

The **MUELLER RECORD**

Employees Annual Picnic
Fairview Park
August 20th
1921



THE MUELLER RECORD

VOL. IX

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NO. 124

IT'S ALL OVER NOW

But the memory is still fresh and it will take years to make us forget that Mueller picnic of Saturday, August 20, 1921.

Wasn't it a corker?

A perfect picnic day, bright and cool. A

newspaper accounts and the opinion of spectators lining the streets.

With flags flying, two bands busy as a butcher on market day, special features in the way of floats, etc., the parade moved from the factory to Water Street, south to



Head of the column on Water Street—Left to right: F. B. Mueller, F. W. Cruikshank, Robert Mueller, Adolph Mueller, Philip Mueller, O. B. Mueller

large crowd bent on having a good time—a parade that reflected credit on our organization—a day in beautiful Fairview Park replete with pleasant events—not a thing to cast a shadow on the happiness of an occasion filled with pleasure from beginning to end.

We will tell the world that we had a picnic, a real Simon Pure, one hundred per cent, up-to-the-minute Mueller Picnic.

We made it snappy.

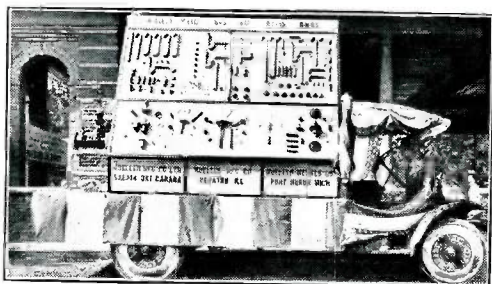
If anyone failed to have a good time, it was his fault because the day was perfect, the program was carried on without a hitch, the crowd was in good humor and was out for a holiday, and it was a holiday from the moment the parade started until the "Home, Sweet Home" waltz. Every minute was crowded full of enjoyment for old and young.

We admit that it was just what we intended it should be—a success.

The feature of the morning was the parade—the best we ever made, and the crowd on the streets was larger than we have ever had. The column moved promptly at 9:30 o'clock and marched in fine order. There was no straggling but lots of pep and we made a fine appearance according to

North Park, around Central Park to Water, south to Wood, counter marched north to William and then over to North Main and south to Lincoln Square.

H. D. Gilliland was the Chief Marshal



One of the Floats

and with his assistants handled the parade in a manner that produced the best possible results.

Formation of Column

P. Ruthrauff, Marshal.

Flag with Color Guard.

Platoon of Police.

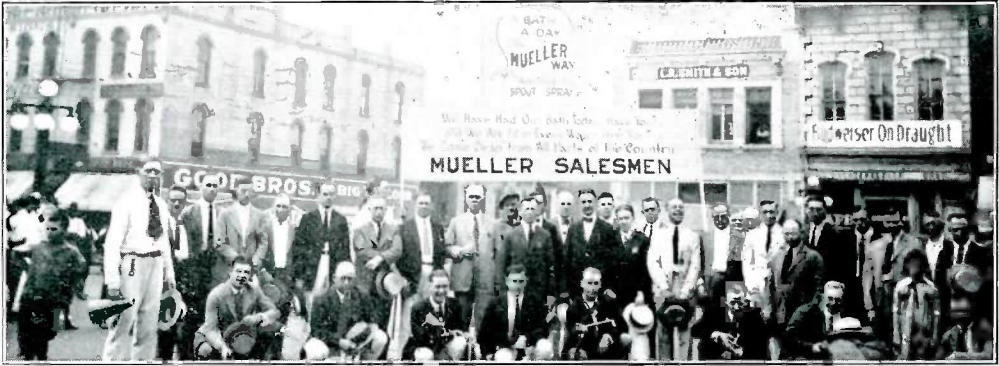
Mueller Band.

Firm Members.



