

B. M. Wagensel

The Mueller Record

VOL. V

APRIL 28, 1915

No. 59

NOW IS THE TIME TO BUY

Urge This To Your Trade—All Metals Are Soaring— Cost of Production Increasing

A steadily ascending copper market points unmistakably to higher prices in brass goods. We expect every salesman to post himself on the situation and emphasize to the trade the advisability of placing orders now. The argument should not be used in such manner as to scare the trade into buying. We don't want to do that. The result should be obtained through logical reason. It is not necessary to manufacture reasons—the reasons and the facts are apparent. They can't be denied.

At the beginning of the war some of the biggest mines in the country closed or operated half time. There was a slump in the demand for copper and the price remained at a moderate figure. Now the demand has suddenly increased, and with it comes resumption of mining operations and an increase in prices.

Copper at 25c to 35c per pound is predicted.

The latter figure may be high. The price of 25c per pound within a short time is very probable. We are expecting it. At a price of 18c now, there is good reason to anticipate a continued climb. Twenty-five cents for copper seems a safe bet.

There can be but one result—an advance in the price of manufactured goods. These facts impressed upon the trade should influence immediate orders. The man who does not buy now will pay more later on. An order now means money saved.

From what one may judge by an analysis of existing conditions, the present market

does not appear to be based on speculation. It rests upon the solid foundation of legitimate demand, which is not likely to show any marked decrease if the war continues. There is a prevailing opinion that the war will end this summer, but too late to affect the copper market in the way of sharp decline.

We recently placed an order for about 15 cars of copper for use during the next three months, but we will be forced into further purchases later on. All metals are high. Copper is at 18.30; tin at 41.55; lead at 4 1-5c, and zinc at 13 3-10c.

Within the past few months the cost of metal used in our red metal mixture has advanced 24 per cent.

From Saturday, April 24 to Monday, April 26 there was 1½ per cent advance in the cost of our metal mixture. These advances are liable to be of daily occurrence.

Advances in prices of our goods have not been in proportion to the increased cost of production. There will be further advances however.

Of this there is no doubt.

That is why we are anxious for you to urge upon customers the desirability of getting their orders in early. We want to protect them in so far as we can. We want the trade to understand the facts and to realize that this is what we are trying to do.

The man who has work in sight knows now that he will require a certain amount of brass goods to complete it.

He can make money by ordering these goods now. Tell him so.

In this era of uncertainty of prices all salesmen are cautioned not to quote net prices. Keep away from that. Don't make a net quotation unless you are absolutely compelled to.

Study this copper situation and confer freely with the trade concerning it. The wise buyer will buy now.



NEW NO. 24 DRILLING OR TAPPING MACHINE

You will recall the No. 24 Drilling or Tapping machine which was shown and demonstrated at our last Annual Salesmen's meeting. The machine which we demonstrated then was the first one made, and had been designed for making connections or tappings on any size water or gas mains with gate valves 2" to 6" inclusive, of either the A. P. Smith Co., or Water Works Equipment Company or Roe-Stephens standard gate valves and sleeves.

This type of machine has since been made about three inches longer and has been fitted with cutters and adapter flanges to make connections with gate valves 2" to 8" inclusive.

The test on this machine made by several of the salesmen with a 6" cutter and 6" valve on a section of 12" cast iron main in a comparison with the test made with the A. P. Smith machine with the same size cutter and valve by the same salesmen, demonstrated beyond a doubt that our machine made the 6" cut in less than one-half the time, and with less expenditure of power than required by the Smith machine, our machine requiring only two men to drive it, while the Smith machine required two men to drive it and a third man to feed in the cutter (our machine feeding the cutter in automatically, which can not be done with the Smith machine).

Since the salesmen's meeting we have completed and thoroughly tested one of the new No. 24 machines with both 8" and 2" cutters, and have made four or five tests with the 8" cutter, feeding it automatically with the full direct feed of 20 threads per inch, both with and without the pilot drill.

