

The Mueller Record

Vol. I

NOVEMBER 1, 1910

No. 1

Beginning with this issue, the Sales Department will have printed a paper on the first and fifteenth of each month. It will be known as the MUELLER RECORD. It is especially for the benefit of the salesmen and will be the medium through which advantageous trade news will be furnished you.

Its columns will be used to advise you of any particular line of goods we are pushing in the trade journals; general information we may have regarding our competitors; information about any new article which we are working on or may have nearly ready for the market; letters of testimony regarding Mueller Goods which may come to us and which may prove strong talking points for you; results of any tests which may be made between our goods and others; and big deals which may be of interest to you, and, in fact, any news items regarding our trade, or trade in general, that we think may be of benefit to you in the pursuance of our work.

Your hearty co-operation is needed to make the MUELLER RECORD a benefit to the business. We therefore expect you to be on the alert for any information regarding our competitors, what they are doing in your territory, with prices they are quoting, and what goods they are employing to secure business.

Let us know from time to time what you consider the best article to push in your particular territory. If certain circulars or booklets have had a particularly good effect on business in your territory, keep us advised, in order that we may try the same in some other part of the country. Give us any information whatever that you think will be of benefit to any of the other salesmen, or the business.

We want your criticism and advice that will tend to further development and efficiency of the MUELLER RECORD, and will certainly appreciate such. We are satisfied that with proper co-operation this paper can be made a potential factor in the upbuilding of our business.

The paper is not for outsiders. It's wholly a family affair, and will not be circulated outside of the salesmen and those entitled to such information as it will contain.

All communications should be addressed to the General Sales Manager.

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THE OUTLOOK IS BRIGHT A Heavy Winter Business in Sight— Get After It

The business outlook is promising.

The abundant crops we have had throughout the country, the settlement of freight difficulties, and the general return of confidence in the stability of trade, have a marked tendency to improve business conditions.

The only factor likely to create unrest and disturb conditions is the election November 8th, but even that is not seriously considered, and it will be over and out of the way in a few days.

With these facts as a basis, we would predict the heaviest winter business in our experience. We also predict that the valuation of our 1911 business will be in excess of 1910, which has been the best year we ever had. While our 1910 business is the largest in our history, goods have been sold at a very close margin and the profit is not what it should be.

It seems certain that with the improvement of general business conditions throughout the country, prices

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will advance. Therefore we do not think any one will make a mistake in placing orders at this time.

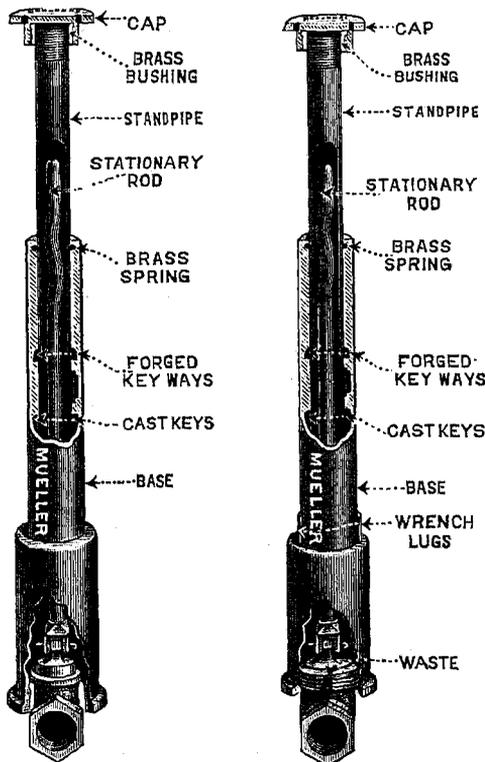
Go after them! Get your trade to specify immediate delivery if possible. If not, you have been authorized by bulletin to take orders for April 1, 1911, delivery.



OUR NEW SERVICE BOX

Begin Talking It to the Trade as the Best Box on the Market.

