

THE Pipeline

REPORTER

NEWS ABOUT MUELLER MARKETS, PLANTS, PRODUCTS, PERFORMANCE AND PEOPLE

JUNE, 1982

What's Good About Mueller?

By Tom Jacobs

Chattanooga Plant Manager

Editor's Note: This essay was written by Tom Jacobs for the Chattanooga plant in his weekly newsletter. It applies to all of us working at all Mueller locations.



What's **GOOD** about Mueller? Why do we spend the greater portion of every day here? Why don't we work at DuPont or Combustion or Dixie Yarns? Or TVA — everyone knows someone who works for TVA, and that seems to be a pleasant place to work. Or maybe a competitor, someone like U.S. Pipe down the street, or Clow in Birmingham — why not **THERE?** Why do we even **LIVE** here in Chattanooga at all? And lastly, why do we **WORK** at all? Why... and why **MUELLER?**

Well for openers, I guess it's fair to say that we work to make a living, and to eat. Most of us like to eat. As far as making a living is concerned, Mueller is one of the highest paying employers in the Chattanooga area. Mueller pays well — **DARNED** well. We send in excess of \$600,000 to the bank to compensate our employees in after tax earnings each month. The wage scale is competitive, and that's always good to know.

We're also here because we realize that Mueller's a leader in its industry, number one to be exact. And it's moving aggressively to build on and broaden that base into other related markets, oil field equipment for example. Mueller is rapidly modernizing their manufacturing processes, and state-of-the-art technology can be seen in every plant. Mueller can compete with anyone.

Beyond this, we work here because, believe it or not, we like it — we **LIKE THE WORK WE DO**. Now I know foundries and machine shops are hot in the summer and cold in the winter. And I know the place isn't as clean as your doctor's office, or as quiet as a morgue. I know that. But really now — **THINK** about it. What we've got here isn't, as they say, **ALL BAD**. It's really not. There are lots of people working in other companies that have it much worse off than we do. Take my word for it — I've been there.

(Continued on Page 3)



Beth Schumacher



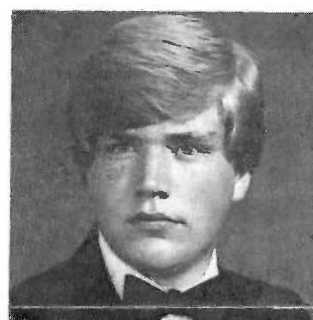
Virginia Sepich



Lori Henderson



Stacey Boutwell



John Michael Daniel

Mueller Co. Scholarship Recipients

Mueller Co. has announced five \$1,000 college scholarship recipients for 1982. The five students, children of Mueller employees, were selected for a Merit Pool on the basis of their A.C.T. or S.A.T. scores and then chosen at random.

Three of the six winners are from Decatur, all three graduating from local high schools in May. The fourth winner is from Albertville and the fifth recipient of the scholarship is from Chattanooga.

The first scholarship was awarded to Beth Schumacher of Decatur. Beth is the daughter of Lloyd Schumacher who has been a machine repairman in Department 37 of Mueller Co. for 16 years. Beth is a graduate of Stephen Decatur High School and plans to attend Concordia Teacher's College majoring in the science field.

Virginia Sepich is the daughter of Joe Sepich who has been with the Decatur Mueller Co. for 14 years. Joe is a purchasing agent. Virginia is a 1982 graduate from St. Teresa High School. Virginia plans to attend St. Louis University and obtain a Bachelor of Science in Nursing.

The third scholarship winner is Lori Henderson who will graduate from MacArthur High School. She plans to attend college and concentrate on a degree in Physical Therapy. Lori's father, Robert Henderson, has been a metal pattern maker in Department 35 for over 26 years.

Stacey Boutwell is the scholarship winner from Albertville. Stacey's mother, Julia Winchester, has been a bookkeeper in the Accounting Department since 1975. Stacey plans to major in Psychology and attend Snead University.

