

# THE Pipeline REPORTER

NEWS ABOUT MUELLER MARKETS PLANTS PRODUCTS PERFORMANCE AND PEOPLE

MARCH 1986

## TCI-Superior a Combination

Mueller Co. has combined the organizational structure of TCI and Superior Stainless. Both companies produce stainless steel flow control products for the food and other processing industries where sanitary process systems are used.

**“The combination of the two companies gives us lots of marketing and manufacturing advantages.”**

According to Mueller Group Vice President George Pearse, “Recent efforts have rationalized the manufacturing and product base of the two operations. Machining is done in Delavan for all valves, pumps and fittings for both operations.

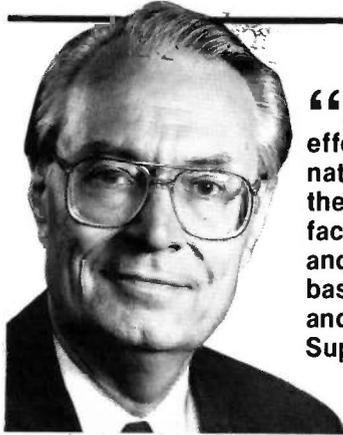
“Superior sells through distributors, just like Mueller Water & Gas. TCI’s marketing division features a highly engineered approach, selling complete systems from design to installation. The combination of the two companies gives us lots of marketing and manufacturing advantages.”

Superior’s General Manager is Gene Simons headquartered in Delavan, Wisconsin. John Brett is General Manager for Tri-Canada headquartered in Toronto, Canada.

Tri-Canada Inc. (TCI) was acquired by Mueller Ltd. of Sarnia, Ontario in the fall of 1984. At that time Mueller Co. President Ed Powers explained the future combination this way: “The...acquisition of TCI will compliment the product line of another of our subsidiaries, Superior Stainless. The synergism of these two companies will provide new opportunities to expand markets in the U.S., Canada and other companies where TCI is now active.”

Superior became a part of Mueller in 1982. It was one of a series of acquisitions made to strengthen the company’s position in emerging markets and technologies in flow control and related industries. Mueller Co. is currently studying the possibility of developing the capacity to pre-fabricate steel to further enhance its position in the U.S. market, according to Mr. Pearse.

John Brett has been associated with marketing at TCI for 26 years. He is Executive Vice President and General Manager. Tony Malizia is TCI Operations Manager; his respon-



George Pearse, Group Vice President—Subsidiary Operations.

**“Recent efforts have nationalized the manufacturing and product base of TCI and Superior.”**

sibilities include engineering and manufacturing. Controller and Finance Vice President is David Maggs. The position of Contract Administrator at TCI has not been filled.

TCI is currently involved in several exciting projects, including the exclusive manufacture of the DASI system, which is a sophisticated ultra high temperature process providing flavor and extended storage for milk products used by such well-known restaurant names as the McDonald’s Corporation.

In addition to supplying entire floor control systems like the DASI, TCI continues to produce tanks and vessels of pre-fabricated stainless steel.

At Superior Stainless, Gene Simons is Executive Vice President and General Manager. Gordon Colton is the Superior National Sales Manager and Steve Kirpatrick is Finance Vice President.

**“The synergism of these two companies will provide new opportunities to expand markets in the U.S., Canada and other companies where TCI is now active.”**

**TCI-Superior**  
A MUELLER COMPANY

## Mueller Purchases McCullough

Mueller Co. has completed an agreement to purchase McCullough Industries, Inc. of Murfreesboro, Tennessee. Originally a sales organization for PVC sewer pipe and construction laser equipment, McCullough Industries now manufactures patented water meter pits to meet the specific needs of municipal and rural water utilities. McCullough Industries is privately owned and has operated in Murfreesboro since 1974.

In 1980, McCullough designed the Coil Meter Pit, specifically developed for meter settings in the colder climates. Its unique design allows the water meter to be set well below the frost line where it is protected from freezing, and raised to the surface for easy reading. The Coil Meter Pit is patented in the United States, and throughout the world. McCullough also manufactures similar meter pits for the particular needs of the sun belt and the multi-family housing industry.

This latest acquisition adds products which are synergistic with present product offerings and expands Mueller’s capability to more fully serve the needs of our markets and customers. The new acquisition will be operated as part of the Mueller Water and Gas Products Division.

## Safety Winners: Albertville and Leopold

Congratulations to Albertville and Leopold Company for winning the 1985 Safety Awards! Albertville, winner in the Large Plant category, had the lowest Loss Ratio and Frequency Rate among the three large facilities, although Decatur had the lowest Incident Rate and Severity Rate.

