

NEWSLETTER

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AUER TO SUCCEED CRAWFORD IN WEST

As the result of Warren D. Crawford's appointment to succeed A.D. Parks as general sales manager for Mueller Co., three changes are taking place in field sales assignments.

Clifford W. Auer, who has been Central District sales manager since 1958, will move to California to succeed Crawford as the Western District sales manager.

David D. Resler, who has been a Mueller sales representative in the south since 1962, has been promoted to succeed Auer. Glenn E. McPeters, who has just completed a year in the company's sales training program, will move to Birmingham to take Resler's territory in Alabama.

Auer came to Mueller Co. as a part time employee while attending high school and Millikin University in Decatur and then in July, 1942, he took full-time employment in the Engineering Division. Following service in WWII as a pilot, he returned to the company and was assigned to the Sales Division. From mid-1945 until early in 1958, when he was named district manager, he was sales representative in Wisconsin and upper-Michigan.

A native of Decatur, Resler entered the sales training program in 1960, following his graduation from Millikin University where he received a B.A. degree in engineering administration. Early in 1962 he was assigned as sales representative for the state of Mississippi and four years later moved to Alabama to become the Mueller representative there.

McPeters worked in the company's Chattanooga plant as an industrial engineer from 1966 until he entered the sales training program last year. He was born in Killen, Alabama, and attended the University of Tennessee at Chattanooga and Middle Tennessee State University.

THREE MEN BEGIN SALES TRAINING

Two of the three men who entered the Mueller Co. sales training program in July have been working for the company a number of years.

William F. Gilbert, 29 years old, started with Mueller Co. in the Chattanooga foundry in 1964. He later worked as a clerk and just prior to entering the sales program, he was a senior draftsman in the Chattanooga Engineering Division. Gilbert attended

the University of Tennessee in Chattanooga, he is married and has one daughter.

James W. Wagoner has almost 12 years of service in the Decatur factory. At the time he entered the training program, he was a tester in the Ground Key Division. Wagoner, 30, was born in Decatur, is married and has two children.

New to the company and the training program is James P. Kollock, a 22-year-old native of Decatur. He is single and recently graduated from Eastern Illinois University, Charleston, with a B.S. degree in business.

During succeeding months, these men will go through an intensive program to prepare them for positions as field sales representatives for Mueller Co.



About 70 holes from 13 to 17 feet deep are being dug by this machine to serve as piers or footings for the 70 by 480-foot expansion on the foundry building in Decatur. The holes, about 24 inches in diameter, are filled with re-inforced concrete and along this wall line the piers will serve as the common supports for the old building and the new construction. The new building will not only reduce the congestion in the current production area and make available improved facilities for employee health and personal needs, but provide space for future production expansion.

PRIVATE PENSIONS REACH 6 MILLION

It is estimated that in 1973, six million retired employees will receive some \$10 billion from private pension plans and some 35 million workers are covered by private plans backed up by over \$160 billion in assets held in trust.



Watch the game tonight.

Remember the golden days of radio? Suppose businesses made so little on radios that there was just enough money to take care of operating costs.

Where would we be today?

Listening instead of watching.

One of the major reasons the public gets so many benefits from the broadcast industry is profit.

Profit creates money to research new products. New products can produce more business. More business usually means more jobs.

And if the new products are a success they create competition. Competition leads to improved products and lower prices.

So you see, there's nothing wrong with making a profit. It's necessary for economic progress. Only when profits are good do we have prosperity.

In a nationwide public opinion poll, a majority of people interviewed said they believe that business profits average 28% of sales after taxes. They are wrong. The fact is that over the past 20 years profits have averaged about 5% on sales—or only 5 cents on a dollar.

The cycle of progress is spurred by profits. And we all profit from that.

We all profit from profits.

Chamber of Commerce of the United States
Washington, D.C. 20006

A federation of chambers of commerce, trade and professional associations, business firms and individuals dedicated to strengthening the competitive enterprise system—for the greater good of all.