We are about ready for orders on the Mueller Extension Service Box. We wish you would begin talking it to the trade. Talk it hard. It's a good box, and the trade will see it if the points are properly presented. This box is



undoubtedly the best proposition in the way of a Service Box ever put on the market, and we ought to dig in and land a few big orders just to get the boxes started right. Prices and full in-

formation will be given you in the near future.

Mueller Extracting Plugs

Accompanying the Service Box literature which will be sent to the Water trade this week, we will enclose the attached circular on Mueller Extracting Plugs. This is an article that will be appreciated by the trade, and should be pushed.



CENTRAL BRASS LOSES

Patent Office Refuses Registration of "Quick-Pression" Trade Mark

The Central Brass Company, of Cleveland, Ohio, applied to the United States Patent Office for the registration of the words "Quick-Pression" as a trade mark for valves, cocks, and bibbs, the tail of the "Q" being in the form of a curved arrow or dart which terminated beneath the letter "K."

The Examiner of Trade Marks refused registration, holding that the trade mark applied for was descriptive.

Central Brass took an appeal from this decision. They contended that the term "Quick-Pression" was wholly fanciful. A decision on the appeal was rendered October 14, 1910, by the United States Commissioner of Patents. He upheld the Examiner of Trade Marks, his decision being that registration of the trade mark had been properly refused.

This title "Quick-Pression" has been quite extensively advertised in some of the magazines by the Central Brass Company, and it can easily be seen why the registration of these words for a trade mark has been refused.



MUELLER GOODS BY CARLOAD
A Big Order Promptly Filled for Los Angeles Water Department

We were recently awarded a contract for Water Works Goods by the Water Department of Los Angeles, California. The total valuation of this contract is \$15,257.95.

The order was entered by us October

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4th. Complete shipment was made October 24th.

The shipment weighed 50,938 pounds, enabling us to ship through at carload rates. We believe this is the first carload of Water Works Brass Goods ever sent to one customer on the Pacific coast.

You will notice that nineteen days elapsed from entry of the order to shipment. In reality we worked on the order sixteen days. Considering the magnitude of the order, it was gotten out in exceedingly short time. It certainly proves our ability to make prompt shipment of Water Works Goods.



COPPER IS ADVANCING

Indications Are That It Will Be Worth
14c by January 1st

The copper market has advanced $\frac{1}{2}$ c per pound within the last few weeks. The situation is such that we feel safe in predicting 14c copper by January 1st. We will not be surprised if copper goes to 15c before April 1st.

The newspapers have recently had a great deal to say regarding the copper situation, and the efforts of the copper people to get together. From what we can learn, the copper people have gotten together, as there is certainly a curtailment in production, and the producers seem to be getting in control of the situation.



ANOTHER NICE ORDER

We have secured an order for 212 pairs of our Extra Self-Closing Basin Cocks, D-11901, indexed, for use in the "New Leland" Hotel now building at Springfield, Ill. This should make you a good talking point.



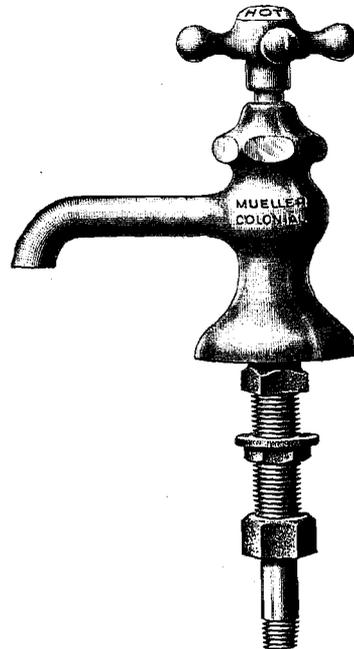
AFTER TRADE DIRECT

The Haydenville Company, Haydenville, Mass., which has heretofore confined its sales to jobbers, has adopted our policy, and is now going after the trade direct.