Leopold was the winner for the other business locations with the lowest Incident Rate and the record lowest Frequency and Severity Rate. Mueller Pump ran a close second with the lowest Frequency Rate and Superior came in with the lowest Severity Rate.

# TCI-Superior a Pioneer In Dairy Technology: The Revolutionary DASI System

"Last July, tens of thousands of Toronto consumers bought milk processed and packaged by Nelson's Dairy Limited, a local proprietary dairy. It looked like fresh milk, it tasted like fresh milk. It was sold in the refrigerated dairy case, and it even had the same code date that fresh milk carries.

In a way, it was a trick. The milk was fresh, but it was also UHT-processed, filled in a "Clean" environment, and packaged in sterile gable-top containers. "One day our milk was HTST pasteurized, and the next day it was UHT processed," says Nelson's president Elio Madonia. "The only variable was the method of heat processing."

In the days and weeks and months that followed, consumers kept buying Nelson's milk, and stores and institutions kept handling it. No one outside of Nelson's knew it was UHT milk. No one complained. Sales remained constant. There were no returns.

This non-introduction has been as successful as it was offbeat. Today, Nelson's Dairy is selling large volumes of UHT/aseptic milk in a local market, a feat many seasoned industry experts thought impossible. Further-

more, their recipe for success-advanced UHT technology that produces fresh-tasting milk, and a gradual, long-term program of consumer education-may well be the foundation for sweeping acceptance of UHT processing by dairies and consumers throughout North America in the years to come.

-excerpted from "UHT Milk-Success at Last," Dairy Record, May 1985

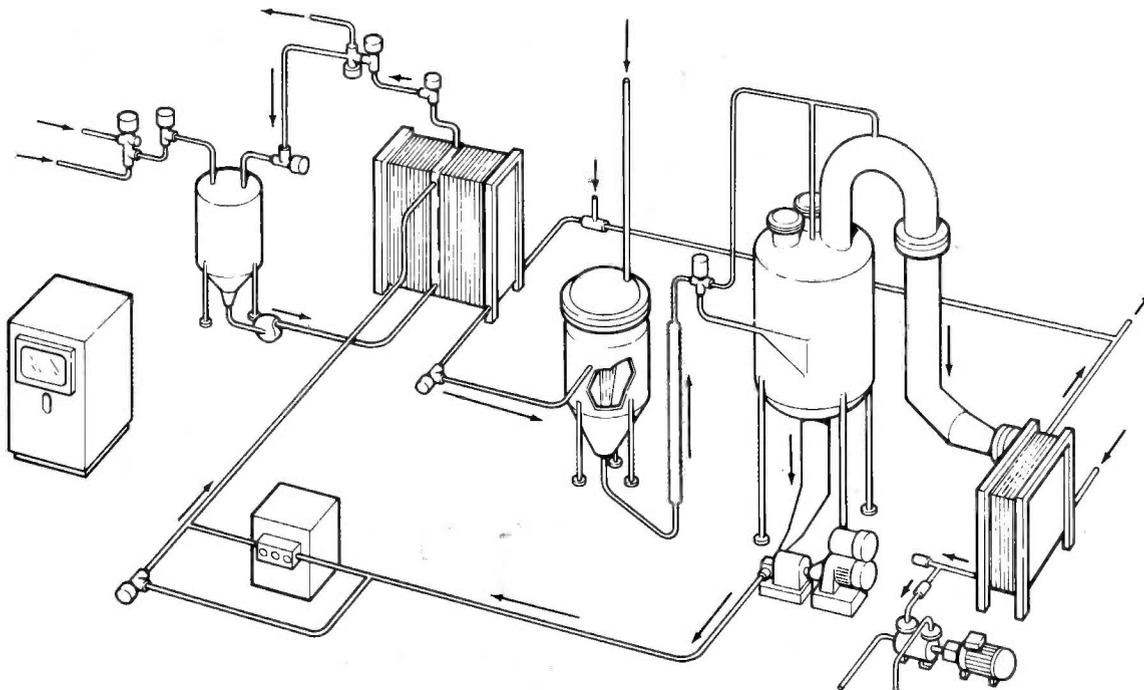
The key to Nelson's success lay in eliminating the cooked flavor formerly associated with UHT processing. The DASI infusion system, solely manufactured by TCI-Superior, a Mueller company, was able to get the job done.