While we will furnish a pilot drill with

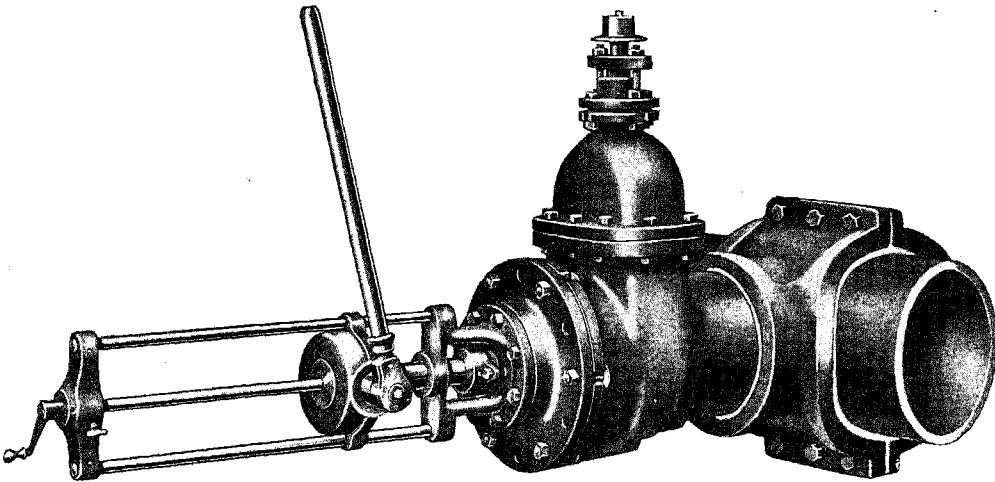
each No. 24 machine, we advise that in all cases where horizontal connections are to be made, it is unnecessary to use a pilot drill as the piece cut out of the main always fits snugly in the shell cutter and has to be driven out of the cutter after the machine has been disconnected.

If, however, parties using the machine have any fear that the plug, or piece cut out, may fall into the main where the connection is made in either vertical or horizontal position, the pilot drill may be used. If the pilot drill is used no extra time is required as the drill and shell cutter both operate at the same time, whereas with machines of the A. P. Smith, or Water Works Equipment Co. type, it is absolutely necessary that the pilot drill must first be put through the side of the main in order for it to act as a guide and support to prevent jumping and sidewise movement of the shell cutter while it is making its cut on the irregular and curved surface of the main. In the test made by the salesmen with the No. 24 machine and a 6" cutter and valve on 12" main, it took only two men to make the complete 6" cut with our machine, in eleven minutes' time, while it took two men nine minutes time to put the pilot drill through on the A. P. Smith machine, and then when the cutter commenced to cut, it required the two men to drive the machine and a third man to feed it, the complete cut requiring thirty-one minutes time as against eleven minutes for our machine.

We can furnish the No. 24 machine with both the direct ratchet drive and with the bevel gear side drive, as shown in the two illustrations, and an 8" cut can be made with either style of drive. The direct ratchet drive will require a little less total power in making any size cut, but it requires a little wider excavation and a longer lever handle, while the bevel gear side drive may be used in a narrower excavation, and with a shorter lever handle. The No. 24 machine has a shaft $\frac{3}{8}$ " diameter larger than the A. P. Smith machine of same capacity, the shaft is considerably shorter, and therefore more rigid, which enables the machine to be used without a pilot drill. Our machine also has only one shaft for all size cutters from 2" to 8" inclusive, whereas the A. P. Smith Co. machine requires one shaft for the 2" and 3" cutter, and then this shaft has to be taken

