

The Mueller Record

VOL. I

MARCH 1, 1911

No. 8

A GOOD BOOST

Our Self-Closing Work Calls Forth Strong Commendation

We are in receipt of a splendid testimonial letter from John M. Blades, Chief Engineer of the Northwestern University Building, Chicago, Illinois, concerning our Self Closing work. Here is what he says:

"Your self closing basin cocks and bibbs have been in use in this building for about three years and I wish to state that they are certainly giving splendid service.

The cocks in our public lavatories are used constantly by our 1200 students, also by all tenants and visitors to the building and they are working as well today as when installed, about three years ago.

The constant service which they have given is certainly a test of the merit of your goods and I take pleasure in stating these facts."

(Signed) JOHN M. BLADES,
Chief Engineer.



SCRAP BRASS

Some Competitors Making Big Price to Influence Business

In a number of instances recently we have been up against a proposition of competitive prices for scrap brass, and we wish to call your attention to these circumstances so that you will understand the situation if you meet with a similar experience.

In one instance we were notified by a salesman that two certain brass companies were offering 12c per pound for scrap brass in exchange for goods of their manufacture. This is simply one method of our competitors to use the

scrap brass price as a leader to secure business.

Another of our salesmen was up against this proposition recently and an order which he had taken was cancelled by reason of a competitor offering a better price for scrap brass than we could afford to make. We found out, however, that this competitor was asking more for his goods, and the excess which he paid for scrap metal was more than made up by the extra price he asked for the goods. This fact was called to our salesman's attention and we have reason to believe that our order will be re-instated.

Another salesman was unable to get business from a particular party because a special lead and iron cock used had a 5-8 inch lead end and a 1-2 inch iron end. These cocks have always been made up from a 5-8 inch pattern and iron and reduced to 1/2 inch. We always use the 5-8 inch list, but the competitor used the 1-2 inch and may have furnished the 1-2 inch cock with enlargement on the lead end for 5-8 inch pipe. We do not know about this, but had our salesman figured the competitor's invoice at our prices he would have found that our net to the customer was \$4.00 less than the competitor's price. This competitor was not giving as good a discount as we gave, and even taking his reduction in list on the 1-2 x 5-8 inch cock the bill when figured in its entirety would show our goods \$4.00 less than the competitor's goods.

These points are cited so that you may be on the lookout for anything of like nature. There are some plumbers of course who really believe they are getting a good bargain when a big price on scrap brass and long terms are offered. If they would but figure

their bills they would find that in reality they are paying more than they would if they bought from us. We believe that if the opportunity is open to you to show them this fact on some bill that they have bought, that you will have done much to make a friend and customer for our company.



CONVENTION DATES

National and State Gatherings for this Year

Plumbing

March 7, and 8—New York State Association of Master Plumbers, at Rochester, New York. Sessions and headquarters at Powers' Hotel.

March 14 and 15—Kansas State Association of Master Plumbers at Wichita, Kansas.

April 5 and 6—Michigan Association of Master Plumbers at Muskegon, with headquarters at Occidental Hotel.

April 11 and 12—Kentucky State Association of Master Plumbers at Frankfort, Kentucky.

April 18—Pennsylvania Association of Master Plumbers at Altoona, Pa.

June 13, 14 and 15—National Association of Master Plumbers at Galveston, Texas, with headquarters at the Piedmont Hotel.

Gas

American Gas Institute at St. Louis in October.

Illinois Gas Association at Chicago, March 15 and 16.

Michigan Gas Association at Detroit, Sept. 21, 22 and 23.

Missouri Electric Light, Gas, Water Works and Street Railway Association, St. Louis, April 13, 14 and 15.

National Commercial Gas Association at Denver, December 5-12.

Natural Gas Association at Pittsburgh, Pa., May 16, 17 and 18.

Pacific Coast Gas Association at Oakland, Calif., Sept 20, 21 and 22.

Pennsylvania Gas Association at Reading, Pa., in April.

Southern Gas Association at Montgomery, Alabama, April 19, 20 and 21.

Southwestern Electrical and Gas Association at Houston, Texas, April 27, 28 and 29.

Wisconsin Gas Association, annual meeting in May at Milwaukee.



FITSEMAIL SUPPLIES

Let the Trade Understand We Can Supply Them

Remember that we can make and sell our Fitsemall Supplies without interference. The trade does not understand this as yet. Put them next.