Salesmen in parade—Left to right: C. E. Lincoln, C. J. G. Haas, W. L. Jett and J. H. McCormick

When the Parade Disbanded on Lincoln Square



Group of Mueller Salesmen with their banners and "the chain gang"—new members of the '49 Club

Third Generation.
 Twenty-year Men.
 Salesmen.
 Main Office and Shipping Dept.
 Production Dept.
 Drafting Room.
 Iron and Steel Division
 G. L. Gains, Marshal.
 Tool Room and Pattern Makers.
 Machine Shop.
 Black Smith and Tempering Depts.
 Iron Castings.
 Lead Room and Punch Press Dept.
 Maintenance Dept.
 Float.
 Foundry Division
 R. Luske, Marshal.
 Foundry and Core Room Men.
 Inspection Rough Castings.
 Grinding.
 Brass Division.
 W. E. Behrens, Marshal.
 Brass Finishers.
 Polishers.
 Assemblers.
 Packers.
 Float.
 Mueller Fountain and Fixture Co.
 Goodman Band.
 Fountain Co. Men.
 Float.

All factory, office and core room girls in automobiles at the rear of parade.

Features

There were plenty of features. At the head of the marchers was the firm members dressed in outing suits and behind them came the third generation, now training for important duties which they must some day assume to keep the company name and business intact.

Following them came the twenty-year men who, by reason of their faithful and loyal service, have been rewarded with a gift of \$500. There are 55 of these men, and their ranks will be greatly augmented next year because at that time more men

will have completed their 20-year term than ever in any previous year.

The Iron and Steel Division followed and this division had a feature which attracted much attention and called for applause all along the line of march. It was "The House that Mueller Built." A miniature house had been constructed on one of the trucks, and upon the roof and sides Mueller goods in various processes of manufacture, or the completed states, had been mounted. It was an interesting and instructive exhibit, showing the people the line of goods which we make. Many Decatur people know the company only as the largest industrial firm in the city without a very clearly defined idea of the goods manufactured. This display was the work of Duke Mueller, Charles Roarick, and Mul Deverall. It was tasty and effective without being overdone.

The Salesmen.

The Mueller traveling salesmen formed another feature and was enjoyed by the spectators. At their rear marched the "chain gang," consisting of Bert Kitchen, R. E. Cartwright, Bernard Simonds, and George White, candidates for initiation in the '49 Club. They were linked together with a heavy chain, and around their necks hung various kinds of Mueller goods.

At the head of the column was a banner reading "A Bath a Day—the Mueller Way." and another one inscribed:

"We have had our bath today. Have you?
 And we are fit every way. Are you?"

We come "clean" from all parts of the country.

MUELLER SALESMEN"

W. E. Heinrichs assumed the duty of marshal and kept the travelers lined up in fine shape and marching with military precision.

Fountain Company

The employees of the Mueller Fountain and Fixture Company made up the last division. Goodman's Band led them and a

Counter Marching North From Wood Street



View of the parade as it turned to counter-march up Water from Wood Street

beautiful float was the stellar feature. It showed samples of the company's work and seated on the platform were a number of pretty girls in holiday attire.

At Lincoln Square there was a brief pause while representatives of Trade Journals took photographs, after which the crowd boarded street cars for the park, where the picnic festivities were soon well under way.

THE MORNING EXERCISES

Band Concert, Humorous Contests and Dancing.

There never was a Mueller picnic into which employes entered with more vim. Everyone wanted to have a good time and as soon as the park was reached the crowd scattered and started various games or visited with old friends. Some of the employes in widely separated departments see each other just about once a year, and that is Mueller picnic day, and this affords them opportunity to get acquainted again.

The large crowd was around the pavilion all morning. The Mueller Band under the leadership of Abner Shirk, rendered a fine program as follows:

Old Glory Triumphant—March.
I've Got the Blues for My Old Kentucky Home—Fox Trot.
Love's Prosal—Waltz.
Wang Wang Blues—Fox Trot.
My Mammy—One Step.
Orpheus—Overture.

Many of the younger folks in the pavilion could not resist the music and the floor was quickly filled with dancers.

