co., recently received another honor by being initiated into Tau Beta Pi, national engineering honorary society and recognized as the Phi Beta Kappa of engineering.

His initiation took place at the annual spring awards banquet of the Tau Beta Pi chapter at Rose-Hulman Institute of Technology, Terre Haute, Ind.

Leopold's award was made not only for his engineering achievements but for his support of engineering education and the development of young engineers.

The chapter from time to time initiates into its membership men who have distinguished themselves in the field of engineering. The most recent initiate by the chapter prior to Leopold was J. Erik Jonsson, board chairman and founder of Texas Instruments, Inc.

Earlier this year Leopold was elected to the rank of Fellow by the American Society of Mechanical Engineers and named an honorary member of Pi Tau Sigma, national honorary society of mechanical engineering.

## MUELLER BASEBALL NIGHT SWITCHED

The "MUELLER NIGHT" of baseball at Decatur's Fans Field has been switched from July 27 to Aug. 10.

Archer-Daniels-Midland Co., another Decatur firm sponsoring a free night of professional baseball, requested the same July date for a specific reason. So to accommodate them, Mueller Co. switched to the August night.

On "MUELLER NIGHT" the Decatur Commodores will play the Midwest team from Quincy at 7:30 p.m. In case of a rain out on the 10th, the special night will be on Aug. 11.

In an effort to support professional baseball in Decatur, a number of firms and businesses "buy" out the ball park on different nights and open the gates to everyone. Free tickets are distributed throughout the community.

## HOUSING STARTS JUMP IN MAY

Housing starts increased 15.5% during May, setting a record for the month and registering the industry's first advance since January.

According to the Commerce Department, May's increase to a seasonally adjusted annual rate of 2,430,000 units was the biggest monthly jump since December, 1970. Starts had been declining during February, March and April and some housing observers were startled by May's reversal.

According to a *Wall Street Journal* story, many experts expect the activity to weaken further this year. The *Journal* quoted Michael Sumichrast, chief economist of the National Association of Home Builders, as saying that despite the big increase in May, he continues to project that housing starts in 1973 will be two million-plus units, possibly 2.1 million.

## RETIREES SWITCH JULY MEETING

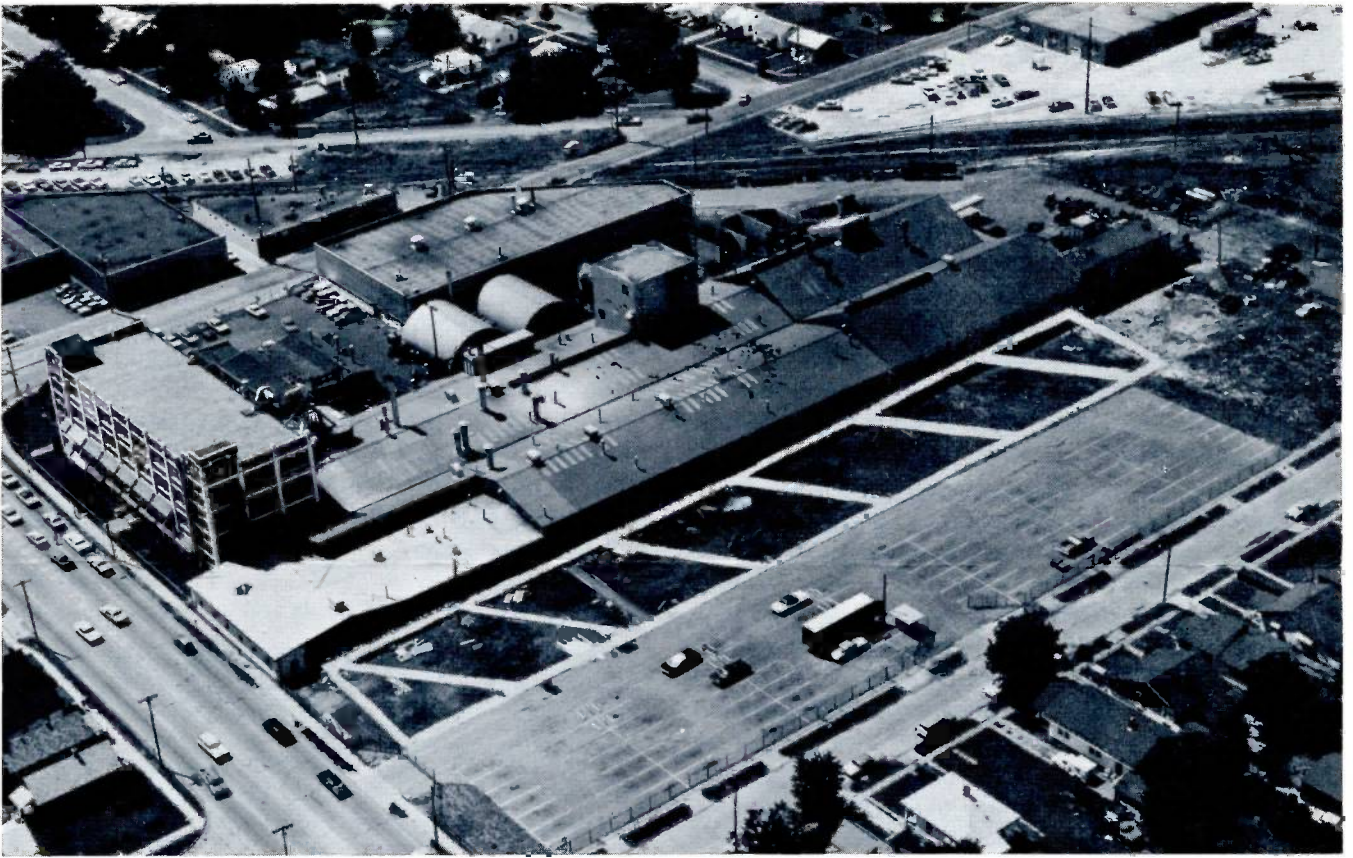
Due to closing for vacations at Swartz Restaurant, the men retirees in Decatur have rescheduled their July meeting from the 12th to the 19th at 11:30 a.m. They will return to the regular meeting date of the second Thursday of the month in August.