DASI technology sterilizes milk as it falls through a pure steam atmosphere. There are no high pressure jets and hot metal surfaces to create off-flavors. DASI Industries Inc. holds worldwide patents on this system:

**"TCI-Superior is the sole licensed manufacturer."**

To illustrate how successful this system has been, Mike Dios, Systems Sales Mgr. at TCI, describes how a dairy in New Jersey has adopted the DASI to produce milk products for McDonald's. McDonald's is one of the most popular food stores in the world, and is certainly one that is vitally concerned with food that tastes great. "McDonald's has approved Cumberland Dairy's DASI UHT system for McDonald UHT milk shake and soft serve (35-day code) and most recently UHT fluid milk for warehouse distribution. The DASI system is the first and only UHT system to gain approval from McDonald's for UHT milk. Thus, the DASI UHT system affords the dairy supplier to McDonald's the capability of supplying McDonald's warehouse distribution system with both UHT mix and UHT milk."

"The future of the fluid milk, specialty milk, and mix business is UHT processing with the flavour of conventionally pasteurized and the advantage of an extended refrigerated code in consumer acceptable packaging. The future is here today, when the dairy processor purchases a DASI UHT system from TCI."



In the DASI FreeFallingFilm sterilizer, milk falls in thin sheets through an atmosphere of pure steam. The milk is subjected to heat only during the fraction of a second that it is falling.

Because it is totally surrounded by heat as it falls, all the milk reaches the same temperature simultaneously. There are no hot surfaces for the milk to touch; in fact, as soon

as the milk reaches sterilization temperature, the cooling process begins. The milk...or other dairy products such as cream or ice cream mix...are effectively sterilized, but cannot burn.

# Strictly Personal

DECATUR

NEWS ABOUT MUELLER CO. EMPLOYEES AND THEIR FAMILIES

MARCH 1986

## Plant Manager's Corner

By  
Bill Riner

This is the time of year that the importance of quality is brought home to all of us. By now the buttons have begun to fall off our Christmas sweater--and the expensive toy we bought for our child has quit working. It's this time of the year that all of us learn that quality is much more than a word on a poster. Simply put, good quality promotes customer satisfaction and lower costs.

## Congratulations!

Mueller Co. is proud to acknowledge that forty-five (45) production, maintenance and service employees and thirteen (13) non-exempt salaried employees had perfect attendance during 1985. In addition, there were another eighty-eight (88) employees who missed less than eight (8) hours during the same period of time. All of these people are to be congratulated for this outstanding achievement during 1985!

Employees who had perfect attendance (defined as no time missed for anything other than compensable time off...jury duty, death in family, holidays, etc.) during 1985:

Angie Addison  
Jimmie Adkins  
Dan Barnett  
William Boehm  
Vernon Brunner  
Teresa Buchanan  
Robert Burlington  
Charles Canaday  
Joe Caulk  
Harold Colclasure  
Kenneth Daugherty  
Bob Dickerson  
Sidney Duffer  
Juanita Ferguson  
Pat Fleetwood  
Ray Foster  
Frank Fyke  
Duane Gilman  
Isaac Gowan  
Jim Grandon  
George Grandon  
James Hackert  
Howard Halbrook  
Ralph Hanley  
Robert Henderson  
Pat Herring  
Phyllis High  
Betty Hubbell  
David Isome

James Jackson  
Arnold Jones  
Jack Kensil  
David Kinney  
Nancy Kircher  
Lawrence Lewis  
Richard McKinley  
Mark Neisslie  
David Nicholls  
John Ossowski  
Lester Patterson  
Stanley Patterson  
John Puckett  
Marilyn Rankin  
David Rauch, Sr.  
Wilbur Reed  
Lawrence Rhodes  
George Roady  
Kirk Smith  
Lee Snoko  
Orville Spencer  
Claude Stacey  
Jesse Steele  
Harold Stengel  
Betty Somercik  
Ernie Utt  
Haldon Waite  
Robert Weaver  
John Williams

The lack of quality can have the opposite effect. The key issues are: Are we members of a team that dispenses customer satisfaction? And are we reducing the cost of quality as we had stated that we would when we put our 1986 plan together.

I believe that our results speak for themselves.

In another part of the Pipeline the fourth quarter results of the Quality Awareness Program are reported. These results show what can be done when people get involved. During the last quarter of 1985, our scrap percentage dropped to an all time low and has remained there. As a result of this improvement, scrap costs were reduced by more than \$50,000 in the fourth quarter alone! We are now producing a reliable product at a lower cost. This is one of the many ways that we can reduce the overall cost of doing business and become more competitive in a very competitive world. Let's keep up the good work and lower our costs still further.



## Food Basket Drive

Mueller Co. Manufacturing presented a \$100 check to the A.I.W. for the annual food basket drive. Pictured are Dave Groenewoud, Tom McGeorge, Steve Holsapple, & Ron Riley.