At the west end of the pavilion Mr. Langdon was busily engaged conducting various amusing contests while a large crowd looked on and applauded the contestants. The events and the winners follow:

1. Apple picking contest for boys.

1. Darrow Welch
2. Chas. Cartwright
3. Leslie Cochrane
2. Blind feeding race for girls, 2 in a team.
 1. Helen Hutchens, Mary Deverel
 2. Lucille Keer, Dorothy Redmon
 3. Ruth Williams, Mary Montgomery
3. Paper club fight, 2 in a team.
 1. James Wilkins, Clyde McCullum.
 2. Arthur Anderson, Clyde Anderson
 3. Brice Wilkins, Robt. Friend.
4. Pop drinking contest for girls.
 1. Doris Allen
 2. Lucille Keer
 3. Dorothy Redmon
5. Balloon blowing contest for women.
 1. Mrs. Frank Matteson
 2. Mrs. C. G. Auer
 3. Mrs. Jas. Diveley
6. (Did not appear).
7. Pie eating contest for boys.
 1. Brice Wilkins
 2. James Wilkins
 3. Carl Poor

These events were open to Mueller employes and their children. Prizes were:

First, 10 refreshment tickets; second, 6 tickets; third, 4 tickets.

At the noon hour there were family dinner parties in all corners of the park. Those who did not bother to bring baskets found plenty of good refreshments at the stands.

VACATION IN CANADA

Miss Lao Chesebro of the Cost Department spent a month's vacation at her brother's ranch at Manitoba, Canada, about 100 miles from Winnipeg. Life in the open with plenty of horse-back riding and mosquito fighting afforded a marked change from the routine of the third floor.

With the assistance of the natives, Miss Chesebro became a good rider, but she declined to give the Record reporter a photograph of herself in a broncho buster costume.

PICNIC SNAPSHOTS

Crickets, a little metal contrivance making a sound like a telegraph instrument, were given the children.

Mr. W. E. Hutchison of Domestic Engineering, Mr. Wallace Osborne of the Plumbers Trade Journal, and Mr. L. Cruse of the National Engineer, were among the guests.

H. J. Gilliland and his aides handled the parade in fine style.

We are learning how to march.

The crowd on Water Street to see the parade reminded one of circus day.

Amateur photographers had more than a picnic—they reaped a regular harvest during the day.

Billy Heinrichs found a bunch of assorted sizes when he went to line up the salesmen for the parade. He was sorting them out when the column moved and had to fall in without finishing the job.

The salesmen were popular with the girls. Why not? You seldom see as good a bunch of road men together at one time.

The Mueller crowd wore red badges and the Fountain Company members wore green badges.

Company members devoted a good portion of the day circulating among the employees and renewing old acquaintances. It was a democratic crowd.

Mr. Oscar Mueller of the Port Huron and Sarnia plants, had a happy day meeting old friends, many of whom he at one time worked with in the shop. The same is true of the other company members, as they all had factory experience. That's why they are popular with the men. They do not forget their early associates in the building of the big business.

Office and factory girls brought up the rear of the parade in automobiles. Just before the parade started a big box of candy was passed to them with the compliments of the salesmen.

Mr. Robert Mueller gave up a good deal of his time, as usual, looking after the comfort and welfare of others.

Fifty-five men have now received the \$500 reward for 20 years' faithful and loyal service.

Mrs. Philip Mueller, Mrs. Adolph Mueller, Mrs. Robert Mueller, and Mrs. F. W. Cruikshank contributed their share to making the day a success.

The float showing some of the goods we make stood alongside of the pavilion all day and attracted a great deal of attention, especially from the public. It made strangers to our product realize the extent of our line.

Here is what we used up at the picnic: 1,500 buns, 100 pounds hamburger, 60 cases of pop, 30 cases of Budweiser, 500 cigars, 200 pickles, ½ peck of onions, ½ gallon of catsup, and 2,000 cigarettes—all well, thank you. No need for medical attention.

Thanks to the Bijou for assistance in putting on the moving pictures, and to Rev. Meyer of the Congregational church for the use of his moving picture machine.

Roy Whitehead of the Drafting Room became so enthused about the picnic that he got mixed on the date and came to the factory at 8 a. m. Friday so he could get in line in the parade. He was much chagrined when he learned he was one day early and one hour late for work at the same time.

