

Mrs. Magner

The Mueller Record

VOL. I

FEBRUARY 1, 1911

No. 7

A BEAUTIFUL TRIBUTE

Paid to the Life of Mrs. A. Fredericka Mueller

The death of Mrs. A. Fredericka Mueller, mother of the members of the firm, occurred Thursday morning, January 26. Death was due to cerebral apoplexy, following an illness of two weeks. Her death was very similar to that of the lamented Henry Mueller



MRS. A. FREDERICKA MUELLER

on August 13, 1910, and was a great shock, because a few hours before, the hopes of the family had been raised to a high pitch of expectation by the report from her sick room that she was greatly improved.

Mrs. Mueller was born in Minden, Prussia, February 27, 1839, and was

married to the late Hieronymus Mueller at Freeport, Ill., May 23, 1856, coming to Decatur the following year.

Funeral services were held Saturday afternoon at the home of F. W. Cruikshank, the factory employes attending in a body and marching to the cemetery. There was a large attendance of old friends of Mrs. Mueller, and many exquisite floral designs testified to the esteem in which Mrs. Mueller was held.

Rev. O. W. Lawrence, pastor of the Central Church of Christ, conducted the services and paid the following beautiful tribute to the life of the departed:

"Mrs. Mueller was a superior woman, though having but few years in school in her native land she was well educated. Teachers of German enjoyed talking with her because she spoke the language with such purity and beauty of accent. She was also a good Latin scholar and knew the English perfectly well. She always took a keen interest in the business of her husband and later of her sons. She was thoroughly interested in the men employed in the factory and the older men especially revered her with kindly affection which they often expressed in little tokens of love and regard.

"Mrs. Mueller took great pleasure in accompanying her sons in the latter years to the conventions of water and gas trades. It was a rule of the factory that she should go whenever she so desired. This noble woman's chief influence, however, was felt in her home. There she attained that highest of all callings for which God ordained woman, true motherhood.

Believed in Husband.

"She believed implicitly in her husband. What he undertook she thought he could do and all her love and sympathy and advice were cast into the balance for his success. When the factory was but a little shop the wife of Hieronymus Mueller believed in his ability and success and her love nourished it into fruition.

"She cared little for society. Like the famous mother of the Gracchi, 'Her children were her jewels.' Her home was pervaded

by a buoyancy and good humor that were ever present. A kindly optimism graced her every thought. She looked for and expected the best in everybody.

Mark of Brotherhood.

"Her loving personality held her family together with bands stronger than steel. The world has admired this remarkable family. The way these brothers have stood together in the labor of building up a great business, has been a mark of brotherhood and affection in which our city has taken great pride. These strong men have stood together like brothers indeed. Their industry and honor has reared a monument to their father's name, worthy the tribute of noble sons. But back of this union of purpose and industry is a mother's love and tenderness.

"This good woman solved the difficult problem of holding together a growing family in her own way. Her sons and daughters recall vividly how, as children, they sat through the evenings listening for hours at a time to the interesting stories related by their mother. Stories which held their attention and at the same time pointed out to them the best in life. When they had homes of their own their mother still held to them and their children with tenderest affection and their steps were often directed toward her threshold.

"Now, finally, to these her sons and daughter, let us thank God for such a mother. She built up your lives out of her own, she nourished you at her breast and hushed you to sleep in the warm security of her arms. Her tireless love and ceaseless prayers have followed you through your waywardness and won you back to love and rectitude. Let God be thanked that her life has been spared to see you reach that stage of life's experiences where we fully appreciate our mothers. Now she is gone, but her memory remains to you, may your lives be guided by that love of rectitude and honor and purity which she loved and may you leave your children a heritage as rich as this."

The body was placed in the mausoleum at Greenwood until the Mueller family mausoleum is built.



NOT DOING MUCH

Cleveland Factory Discussed at the Annual Meeting is Not Aggressive

You will remember that at the annual meeting there was a discussion as to the output of a certain Cleveland factory manufacturing brass goods.

Mr. Adolph Mueller made the statement that in his judgment the com-

pany in question did not employ to exceed 70 men, but Mr. Dill was of the opinion that they surely employed as many as 125 men or even more.

We have some very recent information on this subject. A person who went through this factory six months ago found that they were working about 40 men. They were running nine hours a day. A few days ago a core maker left the employ of this company and in seeking work with another concern said that only two core makers were working with the factory he had just left. It is the opinion of our informant that this company cannot exist very long unless there is a radical change in management.

Another Cleveland company is running very slack. A person connected with this factory told recently that the company was up against it right and would not be able to keep running if it were not for automobile work.