The final scholarship recipient is John Michael Daniel from Chattanooga. Mike plans to attend the University of Tennessee, majoring in Mathematics and Computer Science. Mike is the son of Marcus Daniel Jr., a K & T machine operator at the Chattanooga plant. He has been with Mueller Co. since 1950. Mike is also the grandson of Marcus Daniel Sr. who worked as a tool maker for Mueller Co. for 31 years before retiring.

Mueller Family and Board Meet in Decatur

The Mueller Co. Annual Shareholders and Board Meetings were held on May 7 at company headquarters in Decatur. President Ed Powers delivered his President's Report at the meeting.

On May 6 the annual family meeting was held at Mueller Lodge on Lake Decatur. Twenty-three board members and members of the Mueller family attended.

Rebuilding America Means Tough Decisions—

Such as Promoting More Exports and Keeping Trade Free

Editor's Note: This article is part of a series prepared by the Chamber of Commerce of the United States.

How Important Are Foreign Exports to Me?

Time was when our exports to foreign countries were viewed as just the spillover production of goods which Americans couldn't consume. Not anymore. Foreign trade is no longer seen as a luxury. It is an essential part of our present and future economic health.

One out of every seven American jobs in manufacturing and one out of every four jobs in agriculture depend on exports. For every \$1 billion in new orders we are able to sell, that means 40,000 new jobs for Americans.

How Do We Stack Up In The World Marketplace?

We're slipping and slipping fast. Our share of world markets has shrunk from 21.3% in 1970 to 18% in 1980. In 1960, America produced nearly half of all the cars in the world. Today we produce barely more than a fifth. After World War II we produced about half of the world's steel. Today — only a sixth.

By 1970, West Germany actually surpassed us in the value of manufactured goods exported. Japan caught up with us in 1977 and has kept pace ever since.

Should We Keep Foreign Products Out of the U.S.?

Quotas and higher tariffs are not the answer to our problem. With all the jobs that our exports provide for American workers, we need our foreign markets as much as our competitors

need their markets in our country. We cannot afford to risk retaliation by slapping additional restrictions on foreign goods.

When a higher tariff is put on a product that Americans want to buy — or when the supply is forcibly reduced with a quota, the price invariably goes up! In other words, more quotas and higher tariffs would be inflationary and we, as consumers, will be compelled to pay the penalty.

What's the answer?

Instead of **reducing imports** by making them cost more, we should be **increasing exports**. We can do this with better promotion and better products. Small businesses should be encouraged to form trading companies to

expand markets overseas. And American workers and businesses should join together to find ways to be more productive — because increasing productivity is at the foundation of our effort to be more competitive.

What can I do?

You can help our economy increase productivity and exports by saving and investing more. And, when your elected representatives bring up the subject of trade quotas and tariffs, ask them if they don't cause inflation and endanger our markets abroad and our jobs at home. Discourage them from supporting these roadblocks to more trade and more prosperity.

Help yourself and help America.

Summary - Annual Report Mueller Group Benefits Plan Year Ending September 30, 1981

RECEIPTS:

Payments by Mueller Co. \$ 3,234,503

DISBURSEMENTS:

Payments for Benefits:
 Weekly Indemnity Payments \$ 235,027
 Doctors, Hospitals and Other Medical Costs 2,704,963
 Total Benefits Paid 2,939,990
 Insurance Premiums Paid to Republic National Life Insurance Co. for Life and Accidental-Death and Dismemberment Coverages 229,389
 Service Fee to Self-Insurers Service, Inc. & Kelly & Association 65,124
 Total Disbursements \$ 3,234,503

Balance Sheet as of September 30, 1978

ASSETS: None

Benefits for medical and doctors' expenses are paid from the general assets of the sponsor, Mueller Co.

Life and accidental death and dismemberment benefits are insured with Republic National Life Insurance Company.

LIABILITIES

The only liabilities are the amounts for claims in process and which were incurred prior to September 30, 1981.

The above statement shows only cash receipts and payments. It does not include amounts for claims in process at the end of the year. Payment for benefits are paid as claims are submitted and approved. Insurance premiums are paid monthly. The plan does not operate from an established fund.