ENGINEERING BEGINS DUAL DIMENSIONING

Dual dimensioning, a procedure showing both the customary inch units and the equivalent metric units of measurement on the same engineering drawing, went into use July 2 at all Mueller Co.'s U.S. plants.

The practice will be used on all new engineering drawings and, where applicable, for all new engineering records. In addition, when existing product or foundry equipment drawing changes are significant, dual dimensioning will be used if time and manpower are available.

Decimal dimensions and fractions have been used on drawings, but under the new system common fractions for linear dimensions on drawings will be abandoned and decimal dimensions will be used exclusively. Fractions to express nominal sizes, 1½" valve for example, will still be used.

The change to dual dimensioning at Mueller Co. takes place in anticipation of the United States' eventual adoption of the metric system as the country's standard of measurement. If (when) such a switch occurs, the dimensioning conversions would be just part of a massive change-over everywhere which will include tooling, measuring devices and language.

During a detailed study of the use of metrics at Mueller Co., it was estimated it would take 450 man-years of work just to change all of the Engineering drawings currently maintained. The new program anticipates this conversion and it will reduce some of this time because many drawings are changed or replaced in normal day-to-day activities.

According to Lynn D. Edwards, chief engineer-products, there will be no change in equipment, tools or manufacturing methods under the current program. He said, "The change to dual dimensioning at Mueller Co. isn't meant to imply that the company's products or tools are to be produced or measured in any unit of measure other than the customary inch units now being used. It will, however, provide for the manufacture of Mueller Co. products to the metric units of measurement should the need or requirement to do so arise."

Mueller Co.'s standard system for dual dimensioning will use the customary inch measurements shown in decimal dimensions. Just above that dimension will be its equivalent in millimeters (25.4 millimeters equal one inch) enclosed in brackets.

In addition to having a head start with the actual job of converting drawings, many Mueller employees will gain a familiarity with metrics through the use of dual dimensioning.

The use of metrics as a national standard of measurement seems relatively certain at some time in the country's future. Bills for national metric conversion have been introduced in both houses of Congress.

The bill introduced by Sen. Claiborne Pell (D, R.I.) includes five basic points.

1. Conversion to the metric system within 10 years.

2. Creation of a national metric conversion board to plan and implement metric conversion.

3. A requirement that the conversion plan include provisions for an appropriate appeals process to grant exceptions from the use of metric units and standards in cases of unforeseen hardship.

4. Provision for financial assistance to small businesses and individuals severely affected by metric conversion.

5. Establishment of a national information program about metric conversion.

Sen. Pell cites three benefits for metrication: "First, the ability to produce one line of products that will be equally acceptable for internal and external markets; second, the efficiency possible with its use; and third, the common language advantages it will give us in standards-making with the rest of the world."

Most of the rest of the world is on the metric system. About 90% of the world's population, conducting 75% of its trade, talks and produces in metrics. Grams, kilometers, liters and millimeters are now a part of an international business vocabulary.

"GAS" MAGAZINE AD AWARD TO MUELLER

Mueller Co. and its advertising agency, Russell T. Gray, Inc., Chicago, recently were awarded Gas magazine's advertising chart award for producing the most "noticed" ad run in 1972.

The two-page, four-color ad in the November issue is developed around the safe, economical and convenient methods of stopping off gas lines with MUELLER® NO-BLO® equipment.

According to the award: "The November issue ad was noticed and/or read by 89% of the total audience interviewed and 90.7% of those who said they had purchase influence in this advertiser's product area."

Service Awards

The following Mueller employees received service awards during July.

Decatur

- 10 Years: Joseph Daghe, Fred R. Monska, James R. Van Matre, Larry E. Warfield
20 Years: Raymond C. Storck, Robert K. Elkin
30 Years: Paul W. Dazey

Chattanooga

- 10 Years: James N. McSpadden, Carl Terry, Lamon E. Ferguson
20 Years: James R. Bible, Clyde B. Barker, Ed T. Ector, Howard Owens, Leslie M. Steele, Grace G. Mallard

ENERGY CRISIS BLOWS WHISTLE ON WHISTLE

The old Mueller plant whistle in Decatur is quiet and not many people give a toot.