A NEW BASIN COCK

It's a Handsome Piece of Colonial
Compression Work

We are showing herewith the first illustration of our new pattern Four-Arm Handle Colonial Compression Basin Cock. You will agree that it is a handsome and attractive article.



D-9046

This is designed to take the place of D-9045, shown in Catalogue D. We will continue to make the old cock D-9045 when it is desired to match it up with a self-closing cock, but the D-9046 will take precedence when compression work is desired.



REGULATOR BUSINESS

Give Careful Attention to What We
Say on This Subject

We cannot impress you too strongly with the fact that we are now in position to furnish regulators for every purpose requiring the use of a regulator.

We are securing a nice business in this line, but we feel that we should

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receive a great deal more, and we know that this can be done if we have your co-operation. We are of the opinion that the regular booklet which we issued is not explicit enough in its details and we are inclined to think that on account of a great many of our salesmen, not understanding the regulators and their different uses, are simply ignoring the proposition altogether.

We agree that the information given in the booklet cannot be comprehended at a glance, but there is no doubt that a careful study of the matter will in a measure make matters clear. In this connection we are sending you under separate cover three circulars explaining the different regulators, and if you would like a few of these for distribution to regular customers, let us know.

We have gone to a great deal of expense in our regulator department and we must secure our share of the business. We insist that you push this line. If you do not understand well enough to make sales, we request that wherever there is a demand for regulators that you secure all possible information and mail it to us. If you will do this, we will do the rest. There are a great many conditions to meet with and oftentimes it is necessary to deviate slightly from the regular valve, and customers should appreciate the fact that we have an expert who is able to go into the different propositions and make recommendations that will fill the bill.

We are depending upon you to assist us in the building of our regulator business. We hope that you will not disappoint us.

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No. 2

CIRCULATION EXTENDED

The circulation of the MUELLER RECORD is growing. It has been determined to extend it to the office force and the foremen of departments.

These new readers will understand, of course, that this is not a newspaper. Its contents must not be treated as such. Information herein contained is not for general dissemination. It is for the reader only.

If you know of anything of interest for publication—matter that will help in a general way—write it to the General Sales Manager.



ALL SHOULD HELP

**Send in Beneficial Business Notes for
The Mueller Record**

The MUELLER RECORD has met with a very hearty response from the salesmen. Several have written in to commend it. We are glad you like it. - This little paper will grow. It is going to be a benefit to you now. It will be a greater benefit as it develops. But you will have to help. We want to make the MUELLER RECORD a sort of a clearing house for all beneficial news. It's a place of exchange.

If you have a plan, idea or policy that helps you in your work, it will help the other salesmen. Of course, you couldn't write to all of them. You can, however, get your ideas to them through the medium of the MUELLER RECORD.

Eventually this little sheet will do away with all bulletins except those giving prices. That will be of value to you. All the news will come to you at one time and in good shape. You will

be saved the annoyance of keeping up a bulletin book.

Don't forget that we want you to help with items—business items. In its present form the MUELLER RECORD is strictly and purely a business messenger, and we want all salesmen to help keep it full of information and ideas that will help all.



INDISCREET ADVERTISING

**Allyne Brass Company Shows Poor
Judgment in Trade Journals**

The Allyne Brass Foundry Co., of Detroit, are pushing their lead pipe couplings, practically the same thing as our lead flange work.

Mueller Lead Flange Work is never advertised except in Water and Municipal Journals and reference is never made to the plumber. It's our policy to never in any way reflect on the plumber, what he charges for his work or upon any particular branch of his trade.