Phil, Fred, Bob, Adolph, Oscar, and Frank—that's the way the majority of the Mueller employees know the members of the firm. There is not much formality in this organization. It's doubtful if any big company in the United States is permeated with the same genuine spirit of democracy. That's the one big reason why we have such a close-knit, co-operative, loyal organization. The Company members do not hold themselves aloof from their co-workers because everyone of them in early years worked in the factory on factory wages.



NAN TUCK ET

There was an old man in Pawtucket,
Who hid all his gold in a bucket;
His bad daughter Nan,
Eloped with a man—
And the gold in the bucket!
Nantucket!

Now this irate old man from Pawtucket
Pursued the wild pair to Nantucket;
He said to the man,
You're welcome to Nan,
But as for the bucket,
Pawtucket!

—Exchange



WHEN THE WHISTLE BLOWS

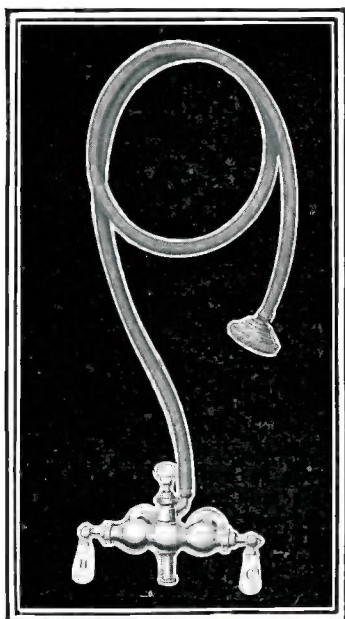
If practice makes perfect, our young friend R. Dannewitz of Department 55, sure has the world beat. Instead of taking three leaps, after leaving the top of stairs, he now does it in one. Time 1 3-5 seconds—Official Timekeeper.

The Latest Improvement In Bathroom Fixtures

Here is a real shower bath fixture that can be quickly installed in any bath tub by any plumber at modest cost. It gives you the combined advantages of both a tub bath and a shower bath.

MUELLER TUB-SHOWER BATH COCK

delivers hot, cold or tempered water either through the spout or spray. The long hose permits the spray to be used in any desired position. The hose is permanently attached.



The **MUELLER** Tub Shower is ideal for shampooing the hair while bathing. Try

A Bath a Day--The Mueller Way

All **MUELLER** Plumbing Fixtures are renowned for beauty in design and precision in workmanship—for lasting wear without repair. Write for free book entitled "Dependable Plumbing."

H. Mueller Mfg. Co.

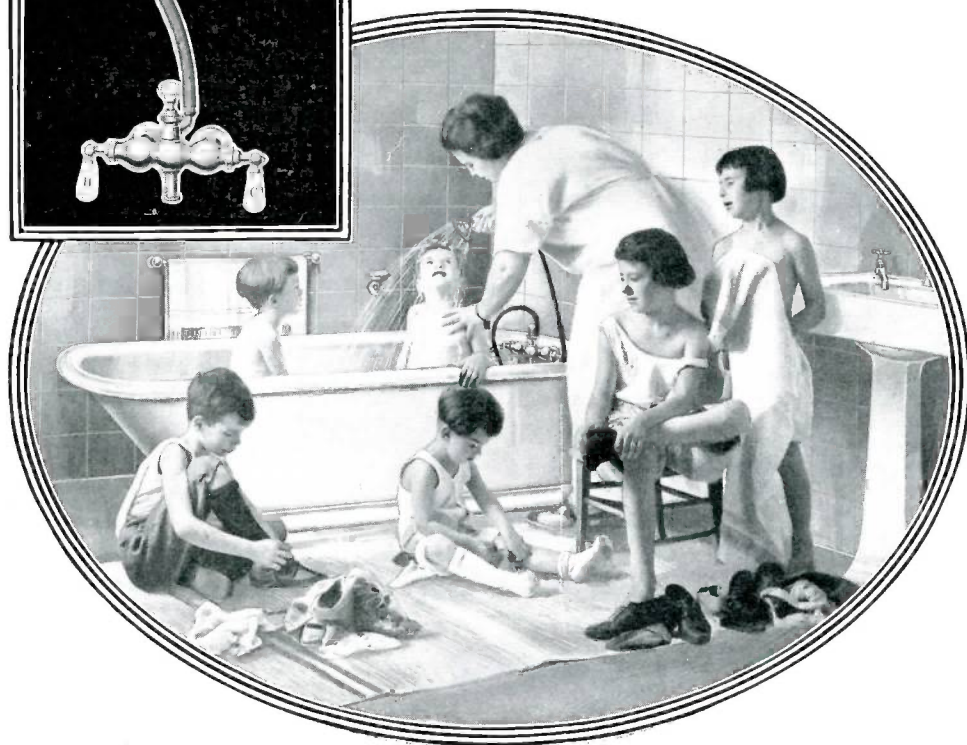
Decatur, Ill., U. S. A.

