

# THE Pipeline REPORTER

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

JUNE 1983

## SCHOLARSHIPS GIVEN

Mueller Co. has announced the winners for the 1983 \$1,000 college scholarship awards. 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.

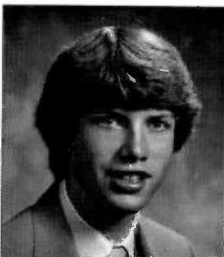
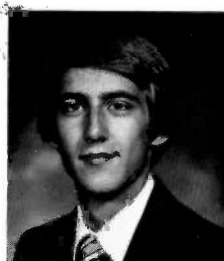
Michael J. Fisher is the scholarship winner from Decatur. His mother, Dixie Bergfield, is an Inventory Control Clerk in the Cost Accounting Department at the Decatur manufacturing plant. Michael graduated from Stephen Decatur High School where he was a member of the National Honor Society, a member of the Jazz & Symphonic bands, and a member of the Observer school newspaper staff, and the Spanish Club. He is also currently a Life Scout working on his Eagle award. Michael plans to attend the University of Illinois in Champaign, majoring in Computer Science through the School of Engineering.

Another scholarship was awarded to Michael Hawkey, son of Loyd Hawkey, Corporate Manager - Personnel at headquarters. Michael graduated from Taylorville High School where he was an Illinois State Scholar and a member of the National Honor Society, and was active in the jazz band, marching band, and orchestra. He plans to major in Computer Science Engineering at the Rose-Hulman Institute of Technology in Terre Haute, Indiana.

Another winner is Tinya Wagoner of Dousman, Wisconsin. She graduated from Kettle Moraine High School in Wales, Wisconsin. She was a member of the National Honor Society, Spanish Club, Honor Society, yearbook staff, and played on the Varsity Tennis Team. Tinya also was a student representative on the Board of Directors of Hawks Inn Historical Society and was on the Editorial Committee for Humanities Magazine. She served as a representative to Badger Girls State through the American Legion. She plans to attend St. Norbert College in DePere, Wisconsin and major in International Business. Tinya is the daughter of Mr. and Mrs. James Wagoner. Jim is a Mueller Sales Representative - Water Products.

Charles A. Chappell from Chattanooga, Tennessee was also awarded a Mueller scholarship. He is the son of Charlie E. Chappell who is an automatic molding machine operator at the Chattanooga plant. Mr. Chappell has been with Mueller Co. since 1962. Charles graduated from Brainerd High School where he was involved in academic clubs and school activities. He is a member of his church choir. Charles plans to attend the University of

(Continued on Page 2)



Those receiving scholarships are top left Michael J. Fisher, top right Michael Hawkey, middle left Tinya Wagoner, middle right Charles A. Chappell, and bottom right Daniel W. Gibbon.

## MATCHING GIFT INCREASED

Mueller Co. has increased the maximum limit on the Educational Matching Gift Program from \$1,000 annually to \$2,500 annually. This was announced after the April 29, 1983 Board of Directors meeting.

The program was established to encourage Mueller Co. employees to make charitable contributions to educational institutions. With college costs rising and financial aid decreasing, private contributions have become a necessary part of a college student's chance to graduate from college.

A matching gift form can be obtained from Personnel Departments at all the Mueller Co. plants and should be sent along with a check to the Secretary-Treasurers of Mueller Co., Decatur, Illinois. Mueller will send a check with an amount equal to that of the original donation. For more information on the Matching Gift Program, contact the Personnel Department.

## Interview With Al Van Steenlandt Mueller Co. International Marketing Manager

*He's speaking on the phone in a language I can't understand, to a man in Holland. I hear the words "machine" and "direct from Chicago", "a week or so, okay?" He looks at a huge map of the world on the wall of his office as he speaks.*

Al Van Steenlandt is Mueller Co.'s International Marketing Manager. He travels all over the world, taking Mueller products into nearly every country.

In a recent interview, Al discussed Mueller Co.'s efforts overseas. He has been with the company since last October, and has been active in the field of international marketing for over 15 years. A native of Belgium, he has lived in the U.S. for twenty years.