The fact that the trade is not aware of this is shown in a recent letter from J. H. McCormick.

Mr. McCormick drummed one of his customers at Portsmouth, Ohio for an order on Fitsemall Supplies, and received in return the following letter, the name of the company with whom the order was placed being omitted:

"I have just placed an order for Bath Supplies with a Cleveland company. Sorry, but thought you did not make them. Will bear you in mind next time."

The above letter bore date of February 1, 1911.

Later Mr. McCormick received a second letter from this customer reading as follows:

"Please ship me at once 12 pairs Fitsemall Basin Supplies for inside of 3-8 inch pipe; 12 pairs Fitsemall Bath Supplies for inside 1-2-inch pipe.

Please ship at once as I want to send back the ones I got from the Cleveland Company."

The above letter bore date of February 18, 1911.



AN ORDER FROM QUINCY

We have received from the O'Neal Plumbing Company of Quincy, Illinois, an order for 300 D-11901 with corrugated wheel handle index.

These are to be used in the new Fremont hotel at Quincy.

SAFETY LUGS.

An Improvement to Be Made In Mueller Repair Lid

We are arranging to improve the Mueller Repair Lid by making it impossible for the wedge to drop down into the box in case of a breakage of the brass screw.

This is to be accomplished by casting two lugs on the bottom of the jaws which are pushed against the sides of the service box by the wedge. These safety lugs will extend in far enough to catch the wedge in case it should for any reason drop.

The device is similar to the suggestion made at the annual meeting by Mr. C. T. Ford. With this device the only thing that could happen to the box which would require the replacement of a part would be the breaking of the screw, and a new screw would be all that would be necessary.

We still have a stock of the old style lids on hand and will dispose of these before the new style is offered the trade. You are not to take orders therefore for the new style lid until notified by bulletin.



BE MORE CAUTIOUS

We Can't Stand for Loss On Goods Made Deficient By Customers.

We wish to put you on your guard about returning goods. An experience with the lead melting furnace which cost us some money seems to call for a warning to prevent similar occurrences.

We sold a lead melting furnace to the Moberly, Missouri Water Board, which was returned to us and sent to the factory for repairs. The factory claimed that this furnace had been damaged by the customer, but having taken it back, we had to replace the same and also had to credit the old furnace at full price.

When the factory notified us that the old furnace had been abused we wrote the Moberly Water Board, but were

unable to reach any adjustment with them.

We certainly should have been more cautious in permitting the return of this furnace and should not have allowed credit on it until it had been examined by the manufacturer. As we did not take this precaution it is up to us to lose the money.

It is not likely that the Water Company will make good any of the loss although an effort will be made to show them that the furnace was not deficient except as made so by not being handled properly.

While we are willing to make good any defects or damage in goods for which we are really responsible, we do object to standing these losses when the blame rests wholly with the customer, and it is therefore important in the future that we get the facts before we agree to make good.

In the instance of this melting furnace we may be able to have the manufacturer put it in salable condition and get rid of it at a low price thus reducing the loss we will have to stand.



A SOCIAL CLUB

At a supper at Greider's cafe, Saturday evening, February 25, a social club was organized, the membership entertaining the heads of departments and assistants.

Officers were elected as follows:

President—W. G. Cranston.

Vice president—C. N. Wagenseller.

Secretary—Earl Mann.

Treasurer—Jacob Voelcker.

The object of the club is to promote a better feeling and closer acquaintance among the men.



THANKS TO ALL

We endeavored to answer all letters and telegrams of sympathy sent us at the death of our mother, but may have overlooked some and take this opportunity to extend to all salesmen our thanks and appreciation for their friendship and interest.

ADDRESSING STATE ASSOCIATIONS

President Adolph Mueller has been kept quite busy lately delivering addresses to state associations of Master Plumbers. Upon special invitation he was asked to address the meeting of Iowa Master Plumbers at Waterloo, January 17, 18 and 19.

He next received and accepted an invitation to address the Nebraska Association of Master Plumbers at Omaha, on February 9th. The day before the Missouri Association met at Kansas City he was sent a telegraphic request to come there and speak, and



MR. ADOLPH MUELLER

did so. He has several engagements of this character yet to fill.

The address delivered to the Iowa plumbers was published in full in the Plumbers' Trade Journal of Feb. 1st, and the Nebraska address will appear later in the trade papers. In Iowa the address was more or less of an extemporaneous character while at Omaha the matter had been given more thought and went more into details, but all the addresses have been along the same line, varying only to meet circumstances as they might arise in the different conventions.