New York City

Sarnia, Ont.

Port Huron, Mich.

San Francisco



FIFTY-FIVE MEN

Have Served the Mueller Company Twenty Years Each—Total Reward, \$27,500

The year 1907 marked fifty years in business in Decatur for the Mueller Company. From a little gun shop operated by Heironymus Mueller the plant has grown into Decatur's largest industrial enterprise. When it formerly covered a little space 20x40 feet it now spreads over four city blocks and in a time characterized as dull, employs 724 persons.

With the celebration of the fiftieth anniversary in business seven men who had been with the company for 20 years were each presented with a check for five hundred dollars. This custom has since been maintained and including the eight men rewarded at the picnic just held the total number has reached 55 men. The list is as follows:

N. A. Johnson
W. E. Pease.
Anton Schuermann
F. O. Zetterlind
Walter Screeton
F. H. Hubbard
Fritz Voelcker
W. H. Campbell
U. G. Moon
Paul Kastner
B. J. Marty
Len Herman
Nicholas Coy
George Zwilling
Theodore Scherer
Philip Reab
Otto Scharnetzki
Harry Hays
William Seeforth
Harry Zetterlind
Louis Wallenbrock
Wm. Donnewitz
E. W. Larrick
Chas. Laughlin
Charles G. Auer
Louis Rohr
Wm. Hoewing
John Mertz
John Ronan
Theodore Shepherd
W. N. Dill
W. B. Ford
R. Pigorsch
Chas. Winegardner
E. J. Dodwell
A. D. Schudziara
G. Golembeck
August Kusch
U. S. Friend
Roy Hughes
Wm. Bain
W. P. Deverell
Lewis Fagan
Wm. Burgess
Harry Formwalt
Otis Hoffhein
Chris Hendrian

John Kusch
A. Schudziara
Wm. Hill
Jacob Koons
Loren H. Burleigh
W. C. Heinrich
John Hoots
L. Dodwell

In fourteen years the company has rewarded twenty-year employees to the extent of \$27,500. Many of these men thus rewarded are still at their daily tasks about the factory, and to many of them the gift is a great blessing, coming at a time when they could use the money to the best advantage. It has helped quite a few of them in getting a nice start in life in the way of owning their own homes, or enabling them to fulfil ambitions which they had nourished for a long time. It is understood that the year 1922 will see an exceptionally large number of men completing their twenty years. This custom of the company has been invaluable in cementing the friendship existing between employer and employe, and has likewise had a direct influence in encouraging men to remain with the company.



A DAY WITHOUT 99,000

Everyone noticed a peculiar quiet about the Brass Shop one day. There was a calmness in the air, a sort of free and easy swing to the work that was almost unnerving. Man timidly inquired of man what the cause might be. Had every one gone off on a vacation or was the management contemplating a shut down?

Towards noon it was whispered among inner circles that George Berthold was absent. Here lay the explanation of the whole mystery. With profound relief the factory settled down to a day minus 99,000. It's a standing joke about the place that when George Berthold is around you must watch your specials and mark them carefully.

George was back the next morning cheerfully explaining that he had bought a new Studebaker and must needs give it a try-out. He motored down to Louisville, where Mrs. Berthold was visiting relatives and brought her home.



BIRTHS

Born to Mr. and Mrs. John Ditty, August 11, a nine pound boy. Mr. Ditty works in the Service Box Department.

