

# THE Pipeline

## REPORTER

NEWS ABOUT MUELLER MARKETS PLANTS PRODUCTS PERFORMANCE AND PEOPLE

JUNE 1984

### SCHOLARSHIP AWARDS ANNOUNCED

Five winners of the 1984 \$1000 Mueller Co. scholarship awards have been announced. The five students, children of Mueller employees, were selected for a Merit Pool on the basis of the ACT or SAT scores and then chosen at random. Three of the winners are from the Decatur area, one is from Chickamauga, Georgia in the Chattanooga, Tennessee area, and one is from Zelenople, Pennsylvania, location of the Leopold Co., a Mueller Co. subsidiary.

Laura Johnston is a 1984 winner from Shelbyville, Illinois. Her father, Timothy Johnston, is Engineering Research and Development Test Lab Supervisor at Mueller Co. in Decatur. Laura will be a 1985 graduate of Shelbyville High School and will enter the University of Illinois in the fall. She will attend the College of Liberal Arts and Sciences with chief interest in English. While in high school Laura was a member of the National Honor Society, Honor Band, and an officer in the student council. She received letters in track, volleyball and tennis. She is listed in Who's Who in American High Schools.

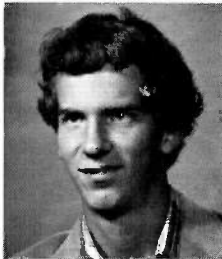
Noelle Daghe is a winner from Decatur, graduating from St. Teresa High School. Noelle's father Joe is Mueller Co. Manager of Engineering. Noelle will enter the University of Kentucky in the fall in business or pre-law and will participate in NCAA golf there. At St. Teresa she lettered in golf and basketball. She is a member of the National Honor Society and is an Illinois State Scholar.

Travis Barnes, son of Richard Barnes of Department 70 of Decatur Mueller plant, has also been awarded a Mueller Co. Scholarship. Travis will graduate from Pana High School this year and plans to attend the University of Illinois and major in Electrical Engineering. Travis is an Illinois State Scholar, a member of the National Honor Society, attended Boy's State, and received several math, English, music and art awards at Pana High School.

Dawn M. Cartwright, daughter of Dennis Cartwright, is a Mueller scholarship winner from Pennsylvania. Dennis Cartwright is Project Estimator at Leopold Company.

Dawn is a 1984 graduate of Seneca Valley High School. She was Vice President of both her junior and senior classes, varsity cheerleader and squad captain, member of the Girls Varsity Club, member of the gymnastics and track teams, member of the Homecoming Court this year and Military Queen in her sophomore year.

Dawn has been accepted at the University of Pittsburgh where she will begin a five year pharmacy program. Her parents, Mr. and Mrs. Dennis Cartwright, and their family live in Gallery, Pennsylvania.



Those receiving scholarships are top left Laura Johnston, top right Noelle Daghe, middle left Travis Barnes, middle right Dawn M. Cartwright and bottom right is Carol Christol.

Carol Denise Christol, a senior at Gordon Lee High School in Chickamauga, Georgia, was also named as a recipient of a Mueller Co. four year scholarship. She is the daughter of Mr. and Mrs. Larry G. Christol of Chickamauga.

Carol is salutatorian of the 84 graduating class with an overall grade point average of 96.6. Her school activities include secretary, National Honor Society, vice president, Sage Club and flute section leader of the school band. She has served as a volunteer at Hutcheson Memorial Tri-County Hospital, sings in the Chickamauga Community Chorus, and is a member of the First Baptist Church of Chickamauga.

Carol plans to enroll at Samford University in Birmingham, Alabama where she will pursue a B.S. degree in nursing.

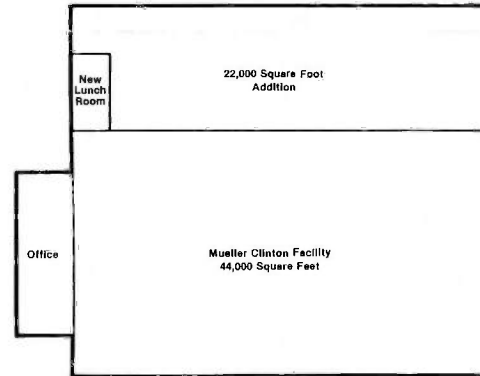
The Mueller Co. scholarship program was established in 1982. Awards of \$1000 are made to each winner for each of 4 years they pursue their undergraduate degrees. In addition, special achievement awards of \$100 are made to those recipients who attain grade point averages in the top 10% of their college classes each year.