Mr. Mueller confined himself strictly to the business side of the plumbing trade and told the plumbers many things which should be of benefit to them in the future conduct of their business. The address is too long for publication here, but we append herewith a brief summary of what he said to the Nebraska Master Plumbers as it was published in the local papers:

He spoke especially against the ill effects resulting from the caricatures of the plumber as a "robber" and a "man of immense wealth" or as a "dictator" who "looked down upon his fellowmen." These newspaper and stage jokes have gone unchallenged for so long that the mind of the public is prejudiced against a legitimate business. He pointed out the injustice that has been the outgrowth of this practice and urged upon the plumbers the necessity of maintaining a dignity in their business just as the banker or merchant does. That the impression planted in the public mind by these recurrent jokes is a wholly erroneous one is proved by the fact that the plumbing business has produced few men of wealth. On the contrary the average plumber has great difficulty in showing a profit at the end of the year. This is due to the lack of systematic method in figuring into each contract the legitimate cost of doing business. He pointed out that before entering a contract a plumber must face an overhead expense charge which in the average plumbing business is about 20 per cent. As a rule this is not figured into the cost and the result is that the plumber faces a loss instead of a profit when the work is completed.

This overhead expense is a perfectly legitimate item entering into all business and with careful, methodical business men is always figured into the cost, and there is never any question as to the propriety of this action. As an illustration he cited the Mueller Mfg. Company. When they learned that they had gotten into a rut and that their Cost Department was obsolete they caused an investigation to be made. With the fact fully demonstrated they employed specialists in cost lines, who have been at work for almost two years installing a system of factory cost keeping, and systematizing the factory and office. The result will be a positive knowledge of what material and time as well as the cost of the material and time that goes into every article manufactured by the company.

Another phase of the plumbing business which was touched upon in his address was that of advertising. He advised the plumbers to use newspaper space just as other business men do. The Mueller Company's faith in advertising is demonstrated each month by the fact that they are represented in some seventeen trade papers and by numerous high class circulars and booklets.

We advise you to watch the trade papers and read it in full as you will thereby obtain many good talking points that will help you with the trade. We know of nothing that we think has been of so much advantage to the firm in the matter of publicity as these addresses. They created much interest in all the state associations, and the fact that the president of a large company like ours should give his time for an occasion of that character was undoubtedly pleasing to the plumbers.

THE \$2,000,000 MUELLER BUNCH



Our
1911 Aim
is a
\$2,000,000
Business.

We Can
Get It, But
We Will
All Have To
Hustle

This and a larger group photograph appeared in the various trade journals

RAILROAD BUSINESS.

One Instance Where We Had Specifications Changed.

We recently received an order for 12 D-12911 Colonial Self Closing Drinking faucets and 28 D-12901 Basin Cocks.

These are for the M. K. & T. freight depot and were sold through the Monument Plumbing and Supply Company of St. Louis. The specifications for this job called for Clow's "Barrington" Cocks, but Mr. Leary was able to secure a change.

It was not a big order but it is significant. It demonstrates that we can get railroad business if we go after it persistently, and that in many cases specifications may be changed where it at first seems impossible.



ARE YOU INTERESTED?

At the last annual meeting it was decided we would furnish any salesman for use in his own home, or headquarters, either one or two swing spout basin cocks in order that he might personally test them.

Up to the present time we have not had a single request from any of the salesmen for these cocks. Any of you sufficiently interested to give these cocks a trial?

PATENTS AND GOODS

A Line of Information which Must Go to Patent Department

In the future we wish all information about patents and new goods directed to our Patent Department.

The Patent Department will then gather all the information possible and present the matter to the firm.

Heretofore matters of this character came up in fragmentary shape, requiring several meetings before anything like definite action could be taken.

If all information goes to the Patent Department, we believe that much of this useless meeting can be done away with. The Patent Department will be enabled to get a question in shape for a decision upon presentation to the firm and much quicker action will result.



THE NEW REGULATOR

Salesmen Are Expected to Push It Instead of Old One

In accordance with the decision of the annual meeting you are to now push the No. 13160 Reducing and Regulating Valve instead of the old style Mueller Water Pressure Regulator.



A clear head gives a clear understanding.

DECISIONS OF THE ANNUAL MEETING

These decisions reached at the annual meeting will be sent you in no other form than that presented here. It is therefore important that you read each one carefully and preserve all of them for future reference.