Born to Mr. and Mrs. Fred Roarick August 10, a daughter. Fred now has two boys and two girls. He is a pattern maker.

Elbert Meece of Department 57 is the proud daddy of a son, born July 17.

George Fleckinstein of the Polishing Department is the father of a son, born July 23.



Harvey Gollohan, fireman, and Miss Nettie Rodgers were married on July 30. They live at 331 W. Cerro Gordo.

20-Year Men Receive Reward



Snapshot of the speaker, Mr. Adolph, and the crowd at the speaking

ADDRESS BY ADOLPH MUELLER

The first big event of the afternoon was the presentation of a Mueller Metals Co. ten year first mortgage gold bond to each of eight men who have completed 20 years faithful and loyal service. These bonds draw 7 per cent interest and were given in lieu of a \$500 check as in previous years. The men rewarded were L. H. Burleigh, head of the Cost Department; C. G. Auer, cashier; Louis Rohr, Regulator Department; W. C. Heinrichs, Northwestern Representative; John Hoots, Testing Department; L. Dodwell, Grinding Department; William Hoewing, Box Making Department, and John Mertz, Brass Finishing Department.

The exercises were held at a stand northwest of the pavilion. Seated with the men on the stand were the members of the company. After a selection by the band, Mr. Adolph Mueller, president of the Company, spoke as follows:

Mueller Employees and Fellow Workmen: We have come together once more for our Annual Picnic, and we hope the affair affords you an opportunity of having an enjoyable day. That's what we hold the picnic for. It gives us a chance to get together in a social way, to renew acquaintances and to make new ones, to recall old days, old times and old friends. The business started in 1857 with one man, our father, Heironymus Mueller, as the owner, and also as the force, has had a slow and steady growth because it was founded on right principles—the principle of honest goods and square dealing—a principle to which we have steadfastly adhered to the present day.

Our Growth Was Slow

The growth was slow because there was for many years a lack of sufficient capital. There were plenty of ideas, or purpose, of ambition, but the money was not always at hand to carry out the plans. Many things had to wait and frequently all things had to wait. That made development slow. There were times when a survival of the business was



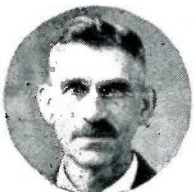
L. H. Burleigh



W. C. Heinrichs



Louis Rohr



John Mertz



C. G. Auer



William Hoewing



John Hoots



L. Dodwell

questionable. There were times when Saturday night found most any employee had more real money in his pocket than the boss. There were times when employees came to the assistance of the company to keep the plant running. There were hard times, discouraging times—times which made the head of the business wonder "What's the use?" But never was there a time when courage failed entirely or when he ran up the white flag of surrender. Some of you older men know all this better than I do. You know we have not always traveled the primrose path. You know that we fought foot by foot to get to where we are. You know that instead of accumulating money which we could have easily done, we have steadily and consistently poured it back into the business for more machinery, bigger buildings and other improvements. Every step of this Company has meant more places for more men. As I said, you older men know this. You have been through it. You have been a part of it. I am simply mentioning the facts for the benefit of the younger employees who do not know anything of the struggle, the hard, persistent uphill fight we had to win our present position. They are frequently too prone to judge only by what they see about them. They see the buildings, the equipment, the stock, etc., and they view it only as so much wealth and think of it in every way except the right way. They simply know that it is our property and means lots of money. They do not think of the fact that at their age the Mueller boys were no better off or had as much money per week as they have. It is not what the property is worth today, my young friends—it's not its worth in dollars—the true valuation lies in the effort, the toil, the planning, the sacrifice which it cost to put it here. That is the REAL value of the Mueller plant today. It's far above the money value. And I can say to you that you have as good or better chance today to do a similar thing in some other line, perhaps, if you but pick your goal and work to reach it.

It's All Labor.

When you see any business that looks prosperous, don't judge entirely by what you see, but take into consideration what it has cost in physical and mental effort and in sacrifice. Don't judge it as wealth. Judge it as labor. Wealth is but a symbol.

