

# THE Pipeline REPORTER

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

DECEMBER 1983

## **A Look Inside:**

## **MATERIALS MANAGEMENT**

"The goal of our system of Materials Management is to provide on-schedule delivery of products to the customer through effective use of our assets."

"These assets are human resources, manufacturing facilities, and inventory. We work to create manufacturing efficiencies — more productivity for less cost. And our tools include some of the finest computer systems in the world."

As Harold Hassebrock describes his work he uses broad gestures, using his hands to show a wide area to be covered, an overview, a giant system.

His job as Corporate Materials Manager is to coordinate production and inventory control, purchasing and traffic functions for all Mueller plant locations. This job takes him out of his office at corporate headquarters in Decatur about 60% of the time. He works directly with the materials managers in each plant, and with the production and inventory supervisors and purchasing and traffic managers. Every day he works to implement and adapt the materials management plans and systems developed with the Mueller MIS (computer) division, to maximize the company's manufacturing efficiency.

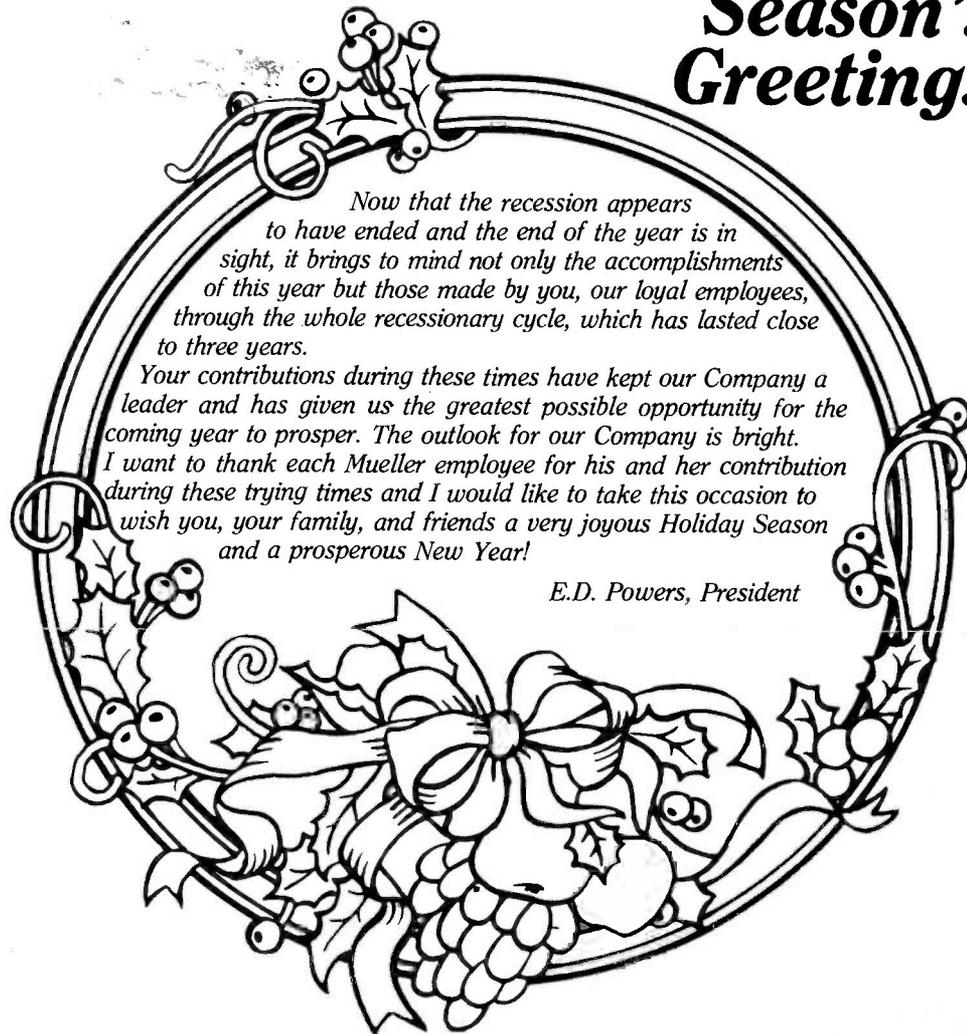
Harold explains that materials management begins with a marketing plan — what the company wants to sell. An inventory plan — what is needed — is developed from this. What to produce — the manufacturing plan — comes next, then purchasing and transportation and warehousing. These plans are all developed with long-range coordination for all operations. They are implemented through the materials managers in each plant.