ANSWERING COMPANY CORRESPONDENCE

Decision No. 3.—When practicable and it is not desired to retain the original letter from the house for reference, salesmen should write reply on back of letter and return to the house.

THE MUELLER RECORD.

Decision No. 5.—Salesmen may return each Mueller Record or any part thereof immediately after reading, or they may keep all copies until the expiration of the year when they must be returned with the bulletin book, catalogue and any other property of the company. Should any salesman be discharged or resign the return of the Records shall be considered just as important as the return of any other valuables, the property of the company, which may be in their hands.

CATALOGUES FOR JOBBERS' SALESMEN.

Decision No. 6.—Leather covers for catalogues will be furnished jobbers' salesmen and purchasing agents only upon written request from the salesmen.

SALESMEN ACKNOWLEDGING ORDERS TO CUSTOMERS DIRECT.

Decision No. 8.—President Adolph Mueller instructed the salesmen that in all cases they should acknowledge mail orders which they secure direct to their customers. If a mail order is sent direct to the office in care of a salesman and the letter is opened by the house, the office will in all cases acknowledge the order to the salesman, giving him a copy of the same together with a copy of the customer's letter attached.

SHIPMENT OF TWO ORDERS FOR TWO CUSTOMERS IN ONE BOX.

Decision No. 9.—Where a salesman sends in two orders to be shipped to two separate customers as one shipment, he must write on the bottom of the order, and if necessary use an additional sheet of paper, stating on John Brown's order that the order to James Smith will be shipped to him, John Brown. Specify on James Smith's order so that it will show on every copy, that his order is going to John Brown. The salesmen will be held responsible for any error and any expense connected with the same. The Shipping Department should be notified that the package for James Smith, be packed in a box and marked for James Smith, the same to be put in a larger box and marked for Brown, and Brown's goods will be packed with Smith's box in a larger box. Letters will be written to both companies, with copy to the salesmen, specifying the exact conditions under which the shipment is made.

SPECIFYING CUSTOMERS' CREDIT ON INITIAL ORDER.

Decision No. 11.—If a salesman does not specify on the initial order from a new customer, information concerning credit, he will not be allowed personal credit for the order.

VITREOUS WARE.

Decision No. 12.—The committee named to consider the proposal of arranging with the Peerless Selling Company of Evansville, the proposition to make for us two or three styles of lavatories made this report:

"It is the opinion of the committee that the salesmen should secure information as to the objections to the present styles of lavatories in use in hotels and offices, together with information concerning new features that appeal to the trade.

They should impart this information to the firm and after receiving same the experimental department should work out new designs eliminating the objections and including the desirable improvements. After settling on the styles that it is deemed by the firm desirable to handle, the subject should be taken up with the manufacturer."

PRICE OF MAKING CONNECTIONS WITH LARGE DRILLING MACHINES.

Decision No. 15.—In case we have a call for making connections with large drilling machines, each specific case should be taken up with the office and price will be quoted in each instance.

TAPPING MACHINES.

Decision No. 17.—President Adolph Mueller instructed the salesmen that they should in future keep in closer touch with customers' tapping machines. They should examine every machine in their territory when possible to do so, take out chips, and see that the machine is properly oiled, etc.

TOOL FOR TAKING OUT CHIPS IN TAPPING MACHINES.

Decision No. 18.—It was decided that every salesman carry with him a special tool for taking out chips in a machine and that they examine every machine in their territory and report conditions to the firm.

ALLOWANCE FOR MALLEABLE TEE AND LEVER HANDLES ON STOP AND WASTE COCKS.

Decision No. 21.—In special cases if a salesman finds it necessary he may make an allowance of 15c per dozen for handles, where stop and waste cocks are purchased, less handles, but the salesman will not have authority to make this allowance without first taking the matter up with the firm and securing their permission.

REPORT OF COMMITTEE ON PHRASE TO DENOTE SHIPPING DATE.

Decision No. 27.—The salesmen should signify the shipping date in the space allotted on the salesmen's order blank. If the shipment is to be made at our earliest convenience the words "At Once" should be written in and of course if shipment is to be made at a future date the exact date should be specified. If a customer is in a particular hurry for the goods on order or certain items of goods the facts should be plainly written on the bottom of the order so that the Shipping Department can act intelligently. Where the term "At Once" is specified and no other information appears the Shipping Department will consider that the order is not to be given special attention but is to be shipped at our earliest convenience.