**Question:** How would you describe the world market today?

**Van Steenlandt:** Selling American products abroad is not as easy today as it was in the period right after World War II. Mature industries have developed in areas where 30 years ago only American-made products were available. It is our job to be aggressive and flexible enough to compete with these local industries. Right now the Middle East is a good market for us. Any developing country needs the kind of products Mueller is best at making. For example, most people will remember the large shipment of core products we made recently to Syria for a new water distribution system in Damascus.

**Question:** What can this mean for the Mueller Company?

**Van Steenlandt:** First, let me give you an idea of what the size of the world market is in people compared to the U.S., because actually, people buy our products. When you take Canada and the U.S. together, there are



about 250 million people in approx. 7,000,000 square miles. In Europe, North-Africa and the Middle East there are 635 million people in an area a little smaller. The Far East and Australia have 1.2 billion people. These countries contain almost ten times the population of the U.S., so you can see the market is big, ten times as big if people were the only measurement.

(Continued on Page 2)

# Al Van Steenlandt

(Continued from Page 1)

**Question:** What are the procedures for selling to this world market?

**Van Steenlandt:** Our goals are to systematically and professionally increase our coverage of markets all over the world. We are working to develop quick access to our potential customers and representatives wherever they are.

We want to see as many of our customers as often as we can. Business is done by people, people buy from people. The better they know us, the more they will trust us to provide the products they need.

We have hundreds of contacts literally everywhere, from Mexico to Manila. Right now there are 45 representatives of Mueller products overseas. Besides that, we work with about 100 U.S. exporters who know us and know what we can do.

We are also working to sell them products for all of the areas in which Mueller is involved. With Mueller's recent company acquisitions, we now manufacture for five distinctly different markets. We want contacts in countries overseas for each of these markets.

Another of our goals has been to centralize communications for these markets. All of our overseas efforts converge in our Decatur office, and we handle everything from here.

**Question:** How are operations in this department unusual?

**Van Steenlandt:** Each country is different, so each transaction has special circumstances of its own. The overseas customers generally pay us by letter or credit, ultimately through an American bank, which is not the usual form of payment for a U.S. customer. Overseas customers routinely require a great deal of documentation for ordering; shipping, receiving,

**Pictured from left to right are Tom Bridges, Adele McDonald, and Maggie McLaughlin of the International Department.**



and insurance. Scheduling of transportation is also very important.

There is a time lag to be dealt with because of these procedures and because of distances. We can't even use the phone like we do with domestic customers. For example, during our office hours it's nighttime in most of the rest of the world.

**Question:** How can Mueller employees help sell overseas?

**Van Steenlandt:** The key word that I would like to have people understand is that we need flexibility. We have to be able to adapt to the changing economy.

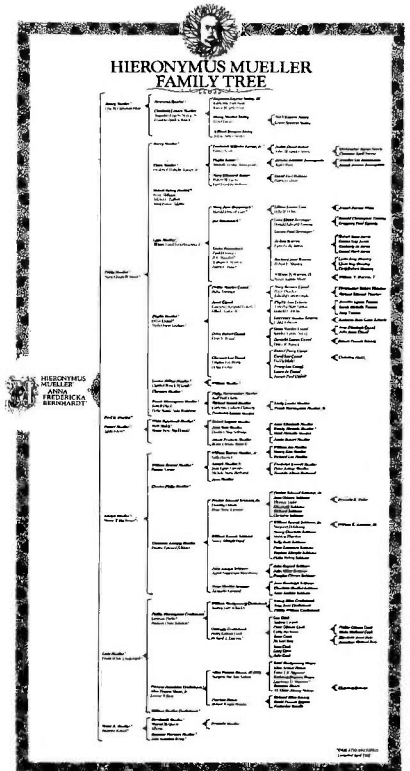
Our products are good quality, the market is immense, and the competition is flexible and increasing all the time. We all need to work hard to adapt in order to take advantage of our market potential.

Mueller's International Department at corporate headquarters in Decatur is staffed by four full-time employees in the office. Adele McDonald is Office Manager, Maggie McLaughlin is Forwarding and Order Correspondent, and Kathy Potter is Secretary.

Tom Bridges joined the department last year in the newly created position of International Products Specialist. He works directly with out-of-the-country customers who contact Mueller headquarters with orders or requests for bids. He coordinates the company's response to the customers and involves other Mueller departments such as engineering in the process of responding. Tom has worked in the domestic sales department for 4 years and has been a Mueller employee for 15 years.