## Retirements

December, January,  
& February



Orville Spencer  
44+ years



Charles Isome  
43+ years



Thomas Branson  
39+ years



Harold Friend  
38+ years



Betty Domick  
33+ years



Dominick Cortese  
31+ years



Lloyd L. Bruns  
31 years



Harold Stengel  
31+ years

This record of performance is one that each and everyone of you can be proud of. Thank you!

# Quality Awareness Program

On September 1st, 1985, a Quality Awareness Program was introduced to the Decatur Plant. The objective was simple, bring together Management, Supervision and the Hourly Employee for a common goal. With that in mind the theme "Working Together To Produce The Highest Quality Product At The Lowest Possible Cost" was initiated for the program. By working together we will be able to stay one step ahead of the competition and give our customers the quality product they expect and deserve.

## How The Program Works

There are seven departments participating directly in the program, Ground Key Machining; Ground Key Assembly; Specialty; Iron Machine Shop; Core Room; Brass Foundry; and the Iron Foundry.

Each participating department is assigned a goal reflected in scrap cost per std. hr. or per lbs. of good castings.

The contest period is for three months (one quarter) with new goals being assigned at the end of each contest period.

The monthly scrap costs and the accumulative totals for the quarter are posted in each department.

A department attaining or under their established goal for that quarter will be declared a winner.

## Distribution Of Awards

There are three categories of awards. A department qualifies for one of the three categories by a combination of first attaining the goal and then by the percent of scrap reduction in relation to the goal.

Every employee in a winning department receives an award. This is in keeping with the original theme of the program "Working Together", recognition for accomplishments are also shared together.

The positive attitude displayed by all concerned has played a large role in the success of the Quality Awareness Program. With continued cooperation we are looking forward to a very successful 1986.

4th Quarter Results - Quality Results - Quality Awareness Program.

Listed below are those departments which attained and/or came in under their scrap goals for the 4th Quarter and the awards they received.

1100 - Core Room 24.9% under goal with an award of a Parker Stainless Steel Pen & Pencil Set.

1200 - Iron Foundry 14.0% under goal with an award of a Set of (4) Beverage Glasses.

1400 - Brass Foundry 2.0% under goal with an award of a Parker Design Roller Ball Pen.

2200 - Ground Key Machining 8.0% under goal with award of a Parker Custom Design Roller Ball Pen.

2300 - Ground Key Assembly 33.5% with an award of Parker Stainless Steel Pen & Pencil Set.

2400 - Specialty Machining 13.0% with an award of a Set of (4) Beverage Glasses.

Congratulations to all the winners, keep up the good work.

# Service Awards

January, February

**5 year**  
Randy Doty  
Marcus Freeman

**10 year**  
Charlotte McCoy  
Rhett Horn  
John Jackson

**15 year**  
Randall Brewington  
William Bell

**20 year**  
Harry Edwards



**Zodius Embry**  
40 years



**Lawrence Lewis**  
35 years



**James Bratcher**  
35 years



**John Ossowski**  
35 years



**Ron Brunner**  
30 years



**Harold Colclasure**  
25 years



**James E. Leinard**  
20 years



**Don Berner**  
20 years

## Mueller Golf League - 1986

Time is rolling around again for sign up in the Mueller Golf League. Bulletins should be going around the first part of March, both men and women are welcome to join.

Officers for the league this year are: Ron Grant - President; John Zingale - Secretary; and Ted Workman - Treasurer. There will again be a mid-season outing, plus the annual play-day in August for the end of the season. If you are interested in joining, watch for the bulletins or contact any of the above officers for additional information.



# Primer helps to understand the 'debt bomb'

By Jack Anderson

**UNLESS RUNAWAY** government spending is halted, the public debt will catapult from \$2 trillion next year to \$13 trillion in 15 years. Thereafter, the debt will multiply by more than \$2 trillion every year.

In a real sense, this overhanging debt is a time bomb, ticking remorselessly, increasing \$6,412 at every stroke. It could literally destroy the American way of life.

If the debt bomb is to be defused, it must first be understood. The multi-trillion-dollar figures, though almost beyond comprehension, must be made comprehensible. Therewith, we offer this simple primer:

What has caused the explosive public debt?

Politicians love to take credit for benefits but hate to be blamed for taxes. They have provided more government services and benefits, therefore, than they have been willing to pay for.

**WON'T SOMEONE** eventually have to pay?

The multi-trillion-dollar overcharges will be passed on to our children. Congress is mortgaging their futures so we can enjoy the present. In 15 years, each taxpayer's share of the national debt will be \$169,000. The interest alone, assuming a 12 percent interest rate, will cost each of

our children \$20,000 a year.