There has been since the war a disturbed condition of business. It has been necessary to make readjustments in both prices and wages and further readjustments are unavoidable. There is no use postponing the action. It has got to be done and the quicker it is done the better it is going to be for all concerned. The people who are fighting it off are doing no good to anyone. They are just prolonging the agony.

Lower Price Basis

We are today working on a much lower price basis than a year ago. It is lower than it was a few months ago, and it must go lower. There is no help for it that we can see. It's the only way through which business can be obtained under existing conditions, and if we don't get the business we can't keep the factory running and the men employed. That's a simple proposition which all can see without extended argument. We were early in the field with our reduced prices. It has helped us this year. The trade has appreciated our policy of anticipating the coming of lower prices and in making an early

cut. It has meant much to this factory during the present summer and it will have a good effect for months to come.

It Means Readjustment

Naturally readjustment of prices means readjustment in wages because wages form a major part of the cost of production. This is another step in business economics that is necessary and inevitable. They are things that can't be helped. We appreciate that it is difficult for one working for wages to thoroughly understand these necessities. Any reduction of income whether it be in business profits or in wages is unwelcome, but let's look the matter squarely in the face and reason it out in sober judgment. The business interests of this country had no more to do with our participation in the war than the wage earner. We went into it as a national duty. We went into it as Americans. We went as patriotic American citizens regardless of cost and determined to win, which we did. Now we are paying that cost, which we so frequently declared in the heat of battle we would pay, no matter what it might be. We took the high prices and high wages without complaint and we took our chances with the rest of the Allies. We were good sports when things were coming our way. Are we going to be pikers now when things seem to be going a little against us? Now is the time to be good sports. If a man can't lose with as good grace as he can win he is not a good sport.

The reduction made in wages was only about 10 per cent. We made it just as small as we could to get by and any other necessary readjustments will be handled on the same principle. Beyond that we can make no promise. You will have to trust us to do the best we can. We always have and always will do the best by our employees that we possibly can.

It is impossible, of course, to give all the details upon which we base our judgment and decisions. They are many and varied—some more important than others, but as a whole pointing to the path we must follow. The most we can do with a large body of employees is advise you in a general way of what is to be expected. Those of you who read the newspapers know that our course is not different from that of other manufacturers or large employers of labor.

There are a whole lot of things which this company does for the direct benefit of the employees which are not generally understood by those who have employment here. If we do anything that does not appear to be to your benefit you hear about it almost immediately, but a lot of things which come under the head of management or policy are never brought to your attention. For instance, we started in last winter with a good stock of goods in the warehouse; sufficient, almost, to have answered our needs for the early spring trade and ample to have done this had we cut the force to the very lowest possible point.

Was Not Necessary to Run

As a matter of fact, we could have closed this factory for the greater part of last winter and yet been able to meet the demands of the trade with the opening of spring, but we preferred to chance a good demand for our goods in the spring and we kept the factory running and all the force employed on practically full time. We reasoned that it would be far better to keep you busy in the winter time and if necessary to close the factory, or reduce the

force in the summer months when it would be easier for persons out of employment to live than would be the case during the winter months. The accumulation of stock, however, and the limited demand this summer, finally enforced upon us the necessity of reducing the force. This reduction has not been large and the working hours which have been reduced have not worked any hardship on our people. We believe from what we know that we are the only factory in our line that has succeeded in keeping their plant running throughout the year without extended lay-offs. That is something that should be appreciated. It brings to my mind a thought which has been put to you before. If the earning capacity is figured on a yearly basis you will find that it is much more advantageous to be identified with a factory which furnishes steady employment at a reasonable wage, than with a factory which pays fancy wages and only runs one-half time. Every man who seeks a change, such a change as is influenced largely by wage, should carefully take into consideration what he can earn at his present wage and steady employment against a higher wage and uncertain employment, and don't forget to always figure this on the yearly and not monthly basis.