Harold served as Materials Manager at the Albertville plant before establishing the corporate office this spring. At present, the Materials Manager position in Albertville is vacant. Bob Cunningham holds the position in Chattanooga; he was formerly cost supervisor there. Joel Detweiler has come to materials management at the Decatur plant from a similar position with Jacussi. Dave Orr holds the job in Canada and Tom Rader "runs the show" in Clinton, Harold says.

Specific MIS systems are the basis for the management of materials. The MRP system is

(Continued on page 3)

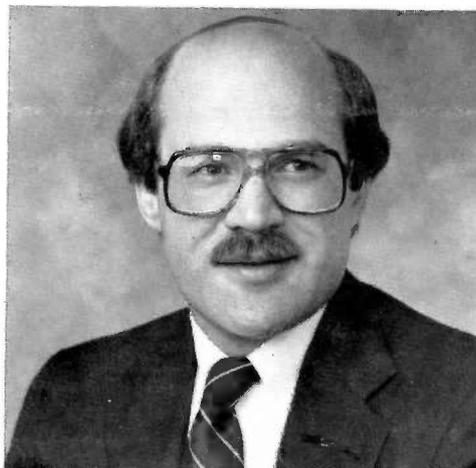
## **Season's Greetings**



*Now that the recession appears to have ended and the end of the year is in sight, it brings to mind not only the accomplishments of this year but those made by you, our loyal employees, through the whole recessionary cycle, which has lasted close to three years.*

*Your contributions during these times have kept our Company a leader and has given us the greatest possible opportunity for the coming year to prosper. The outlook for our Company is bright. I want to thank each Mueller employee for his and her contribution during these trying times and I would like to take this occasion to wish you, your family, and friends a very joyous Holiday Season and a prosperous New Year!*

*E.D. Powers, President*



John A. Helfrich

## **Helfrich New Vice President**

John A. Helfrich has been named Vice President-Personnel and Industrial Relations for Mueller Co.

Mr. Helfrich comes to Mueller from Rockwell International where he was Director of Personnel for the Telecommunications Group in Dallas, Texas. Prior to Rockwell, he was Director of Personnel for the Newport News Shipbuilding Division of Tenneco, Inc.

Mr. Helfrich holds a B.S. Degree and a Masters in Labor and Industrial Relations from the University of Illinois. He replaces Stanley J. Bogaczyk who was appointed President of Superior Stainless, Inc., Delavan, Wisconsin, a subsidiary of Mueller Co. in March, 1983.



David A. Read



David C. Bagby

## Personnel Changes

David A. Read has been appointed to the position of Vice President-Marketing & Sales for Mueller Limited.

Mr. Read comes to Mueller from KSM Canada Ltd. in Rexdale, Ontario, where he was National Sales & Marketing Manager for this steel fabricating company. He has an M.B.A. degree with a major in marketing and comes to us well qualified for this position.

David C. Bagby has been appointed Vice President-Finance for the Leopold Company, a subsidiary of the Mueller Co. located in Zelienople, Pa.

Mr. Bagby has served as Controller at the Mueller Plant in Clinton, S.C. for two years. Prior to that he was Manager of Cost Accounting at the Mueller headquarters in Decatur, Illinois.

## Time to Apply for Scholarships

Mueller Co. will again in 1984 award six \$1000 college scholarships among applicants who are sons or daughters of Mueller employees. Five scholarships will be awarded in the U.S. and one in Canada.

In addition, special achievement awards of \$100 will be made to those scholarship recipients who attain grade point averages in the top 10% of their college classes each year.

Applications must be completed and returned to the Decatur Mueller Co. office by March 1, 1984 for the 1984 awards. Forms for application are available from all Mueller personnel offices.

Sons and daughters of all current Mueller full-time U.S. or Canadian employees, except Officers, Plant Managers, and Directors of Sales, may apply provided the parent has completed one year of continued services as of April 1, 1984. Applicants must be part of the 1984 graduating class of an accredited high school or its equivalent. Winners will be chosen from a merit pool selected according to pre-college test scores.