### Clinton Expands Building & Product Line

The Clinton Mueller plant recently began construction of a building addition of 22,000 square feet. The new facility will be used initially for warehousing, thus freeing up space from expanded production operations in the original building. Besides opening up the assembly area, the new addition will provide the capability for future production expansion.

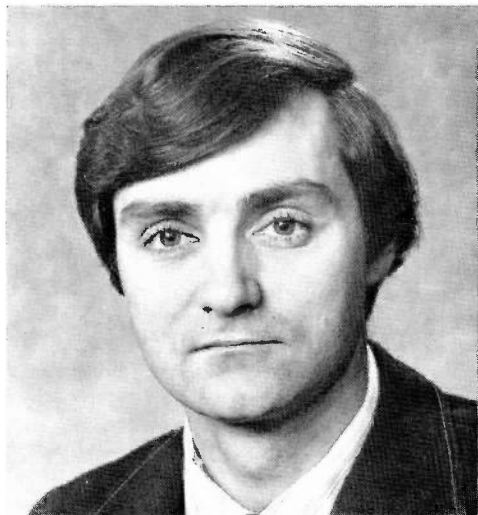
The Clinton plant also recently added large vertical and horizontal boring equipment. The new construction is scheduled to be completed in October of 1984.

The product line of the Clinton plant has also grown, expanding the size of the butterfly valves manufactured there up to seventy-two inches.



This picture shows just how big the new 72" butterfly valve really is. Pictured inside the casting are Kim Cogsdill, Accounting Clerk; Becky Norman, Engineering Clerk; Cathy White, Receptionist and Cathy Evans, Material Control Clerk.

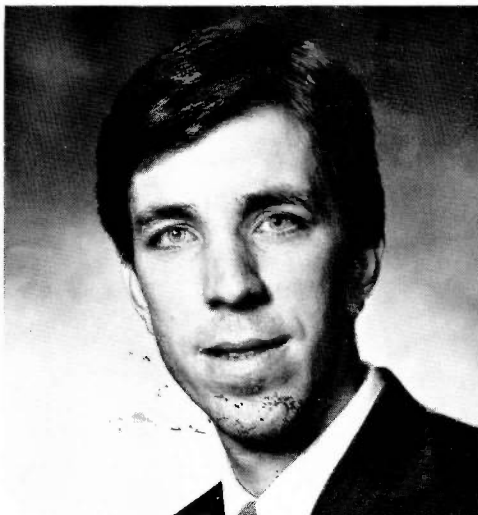
# PERSONNEL CHANGES



**Steven D. Kirkpatrick**

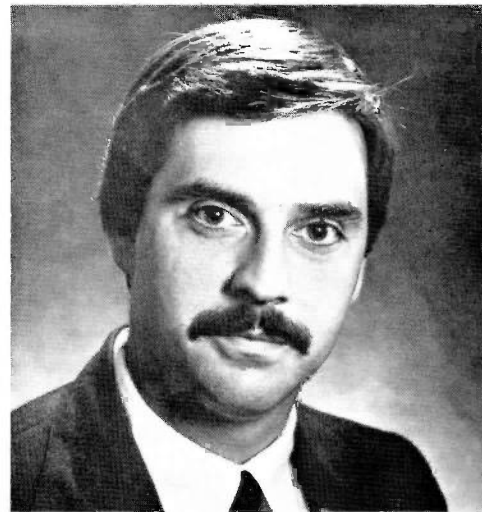
Mr. Dan Carlson, Corporate Controller for Mueller Co. has announced the promotion of Steven D. Kirkpatrick to the position of Corporate Manager of Accounting and Financial Analysis. He has also announced the appointment of Michael Skrivan as Corporate Tax Manager.

Mr. Kirkpatrick joined Mueller Co. in 1981 as the Manager of Cost Accounting for Decatur Manufacturing Operations. Prior to Mueller Co., he was with Baxter Travenol in Chicago for 3 years as Cost Accounting Supervisor and with UARCO in Chicago in a variety of accounting and financial positions for 5 years. He holds his B.S. degree in accounting from Bemidji State University in Bemidji, Minnesota.