REPORT OF FREIGHT ALLOWANCE COMMITTEE.

Decision No. 28.—The committee decided that for the present and until it is possible to ascertain what relation freight allowance would bear to the cost of and profit made on our goods to make no changes from the company's present policy. The salesmen will continue to handle this question of freight allowance the same as heretofore until advised differently.

SWING SPOUT BASIN COCKS.

Decision No. 34.—We will furnish any salesman for use in his own home either one or two swing spout basin cocks. These are to be installed, a record should be kept and a report made to the office as to results and satisfactory service. A bulletin will be issued as soon as possible quoting prices on this article.

SQUARE BELOW FLANGE ON BASIN COCKS.

Decision No. 39.—All salesmen are asked to secure information from customers as to whether the square just below the flange on our basin cocks is really necessary, if so what size square? Also find out whether or not two lugs would answer the purpose just as well or would they prefer a con-

rugation or a number of lugs and how many? Salesmen should be careful and ask only our very best friends for this information so that our competitors may not find out what we contemplate doing.

QUESTION BOX FOR MUELLER RECORD.

Decision No. 44.—It was suggested that future issues of the Mueller Record contain a Question Box in which questions will be asked and answers requested of the salesmen.

WATER REGULATORS.

Decision No. 46.—It was decided that we rush with all possible haste the experiments on the new water regulators and that just as soon as the firm sees fit so to do that they get out a catalog with regulators and accessories also the necessary prices and to continue to keep the salesmen posted on this subject as to what is done; also that the salesmen be instructed to push the new style regulator instead of the old style.

STEAM REGULATORS.

Decision No. 48.—It was decided that we sell steam regulators direct to the consumer when so instructed by our salesmen. However, we would prefer to sell these regulators direct to jobbers of steam goods and direct to the plumbing trade.

SERVICE CLAMPS.

Decision No. 50.—All salesmen are requested to secure samples of any service clamps made by any other manufacturer that has a circular groove on its lower surface where it comes in contact with the pipe, for the packing. Salesmen should also send us sample of the material used for packing and give us any other information which they possibly can secure as to how this is attached to the main. This data should be sent to the Decatur office in care of the Patent Department.

APPARATUS FOR TESTING METERS AFTER THEY HAVE BEEN INSTALLED.

Decision No. 57.—Salesmen are instructed in case they find there is a demand for testing meters after they have been installed, to inform the house at once, giving full particulars.

BLOCK AND TACKLE.

Decision No. 59.—Salesmen are instructed to report to the house where they find blocks and tackles in use, giving us the name of the manufacturer and the kinds of blocks and tackles and prices.

LENGTH OF SUPPLY PIPES

Decision No. 60 A.—Each salesman was instructed to send in the measurements of every tub he has a chance to examine taking the measurements from the center of the cock hole to the floor, also from the center of the overflow to the floor. He should also tell us the name of the plumber where he secured the information and the name of the manufacturer of the tub.

PRICE ON SUPPLY PIPES.

Decision No. 62-A.—Salesmen are instructed to send samples of different supply pipes and advise as to prices. Mr. Pilcher and Mr. Caldwell were instructed to forward samples of supplies which they mentioned.

SLEEVES AND VALVES.

Decision No. 63.—During the coming year we will carry a complete stock of sleeves and valves and the Bulletin Department will make a monthly report to salesmen as to stock on hand.

BENDING SUPPLY PIPE.

Decision No. 64.—Salesmen are instructed to furnish us with the name of every manufacturer who is making a supply pipe which has one or more bends on the integral pipe.

TRAPS.

Decision No. 65-B.—Salesmen are instructed to secure samples of different style traps which they think we ought to make and send them to the Patent Department.

CONTRACT WITH PLUMBERS' FOR A YEAR'S SUPPLY OF GOODS

Decision No. 67.—It was decided by the firm that in case a salesman has a customer in his territory who will purchase within one year's time \$1,000.00 worth of our brass goods and in the opinion of the salesman such customer is worthy and entitled to some special concession, in case he should purchase all of his goods from us, then the salesman should take the matter up with the house and he will be advised as to just what kind of a proposition he will be allowed to make said customer. The salesman is in no case to say anything at all to his customers regarding the special contract proposition until he is given permission to do so by this company.

VENT TEES.

Decision No. 75.—Salesmen are requested to send in a list of such size vent tees as are most generally used.