These so-called competitors evidently are not as aggressive as some of the salesmen believe. With the forces they have been working they certainly have not been in good position to get out goods.

Our advice from Cleveland is to the effect that all the brass companies there are running slack.



LITERATURE AND INFORMATION

We are, of course, very much interested at this time in bubbling drinking fountains and wish to advise you to send in all literature and information that you may obtain on this subject.



SALESMANSHIP

Mr. Adolph Mueller and Mr. Earle Mann went to Chicago on the 31st to attend a meeting and hear an address by Hugh Chalmers on "Salesmanship."



You believe in Mueller Goods—make the trade see it your way.

BETTER THAN SPECIFIED**Government Convinced of the Merit of Colonial Self-closing Work**

Getting an order for a higher grade of goods than is demanded is very frequently the result of going after it in the right way. We recently sold the U. S. Government a fine order of a better grade of goods than their specifications called for.

Recently we received a blank proposal from the War Department office of the Depot Quartermaster, Jeffersonville, Ind. These specifications called for a quantity of self-closing basin cocks and bibbs, citing No. 44, plate 52, Treasury, War and Navy Department, 1910 specification. The number and plate given is similar to the Paragon Low Down Self-closing Crown handle basin cock.

As we make the Colonial and Extra patterns of cocks, we felt that it was up to us to determine which pattern would compare most favorably with the Paragon cock, which the specifications covered. We decided, without hesitation, that our Extra pattern cocks were equal to the Paragon and we therefore quoted on the Extra pattern work, filling them in on the proposal blank we had received.

In the accompanying letter, however, we explained that we considered our Extra Pattern Self-closing work equal in material, design, mechanism and workmanship to the Paragon. We explained further that while our Extra pattern cocks were somewhat lighter than the Paragon, we would guarantee them to be equal in every respect.

Having, as we believed, established our case, we went further and explained to the authorities that we made a larger and heavier pattern of self-closing work known as Colonial, and then we proceeded to point out its advantages and superiority over anything on the market. We attached a separate bid on our own quotation form, giving prices on the Colonial goods. Samples of both the Extra and Colonial patterns were sent.

Our argument evidently carried conviction. We got the order and it calls entirely for Colonial goods. This includes 240 of our D-12901 Basin Cocks with Indexed Primo Handles, and 60 $\frac{5}{8}$ -inch D-12003 Bibbs with the same style of handles.

**CONVENTION DATES**

February 6, 7 and 8, 1911—The sixth annual meeting of the American Society of Plumbing Inspectors and Sanitary Engineers, Milwaukee, Wis.

February 8, 9 and 10, 1911—Annual convention of the Nebraska State Association of Master Plumbers at Omaha, Neb., with headquarters at the Rome hotel.

February 14 and 15, 1911—Annual meeting of Ohio State Association of Master Plumbers, at Cleveland, Ohio. The convention will be held in Pythian hall, with hotel headquarters at the Gilsey.

February 14, 1911—Annual convention of the Missouri State Association of Master Plumbers at Kansas City, Mo.

March 7 and 8, 1911—The 23d annual meeting of the New York State Association of Master Plumbers at Rochester, N. Y. The sessions will be held at Powers' hotel, which will also be headquarters.

March 14 and 15, 1911—The annual convention of the Kansas State Association of Master Plumbers at Wichita, Kansas.

April 5 and 6, 1911—The 19th annual meeting of the Michigan Association of Master Plumbers at Muskegon, with headquarters at the Occidental hotel.

**SELF-CLOSING WORK**

We have received an order for 144 D-11901 Primo Handles indexed for the new Spencer Hotel at Marion, Indiana.



Electricity recharges a battery and enthusiasm recharges the body.

GAS TEES AND COCKS

Adapted to Use on Either Low or High Pressure

We are illustrating herewith our combined gas service tees and cocks, which can be used for either low or high pressure gas. These fittings will be furnished only in galvanized.

If the above pattern is to be inserted directly into the main without the use of a service clamp, see that the valve is closed and then insert cock into the main as you would the ordinary tee. This fitting, 21175, has an advantage over a service tee in that it may be shut off, thereby preventing the escape of gas during the run of the service. In other words, the service can be run immediately or left until a future time without danger of the loss of gas.

The 21175 pattern will be provided with a male thread at the top so that the cock can be inserted in the main with our regular water tapping ma-



21175 Straight Pattern

chine, thereby preventing the loss of gas, except that contained in the body of the machine. When a tapping machine is used, however, we would advise the use of a female screw plug for inserting the cock.