**Michael Skrivan**

Mr. Skrivan comes to Mueller from St. Louis where he was Director of Taxes for the Hussman Division of I.C. Industries. Prior to Hussman, he was with Stone, Carlie, Wright and Co., and Huber, Rinc & Co., P.C., both accounting firms in St. Louis. He is a graduate of MacMurray College in Jacksonville, Illinois where he received his B.S. in accounting and business.



**Bruce P. Rounds**

Mr. Allen Yurko, Vice President of Finance, has announced the promotion of Bruce P. Rounds to the new position of Corporate Manager of Planning and Control. In this new position Mr. Rounds will be responsible for Mueller's Internal Audit Program and for corporate strategic planning, acquisition analysis and litigation control.

Mr. Rounds has served in the Mueller Co. Corporate Controller Department as Corporate Tax Manager for the past three years. He came to Mueller Co. from a position at Price Waterhouse in Peoria. He graduated from the University of Illinois with a B.S. in Accounting.



**Marvin A. Brown**

Mr. Marvin A. Brown was named President of Leopold Company in May by Mueller President Edward Powers. Leopold is Mueller Co.'s subsidiary in Zelenople, Pa.

Mr. Brown comes to Mueller from the Robbins and Myers Company in Canada where he was President. Prior to Robbins and Myers, Mr. Brown was President of the ESP Division of Peabody International, Executive Vice President/General Manager of F.E. Myers Company, and President of the Hydr-O-Matic Division of Wylain, Inc. in Ashland, Ohio.

Mr. Brown holds a B.S. in Mechanical Engineering and an MBA, both from the University of Iowa.

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## A DAY IN THE LIFE OF A MUELLER SALES REP.

In his job, a Mueller Sales Representative has a lot of variety. He may wear a suit and a tie and have lunch with a mayor, and in the same day he may spend time in overalls and kneeboots in a ditch where someone is having trouble with a valve.

In a week he will probably be away from home four days out of five; in a month he will probably drive several thousand miles. His job is to go to the Mueller customer and tell him about Mueller products. He represents the products made by the company to the people that buy them. His job involves sales promotion, public relations, and lots of service.

Ken Moore is a Mueller sales rep from Chicago who was recently in Decatur to work with Mueller customers in the downstate Illinois area. This reporter spent time shadowing his activities that day to find out just how his job works.

According to Ken, no one day is a typical one because of the variety of things that happen with the thousands of people he works with each year. His recent trip to the Decatur area started with an early breakfast meeting with another sales rep Jim Waggoner who is headquartered now in Missouri. By 8:30 am Ken had checked out of his motel in Decatur and was on the road to Champaign, Illinois 50 miles away.

Ken needed to talk to the superintendent of the Northern Illinois Water Company and visit the company's maintenance shop. On the

way he talked about his job. "One thing we do is deal with customers' grievances. An example of a grievance happened the other day in Northern Illinois. A contractor installed a fire hydrant but someone forgot to flush it out; rock and sticks caused damage to the main seat. I got a call saying the hydrant leaks through the drain. The customer thought it had a foundry defect. I went to the site and disassembled it and found it was necessary to send it back to Albertville for testing. There is a question of who should pay for this problem and the report from Albertville will tell. This is the sort of thing the sales rep handles in the category of customer grievance."

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**"A heavy day for a sales rep might include handling a 'grievance or two', giving a seminar for 100 people, and dealing all the time with the competitors' claims and pricing."**

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(continued pg. 3)

# Strictly Personal

DECATUR

NEWS ABOUT MUELLER CO. EMPLOYEES AND THEIR FAMILIES

JUNE 1984

## A MESSAGE FROM THE PLANT MANAGER...

### "CHASING OUR OWN TAIL"

Have you ever seen the old cartoon, or read the story, about the dog that kept running around in circles trying to bite his own tail because he thought it belonged to something else? As kids, we laughed at the futility of this effort along with the absurdity of the practice in the first place. But as adults, we find it increasingly difficult as we get older to view anything as absurd or futile if it involves our own actions.

Take productivity as an example. Most of us know that productivity is the ability to produce a product at a cost the company can afford and that the customer is willing to pay for it. If you want a \$10.00 pair of sneakers... and you'll do without if you can't buy a pair for \$10.00...but the company you normally do business with can't make them for anything less than \$15.00 per pair...you will either have to do without or buy them from someone else. You choose to give up something in quality, style, or fit to keep within your budget, and the company you used to do business with loses a good customer. Now the only way that the company can get you back as a customer is to lower their costs in order to lower the price for the sneakers. If they won't or can't, they'll probably never get you back as a customer.