There were no party-interest transactions, no loans, obligations or leases in default. The statement of receipts and disbursements includes all transactions.

Those participating in the plan and their beneficiaries can obtain a copy of the plan's annual report filed with the Internal Revenue Service for 30¢ per page from the plant personnel department. A copy of the report may be examined at any of the company's personnel offices without charge.

Booklets describing the coverages and benefits in detail have previously been distributed to all employees. Extra copies are available without charge from any of the company's personnel offices.

Other documents are available from the plan administrator by specific request.

PLAN ADMINISTRATOR:

Robert W. Mallow, Secretary-Treasurer
 Mueller Co.
 500 West Eldorado Street
 Decatur, Illinois 62525
 Telephone 217-423-4471

Technical specification for Mueller products have reached a new dimension in complexity

MUELLER AUTOPERF® TEES

オートパーフチー


MUELLER製オートのオートパーフチーは、塩化銅ガスの噴出なしに、しかも穿孔機を使わずに簡単に、迅速に本管から分岐管を取出すことができます。

本管にオートパーフチーを溶接した後、チーに内蔵された穿孔機を専用工具でねじ込むだけでOKです。

■構造

鋼製製のチー本体内部には、穿孔機を操作するための精密ネジが組み込まれています。

穿孔機は一体成型で奥に組み込まれ、表面にはドライアイス耐性の樹脂が塗られています。丸型の穿孔機は、本管にねじ込み、その初期孔を内部に保持する構造になっています。また内部には、スクリューの回転バルブとして使えます。



■取付手順

- ①オートパーフチーを本管に溶接し、チー取出し部分に配置する。
- ②穿孔機を最終部までねじ込み、スクリューで固定し、ドライアイス耐性の樹脂を塗る。
- ③オートパーフチーを専用工具でねじ込み、スクリューの回転バルブをロックして固定する。
- ④次に穿孔機を最終部までねじ込み、スクリューで固定し、ドライアイス耐性の樹脂を塗る。
- ⑤オートパーフチーを専用工具でねじ込み、スクリューの回転バルブをロックして固定する。

■仕様

サイズ	INLET × OUTLET	穿孔機口径
1/2"	1/2" × 1/2"	3/8"
3/4"	3/4" × 3/4"	3/8"
1"	1" × 1"	3/8"

OUTLETをワットト接続する場合は、1/2サイズ以下のチーを使用してください。

Actually, this is a Japanese translation of our catalog page for the Mueller Autoperf® Tee, showing that good products are good in any language.

Strictly Personal

NEWS ABOUT MUELLER CO. EMPLOYEES AND THEIR FAMILIES

DECATUR

JUNE, 1982

A Message From The Plant Manager...

LET'S DO IT RIGHT...THE FIRST TIME!

Every day you read about it in the newspaper, hear about it on the radio, and see it on television. Supposedly, the Japanese have it, but we don't. Americans used to be able to make it, but now seem to have forgotten how. And some companies will spend millions of dollars this year just trying to convince us that they still can!

What is "it" that everyone is talking about? Is it something new? Is it something revolutionary?

The "it" I am referring to is something that Mueller Co. has had for over 125 years. . . A **QUALITY PRODUCT!** Today, more so than at any other time in this century the Quality of a product is one of the key selling points to any potential customer. Just as you weigh the cost and quality of an item before you purchase it (such as one car versus another), our customers also weigh the cost and quality of our products versus our competitors. . . And let me tell you right now, the competition is getting tougher every day. Any time our quality begins to drop, our orders begin to go down, and employment also goes down.

As we all know, most of the products manufactured here in the Decatur Plant go underground where usually only the installer sees them. In fact, about the only time you hear something about one of our products is when it is defective and someone has to dig it up. Not only do we have an irate customer on our hands (who may decide to never be one of our customers again), but we also have a Product Liability suit against us depending upon the damage. That is why your foreman and the Quality Control inspectors are always trying to spot defects before they go too far through the production process. Remember, for every stage of the production process that a substandard product gets thru, we have to absorb the costs for that stage. It isn't enough to say "well the next guy will catch it" or "the inspector will see it before it's shipped". Quality assurance isn't just "his" job, it's everyones job!