Mail this form with check to:  
**COACHES CORNER**  
Fairview Plaza  
Decatur, IL 62522  
or Phone (217) 428-2326

# New Mueller Sportswear

Available to Mueller employees in all locations is a wide variety of Mueller-logo sportswear.



### NYLON WARMUP JACKET (kasha lined)

Navy, Maroon, or Black. Sizes YL-XXXL . \$17.50

### NYLON WARMUP JACKET (pile lined)

Navy, Maroon, or Black. Sizes YL-XXXL . \$25.00

### NYLON WARMUP JACKET (unlined)

Navy, Maroon, or Black. Sizes YL-XXXL . \$13.50

### V NECK SWEATER (soft orlon)

Navy, Maroon, or Grey. Sizes YL-XL . . . \$17.50

### V NECK SWEATSHIRT SWEATER

Navy, Maroon, or Grey. Sizes YL-XL . . . \$15.00

### HOODED SWEATSHIRT

Navy, Maroon, or Grey. Sizes YL-XL . . . \$16.00

### CREW NECK SWEATSHIRT

Navy, Maroon, or Grey. Sizes YL-XL . . . \$13.00

### SWEAT PANT

Navy, Maroon, or Grey. Sizes YL-XL . . . \$13.00

### CAP, MESH BACK

Red . . . . . \$2.65

### CAP, SOLID WINTER

Red . . . . . \$2.95

### T-SHIRT

Royal Blue, Maroon, Ox Grey.

Sizes Ys, Ym, YL, As, Am, Al, AXL . . . . . \$3.95

Sizes: Youth small 6-8, youth medium 10-12, youth large 14-16, adult small 34-36, adult medium 38-40, adult large 42-44, adult exlarge 46-48.

All have Mueller Co. logo embroidered except T-shirt which is silk screened.

#	QTY.	ITEM	COLOR	SIZE	COST

### SHIPPING CHARGES

- 1-5 items add \$1.50
- 6-11 items add \$2.00
- 12-23 items add \$2.50
- 24-49 items add \$3.50
- 50-100 items add \$5.00

### Total Cost

Add 5% Sales Tax

Shipping Charge

Total Amount

Ship Order To:

Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Signature \_\_\_\_\_

Check Enclosed     Visa # \_\_\_\_\_    Expiration Date \_\_\_\_\_

# Strictly Personal

DECATUR

NEWS ABOUT MUELLER CO. EMPLOYEES AND THEIR FAMILIES

DECEMBER 1983

## A Message From The Plant Manager...

### "1983 IN RETROSPECT"

After going through nearly two years of housing starts said to be the lowest since World War II, it appears the recovery is well underway. In mid-1983 our sales began to return to normal levels and the forecasts indicate that sales in 1984 will continue at a healthy pace. As you look at other businesses in Decatur, we can consider ourselves fortunate in that we have been able to expand our work force.

I would like to take a little of your time now to give you a retrospect of 1983 at the Decatur Plants . . .

- We started the year with a reduced workforce of approximately 580 active employees and 100 on lay-off. Around July we recalled all laid-off employees and by December 1st, we had 75 additional new hires on board to bring our current workforce to 755.

- Of course, the main reason for this activity was the upswing in business. Sales were poor during the first half of 1983 but began a strong recovery by July which is still with us today.

- We saw the first casting orders from Canada in 1983 and as most of the employees from Plant 4 know, the orders were considerably higher than were anticipated. This was good news for us in 1983 and will continue to be good news for the foreseeable future.

- A new Production/Inventory Control system, "COPICS", was installed in the warehouse and Department 20. 1984 will also bring this system to the other major production departments.

- The switch to a weekly payroll was completed in 1983.

- The first two phases of the Foundry Modernization program were completed in 1983 and the third phase will begin in early 1984. The new Hunter line is in operation and our competitive edge will improve as we increasingly utilize it to its maximum capacity.

- Obviously we experienced some start-up problems in the third quarter with all the changes and new faces at the Decatur Plants. But, working together, we had the majority of these problems under control by the beginning of the fourth quarter. That's a complete turnaround in just three months.