Mueller Co. is in a similar situation with our customers. Because our products are mature, our competitors have been able to make sizeable in-roads in what used to be "our" markets. Today, for-the-most-part, we are no longer able to pass our increasing costs of producing a product onto the customer. Instead, we are forced to find various ways to lower the cost of producing the product so that we may at least hold our prices firm (if not lower them altogether). Anything we do that affects productivity adversely, and therefore lowers profitability, also has a negative affect on our futures. After all, if you had the choice between investing your money in the corner gas station-which returned 5 cents profit for every \$1.00 you invest (plus all the other problems associated with running a business)- or placing that same \$1.00 in the bank and getting 6 cents (with no operating headaches)- which would you do?

You can start to see what I mean by "CHASING OUR OWN TAILS". Any practice that hurts our ability as an organization (team) to be productive, hurts each of us as individuals when viewed in terms of our long range future planning.

Overall, the decisions and work practices established in the 1950's, 60's, and 70's were

the right ones for their time. In the 1980's, 90's and into the year 2000 though, changes in practices and attitudes will have to be made by all companies that want to continue in business.

I'm sure you're asking yourself WHY. WHY do things have to change now and why to me? There truly are many reasons why past work practices and attitudes are no longer viable. For one thing, the state of the housing market has been drastically altered by interest rates. During the 50's, 60's, and to a lesser degree the 1970's, our Managers' were able to "predict" more accurately when housing was on an upswing or heading downward. They were used to 5 year swings...(and the down years were never as bad as the recession we just came out of). They could add or reduce employees gradually, while usually satisfying our customers needs. Today our markets go up or down in less than a couple of months. American industry (including our customers) has to be able to turn "on" and "off" its production facilities rapidly. The companies who can, stay profitable and retain their customers and jobs. Those who can't or won't, continue to lose customers and jobs to the companies that will.

Another way American industry is "CHASING ITS OWN TAIL" is by failing to fight back against its competition. Too many of them are trying to jump on the auto industry bandwagon and asking the government to "help" them. Why? These same companies are not even helping themselves! Mueller Co. also has foreign and domestic competitors. If we did nothing to help ourselves and waited for the government to help us, we would be out of business. (The government would then help you and I by giving us unemployment checks.)

Our futures, like most other American manufacturers, are in our own hands today. We can stop "CHASING OUR OWN TAILS" and aggressively start taking back the business we lost. But it is going to take cooperation, dedication, and **changing** out-dated-counter-productive practices, if we are going to stop slipping backwards toward the inevitable. It's still not too late! We can move forward again with new commitment. But 1950's and 60's work practices that have become obsolete in the 80's and 90's will have to change, or we will be "CHASING OUR OWN TAILS" until the very end.

Thank you,

Gene Hullinger

## RETIREMENTS MARCH, APRIL, MAY



Edna Rybolt  
47+ years



Jim Cussins  
33+ years



Guy Pruitt  
23+ years



Mary Easterling  
21+ years



## 1984 Golf League

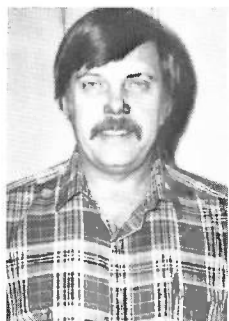
On May 1st, the 1984 Golf League got underway. It looks like another successful year for the league as 11 teams and 75+ individuals have signed up. The league plays each Tuesday night at Scovill golf course and awards weekly prizes to the individuals scoring the best. Two highlights of this years play will be the "mid-season" tourney at the Taylorville Lake Shore golf course on June 9 and the annual "Mueller Playday" tournament which will be held at the Scovill golf course on August 18th with a cook-out following at the Mueller Lodge.

This years officers are: President-Dave Morris; Treasurer-Steve Dunn; Secretary- Jim Koonce.

Should you have any questions one of these three will be willing to help.