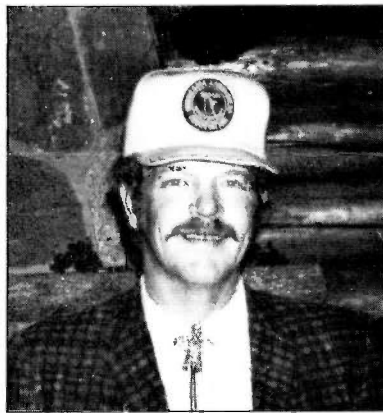
Today the Decatur Plant is facing one of its biggest challenges ever. A challenge that, while certainly difficult, is not impossible for us to beat. Every day we are trying to cut costs

to save jobs. We have already cut accident costs, material costs and other expenses. We must now also cut our costs due to Quality problems such as scrap. Scrap is always a problem for a company whenever its employees forget who is responsible for Quality. Here at Mueller Co., we have always known that the responsibility for a Quality Product lies with the employee.

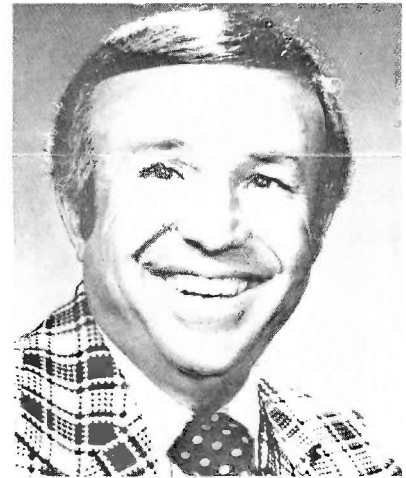
Again, the old saying "If we make it right the first time, we won't have to make it again" is as true today as it has been for the last 125 years! No company can depend solely on its foremen or inspectors to insure a Quality Product. Only

the employee doing the job with a combination of Skill, a sense of Duty and the feeling of Pride in a job well done, can insure that we will always have a Quality Product to sell. That same attitude and determination that once made Mueller Co. products the "Cadillacs" of our industry will be needed again to help Mueller Co. regain its leadership role.

Finally, I'm sure all of you have seen the signs in the Plant that say "**THE CUSTOMER IS THE LAST INSPECTOR**". Certainly, the customer is the last inspector. But never forget, that "**YOU ARE THE FIRST, AND MOST IMPORTANT INSPECTOR**"!



Dick Kaminski



Lou Henson, Illini head coach

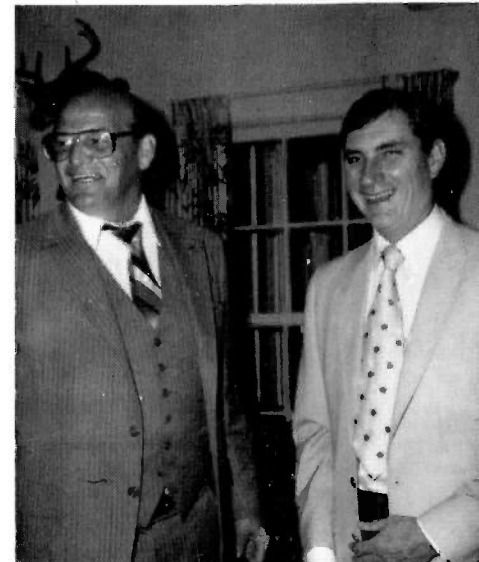
4X Club

The Monthly Management Club had some interesting guest speakers for their meetings at the Mueller Lodge.

In March, Ray Nitschke, former All-Pro linebacker of the Green Bay Packers, told of many "war" stories during his football career. His football anecdotes on numerous well known players often had the audience in stitches. He was also able to show us one of his numerous Superbowl rings.

In April, Professional fisherman Dick Kaminski and his sons presented many fishing tips to the 4X group. Dick runs a fishing resort, authors a fishing publication, and competes in many fishing tournaments. One of his boys holds the world record with a 44 lb., 7 oz. Muskie.