The Allyne people, in a half-page advertisement published in Engineering Record November 5, had this paragraph:

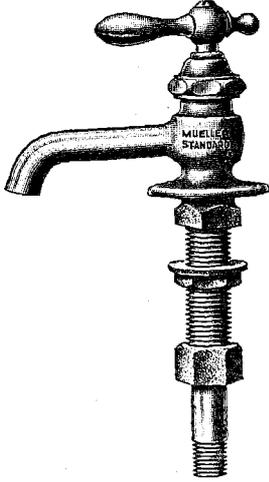
Suppose you secure the services of a good plumber—an extra good man, and a fast worker—to wipe joints, and pay him \$3.00 per day or 30c. per hour. And suppose he wipes six joints per day (a high average, as you know), each joint costs 25c. in labor, aside from the cost of his helper, his solder, his furnace and kit of tools; the total averaging perhaps 37½c. per joint—and you're not sure about any one of them.

This kind of advertising certainly will not help the Allyne people with the plumbing trade if the trade learns that a campaign of this kind is being made directly against their interests.

A GOOD TALKING POINT

About Our New Quick Pression Work

The accompanying is an illustration of our new Compression work with Fuller action:



It's a fine piece of goods. If the trade wants this class of fixtures we thoroughly believe that it can find nothing better.

Our goods have features possessed by no other. There is one especially strong point to which your attention is directed. In other "quick pression" work the lever handle which is supposed to line up with the spout will eventually stand at a different angle. This is due to the wear on the seat washer, and there is no way to correct it.

In Mueller Goods this difficulty can be easily overcome by re-setting the handle on the corrugated end of the stem.

It's a good talking point.



NEW SEWER ROD

We Will Manufacture It Under the Hymes Patent

We are getting in shape to manufacture sewer rods under the Hymes patent which we recently purchased.

Prices will be bulletined to you within a few weeks.

These rods will be made in 25, 40, 50, 60, 75 and 100 feet lengths.

The Mueller Rod has some very strong features to recommend it. When not in use it maintains itself in concentric coils, but is easily uncoiled for use.

It has a spear point which easily penetrates any obstruction in a sewer. Back of it are two pairs of barbs which hook into the obstruction and pull it out when the rod is withdrawn.

For 8 inch sewers and smaller these rods are made up to 100 feet from a high grade steel $1\frac{1}{4}$ inches wide by $\frac{1}{8}$ inch thick.

For sewers above 8 inch they are made in lengths of 75 and 100 feet from steel $1\frac{1}{2}$ inches wide by $\frac{1}{8}$ inch thick.



AN ADDITION

Important Improvement in Our Power Plant

We are just completing an addition to the power plant. It's a brick structure 50 feet square and two stories high.

In the lower half we have installed two new boilers of 200 horse power each. This gives us five boilers with a total of 1,000 horse power.

The construction department will occupy the second story of the new building.



ANNUAL COON HUNT

Night Ramble in the Woods and Big Feast

We had our Annual Coon Hunt Saturday night, November 5. Ten automobiles carried a party of fifty or sixty persons to the Sangamon river bottoms eight miles west of Decatur, leaving the factory about 6 o'clock.

A two-hours' tramp through the wood resulted in the capture of two possums and the treeing of one coon. The coon was most unobliging, refusing to leave his roost, and was finally

left alone, while the party returned to a picnic pavilion where a fine, hot supper was waiting. It included the following:

- Fried Chicken
(a la Mt. Zion)
- Roast Beef and Brown Gravy
(a la Waldorf-Astoria)
- Irish Potatoes (with coats on)
- Sweet Potatoes (candied)
- Relishes
- Dill Pickles
- Sweet Pickles
- Sour Pickles
- Limburger (boisterous)
- Cream Cheese (ladylike)
- Fruit
- Cause of Original Sin
- Sweet Cider
- Cafe Noir
- Cigars and Dudeens
(Your Own)

The Mueller Mandolin Club furnished music, there was a good quartette to sing, and altogether the event measured up to a '49 reunion. You know how good that is, and it's therefore useless to tell you anything more about the coon hunt.