# SERVICE AWARDS

MARCH, APRIL, MAY



**Don Matthews**  
30 year



**Carroll Virt**  
30 year



**Henry Austin**  
25 year



**Wilma Badorek**  
25 year



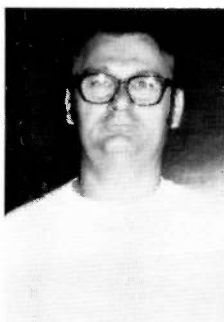
**Laben Bowling, Jr.**  
25 year



**James A. Brandt**  
25 year



**Harold Brunken**  
25 year



**Don Dagley**  
25 year



**Terry McCoy**  
25 year



**Jennie McDaniel**  
25 year



**10 year**  
David Morris  
Mike McBride  
Ronald D. Lyons  
Wm. R. Sargeant  
Henry Yuetten  
Mark Henson  
David Frazee



**20 year**  
Betty Lebo  
Richard Lazell  
Martha Malloy  
Ron Clendenen  
**30 year**  
Don Kelly  
(no picture available)



**Richard McKinley**  
25 year



**Gary Six**  
25 year

## YMCA THANKS MUELLER



The Decatur Family YMCA recently recognized Mueller Company in Decatur for its five year pledge to the YMCA Resources for Growth Campaign. A YMCA spokesman stated that the Mueller Company gift will help provide needed community resources and services for many years to come.

## Retiree's Luncheon



**Retirees Luncheon**

On Thursday, May 10th, the annual Mueller Retiree's luncheon was held at the Mueller Lodge. This year's festivities included a story, a presentation by Mr. Fred Ausnehr, Vice President of Operations, and the general camaraderie of all involved. Over 140 people attended the gathering which was enjoyed by all.



**Earl Lowe, left, and Fred Ausnehr, right, pictured at the Retirees Luncheon.**

## EMPLOYEE SUGGESTION AWARDS

We are pleased to announce the following awards from the Employee Suggestion Program:

Jim Weatherford - \$388.00 - change BMM table stop cylinder to new type of cylinder.

Lloyd Reed - \$40.00 - installation of two-way radio on fork trucks and have Supervisor carry portable unit for improved communication.

Donald E. Lowe - \$75.00 - install guard to cover electric motor on parts washer.

Donald E. Lowe - \$40.00 - install pan under legs of tank containing acid in Building 1117.

James Hackert - \$85.00 - facilitate the removal and replacement of cope stands for different flask sizes on the molding line.

Charles Spence - \$43.75 - lengthen rail over Brown-Boveri pit.

Jerome Carson - \$60.00 - build chip stripper to control chips on LeBlond.

Kevin Burke - \$570.00 - use urethane for sealing plates.

Darrell Miller - \$30.00 - installation of switch on grease roller light for improved control of heat.

Congratulations to each of these employees for their innovativeness and contribution to Mueller's success.



**Charles Spence**



**Jim Hackert**



**(Left to right) Don Lowe, Kevin Burke, Lloyd Reed, Jerome Carson, Darrell Miller.**



# Summary Annual Report For Mueller Group Benefits Plan

## SALES REP.

(continued from pg. 2)

This is a summary of the annual report of the Mueller Co. Group Benefits Plan EIN 37-0431610 covering employee and dependent medical costs and life insurance for the period from October 1, 1982 to September 30, 1983. The annual report has been filed with the Internal Revenue Service, as required under the Employment 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.

### Insurance Information

The Plan has contracts with Republic National Life Insurance Company to pay death benefit claims incurred under the terms of the Plan. The total premiums paid for the plan year ending September 30, 1983 were \$274,426.

During the plan year a trust fund was established at the Millikin National Bank of Decatur, Illinois. During the year, the Plan experienced an increase in its net assets of \$486,521, which was the result of additional contributions made to the trust by the employer which is available to cover incurred claims.

The following is a recapitulation of the income and expenses of the Plan for the year ended September 30, 1983:

INCOME	
Contributions by employer .....	\$4,144,275
Interest on investments .....	2,200
Total income .....	<u>\$4,146,475</u>
EXPENSES	
Life insurance premiums .....	\$ 274,426
Accident & sickness benefits .....	119,947
Claims paid to hospitals/doctors .....	3,155,530
Administrative expenses .....	101,206
Earned interest paid on investments .....	8,845
Total expenses .....	<u>\$3,659,954</u>
Net increase in assets .....	<u>\$ 486,521</u>

### Your Rights to Additional Information

You have the right to receive a copy of the full annual report, or any part thereof, on request. The items listed below are included in that report:

1. an accountant's report;
2. assets held for investment; and
3. transactions in excess of 3 percent of plant excess.