- Our Safety Program started 1983 on a high note after having the most successful year for Safety here in Decatur during 1982. In fact the first nine months of 1983 were record months, but we slipped backwards in

September and October with several small lost time injuries. We all need to get this program back on line in 1984 for our own Safety sake!

- The coming year does have the potential to be a very successful year for the Decatur Plants. Sales are still strong; Canadian orders are holding firm; the Foundry Modernization project and "COPICS" will be completed; new employees and recalls will be fully trained and acclimated to Mueller Co.; and the changes in our Safety Program should put us back on the right track.

With Christmas and the new year holidays just around the corner, it is the time of year when each of us reflect upon the year that was and look forward with renewed vigor to the coming year.

Each of us, as Mueller Co. employees, needs to set ambitious, yet, achievable goals for 1984 both at work and in our personal lives. I can assure you that I have set such goals for the Decatur Plants in 1984 and I will do everything within my control to insure success. I am asking each of you to take a long look at the many benefits that you have received as a result of your employment at Mueller Co. and the resulting income you have earned. What each of us has today, is in many ways the result of our employment with Mueller Co.

I want to wish you and your family a Safe and Joyful Christmas and New Year.

Thank you.

Gene Hullinger

## "On My Own Time"

Congratulations to two Mueller employees for entering art work in Decatur area's "On My Own Time" contest.

Brenda Buford, Department 60, entered two drawings called "Solitary Moments". They were awarded a Blue Ribbon and will be on display at the Kirkland Fine Arts Center in December.

Dave Kinney, Department 20, was also awarded a Blue Ribbon for his painting entitled "Green Eyes". In addition to being on display at the Kirkland Fine Arts Center in December "Green Eyes" has been chosen to be photographed for the Kirkland exhibit catalog.

## Racquetball League

Twenty-three employees are involved in this year's racquetball league. The league is divided into two separate competitive groups based on ability and experience. Beginners are welcome to join as they will be pitted against others of equal ability.

Whereas the 1st half of the season is well underway, newcomers are invited to join for the 2nd half beginning in late January. The league plays at the Decatur Fitness Center on Tuesday evenings at 5 and 5:30 p.m. Those interested should call Pat Stewart at Ext. 244.

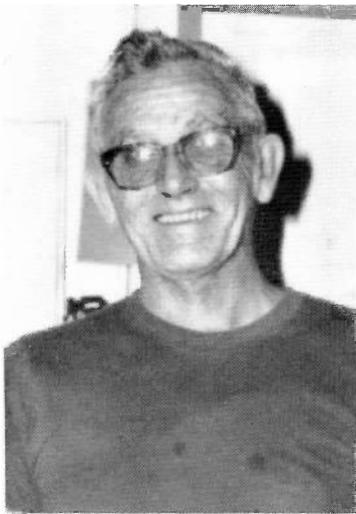


## 1983-84 UNITED WAY DRIVE

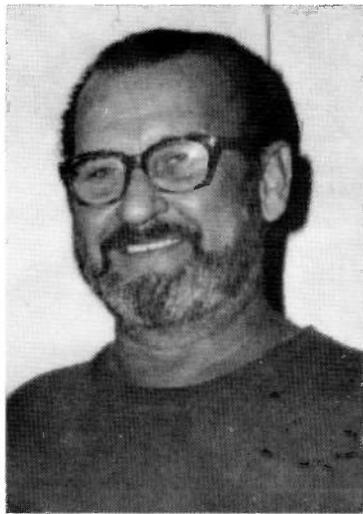
We "tip our hat" to all Decatur Mueller employees for their generosity during the October United Way drive. The total donations from Mueller employees were over \$46,000. This was nearly a \$10,000 increase over the previous record year in 1982...a 27.6% increase!! As you can see from the data below, we did better in all areas of the program.