In using this straight pattern, combined service tee and cock with a service clamp, first unscrew the bushing

and stem and place an ordinary plug in the side opening, then screw the cock into service clamp. Then connect the drilling machine and drill hole through the main. After this is done, disconnect the drilling machine and insert bushing and stem. After the bushing is screwed tight, turn stem to the right until the valve is closed. Then unscrew the plug from the side opening and continue with the service at will.



No. 21176 Angle Pattern, Its Operation and Uses

After this cock has been inserted into the service clamp, the side opening should be plugged, and our drilling machine screwed on to the top outlet of the cock. Be sure and see that the valve stem is turned to the left against its upper seat. Then continue with the operation of the machine and drill hole through the main. Then withdraw the drill up into the body of the cock and shut off the valve on the angle. Then take off the machine and change the plug from the side opening to the top and continue with the service at will.

+

FOR GRAND CENTRAL STATION Specifications Changed to Include Mueller Regulators

We have received the order for two reducing and regulating valves for the new Grand Central station in New York City. This question was under

discussion during the recent meeting and you doubtless will be interested in knowing about the order and the character of the valves to be supplied.

The order calls for two 7-inch regulators (13140) with semi-steel bodies and manganese bronze working parts for 185 pounds pressure, 100 degrees super heated steam, reducing to any point required between zero and five pounds. These valves are to supply 240,000 pounds of steam per hour through a 36-inch heating main. This is equivalent to about 6,000 horse power of steam. The valves are of the single reduction type and guaranteed to operate with not more than $\frac{1}{2}$ -pound variation in delivery pressure.

An important fact in this connection is that the original plans and specifications called for valves of the double-reduction type, the first to have an inlet of 10 inches and an outlet of 14 inches, and the second to have an inlet of 14 inches and an outlet of 24 inches. These valves were to be made of steel castings and were to supply the same 36-inch heating main which our two 7-inch valves will take care of.

In securing the substitution of our valves we have scored a good victory. It is, in fact, a most important victory when we consider the high character and reputation of the engineers in charge of the construction work of the Grand Central station. They were quick to see the superiority of our valves when the points of merit were presented to them, and to order a change in the plans and specifications so as to admit of their adoption.



THE NEW BATH SUPPLIES

Instructions for Installation with which You Should Be Familiar

With each pair of Mueller-Stewart Bath Supplies we enclose the following instructions which we wish you to read carefully. We think it would be a good idea for you to go through the operation of attaching these supplies

with your customers so they may understand how it is done.

While it is a perfectly simple operation, a little carelessness or failure to follow directions may result in stripping the threads. For instance, this will occur if an attempt is made to tighten the coupling after the flange is in position on the tub.

The instructions we give to plumbers follow:

Instructions for Installation

1—Screw the winged lock nut on the supply pipe back to the end of the thread.

2—Put the slip joint nut with packing on the supply pipe and then place the slip joint end in the service pipe.

3—Put the threaded end of the supply pipe through hole for the same in the bath tub.

4—Screw the flange on the supply pipe by hand as far as it will go.

5—Slip the bath cock nut over the coupling, put a little lead or oil on male thread of pipe and screw the coupling tight with a pipe wrench used on the knurled flange. When using a pipe wrench it is necessary to exercise care in tightening up the coupling, because the wrench has quite a leverage and it is possible to crush the coupling, thus preventing the nut from fitting same properly. The coupling may also be tightened by using a Mueller Combination wrench, especially designed for the installation of these supplies, or by the insertion of a flat piece of steel in the end, two strong lugs being cast inside the coupling for this purpose. When a flat piece of steel is used, a leverage is obtained by gripping same with a monkey wrench.

6—Run the flange back by hand as far as it will go toward the coupling, and screw up the winged locknut until all the slack has been taken up. When both supplies have been adjusted up to this point, fit the bath cock to them and screw up the nuts until they are tight. Take the bath cock in both hands and true it up until it is parallel to the rim of the tub. After adjusting the cock to its correct permanent position, place wrench on hex of flange and screw tight by turning to the right. Finish the job by making the slip joint connection at the floor, this being the only joint to make on the outside of the tub, all other work of making the connection being done on the inside of the tub.



The first order, even if small, is the initial spark of interest. By proper attention it may be fanned into a steady, business flame.

BULLETINS**Taken From Bulletin Book and Reprinted Here**

In re-arranging our bulletin system in accordance with a recent decision, we have taken from the Bulletin Book such bulletins as could be summarized, and herewith give the main points of the same:

Prices

November 23, 1910.

We must insist on and demand that you maintain our regular established prices in the future.