To obtain a copy of the full annual report, or any part thereof, write or call the Personnel Office. The charge to cover copying costs will be \$3.00 for the full annual report, or \$ .30 per page for any part thereof.

You also have the right to receive from the plan administrator, on request and at no charge, a statement of the assets and liabilities of the Plan and accompanying notes, or a statement of income and expenses of the Plan and accompanying notes, or both. If you request a copy of the full annual report from the plan administrator, these two statements and accompanying notes will be included as part of that report. The charge to cover copying costs given above does not include a charge for the copying of these portions of the report because these portions are furnished without charge.

You also have the legally protected right to examine the annual report at the Personnel Office of the Plan, and at the U.S. Department of Labor in Washington, D.C., or to obtain a copy from the U.S. Department of Labor upon payment of copying costs.

Requests to the Department should be addressed to: Public Disclosure Room, N-4677, Pension and Welfare Benefit Programs, Frances Perkins Department of Labor Building, 200 Constitution Avenue, N.W., Washington, D.C. 20216.

Mueller sales reps know from first hand experience that Mueller products provide a cost advantage to the customer because of their quality features. Jim Waggoner told Pipeline, "We really have the cost advantage because of the merits of the product. We would a customer save \$10 on a cheaper unit when it will cost him \$1000 in ten years to dig up when it isn't working right? In a way that selling is done when you can talk product, not just price."

Ken says that Mueller engineers do a marvelous job of designing positive product features that no one can match. He enjoys working with what he considers to be the best product and the best company in the field. He states:

"Everyone is cost conscious. With Mueller products you can make the customer quality conscious. It all comes back to Mueller quality and features. We tell the customers about feature, function and benefits — what our products can give them."

"As a matter of fact, the Centurion is the most marvelous thing on the market and it's a pleasure everyday to work with the best."

Sales reps have many methods for delivering the message of Mueller quality features, function and benefit. Personal contact on customers at all levels are the daily rule. Sales reps also conduct seminars for officials and employees of the companies that use Mueller products, to teach them what and how to use the products they buy.

Another area that Mueller sales reps cover in their jobs is the specification work that they do.

Ken Moore says, "To get Mueller product specifications in a company's plans takes months, even years of close work with that company at all levels. Some times we deal with city councils, mayors, company presidents, and always er

(continued pg. 4)

# SALES REP.

(continued from pg. 3)

gineers and the people in the field.”

Just as Ken predicted, he had a product problem to handle when he arrived in Champaign on the day he traveled central Illinois. At the Northern Illinois Water Co. there was a curb stop in the maintenance shed that wasn't operating. Ken spent time with the shop workers there to show them how to fix it. Then it was time to travel back to Decatur to the next customer waiting for his visit.

He spent the rest of that day with several small distributors in Decatur and at the offices of a large construction company which had a project going on that week installing Mueller Centurion Fire Hydrants along the Main St. of the town.

A typical day in the Decatur area is not the same as a typical day spent by Ken in the Chicago area. When he's working near a large city, he explains, he often targets key communities in that area that have growth and construction. For instance, he recently spent a day in the Chicago suburb of Streamwood, Illinois, where he called on the Public Works Department Director to finalize his specification work there. Hydrants, valves and brass goods are all needed in that fast growing com-



Sales Reps. Jim Waggoner and Ken Moore at Mueller Headquarters.

munity. In the past few months Ken conducted three seminars for their water department and one with the fire department.

Ken spends each Monday in his office scheduling these seminars and making appointments for the other four days of the week when he's on the road. He's in constant touch with the District Service Centers (or District Sales office) in Kansas City which he says provides invaluable help to him every day. He says,

“We work hand in hand with all the Mueller people,

even if they don't see us very often.”

Ken says that the Mueller Co. has the top people in the industry at every level, and he should know. Before joining Mueller 3½ years ago he was a sales rep. for one of Mueller's biggest competitors. He likes his job, his company, and the products he sells for a lot of good reasons. And his company is fortunate to have him and the people like him representing Mueller quality to the marketplace.

**Mueller Co.**

DECATUR, ILL. 62525

Bulk Rate  
U.S. Postage  
**PAID**  
Permit No. 500  
Springfield, IL