### DECATUR MUELLER UNITED WAY CAMPAIGN HISTORY

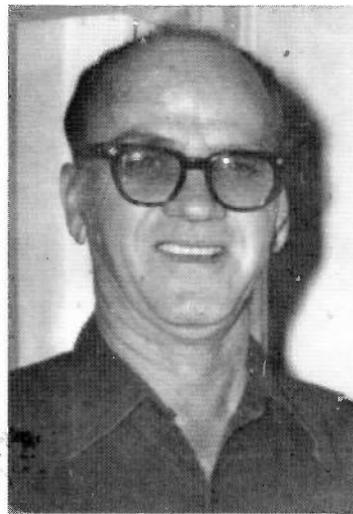
	1979	1980	1981	1982	1983
Employees giving	614	523	525	488	600
Employees not giving	289	307	265	207	222
Total employees	903	830	790	665	833
Total gift	\$32,991	\$31,381	\$35,017	\$36,123	\$46,000
Average gift	\$53.73	\$60.00	\$66.70	\$74.00	\$75.00
PERCENT GIVING	68%	63%	66%	70%	73%



Keith L. Williams  
30 years



Jesse Ditty, Jr.  
30 years



Gerald P. Brown  
30 years



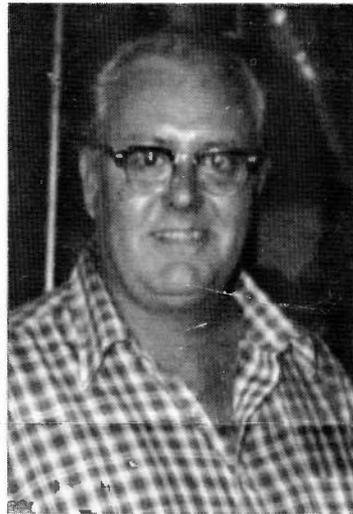
Morey Sefton  
30 years



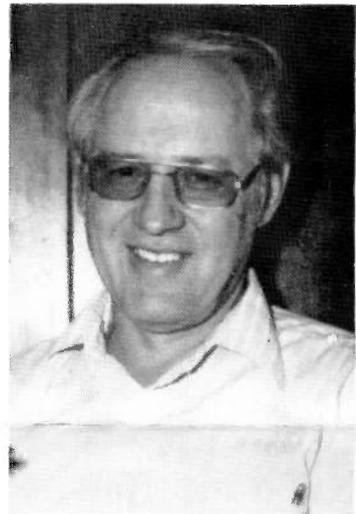
William Lawyer  
25 years



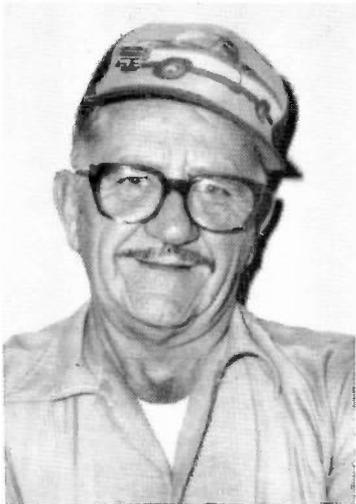
David Younger  
25 years



Thomas Durbin  
25 years



Martin Trolia  
25 years



Lloyd Moeller  
25 years

## Service Awards

September, October, November

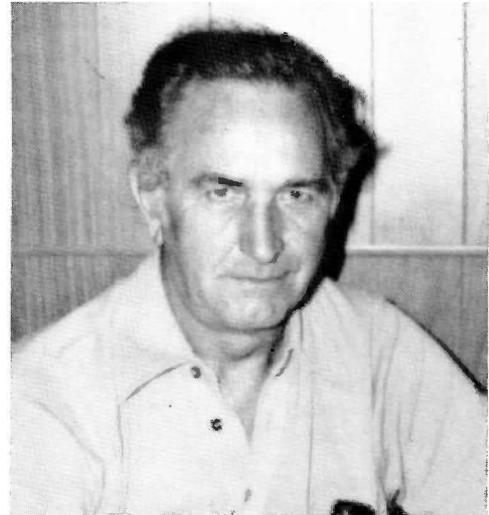
### 10 years

Dorothy Hicks  
David M. Smith  
Ruth Carriger  
Rusty L. Wright  
Fred L. Fyke  
Gary L. Hopkins  
John Fawcett

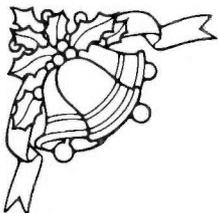
### 20 years

Ronald Luster  
Gene Denton  
Ronald Clutter  
Bill Horve  
Bruce Knotts  
Gerald Durbin  
Richard Barnes  
Robert Helm  
Robert Burlington

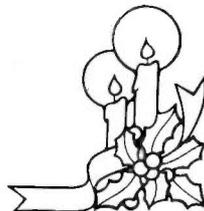
## Retirement



September 30, 1983  
William Dunaway  
17+ years



seasons  
greetings



# The Story of the Bacon and the Ham

by Tom Jacobs,  
Mueller Co.