Lou Henson, University of Illinois Head Basketball Coach, was the guest speaker for May. He assessed the returning talent for the 1982-83 basketball season. He also had comments on the superb Freshman crop recruited for the upcoming season.



Ray Nitschke with Ed Powers, Mueller President.

Mueller Golf League

The 1982 Mueller golf league began in early May and has over 60 participants. League play takes place on Tuesday evenings with the lucky golfers receiving prizes. Two tournaments are scheduled this year:

Mid-Season Tournament at Taylorville - 6/19/82
Mueller Playday at Scovill - 8/14/82

Safety Awards

Year-to-date in 1982 Decatur is showing the rest of the company that we don't have to take a back seat to the other Mueller locations in safety. We have made great strides which is a result of everyone's effort and attention to our on-the-job safety performance. We still have room for improvement but we are heading in the right direction. In March the following awards were given.

- 19" Color T.V. - Ben Berner, Doyle Talley
- Microwave Oven - Larry Donaldson, Phil Wiseman
- Stereo - Wayne Nicholls, Rhett Horn, Robert Wiley
- Intellivision - Paul Lieb
- Coleman Lantern - John Ossowski, Gary Bordner, Gary Hopkins, Robert Cole
- Coleman Heater - Teddy Bean, Henry Yuetten, Jr., Glenn Bieber, Bob Jesse
- Emergency Kit - Rosetta Willis, Dominick Cortese, Bob Durham, Steve Dunn, Earl Wood, David Salogga, Bennett Wilkins, Rusty Wright
- Smoke Detector - Robert McCoy, James Spain, Ben Willhouse, Robert Pope, James Adkins, Jr., Pat Mitchell, Mike Ramsey, Henry Austin
- Fire Extinguisher - Lloyd Bruns, Floyd Erlenbusch, Ken Moore, Don Page, Ben Housh, Ed Bonner, Charlie Snoke, Byron Winn

The next safety drawing is scheduled for early June.



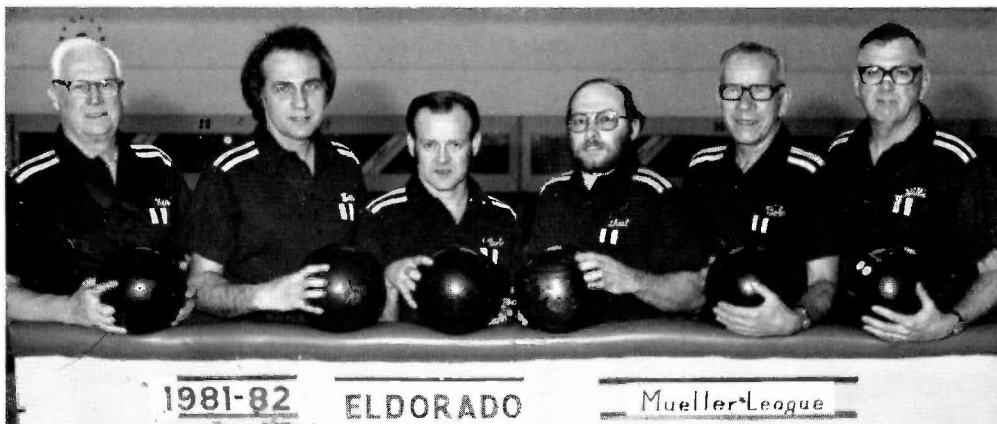
Brrrr...

On February 20th, Bob Wedow, Mueller Sales Representative, finished third (3rd) in his class at Annandale 150 Cross Country Snowmobile Race located in Annandale, Minnesota. Bob had a time of 3 hours and 15 minutes for the 150 mile race.



Holidays

July 5 - Independence Day
September 6 - Labor Day



Pictured are members of the winning team "Specialty Division" (left to right) Kenny Jones, Tom McGeorge, Bob Nash, Skeet White, Bob Salogga and Willie Erlenbusch.