BUILDERS' EXCHANGE

Something About The Character of Our Display There.

In response to a letter from the house C. T. Ford gives the following interesting information concerning the Builders' Exchange Exhibit Company at Washington, and our display therein:

The Company is composed of builders and manufacturers of Washington, D. C. They have provided space in their buildings for the various trades such as master plumbers, painters, builders, etc. One large room is devoted to exhibits, and is cared for by a Bureau of Information. Visitors are shown through and the guide makes notes of all inquiries, which are forwarded to the exhibitor.

In this room we have an exhibit of which I am very proud and the Exhibit Company is very grateful to the H. Mueller Mfg. Co. for the expense and care they have taken to prepare it. The display is a beautiful one, and sets a mark that will be hard for any of our competitors to reach.

The exhibit consists of a handsome showcase containing almost a complete line of our Colonial and Extra Self Closing work and two lavatories, a pedestal and a wall type. These are fitted with compression and self-closing work, with a working view of the regulator, sand screen, and a glass turbine check valve. By the use of one of the basin cocks on each lavatory you may observe the working of these. Our sign is attractive and the exhibit as a whole is in keeping with the efforts of the firm to excel. The importance of an exhibit in Washington cannot be overestimated. More visitors come to Washington than any other city in the United States. It is fast becoming a city of architects, and is getting to be the place for outside members to visit for the study of different styles of architecture. It is the seat of the United States Government, the largest individual builder in the world.



METER TEST RECORD BOOKS

We have in stock 81 Meter Test Record Books. You are authorized to sell them at 25 cents each.

They are of much benefit to the person who tests meters. It requires but a moment to enter the result which gives a complete record of every meter tested.

This affords a splendid means for comparison in case a meter once tested is returned a second time.

We want to get rid of these books. Sell them if you can.

IN SANITARIUM

M. T. Whitney Compelled to Take Complete Rest

Mr. M. T. Whitney has been compelled to leave his territory for a time and has entered a sanitarium at Hinsdale, Illinois to rest up. It may be several weeks before he will be able to again call on the trade. We do not wish to give the impression that Mr. Whitney's indisposition is of a serious or dangerous character, but it is a case wherein he requires complete rest and we would suggest therefore that salesmen will contribute most to his speedy recovery by not writing to him. In a letter received by Mr. Adolph Mueller on February 28, Mr. Whitney said that he noticed an improvement in his condition.



NEW CIRCULARS

Circulars on the Mueller Repair Lids will be sent out during the present month.

During this month we will also send out circulars on the Sewer Rod.

While the trade's attention is directed to these two articles will be a good time for all salesmen to push them.

In the month of January we shipped over 500 Mueller Repair Lids on orders, which would indicate that there is going to be a good demand for this article. We want to double that amount in March and therefore advise you to push the Repair Lid with the trade at every opportunity.



AT FRENCH LICK

Mr. and Mrs. Robert Mueller and Mr. and Mrs. Philip Mueller spent two weeks at French Lick Springs, Indiana, during the month of February. They came back home on Saturday, February 18th.



No one man knows it all—it's the utilization of combined ideas that will bring the best results.

SCHOOL BUSINESS

The Sales Department is convinced that we can stir up quite a lot of business by getting in touch with Boards of Education.

The class of goods we make should appeal to school boards. They generally buy the best material.

When we get a satisfactory bubbling faucet and swing spout basin cock on the market, there should be great possibilities in this line.

It would be a good idea to begin establishing friendly relations with these Boards of Education.



SEWER RODS

Keep the sewer rod to the front with the plumbers.

It is made of good steel $\frac{1}{8} \times 1\frac{1}{4}$ in. in lengths of 25, 40, 50, 60, 75 and 100 feet for 8-inch sewers and smaller and $\frac{1}{8} \times 1\frac{1}{2}$ in. in 75 and 100 feet for larger sewers.

After careful investigation we are convinced that it is the best thing on the market for removing obstructions in sewers and ought to be just as much in demand as the plumbers' friend closet cleaner.



ORDERING SERVICE BOXES

We find that some confusion is resulting from the way in which service boxes are being ordered.

In the circular which we issued on the service boxes we advised that boxes should be ordered according to the first column of figures showing the short length of the box.

Hereafter, salesmen are requested to specify both the short and long lengths of the boxes and this will avoid mistakes in filling orders.

The next circular we issue will conform to this plan of ordering.



Two hundred pounds pressure is a good head of energy to work under.