Helmut Biller is another member of the International Department who is area Sales Manager for the Far East. He will soon relocate to California. In addition we are interviewing now for two additional area managers to cover Latin America, Europe and the Middle East.

# Mueller Family Tree



When members of the Mueller family came to Decatur this year to attend the company's Annual Meeting, they were presented with a very special gift. About 40 copies of a Mueller family tree were given at the April 28 gathering.

The family tree charts were developed by Mary Ann Broske, secretary to President Ed Powers. She wrote dozens of letters in order to complete the data for the project. Printed on oversized parchment paper, the charts detail five generations of descendants of Mueller Co. founder, Hieronymus Mueller.

# Scholarships

(Continued from Page 1)

Tennessee in Knoxville where he will study Electrical Engineering.

Daniel W. Gibbon is a winner from Zelenople, Pa. A 1983 graduate of Seneca Valley High School, he will attend the University of Pittsburgh at Johnstown. His major fields of interest for college are pre-law and mathematics. While in high school Dan was awarded the Pennsylvania Scholastic Certificate of Merit for scores on PSAT and SAT tests. He lettered in his junior and senior years at Seneca in basketball and track. The senior Dan Gibbon has been with the Leopold Company since 1972, which is now a Mueller Co. subsidiary. He is Leopold Regional Sales Manager.

# Strictly Personal

NEWS ABOUT MUELLER CO. EMPLOYEES AND THEIR FAMILIES

DECATUR

JUNE 1983

## A Message From The Plant Manager...

### "PROGRESS" REPORT...

#### ...Brass Foundry Modernization Project

On June 1, 1983, the new Hunter Complex will be officially placed into production and it will mark the culmination of Phase 2 of the three phase Brass Foundry Modernization Project.

Back in 1981, the "3" phased Brass Foundry Modernization project was begun with a threefold purpose:

**First** — comply with all federal and state environmental regulations.

**Second** — lower our manufacturing costs.

**Third** — reduce the physical effort required to produce castings.

By May of 1982, the majority of Phase 1 was completed. This was the phase that dealt with improving environmental conditions to comply with future federal and state regulations and reduce the dependence upon personal protective equipment worn by the employees working in Brass and Iron foundries. We began by erecting partitions to contain the lead fumes in the Brass foundry; then additional exhaust systems were installed, and finally fresh air make-up units were added to replenish the exhausted air. A dry concentrator also was purchased and installed. The remaining pieces are presently being added with fresh air for the sorting area, larger fans for the remainder of the train hoods and a larger exhaust system for the concentrator room.

Recently, two visitors from Chattanooga commented during a tour of Plant 4 on how much cleaner the air in our foundry was, and how much improved the overall appearance of our foundry was from the way that they had remembered it. It is comments like these from visitors, coupled with the comments I receive from employees who have worked in the Decatur Plant's foundries for more than 30 years, that make me proud of the progress that Plant 4 has made in the past two years. (In fact, I believe this progress is dramatically displayed in the growing safety-conscious attitude at Plant 4 that has resulted in a record "9" consecutive months without a lost time injury and continuing!)

Phase 2 of the project is the new Hunter Complex. This is a self-contained automatic molding complex that consists of an automatic molding machine, automatic pouring furnace, and sand and casting handling systems. Ground was broken in November of 1982 and the first run of experimental molds was poured during the last week of April, 1983. The Hunter Complex will initially be staffed with a furnace operator, a molding machine operator, and core setter, and can produce up to 400 molds per hour. The Hunter will increase our ability to compete in the market place, by lowering the unit price of the castings produced on it, which will eventually lead to increased business for the Decatur plants.

The third phase of the Brass Foundry Modernization project involves the re-routing of the pouring train in conjunction with the installation of mold handling equipment for the existing BMM automatic molding machine. The mold handling system for the BMM will reduce the physical efforts required to produce castings and thereby improve the safety and efficiency of the BMM. Also the re-routing of the pouring train will significantly reduce the number of pouring stations, therefore reducing the amount of lead fumes in the air further improving the environmental conditions.