Mary Jones, captain of the winning "Mueller Magic" team is shown with Forrest Baum (left), and Ed Powers, President.

Bowling Results

The Thursday evening Mueller bowling league completed its season on April 22nd. This year's league had 10 teams and 63 participants. The winning team was the "Specialty Division" consisting of Kenny Jones, Tom McGeorge, Bob Nash, Skeet White, Bob Salogga, and Willie Erlenbusch. The "Foundry" team and "Foundry Rats" put up a good fight. . .losing by 1/2 game and 1 game respectively. Other results are as follows:

High Average:
Bob Henderson - 184
Skeet White - 183
Ron Clutter - 182

High Game:
Tom McGeorge - 259
Joe Keck - 258
Floyd Curry - 257

High Series:
Tom McGeorge - 662
Bill Henneman - 658
Paul Funk - 649

Most Improved: Bob Henderson

Mueller also sponsored two womens teams in the Sunset League at the Eldorado Bowl. The "Mueller Magic" captained by Mary Jones took 1st place, other members of the team were: Cubby Thompson, Debbie Carson, Bernice Turnbo, Francine Sain, Ruby Winters. The "Mueller Firecrackers" had less success finishing lower in the standings.

Service Awards

March, April, May

TEN YEARS
Lester Patterson
Kenneth V. Jones
Tilman Coleman
David Andrews
Dorothy Jones
Sally Severe
Nancy Scherer
Tony Blackford
Fred Stroyeck
John L. Payton
Cliff Faber
Bill Koester
Don Stewart

TWENTY YEARS

Betty Roe
Mary Easterling
Larry Lourash
John Morrison
Pauline Chubb

TWENTY-FIVE YEARS

Harold Small
Harold McLaughlin
Art Hoehn
Vernon Brunner

DECATUR CORPORATE RETIREMENTS:

Charlie Freeman - 24 years
Eugene McKinney - 22 years

Trophies for Mueller Company's JA Group

The Junior Achievement Group sponsored by Mueller Co. in Decatur received the Company of the Year Award for 1981-82 at the Annual JA Awards Ceremony in April. The Mueller sponsored company, Handicraft Enterprises, also received the trophy for achieving the highest sales among Junior Achievement companies in the Decatur area. The students manufactured copper wind chimes; sales figures exceeded \$5500.



Handicraft Enterprises President Lisa Ballinger, Macon High School, presenting the two prestigious trophies to Mueller Co. President Ed Powers.

What's Good About Mueller

(Continued from Page 1)

Mueller's a time-honored institution that hires quality people to build a quality product. It believes in the old adage of "a fair day's work for a fair day's pay." It places a high priority on ability and rewards high achievers through the incentive pay system — can't argue with that. This particular year Mueller is celebrating its one hundred and twenty-fifth anniversary. And that's outstanding.

Mueller's been in Chattanooga a long time too, since 1933 to be specific. They've stayed because they realize that right here in southeastern Tennessee the labor market is as capable and resourceful as they'll find anywhere. It's on this kind of sincere work force dedication today that foundations for the future growth of tomorrow are built. We never want to lose that.

And lastly, we work here because we know that if and when we put in twenty or thirty years of competent performance, that we'll have earned the retirement package that will support us in our declining years. Good performance will be rewarded with good benefits.

There's not much more to say. Effort, ability, results. . . rewards. That's what it's all about. That's why we're here. What else is there?



Junior Achievement advisors from Mueller Co. in Decatur: David Drescher, Financial Advisor; Norma Enloe, Executive Advisor; Del Bagenski, Production Manager.

Your Social Security Earnings Record

When your job is covered by Social Security, a copy of your earnings record is sent every year to the Social Security headquarters in Baltimore, and the amounts are added to your record by computer.

You can obtain a summary of your earnings statement simply by writing to the Social Security Administration. . . the form below will help you get started.

Your earning record is very important. When you or your family applies for benefits some day, your earnings record will be checked to see (1) if you worked long enough for benefits to be payable and (2) how much the monthly benefit will be.