Once upon a time many years ago, more than seventy years to be specific, the Mueller family decided that it would be very appropriate to recognize each and every one of their employees during the holiday season by bestowing upon them a gift at Christmas time. The purpose of the gift would be to serve as the Mueller way of saying "thanks" for a job well done, for another year of successful service to the company, and to demonstrate that right here in the midst of all the operational hustle and bustle of everyday business life, that there's still time to remember the good people who made it all possible. The overall intent was to convey in the very simplest of terms the message that Mueller continues to care very much about its employees, has not forgotten them, and that it extends to them the warmest of best wishes for a successful new year.

Once the decision had been made to do this, discussion turned to the "nature" of the gift, that is to say, "What would be the most worthwhile gift to give — what would best serve the needs of the employee, on the one hand, while generating a true expression of sincere appreciation, on the other?" And they settled on a GOOSE — that's right, a living, breathing, live goose! Geese, it turns out, were very symbolic of Christmas at that time and

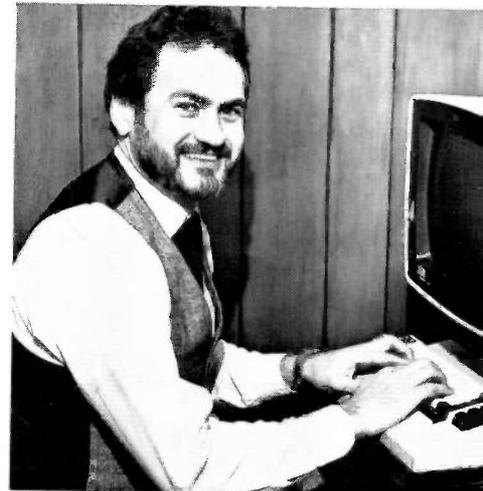
were considered a luxury. So, as the story goes, employees would all troop down to the local railroad station in Decatur, Illinois, pick up their live goose from a box car, and take it home. Very often they'd WALK home, holding their live flopping goose by one of its legs before putting it into their backyard chicken pens, which I understand were quite common at the time. Later, all cleaning and dressing would be done by the employees' wives, in preparation for what in many cases was literally their royal feast of the year. And it was!

Now, somewhere in the late "teens" or early nineteen twenties the mother of one of the Muellers of the day recommended that the company change this gift from a goose to a "nice smoked bacon and ham." And, after very brief consideration, that suggestion was accepted. This practice carried into the war years, at which time the gift was changed briefly in some plants to canned goods, simply for the reason that meat was available only to those who had meat stamps. Many of you undoubtedly remember that experience and all of the problems associated with wartime shortages.

There have been many more changes in the way Mueller celebrates Christmas as the company has grown over the years. But the spirit of the holidays is still the same wherever we live or work. It hasn't changed.

# Materials Management

(Continued from page 1)



Joel Detweiler, at work in his job as Material Manager for the Decatur plant.

at the heart of things. This Manufacturing Resource Planning system uses a huge data base of customer orders, sales forecast and plant inventories to determine how and what to produce. It also analyzes how things are produced and sold, so that potential problems in many areas can be solved before they occur. Benefits of this system also include consolidated purchasing capabilities and a high degree of manufacturing efficiency and improved customer service.

MRP is fully implemented in the Albertville Plant. Portions of the MRP system are installed at Decatur, Chattanooga, Clinton and Mueller, Ltd. All of these systems are scheduled to be completed by 1984.



Corporate Materials Manager Harold Hassebrock.

New in 1984 will be an on-line purchasing system, being installed first in Albertville. Bids, purchase orders, receiving and recording to accounts payable are included in the new computer purchasing system. As the Decatur, Chattanooga, Clinton and a few subsidiary plants join in this purchasing network in 1984 and 1985, the combined usage of all facilities will give the company new power to achieve cost reductions and higher efficiency.