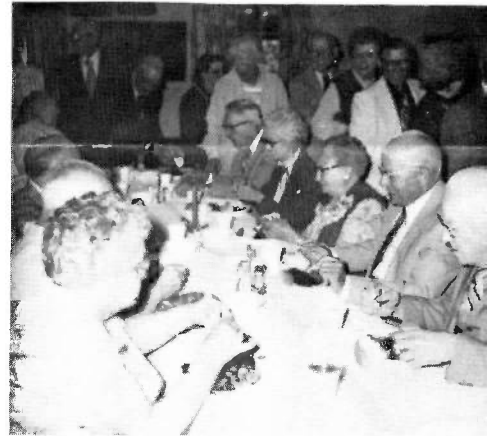
The Brass Foundry Modernization project was awarded to the Decatur Plant because of our past record of producing quality castings at an economic cost to the customer, thereby providing the owners of Mueller Co. with an adequate return on their investment in the Decatur Plant. The improvements and advancements afforded us as a result of the Modernization Project will allow us to continue to compete and **improve upon** our past performances. I would like to thank everyone involved

in the project, especially Jim Hosto, Lee Best and John Milliman who teamed together to head-up the project, and the people of Plant 4 who have held up so well to all the minor inconveniences and still have maintained an excellent safety record.

We must keep up the good work in the remaining months of the project and continue to strive for the excellence that has been the trade mark of Mueller Co. products for the last 125 years.

Thank you,  
Gene Hullinger

## Annual Retirees Luncheon



The annual retirees luncheon was held at the Mueller Lodge on Thursday, May 12. Over 150 retirees and their spouses attended the affair hosted and addressed by Mueller President, Ed Powers.



Retiree Earl Lowe presented Mr. Powers with a plaque of appreciation from the group.

## Plaque Presented



Pictured above is Plant Manager, Gene Hullinger, receiving an appreciation plaque from Steve Holsapple and Tom McGeorge. The plaque is inscribed as follows: "Mueller Co.; In appreciation of donations and services given to the A.I.W. organization in 1982."

# Service Awards

MARCH, APRIL, & MAY



Norville "Burt" Fenton  
25 years



Mary Ann Broske  
25 years



Forrest Baum  
30 years



Homer F. Hooker  
40 years



Luis Gordillo  
30 years



Robert Nelson  
30 years



Paul D. Bollhorst  
30 years

**10 years**  
Gary Lee Bordner  
Daniel Barnett  
Geoffrey Kreuger  
Clifton Clark  
Eddie Ray Brown  
Walter Watson  
Bradley Emery  
James W. Hackert  
David Berner

**20 years**  
Jimmy McDermith  
James Poling  
Norma Wellwood  
Ronald Chaney  
Noble Syfert



Pictured are left to right: (Top Row (Dave Morris, Tim Logman, Cliff Faber. (Middle Row): Gayle Rotz, Norma Enloe, Pat Stewart, Martha Steele. (Bottom Row): Bill Lindgren, Dave Drescher, Terry Berra, Greg Coleman. Members not present when picture was taken: Barry Phipps, Margie Mundy, Phil Tucker, Bruce Rounds, Don Lindstrom, Kevin Smith, John Fawcett, Joe Dagne, Irv Campbell, Fred Stroyeck.

## Racquetball League Holds Awards Party

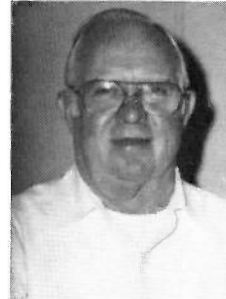
The Mueller Racquetball League held an Awards Party at the Mueller Lodge on April 15. First Place awards went to: David Drescher - B League, Terry Berra - C League. Second Place awards went to: John Fawcett - B League, Barry Phipps - C League.

# Retirements

MARCH, APRIL, MAY



Earl Collins  
April 29  
43+ years



Charles Taylor  
April 29  
36+ years



Homer Hooker  
May 31  
40+ years



Dale Mathes  
April 20  
35+ years



Laura-Nell Sims  
March 31  
21+ years

## Mueller Bowling League Results



The Thursday evening Mueller bowling league ended their regular season on April 28th. The men's league was made up of 10 teams and 66 participants. Ben Jones, Morey Sefton, Bob Henderson, Verlyn Burnett, Galen Jenkins, and Larry Warfield made up the winning team of "The Industrial Engineers". The high average bowler was Verlyn Burnett (186), closely followed by E. White and T. McGeorge (185). The high single game was a 279 by Tom McGeorge with Bob Green being the most improved bowler.