The earnings statement you receive is a summary of the information in your earnings record. It is **not** a formal determination of your benefit rights. Your eligibility for benefits and the actual amount of your monthly payment can be decided only after you have filed an application.

Your 1980 and 1981 earnings may **not** be shown on the statement. Most earnings are reported

annually, after the end of the year. Because of this and because of the time it takes to credit all the earnings reports to individual records, your 1980 earnings may not be shown on your record until later this year. Your 1981 earnings may not be shown until sometime in 1983.

Wages were not covered for Social Security purposes until 1937, so no earnings prior to that time are shown. And no earnings for self-employment can be credited before 1951.

You can also request an estimate of your retirement benefit at age 65. The estimate is based **only on the earnings now shown on your earnings record**, so it may be lower than what you will actually receive at 65. All your earnings covered under Social Security, up to the time you apply for benefits, will be considered in figuring the amount of your retirement benefit. If you have additional earnings covered by Social Security between now and the time you retire, your monthly payment probably will be higher than what is estimated.

After you retire, your Social Security payment will automatically increase as the cost of living rises.

To: Social Security Administration
P.O. Box 57
Baltimore, MD 21203

Dear Sirs:

Please send a statement of the amount of earnings recorded in my Social Security account. Also, I would like an estimate of my retirement benefits at age 65.

Thank you.

Name _____

Address _____

City _____ State _____ Zip _____

Social Security Number _____

Date of Birth _____

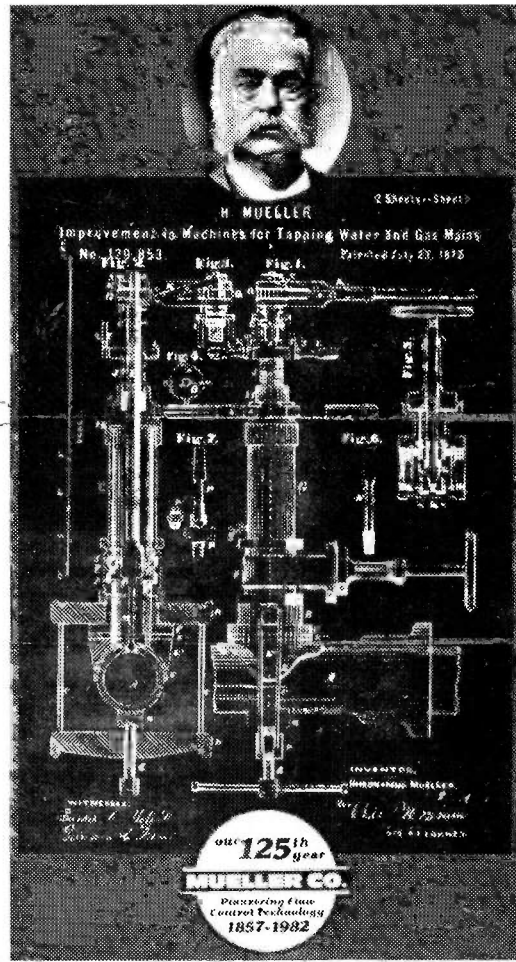
Signature _____

Mueller Co.'s 125th Year

One hundred twenty-five years is a long time, especially as far as manufacturing companies are concerned.

Mueller Co. has been in the flow control business since 1857 and celebrates its 125th anniversary this year.

The pride in workmanship and quality that began in 1857 with Heironymus Mueller's first efforts is evident in every plant and office at the Mueller Co. today. One hundred and twenty-five years represents many lifetimes of service and achievements in the water and gas industries. Every Mueller Co. employee is a part of this achievement, and his or her accomplishments are all part of our company's fine history.



MUELLER CO.

DECATUR, ILL. 62525

MAIN OFFICE — Decatur, IL (217) 423-4471
 CANADA — Mueller, Limited, Sarnia Ontario (519) 344-1195
 DISTRICT SALES OFFICES — Atlanta, GA (404) 256-2340,
 Avon, CN (203) 674-0863, Dallas, TX (214) 934-1137,
 Elgin, IL (312) 931-1970, Irvine, CA (714) 556-2230

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