For several decades the whistle at Plant 1 has been sounding the stop and start of the first shift, but a week after the whistle was silenced in July the common reply to a question about its absence was: "Oh, I didn't know it quit."

Neighbors were the ones most likely to miss the 15-second blasts at 6:55 and 7 a.m. and 3:30 p.m., since those in the factory usually couldn't hear the whistle because of machine noises and relied, in recent years, on a horn tied in with the time clocks.

Back in 1951, the whistle hook-up at Plant 1 led to a one-toot, two-toot controversy. For years the whistle had been operated manually and blown two blasts at 6:55, but when it was hooked up with a new time clock system, the minute-apart electrical impulses from the clock threw the system awry. Engineers were unable to solve the problems so the one-toot, wait five and one-toot system prevailed.

No definite date has been found for the installation of the steam whistle, but a newspaper article refers to its use in 1920 to sound the curfew hour. It was used as a warning for the youth in the surrounding west end of town and the Wabash Railroad whistle was used for the kids in the east end, but confusion resulted because one whistle blew an hour later than the other.

The air-operated whistle at Plant 4 is much newer and has little in its history to blow about.

The whistle dismissal came about in an attempt to find new ways to conserve energy during the fuel shortages, and consequently a blow was delivered against noise pollution.

CREDIT UNION OFFERS PORTRAIT

A family portrait taken by a professional photographer is being offered free to members of the Mueller Co. Employees Credit Union in Decatur.

Appointments must be made with the credit union office by Aug. 10 for the sittings which will be taken on Aug. 16, 17 and 18 on the lower level of the credit union building.

The free 8 x 10 portrait will be made from the proof selected by the family and additional prints may be purchased from the photographer.

MEN RETIREES MEET AUG. 9

The regular meeting of men retirees will be Aug. 9 at 11:30 a.m. at the Swartz Restaurant.

Forty-five men attended the last meeting, but among the missing was F.W. (Bill) Dannewitz. Mr. Dannewitz, one of the organizers of the retirees' club and one of its most active members, died late in July at the age of 72.



They cost more than a Cadillac or a Lincoln--but ride like a truck. The \$9000 price tag on a new fork lift truck doesn't include stereo or air conditioning, but several years of rugged lifting, moving and carrying are expected. About 100 lift trucks varying in use and capacity are needed at all U.S. plants. Most of them have a 5,000-pound lifting capacity like these being unloaded at the foundry by men from the fork lift truck distributor. The life of such a piece of equipment in the Decatur foundry runs from four to five years, aided by several overhauls. The fork lift is just one of hundreds of pieces of expensive equipment necessary to "keep things going."

TO ALL PARTICIPANTS OF THE MUELLER CO. RETIREMENT PLANS

In compliance with the provisions of the Welfare and Pension Plans Disclosure Act, Mueller Co. has filed descriptions of the Pension Plans for Employees of Mueller Co. (Forms D-1, D-1A, and D-1S) and an annual report (Form D-2) with the U.S. Labor Department.

You may receive copies of your Plan description forms and a summary of the latest annual report by sending a written request to Lyle R. Huff, Mueller Co., 500 West Eldorado, Decatur, Illinois 62525. Your request will be honored within 30 days after it is received.

HOUSING STARTS DIP IN JUNE

New housing starts dropped 12.3% from May to a seasonally adjusted annual rate of 2,119,000 units. This is in sharp contrast to May's 13.9% increase when starts hit an annual adjusted rate of 2,417,000 units.

Except for the increase in May, the rest of the year has been a steady decline. According to a *Wall Street Journal* story, Michael Sumichrast, chief economist of the National Association of Home Builders said, "The mortgage money has dried up." He predicts that under present conditions housing starts will continue to decline until at least the second quarter of next year.