There was also a team of women bowlers who participated in the Sunset League on Thursday nights at the Eldorado Bowl. Results were not available at press time.

## Golf League Gets Underway

The 1983 golf league got off to its usual wet start on May 5, 1983 with a rain date. However this years activities appear to be as well received as in past years. There are 64 participants signed up to tackle Scovill Golf course on a weekly basis (no easy task) with two tournaments scheduled. Tentative plans call for a "Mid-season" tourney at the Taylorville Lake Shore Golf course on June 11th and a year end "Mueller Play Day" scheduled for August 13th. Prizes are awarded at all events, culminated by a party at the Mueller Lodge on the play day.

## Mueller Milers Keep On Plugging



The Mueller Milers running team was unveiled at the recent Sage City 10K (6.2 miles) race held in Monticello, Illinois on April 30, 1983. Members of the team are (kneeling left to right) Martha Steele, Shawn Pulford, Bill Lindgren; (standing left to right) Dave Drescher, Mike Heneghan, Carl Floren, and Kevin Smith. If anyone is interested in participating with the team please call Shawn Pulford, extension #206.

# SPOTLIGHT ON CLINTON

Clinton, South Carolina, home of Mueller's butterfly valve plant, is considered to be a model of the rapidly growing "New South". Known for its moderate climate and central location, Clinton combines the "Old World South" with a modern system of industry and transportation.

In 1809, the original Clinton settlement was known as "Holland". It soon became known as Clinton, named after the State Representative Henry Clinton Young. The settlement was located at the intersection of five roads. One road led to Laurens, the county seat; one led to the east to Newberry; one to the south leading to Saluda and Augusta; and two to the north to Musgrave Mills, associated with the British patriot Mary Musgrave, and to Hanston Church.

Clinton has evolved a great deal in the last 175 years, from an agricultural town with a growing season of 222 days to an industrial town. The county, Laurens, has a population today of 52,000. Modern industrial plants churn out cotton and rayon products, carpet yarns, butterfly valves, bearings, glass containers, ceramics and garments, side-by-side with hundreds of acres of soybeans that yielded some \$3.4 million in revenue for area farmers in 1980. The small shops that surround town squares in Clinton and the county seat complement newer black-topped malls and shopping centers located near the outskirts of the county's largest communities.

Laurens county has retained much of its rural flavor in the rolling wooded hills of its northern section and in its gradually leveling southern pasture and farm land. Many parts of the county remain much as they have since early settlers first found Cherokee Indians inhabiting the area in the mid Eighteenth Century.

Recreational activities are abundant with a newly built YMCA to provide indoor swimming and other physical activities. The famous Blue Ridge Mountains are only a few hours away and South Carolina's sandy beaches are within 200 miles. Cultural events are sponsored by the



Downtown Clinton

Presbyterian College in Clinton as well as the Laurens County Arts Council and the Community Concert Association.

Citizens of Clinton enjoy a quality of life that is a mixture of the old fashioned and the progressive. As Ron Mensik, Mueller Plant Manager, stated in the Clinton Strictly Personal section of this issue: "The particular facility we work in is a state-of-the-art metal cutting facility. The equipment we use to perform our jobs each day is some of the most modern technology in the world today. When selecting our site for the manufacture of this product, one of the primary considerations was the availability of people to perform at the skill level necessitated by this equipment. It was our honest evaluation that the people of Laurens County offered the requisite base upon which these skills could be developed. We furthermore judged that the state of South Carolina was making investments in terms of developing its educational and training programs to provide people in the state with the opportunity to develop those skills. Because of this evaluation, and, obviously, other factors, such as transportation, costs, business climate in the state, cost of property, and a whole list of other elements considered when doing a site selection, it was our judgement that the Laurens County area was the perfect area to locate our business."