Why can't we control government spending?

Powerful coalitions form behind every government program. They include the people who benefit from the program, the suppliers who provide services for the program, the bureaucrats who administer the program and the politicians who control the program. They join forces to perpetuate and expand the program.

Why does Congress put these special interests ahead of the general interest?

The special interests are organized, active and vocal. The taxpaying public is unorganized, inactive and silent.

**DOESN'T ANYONE** in Congress care that the government's debts are soaring out of control?

That a catastrophe is in the making alarms many members. But the majority have opted for the personal opportunism of the moment and the postponement of the inconvenient consequences to the next fellow's term.

Isn't the best solution for Congress to raise more taxes?

Tax increases have never solved the basic problem. In the past, additional taxes have simply been used to finance new programs and more benefits.

How about a combination of increased taxes and spending cuts?

This was tried in 1982. Under the Tax Equity and Fiscal Responsibility Act, \$98 billion in new revenue was raised during the 1983-85 period. Every \$1 in new taxes was supposed to be accompanied by a \$3 cut in spending. Instead, there was a \$1.14 spending increase for every \$1 tax increase.

**THEN WHAT** is the solution?

Waste-buster J. Peter Grace claims the federal budget can be balanced and the spending spiral stopped without cutting legitimate services or benefits. All that is necessary, he pleads, is to eliminate the waste his commission found in the federal bureaucracy.

How can you help?

Members of Congress who support the campaign to reduce waste in government have formed the Grace Caucus, chaired by Rep. Beau Boulter, R, Texas. Ask your congressman whether he has signed up yet.

Footnote: Jack Anderson is co-chairman with Peter Grace of the drive against government waste.

*Jack Anderson is a columnist with United Features Syndicate.*

## Names in the News

**John E. Brett** is named Executive Vice President and General Manager of the Systems Process Division of TCI-Superior. In this capacity, John will continue his current involvement with marketing and will assume the total responsibilities of the operation of the Systems Division which is located at Mississauga, Canada. Messrs. Tony Malizia, Manager-Operations and David Maggs, Controller will report to John in his new capacity.

**Gene Simons** is named Vice President and General Manager of the Standard Products Division of TCI-Superior. Gene will now have responsibility for the entire Standard Products Operation located at Delavan, Wisconsin. Messrs. Steve Kirkpatrick, Controller and Gordon Colton, National Sales Manager will both report directly to Gene.

**Cyril MacLean** has been named Vice President-Finance for Mueller Canada Inc. He

joins Mueller from the position with General Electric Corporation of Manager Operation Analysis in Mississauga. He holds a BA from St. Frances Xavier University in Canada.

**Karl J. Kinkead** has been named to the position of Plant Manager - Chattanooga. Karl comes to us from Clow Corporation, where he served as Plant Manager of their Oskaloosa, Iowa valve plant for the past five years.

All of Karl's experience has been with Clow, where he's served in various capacities in several facilities. His background is highlighted with extensive experience within the production management and manufacturing engineering disciplines.

Karl is a member of the American Management Association, the American Foundrymen's Society, and has served previously on the board of the United Way. He holds both Bachelor's and Master's degrees in Mechanical Engineering from Auburn University.

**Jerry Schnelzer** has joined the Water and Gas Products Division in the position of Division Manager-Purchasing and Traffic Programs. In this capacity, Jerry replaces Jim Bolton and will be responsible for the development and administration of policies affecting all of Mueller's Purchasing and Traffic Departments.

Jerry comes to us from Chattanooga where he had been the Purchasing Manager since May of 1984. Prior to Mueller, Jerry was the Purchasing Manager at McKeesport Steel Castings Company in McKeesport, PA. He also held positions with Luria Brother and Company as an Account Executive/Foundry Specialist, and held various purchasing positions with the Bucyrus-Erie Company in Pennsylvania. Jerry has a B.S.E. from Edinboro State University in Edinboro, PA.

# Mueller Basketball Team Number 1

The Mueller Co. Basketball team has won the Chattanooga, Tennessee Early Bird League Championship again this year. This makes six first place trophies won by this team consecutively and thirty-eight straight wins since early 1985. There's just no stopping the Best team in town. Congratulations are definitely in order.

*Congratulations*



*Pictured above: Top left: Francis Steger, Leslie Townsend, James Benford. Bottom left: Roy Petty, Jerome Jackson, Leon Strickland. Not pictured: Ronnie Murphy, Michael Leath, Joel Dew.*

**Mueller Co.**  
DECATUR, ILL 62525

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