MUELLER

No. 24—2 to 8 In. Drilling Machine for Making Lateral or Branch Connections



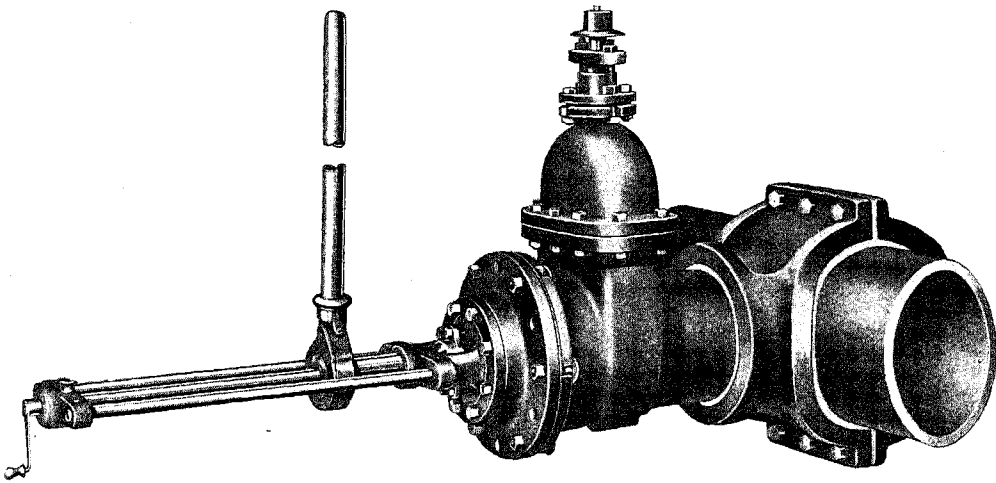
Fitted With Bevel Gears

This machine with complete equipment and with 2, 3, 4, 6 and 8" shell drills, and flanges, to fit 2, 3, 4, 6 and 8" valves, will make connections from 2 to 8" inclusive in any size pipe from 4 to 48" inclusive.

This machine can be furnished with one or any number of shell drills or flanges from 2 to 8" inclusive.

MUELLER

No. 24—2 to 8 In. Drilling Machine for Making Lateral or Branch Connections



Fitted With Ratchet Handle

This machine with complete equipment and with 2, 3, 4, 6 and 8" shell drills, and flanges, to fit 2, 3, 4, 6 and 8" valves, will make connections from 2 to 8" inclusive in any size pipe from 4 to 48" inclusive.

This machine can be furnished with one or any number of shell drills or flanges from 2 to 8" inclusive.

out of the machine, and another shaft substituted, when a 4", 6", or 8" cutter is to be used. The Smith machine also requires two men to drive it to good advantage, with a 6" or 8" cutter and a third person to feed the machine while it is being driven, while our machine will require only the two men to drive it while it feeds itself entirely automatically with either the friction feed or direct positive feed as desired.

While making a cut with a 6" or 8" cutter and valve with our machine, the driving mechanism whether ratchet or bevel gear is up quite close to the valve, in which position it is rigidly supported and as the ratchet or bevel gear is fast to and travels with the shaft, therefore the machine is much more rigid and requires less power, than machines of the Smith type, where bevel gear or ratchet driving mechanism remains stationary on the frame at a considerable distance away from the valve, and where shaft is driven through a sliding spline which creates friction and requires more power to drive.

A comparative test by any of our salesmen, or by a prospective customer will very quickly demonstrate that our machine is lighter but stronger, is more rigid and will make any size cut much quicker and with less labor and do a better job, than any machine at present on the market.

Circulars with illustrations of both the direct ratchet drive, and bevel gear or side drive, are being gotten out, and these together with bulletins which are also being gotten out, will give you full detail information as to capacities of the machine, also prices of the machine complete with full equipment of cutters, tools, etc., as well as separate prices on the different size cutters.

We are now making up a number of these machines so that orders can be filled at once.



UNIONS ON D-15897 ANGLE STOVE COCKS

Some days ago one of our salesmen informed us that he had lost an order for a quantity of our ¾" D-15897 Angle Stove Cocks because of the fact that the Iron Pipe Unions would not interchange with ordinary malleable unions. He stated that when

a tenant moved out of a house he invariably took the union along with the stove, and then the gas company was up against it because they could not use an ordinary malleable union to connect up to the cock, and on that account they had decided to buy another make of cock which was made to fit Iron Malleable Unions on the market.

We immediately made an investigation and procured samples of a number of different makes of Malleable Iron Unions, and discovered that there was no Standard, each manufacturer having a different thread, therefore it would be foolishness for us to attempt to make our angle stove cocks to interchange with the ordinary malleable unions, on account of there having been no standard adopted by the manufacturers of the latter. This we believe, also knocks out the argument of the gas company, because it is not likely that they will hold to a certain kind of malleable unions from year to year, and at any time they make a change in the make, they will be up against it. If the gas companies have trouble as cited above it would be well for them to carry an extra supply of malleable unions for the angle stove cocks, purchasing the same from us.