## What the Government Costs

Here is a rundown of what the government in our country costs us per year, according to the Kiplinger Washington Letter of February 11, 1983:

For a married man making \$20,000 a year, with a wife at home and two children, taking the standard deduction, here is what he pays:

\$1846 for income tax per year  
 \$1340 for Social Security  
 \$3186 total Federal contribution

Defense	\$92
Veterans	96
Foreign aid, etc.	51
Science & space	32
Energy	13
Natural resources	39
Agriculture	45
Commerce & housing	13
Transportation	96
Community development	25
Education, jobs, social services	96
Health	341
Income support programs such as pensions, food stamps, Social Security	1060
Justice	19
General gov't.	25
Revenue sharing, etc.	25
Interest (net) on debt	389
Congress	5
White House	.40

## Personnel Changes

### Harold V. Hassebrock

Harold V. Hassebrock has been named Corporate Materials Manager at Mueller Co. in an announcement made recently by Fred C. Ausnehmer, Mueller Vice President of Operations. In this newly created position Hassebrock is responsible for co-ordination of production and inventory control, purchasing and traffic functions at all Mueller plant locations.

Hassebrock transferred from the Mueller Co.'s Albertville plant where he served as Plant Materials Manager and Production Superintendent. He originally worked for Mueller Co. in the California plant and has worked in the Foundry Division of the Gardner Denver Corporation in Pryor, Oklahoma.

Hassebrock grew up in Fullerton, California and attended Fullerton Community College and California State University at Fullerton.



### George Hrubecky

George Hrubecky has been transferred to Superior Stainless, Inc. in Delavan, Wisconsin as Vice President - Finance.

Hrubecky has been with Mueller Co. since August, 1964, having joined the company after receiving a degree in Engineering from the University of Wisconsin and an M.B.A. from Purdue University. A native of Neenah, Wisconsin, he graduated from Neenah High School. While in Decatur he has worked in many capacities with the Lincoln Trails Council of the Boy Scouts of America, and currently serves on their Executive Board.

Hrubecky has held a number of key positions within the company, including Plant Controller, Corporate Planning Manager, and Corporate Director of Data Processing.

Superior Stainless, Inc. became a subsidiary of the Mueller Co. December 1, 1982. The Delavan Company manufactures specialized flow control devices and systems for the dairy, food processing, beverage and pharmaceutical industries.



# Summary Annual Report Mueller Group Benefits Plan Year Ending September 30, 1982

This is a summary of the annual report of the Mueller Co. Group Benefits Plan, EIN 37-0431610 for 10-1-81 to 9-30-82. The annual report has been filed with the Internal Revenue Service, as required under the Employee Retirement Income Security Act of 1974 (ERISA).

Mueller Co. has committed itself to pay the medical, dental and accident and sickness claims incurred under the terms of the plan.

## RECEIPTS:

Payments by Mueller Co. ....\$3,600,517

## DISBURSEMENTS:

Payments for Benefits:

Weekly Indemnity Payments .....\$ 198,337  
 Doctors, Hospitals and Other Medical Costs .....3,086,479  
 Total Benefits Paid ..... 3,284,816  
 Insurance Premiums Paid to Republic National Life Insurance Co.  
 or Life and Accidental Death and Dismemberment Coverages .....243,129  
 Service Fee to Kelly & Associates .....72,572  
 Total Disbursements .....\$3,600,517

Balance Sheet as of September 30, 1982

ASSETS: None

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

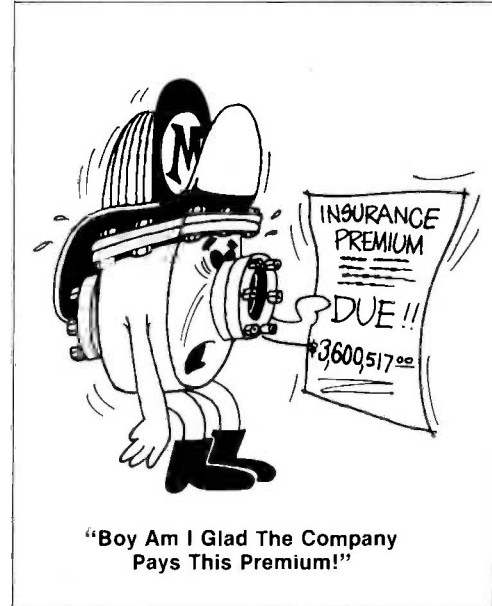
Life and accidental death and dismemberment benefits are insured with Republic National Life Insurance Company.

## LIABILITIES

The only liabilities are the amounts for claims in process and which were incurred prior to September 30, 1982.

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.



**MUELLER CO.**

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