STAND PIPE HOSE VALVE

We Are Now Making One That Should Be a Seller

We are now making a 2 inch Mueller Stand Pipe Hose Valve with iron handle, catalogue number D-25507.

It will be furnished either with brass or iron body as the customer may elect.

At present we make only the 2 inch size, but if a good trade is worked up and the demand justifies we will increase the range of sizes.

For several years we have realized that quite a bit of business could be established with a good valve of this kind.

We have got the valve. What we want now is the business.



MUELLER-STEWART SUPPLIES

These supplies as originally sent out with a coarse thread were the cause of trouble in some places, leaking at the joint.

We called them in and changed our

plans, cutting a fine thread. In sending these out samples got mixed and coarse thread supplies and fine thread bath cocks went together. This occasioned trouble with the trade in one or two instances. Some of the samples sent to salesmen were mixed in this way.

Examine your samples and in case you cannot screw the flange up on the supply pipe, send in both the straight and offset patterns, so that we may correct the samples.



NEW YORK LIKES IT

Mr. Oscar Mueller writes us as follows, under date of November 4:

"We have the first installment of the MUELLER RECORD. It looks good to us. I have not taken time to read it all, but believe that work along this line should prove beneficial and profitable.

"After this has run for some time, will again give you my views on the subject, but I am inclined to feel that same will not be changed.

"Complimenting you on this work, I remain

"Yours very truly,
"OSCAR."



OFFICIALLY ENDORSED

Mueller Plumbing Goods Have Approval of Building Managers

Mueller Plumbing Goods were officially endorsed by the Building Managers' Convention which met in Washington, D. C., September 12, 13 and 14, 1910.

This action should make you a good talking point. We exhibited a general line of goods at this convention, which numbered among its delegates some of the managers of the biggest buildings in the country. Our display attracted much attention and Mr. C. T. Ford and Mr. F. B. Mueller were afforded an excellent opportunity to present the merits of our goods. With the excep-

tion of one other small exhibit of a few faucets we had the only plumbing display there. In the October issue of Building Management we find this item:

A very important step was taken by the convention in regard to the exhibits. A committee was appointed by the chair to examine all of the exhibits and report upon them officially. The exhibits described here were endorsed by the committee and officially approved by the third convention of Building Managers and owners. The committee having this important task was composed of Mr. C. T. Coley, of Douglas Robinson, C. S. Brown Co., New York; Tysillio Thomas, Prudential Building, Newark, N. J., and Mr. F. H. Heywood, Columbus Trust & Savings Bank Building, Columbus, Ohio.



WATER METER TESTERS

We Have Four About Ready for Shipment

The company has enjoyed a good business on Water Meter Testers, but there is room for improvement.

We now have four testing outfits about ready for shipment and have several orders on file.

During this winter we will endeavor to get a stock ahead, so that we will be in better position to push the tester business next summer and fill orders promptly.



KEEP IN MIND

The Fact That the "Mueller Record" Is For Your Personal Use

Mr. Adolph Mueller wants it impressed on your mind that the MUELLER RECORD is for you personally, not to be shown to the trade or any one else any more than your personal mail.

It's left to your judgment, of course, to use such points as you glean from its columns in promoting sales.

You will be expected to preserve each copy and return the old copy when a new one is received.

GOOD YEAR AHEAD

The election is over and the small flurry of excitement which it created has already subsided.

The country is once more turning to business and the outlook in all lines is bright.

We see a big year ahead of us.

But it will be big to us only as we hustle for our share.

Let's go after it hard.



In a little more than six weeks we will all be together in the Annual Meeting.

The importance of this gathering for the 1911 campaign should not be underestimated.

There is a big year ahead of us. It's going to take earnest, enthusiastic work to get the share of the business, which will give us the high water mark in our history. We can do it, however.

It's necessary that we all pull together in a common direction. That will produce results sure.

But even a pull of that character alone will not do it. We must do it after a carefully prepared plan. We have got to map out the course and then follow it.