## DEL PARKS ELECTED

A.D. (Del) Parks, general sales manager for Mueller Co., was elected to a three-year term on the board of directors of the Water and Wastewater Equipment Manufacturers Association, Inc., at the group's annual meeting in Las Vegas in May.

WWEMA represents manufacturers of pipe, meters, pollution control equipment, sewage treatment products, valves, and hydrants for water systems and sewage treating. The board is made up of 15 delegates from member companies with five elected to three-year terms each year.

Del was elected last year to fill an unexpired one-year term.



The 70-foot by 480-foot expansion at the Decatur foundry is outlined by the white lines. On the upper right end of the expanded area a new shipping and receiving dock will be added. The building on the lower left, currently housing core storage, will undergo major changes also during the program. The south wall will be

#### FROM JAR LIDS TO METER BOX COVERS

The current expansion of Plant 4 is just one of many improvements made to the property since Mueller Co. purchased the Crown Cork Specialty Co. property on the corner of Garfield Avenue and Jasper Street early in 1951.

The property, now known as Plant 4, originally included 100,000 square feet of floor space primarily in the four-story building and a one-story building still in use.

Crown Cork located in Decatur in 1917 and produced jar lids, bottle caps and similar items until World War II started. During the war, the plant produced small hardware for the Quartermaster Corps, including belt buckles and snap hooks. The plant closed in 1950 and production moved to the St. Louis area.

In October, 1952, less than six months after the Crown Cork acquisition, Mueller Co. announced a 10,000-square foot expansion of facilities and plans to move and consolidate its iron machining operations there. This work was being done at Plant 1, generally in its current location, and Plant 2, 1942 E. Eldorado St., which was also the foundry site.

By September 1954, Mueller Co. had shifted all of its operations from Plant 2 to Plant 4 and the Eldorado

moved back to fall in line with the four-story brick building and a higher roof added to provide space for a two-story fireproof vault for foundry patterns and other improvements. The new main entrance to the plant will be located at the upper far right, just out of the picture,

Street property, including its 50,000 square feet of floor space, was purchased by Mississippi Valley Structural Steel Co. About the same time, the company announced plans for the installation of electric melting furnaces in the Brass Foundry as part of an anti-pollution program at Plant 4.

Many other improvements and changes in operations at Plant 4 have occurred in the last two decades. The most recent major program prior to the current work was the installation of electric melting furnaces in the Iron Foundry two years ago.

#### FLOODED WITH WATERGATES

It's impossible to stem the flow of references to Watergate. A city councilman in Houston, Texas, recently made a motion to change the name of fire hydrants to watergates. He later withdrew the motion, claiming he had injected the comment to cool some tempers during a heated argument.

(If he had been familiar with the water industry, the gate valve would have been a more obvious reference. Think what he could have done with that. He could have added: "It is part of an underground system." "No leaks!" "Works well under pressure." "Has many outside connections." "Resists outside forces.")