On city contracts or other large deals where concessions are thought feasible you should submit to us all the information you can gather so as to enable us to pass judgment.

Mueller Pattern Extension Service Boxes

December 7, 1910.

All curb or service cocks intended for use with Mueller Pattern Service Boxes must have the tee or flat heads drilled 3-16 inch.

It is necessary to specify in your orders that the cocks are for use with Mueller Pattern boxes as the heads must be drilled to special template.

On all orders for curb or service cocks look up our records for style of service box in use and enter order accordingly.

If our records show that we have sold Mueller Pattern Boxes to a certain customer and there is conflicting information, causing us to doubt whether our boxes have been adopted it would be best to drill the heads of the cocks until we have proper assurance that this is not necessary.

Tapping Machines

January 2, 1909.

Always advocate the No. 2 instead of the No. 1 Tapping Machine.

The No. 2 will take almost any make of corporation cock; the No. 1 only takes a Mueller corporation cock and corporation cocks shorter than the Mueller.

A corporation cock can be changed in case of a mistake in size or style, when using a Mueller machine, while it is impossible in almost all other makes to rectify such an error without first shutting off the water.

January 2, 1909.

The No. 1 and No. 2 machines will make taps and insert corporation cocks in $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$ and 1 inch size.

All $\frac{3}{8}$ -inch corporation cocks having Mueller corporation cock thread on long end have regular $\frac{1}{2}$ -inch Mueller corporation cock thread and are used in connection with the regular $\frac{1}{2}$ -inch tools.

Where it is desired to use corporation cocks having iron pipe thread on the long end it is necessary to use a $\frac{3}{8}$ -inch I. P. tool.

Always recommend the use of corporation cocks with corporation cock threads and as a talking point, you can bring up the argument that both the $\frac{3}{8}$ and $\frac{1}{2}$ -inch corporation cocks can be used with the same tool, thus making a saving to the customer.

February 8, 1910.

You are instructed to keep a record of all tools sold and co-operate with the office in order to find if any other tools than Mueller's are sold in your territory anywhere. Also learn the average number taps made with each of our tools. Also secure data on the price of other makes of tools to see if they will not be approximately the same as ours. Please report at once to this office when you find where tapping machine tools other than of our manufacture are used.

Stop and Waste Union Couplings

February 19, 1909.

At the annual meeting the following decision was reached: "Where any Stop and Waste Cock is used with union coupling, the union coupling must be on the outlet side of stop and waste."

February 10, 1910.

We will furnish Extra and Colonial Compression Stop and Waste Cocks with handle as shown in the catalogue. However, we will furnish wheel handle or socket head when specified without extra charge.

This does not apply to any compression stop or to any bibb of any kind.

Stop Cocks—Lavatory

February 6, 1909.

We will make D-8663 and D-8664, page F-75, with stuffing box unless otherwise specified.

This decision is due to the fact that all other lavatory cocks are made with stuffing box, as illustrated on pages F-75 and F-76, and we think the loose key cocks should therefore be made that way also.

Compression Stop and Waste Cocks—Socket Head for Stem

In the future we will furnish our Compression Stop and Waste Cocks with socket head for stem without any additional charge. In other words, we will furnish either a regular tee handle or a socket at the same catalog list prices as we quote on compression stop and waste cocks.

Thread—Hose for $\frac{3}{4}$ Inch I. P. Thread on $\frac{1}{2}$ Inch Cock

January 2, 1909.

Hereafter the price of $\frac{1}{2}$ -inch bibbs with $\frac{3}{4}$ -inch thread will be the same as the reg-

ular style, and there will be no extra charge for the increasing thread on the 1/2-inch bibb.

Wheel Handles for Compression Work

November 19, 1910.

When ordering compression goods with wheel handles, do not fail to give the catalogue number applying to the wheel handle, otherwise we will be obliged to write you for information.

Shellac in Recess of Service Clamps

February 7, 1910.

It is believed to be a good plan to put shellac in the recess of the service clamps into which the lead ring fits.

It might be well for you to recommend this process.

Service Clamps

April 25, 1910.

We find that black service clamps will not turn out to our satisfaction and we do not care to sell them. In future we will sell galvanized clamps only. Therefore you will quote only on galvanized clamps. Show your customers that the galvanized clamp is the only thing, that they are perfectly made and free from leaks.

Mueller-Stewart Bath Supplies.

December 2, 1910.

These supplies will be packed one pair in a box, and bath cock flange, the winged lock nut, the slip joint nut and washers and the floor flange will be included in the box with the supply pipes.

The only thing that will be packed with the bath cock itself is the coupling and coupling nut.