So much by way of introduction. Now let us begin getting tuned up for the meeting. Give it a little preliminary thought. Try and come in with ideas that will help. If you are in a measure prepared for this meeting it will prove much more advantageous to you.

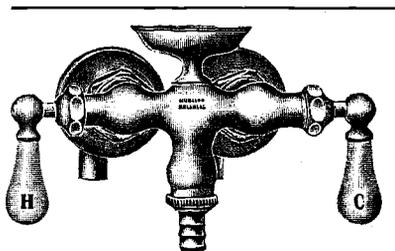
Here are two things to study on—

"Which is of greater importance to us, making new goods or having a stock of the regular lines on hand for immediate shipment of orders?"

"Which is the better policy for the firm to pursue: To call in the salesmen for instructing them in new goods, which afterward we do not find time to make because of the demand for regular goods, or to leave you on the road ready to begin hustling for orders with the New Year?"

HELP FOR PLUMBERS**In Advertising If They Will Use Our Illustrations**

We present herewith one of a series of advertisements which we will offer to plumbers in plate form, leaving space for his name and address, if he cares to advertise in his home paper:

**Is Your Wife Worth Having?**

If she is she is worth appreciating.

The installation of modern plumbing in your home will be a constant reminder to her that you appreciate her and think of her comfort.

Take the matter up with us and learn the facts about plumbing. It's not merely a luxury—it's a necessity.

Our high grade modern plumbing—the only kind worth having—will make the whole family happy.

We Use MUELLER Unconditionally Guaranteed Brass Plumbing Goods

The above is merely a sample. The advertisements will be made in size as shown above and in double column size. They will be illustrated with electros of Mueller Colonial goods.

We will not go into this endeavor until we have tried it out. Letters offering the service will be sent to a list of five hundred plumbers. From their

replies we will judge what course to pursue.

If we can get plumbers to use prepared advertisements, containing illustrations of our goods and a single line mentioning them, we have certainly got his good will and made him a better friend of the company and goods. It must be distinctly understood, however, that we will not pay for newspaper space. We will merely furnish the plates.

**MUELLER REPAIR LID****A Practical Mueller Invention for Disabled Service Boxes**

We are now ready for orders for the new Mueller Repair Lids for 2½-inch Buffalo Service Boxes. The object of this lid is to cover 2½-inch Buffalo Service Boxes where the original cover for the box has been broken or lost.

We find that 99 per cent. of Buffalo Service Boxes are 2½-inch, and you will note that in all cities where these boxes are used fully 25 per cent. are without lids.

This is due to the theft of the brass screw, which leaves the lid unsecured to the box, and it finally becomes misplaced. Often in taking out a screw, if it be made of poor metal, it will in most cases break off in the lip of the box that is threaded, or the lip is broken off in trying to remove the screw.

Where any of these conditions exist it will pay the water or gas company to use Mueller Repair Lids to put the box in first-class shape. With this lid that can be done in a few minutes.

There are lots of cases where frost raises the Buffalo Box from 4 to 6 inches above the ground. Or frequently in making new grades the top of the box is allowed to stand several inches above the surface, which makes it dangerous to pedestrians.

In this case the box may be cut off at the grade line, and the use of the Mueller Repair Lid will put the box in first-class condition.

This lid was first shown at the New

England Water Works Convention, held in Rochester, New York, the third week in September, and proved to be one of the most interesting things shown there.

We have already booked 25 or 30 orders for these lids.

The established price for these lids is 35 cents each in any quantity. In shipments of 300 pounds or more we deliver the goods to the consumer if the freight does not exceed 30c. per 100. The lids weigh a little more than $2\frac{3}{4}$ pounds and are very strongly made.

We are now making several thousand of these lids for stock and will also make a lot of samples of aluminum for the salesmen. These will be actual size.

Circulars advertising these lids will be issued shortly, giving a full description of the article. Next month we hope to show you an illustration of the lid, and by the first of the year hope to be in shape to take care of all orders.