We thought best to give this information to our salesmen as it may come in handy at some time in the future.



A GOOD RUN

A report from the Sarnia plant gives news of an exceptionally good foundry run recently made there. The run called for 3700 of D-15793 gas cocks, ¾" size, and of this number only one leaker was found.

This is certainly a fine record and shows careful handling of the order by the Sarnia factory.



THE FILGLAS COCK

What we have heretofore referred to as the self actuating drinking faucet has been given the name of "Filglas."

This is merely a contraction of the phrase, "fill a glass." That is what the cock does. The name is short and easy to remember and will hereafter be used in all printed matter.

HOSE WASHER SALES

**McCormick Leads With a Total of 77 Gross
—Records of Other Salesmen.**

We have sold a grand total of 871 gross of Neverlose Hose Washers from February 1st to March 29th inclusive. Of this number 572 have been sold in Decatur territory, 250 in New York territory and 49 gross in San Francisco.

McCormick leads with 77 gross; Ross is second with 59 gross; and Horace Clark third with 52 gross.

The season for this article is just opening up. We should get some good orders from now on. The first advertisement in the Saturday Evening Post brought a number of answers to this office. Another advertisement will appear in the Post about the middle of May.

Following is the individual record of the salesmen:

Gross.	Gross.
P. L. Bean.....30	S. Thornton.....20
T. E. Beck.....19	M. T. Whitney...11
E. B. Cameron...27	G. A. Caldwell...45
W. B. Campbell.. 7	J. B. Clark.....19
L. M. Cash..... 8	J. W. DuPree....17
H. F. Clark.....52	W. N. Fairfield...24
C. H. DuBois.... 8	C. T. Ford.....16
H. Eggleston....26	R. M. Hastings...48
W. B. Ford.....30	J. A. Hayes.....20
E. Halsey..... 4	W. F. Hennessy.. 1
H. J. Harte.....34	W. F. McCarthy..10
F. L. Hays.....37	R. A. Poole.....28
L. S. Masters....19	R. H. Powers.... 4
J. H. McCormick.77	N. E. Sippell....17
R. L. Moore.....37	C. J. Tranter.... 1
F. T. O'Dell....11	C. J. G. Haas....18
R. M. O'Rourke..17	W. L. Jett.....15
E. E. Pedlow....22	B. H. Shaw.....16
L. M. Ross.....59	James Smith....17

METER TESTER SALES

The New York house has sold a meter tester outfit complete to the Manchester Water Works at Manchester, New Hampshire.

This makes a total of six outfits sold by New York since the first of the year.

H. F. Clark, on April 16th, sold to the city of Dunkirk, Indiana, one 23150 new style Meter Tester scales.

SPONTANEOUS COMBUSTION

When a handful of rags, paper, cotton or wool are soaked with oil or varnish (especially drying oils) and are thrown in some place where they cannot get much air, they may be expected to take fire sooner or later. A little dampness makes them take fire quicker. They make heat by themselves. The heat gets greater, little by little, and the more porous the stuff the oil is on, the greater the surface of oil exposed to the air, if the amount of oil is not large enough to fill the pores completely. If there is sawdust around, probability of fire is increased.

Why these harmless looking oily rags should take fire by themselves is something that only chemists can explain. It does not matter how this strange thing happens, but it does happen, and that is all we need to know for our purposes. The thing is to get rid of the rags, and not throw them in corners, or under machinery.



FOREWARNED

Mr. Bachrack is a most considerate husband, but of course there is a limit.

Upon leaving home one morning, his wife requested him to purchase for her a pair of shoes, giving him a detailed description of the same.

Promptly on his luncheon hour Mr. Bachrack proceeded to the shoe emporium.

"I want a pair of button shoes for my wife," he announced, as the clerk came forward.

"What kind do you wish?"

"Doesn't matter—just so as they don't button in the back."



BEATING THE DOCTOR

"The doctor's advice to smoke only one cigar after each meal is going to be the death of Bliggins."

"What's the matter with him?"

"He's trying to eat six or seven meals a day."—Washington Star.



If your competitor talks about you put him on your payroll.