Specifications—Mueller Goods

January 2, 1909.

Wherever possible, state the name of the building for which goods are specified, such as hotels, etc., and if it is impossible to procure the name, get the name and address of the owner.

Orders for Special Goods

January 15, 1909.

We wish to caution you concerning taking on new articles for us to manufacture. Special articles delay delivery on regular goods.

We will always consider an article which has merit and when you find such do not fail to send it to us and write us fully in order that we may decide what to do. We will always take into consideration the demand and practicability of any suggested article, and anything said to throw light on these articles will assist us in reaching a conclusion without delay in correspondence.



It's better to work into good business than to butt in.

THIS SPEAKS WELL

Colonial Pattern Works Perfectly Under 75 Pounds Pressure

The New York office furnishes the following commendatory letter concerning our Colonial Self-closing work. Mr. Kirkley's statement about this satisfactory installation is one worth remembering and using. The letter says:

GEORGE S. KIRKLEY,

N. E. Cor. Harlem Ave. and Calhoun St.
Baltimore, Md., Dec. 6, 1910.

H. Mueller Mfg. Co.,
New York City.

Gentlemen:

I have just completed the Notre Dame College, Charles Street Avenue, Baltimore, Md., for which I had the plumbing contract amounting to several thousand dollars, and your Colonial Self-closing Faucets were specified for the lavatories, number 119, hot and cold, making a total of 238 faucets. These faucets are working under a pressure of 75 pounds, and I can safely say that we have not had to repair one, and this is remarkable for a new job, and I only wish I could say this about the balance of other brass goods.

Very truly yours,

(Signed) GEORGE S. KIRKLEY.

The order for these goods was not placed with us direct, but through a jobber.



THE MUELLER REPAIR LID

We believe our repair lid for service boxes offers a fine field for business, if the article is persistently pushed.

It ought not to require much argument to sell them. A service box without a lid is next to no service box at all. A Mueller repair lid makes practically a new box at very small expense. It makes a better box than when new, because the Mueller Lid when properly adjusted is there to stay.

Managers of water and gas companies will be quick to see the advantage and benefit of the Mueller Repair Lid.

Don't fail to bring it to their attention. We will shortly send circulars to the trade.

GET A MEMBER

Missionary Work for the American Water Works Association

We have received from Mr. J. M. Diven, Charleston, S. C., application blanks for membership in the American Water Works Association. The next meeting of this association will be at Rochester, New York, June 6th to 10th, inclusive. It is desired to greatly increase the membership.

We are on very friendly terms with this association and wish to foster it all we can. We have advised Mr. Diven that our salesmen could endeavor to secure members and you are herewith handed some application blanks.

If possible, secure a member or two. Every water works man should belong. On the back of the blank you will find a list of those eligible to membership. This is a representative association. Its membership embraces some of the best known and scientific men in the business and they are constantly striving to elevate and improve the business, both as it affects the consumer and the company.

The active, wideawake man in the business certainly will see the advantage to him of meeting with such a body of men and gaining practical knowledge from their experience.

Talk it up among your water works friends. If we can secure members for the association, it will strengthen us with the trade generally.



DEFECTIVE GOODS

Be Sure to Examine Everything on Which Claim is Made

Salesmen are cautioned to exercise care in returning goods alleged to be defective. In every case where a claim of this kind is made, you are instructed to make a careful examination. See if the defect claimed is the result of careless handling or installation.

If it is due to defective manufacture,

we are always willing and ready to replace the goods. But not infrequently these defects are due to rough and careless handling by plumbers. We cannot be expected to replace goods sent out in perfect condition, but made defective through carelessness of workmen.

We desire that you make a careful examination of each piece of goods claimed to be defective. Be sure that it is a piece of our goods. We had one instance of lead goose necks, fitted with corporation and curb cocks being returned to us as defective, none of the goods being of our make.



A QUESTION BOX

A department under the head of "The Question Box" will be established in THE RECORD. It can be made a valuable and profitable feature if used.

Through this medium you may be asked to answer questions propounded by the firm or you may ask questions about the goods or business policy which will be answered for you.

The value of a department of this character lies in the fact that a question asked by one salesman may call forth information which may be of value to all salesmen.

There are undoubtedly many times during the year when questions arise about which you desire information and we want you to ask about them.



WATER METER TESTERS

At the present time we are not making the No. 23140 meter tester, and have none in stock. Therefore, do not quote on or take orders for the same.

The only tank we are making at present is No. 23145 in No. 2 and No. 3 sizes.

The only scale we are furnishing at present is the No. 23150 and it is for 2,500 pounds only.