One of the best talking points in favor of these Mueller Repair Lids is the fact that it is actually cheaper to use one of these lids where the brass screw is broken off than it is to drill out the broken brass screw and replace with regular cover. This fact should appeal to the trade not only from a matter of economy, but from the viewpoint of time and labor saved.

Prices and blue print will be sent you in the form of a bulletin.



PUSH THE SERVICE BOX

We Are Anxious to Establish a Good Trade in Them

We want to again call your attention to the fact that circulars on the Mueller Service Boxes have been sent to the Water and Gas trade.

Also circulars on Mueller Extracting Plugs have been sent to the Water trade.

These matters are now fresh in the minds of the trade. We have sown the seed, it's up to you to cultivate and

nourish the plant. We want business in the service box line and lots of it. It's the best service box on the market. We know it is. Now we want the trade to know it.

This service box was not adopted by us unadvisedly. We made an exhaustive study of it, compared it point by point with other boxes, and convinced ourselves of its superiority. We feel certain we made no mistake.

There is plenty of competition in this line and there are good service boxes opposed to ours, but there is none we know of that is as good as the Mueller.

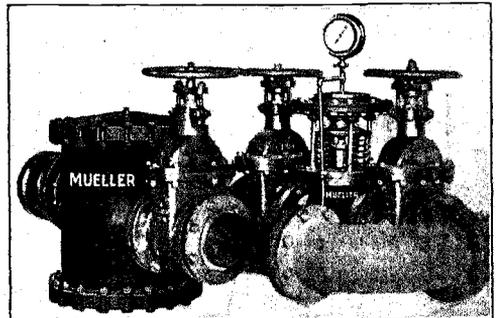
The strong points of this box are set forth in the circular, a copy of which has been mailed you.

Familiarize yourself with these and then pound them into the trade. Make them understand this box will measure up to the high standard of quality which we have established for Mueller Goods.



REDUCING AND REGULATING VALVE DEPARTMENT

Our older type figure 13001 and 13002 Regulators, while confined almost exclusively to cold water service, have become widely known and accepted as a standard article for reducing high and irregular water pressure to a



lower point, thus protecting plumbing pipes and fixtures from excessive pressure and water hammer.

In keeping with our policy to lead rather than follow, we have taken up the manufacture of our three new

types, figures 13160, 13120 and 13100, which enable us to furnish valves to meet every known requirement in fluid pressure reduction and regulation.

We supply these for use on cold water, hot water, steam, air, oil, carbonic acid gas, acetylene gas, oxygen gas, illuminating gas, etc., with any initial pressure as high as 5,000 lbs., with reduced delivery pressure as low as several pounds below atmospheric, or delivery pressure as high as 200 lbs. or more gauge pressure.

The accompanying cut is a reproduction from a photograph of one of our 6-inch figure 13120 reducing and regulating valves installed on 8-inch cast iron water main with Mueller figure 14402 strainer, the outfit being made up complete with 7-inch by-pass, three 7-inch gate valves, bell and spigot ends, all made up and bolted together with proper gaskets, etc., ready to be installed in place of one length of 8-inch cast iron water main, so that the installation may be quickly done to avoid shutting off the water for a considerable length of time. All of these later types of regulators are known as Diaphragm operated Valves, with which greater reduction in pressure can be accomplished with more exact regulation.

Our improved methods of construction give our valves all of the sensitiveness and other good qualities of diaphragm operated valves, while at the same time insuring practically indestructible diaphragms.



OUR CHRISTMAS AD.

An Artistic Piece of Work With Only a Few Words

Our Christmas advertisement this year will be a very handsome piece of work. Following our custom of the past few years, we will not talk our goods, but will confine ourselves to an expression of good will to the plumbing, water and gas trade.

The advertisement will show a

plumber, water works or gas man, as the case may be, leaving his office loaded with presents and turning towards his home, which will show a wife preparing a turkey for the oven and three little children peeping through a door at a Christmas tree.