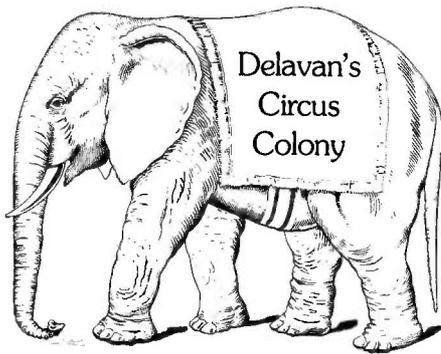
Great customer service results and cost effectiveness have already been seen as the plants and corporate departments have worked to establish the materials management systems. These efforts play a very big part in taking full advantage of the opportunities Mueller Co. has in the marketplace today.

## Mueller in Saudia Arabia



Mueller water products were on display at the Saudi-Building and Construction Show in Riyadh, Saudia Arabia October 23-27. Al VanSteenlandt, International Marketing Manager, termed the trip to the Middle East very successful. He is shown at the left with Prince Abdul Aziz A.T. Al-Sudairy and one of the prince's associates. At the right is Jack Stearn, who has been appointed Mueller area manager for Europe, the Middle East and Africa.

# SPOTLIGHT ON DELAVAN



Last December Superior Stainless, Inc. in Delavan, Wisconsin became a Mueller Co. subsidiary. Since then many Mueller people have become well acquainted with the community of Delavan. Delavan is probably best known for its circus heritage.

## Circus Colony

In 1847 two New York brothers, Edmund and Jeremiah Mable, toured Wisconsin with their United States Olympic Circus. The circus stopped over in Delavan and the brother took time off to hunt prairie chicken near Delavan Lake. They liked the area so well that they purchased 400 acres of land and established winter quarters for the circus here.

Because this circus was the largest and most profitable in existence, circus performers and other show personnel flocked to Delavan.

Twenty-six circuses winter-quartered here between 1847 and 1894, including Harry Buckley's National Circus and Roman Hippodrome, W.C. Coup-Dan Castello's Egyptian Caravan, and Holland and McMahon World's Circus. The colorful days of the circus era in Delavan ended with the E.G. Holland & Co. Railroad Shows.

In 1871 the idea for forming the P.T. Barnum Circus was developed in Delavan by W.C. Coup, who also was first to put a large circus on rails and introduced the second and third ring to the performance. Delavan reached its peak as a "circus town" during the 1870's. About seventy members of the "circus colony" are buried in Spring Grove and St. Andrew's cemeteries. On May 1, 1966 the Delavan Post Office had the privilege of issuing a five cent American Commemorative Circus Stamp.

## Resort Area

During the thirties and forties Delavan had five large ballrooms around Delavan Lake. They were Woodlawn, Dutch Mill, Capital, Del Gardens and of course, Lake Lawn, which has become one of the area's largest resorts.

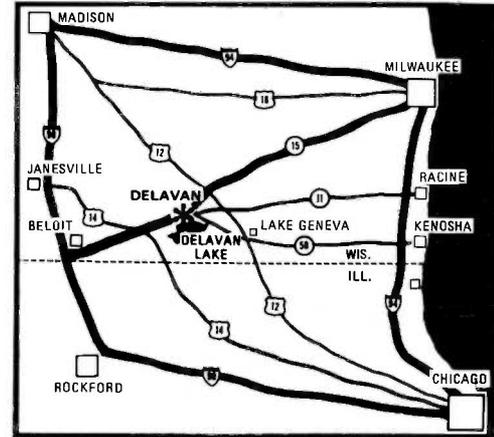
Lake Lawn Lodge is where most of the Mueller people stay when they come to Wisconsin. It even has its own airport.

Each summer following the annual Air Show in OshKosh, Wisconsin over one hundred antique air craft land at Lake Lawn for viewing. The pilots all attend an annual luncheon and then continue on to their

destination.

In 1960 the city had over 7,000 flowering crab trees of many varieties. In 1981 the city was presented the National Arborists Award.

The most recent notoriety came to Delavan in the late sixties. A young Delavan high school graduate starred in a movie. The movie was then made into a nationally syndicated television series, M.A.S.H. The young man is Gary Burghoff who portrayed the character of Radar O'Reilly.



**MUELLER CO.**

DECATUR, ILL. 62525

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