On the door of the shop appears a card, "Closed for Christmas," and the only wording in the advertisement is, "May it be a Merry One." This is done in snow effect, the whole scene being typical of winter, and very much impregnated with a Christmas atmosphere.

We may perhaps be able to show you a cut of it in the next issue of the MUELLER RECORD.



REPAIRS AND TRADES

We Will Make an Effort to Stimulate Tapping Machine Business

During the month of December we will call attention of the trade in water works journals to the fact that the time is opportune for sending in old tapping machines for exchange or repair.

At the same time we will drum them for this class of business through the mails.

By joining in with this idea you may assist in uncovering a considerable amount of new business.



NEW CATALOGUE

We Hope to Have It Out Early in the Year

The new catalogue will be ready the first of the year.

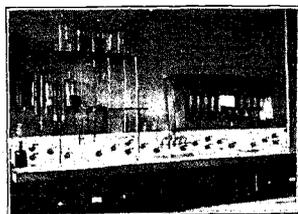
Actual printing should begin the first of December. Additions of new goods and changes have delayed the work.

The printing will be done by a Chicago firm which has ample facilities for making a speedy delivery.

NEW ADVANCE CARD

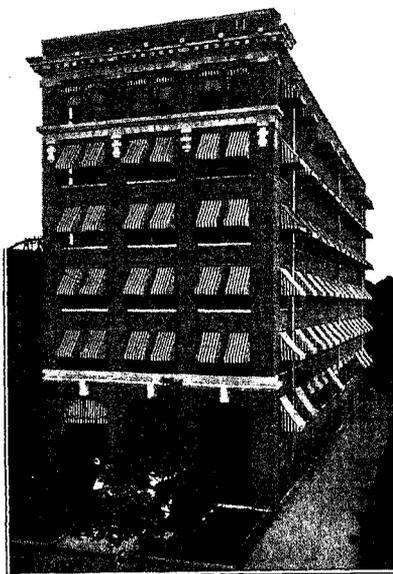
Below we show the reverse side of the new advance card. The address side is the same as previous card. The

edition is now in the hands of the Stationery Department and salesmen can procure a supply upon request. Enough of these cards have been printed to last the remainder of the year.



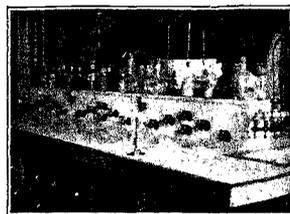
Chemistry Bureau
Dep't. of Agriculture
Washington, D. C.

The plumbing in this building was installed by the Standard Engineering Co., Jas. D. Nolan & Son and E. J. Hannan.



Mueller Specially Constructed Hose Cocks

Over five thousand of these cocks used on the water, gas, air and vacuum systems in this building.



ARCHITECTS' CATALOGUE

Promises To Be an Exceptionally Fine Bit of Printing

We now have in the hands of the printers the material for the new architects' catalogue, and it should be off the press early in the year.

This printing is being done by Rodgers & Co., of Chicago, Ill. They have the reputation, and their work entitles them to the same, of being the most artistic printers in the West, and the new catalogue promises to be the most attractive literature that has ever been issued by us.

Our Colonial goods will be shown there to the very best advantage, and certainly should attract the attention of the architects who are looking for the highest grade of goods to specify.

A NICE ORDER

We are in receipt of a nice order for our Self-Closing Basin Cocks, D-12901, Six Arm Handle, Porcelain Index, for the Phoenix Hotel, at Lexington, Ky.

This order calls for 176 pairs of these cocks.



MAGAZINE ADS.

You are perhaps aware of the fact that the Central Brass of Cleveland has been going to the consumer with general advertising in the big magazines, urging the use of their "Quick-pressure" work.

We have been informed, however, that they will discontinue this policy with the expiration of their present contracts.