Comparison of Conditions

A comparison of present conditions in our factory with the peak of prosperity, high wages and high prices prevailing during the war, does not make such an unfavorable showing for us. We believe it to be fully up to the average of manufacturing industry and very favorable in comparison to others in our line. There is too much detail to go into a critical comparison and there is one thing that you must bear in mind which is that in war times extraordinary demand was made on all factories. Everybody who could work regardless of sex was able to find remunerative employment. We now employ 709 persons as compared to 1069 people at the high point during the war. A better comparison would be the year preceding America's entrance into the war, because that period was nearer to normal conditions; in August, 1917, we employed 797 persons. We are not running our entire factory full 50 hours; the Production Department is running but 45 hours; the Tool Room, Drafting Department, Office and Shipping Room are running 50 hours, but even with the reduced number of hours in the Production Department and with only 709 employees as compared with 797 in 1917, our pay roll is almost 70 per cent higher. Now we are well out of the war and while conditions are not so abnormal as they were, they are disturbed. Many are out of work, there is much uncertainty and not much stability to business as a whole. As a nation we are somewhat befuddled in finding ourselves. Legislation has hampered business, extravagant expenditures for armies and navies placed a heavy burden of seemingly unnecessary taxation of the people of the world.

What Babson Says

In this connection I wish to quote from Babson, a recognized authority on business in the United States. He says:

"Clients should closely watch developments in the international conference to reduce armaments which President Harding has called for November 11 or

perhaps some later date. This conference may mean the difference between European solvency and bankruptcy! It is by far the most important event on the calendar. Conservatively estimated, the principal nations today are spending more than \$5,000,000,000 a year for defensive and offensive armament. The United Kingdom, Belgium, France and Italy alone are spending nearly \$3,000,000,000. External war debts of the Allies and United States are about \$40,000,000,000 but these debts could be wiped out with about \$15,000,000,000 cash.

For example, if Germany pays France \$1,000,000,000 France pays this to England, and England, in turn, pays the same to the United States, the total war debts will be reduced \$3,000,000,000, although only \$1,000,000,000 of actual money is involved. In the same way every dollar which European nations can save will serve to reduce the war debts by two or three dollars. If the proposed conference results in a reduction of only one-half in armament costs, it will make a great difference in the financial position and buying power of Europe! From every standpoint a reduction of armament costs would be favorable. Even the concerns now engaged in making arms would eventually be better off. Business as a whole would receive a decided stimulus, both sentimentally and physically, and the status of all European government securities would be greatly improved. Clients, therefore, should give preparation for the conference the closest attention and lend President Harding every assistance in his undertaking."

This shows clearly what it would mean to the world to discontinue spending money for destructive purposes and turning it into channels of constructive endeavor. It would be accepted by the world as a pledge of long continued peace and this would enable all nations to plan ahead without fear of an upheaval such as we have recently seen. The other day the papers stated that about 14,000 American soldiers are still on duty in Germany at a weekly expense of something more than a million dollars a week or \$52,000,000 annually. It does seem that such expenses as these could be eliminated and they should be. The burden of taxation rests heavily upon this nation until we now even revolt at school taxation as witness the result of the recent school election in Decatur, something we have never done before, and I mention it now merely as an indication of the state of mind.

Now then, as brother workers in the Mueller Factory, and as American citizens, we must face these problems courageously and earnestly. We must accept conditions and settle them as best we can. Peace calls for sacrifices just the same as war. There was not a one of you who was not 100 per cent patriotic and self-sacrificing then, and there is not one of you who would be less so now.

Cheerful Employees

I want to tell you that it did me good one morning last week when I made a tour of the factory at 5:00 a. m. to meet a smiling man just leaving his duties looking clean and tidy and happy. It did me good to find watchmen on the lookout cheerily saying "Good morning" and opening doors to let me in. It did me good to see men of the early watch going on duty whistling and singing. It meant content-

(Continued on page 27)

AFTERNOON EVENTS

Speaking, Baseball and Athletic Contests

At 1:30 o'clock the annual address by Mr. Adolph was delivered and the twenty-year men received their reward an account of which is given elsewhere. The afternoon crowd was a large one. Frank Torrence, the park custodian, estimated it at 5,000. There were hundreds of visitors who drove out in their cars to enjoy the games and sports or to call on friends identified with the Mueller organization. Throughout the



afternoon the band played in the pavilion, the program being as follows:

Transcontinental—March.

All By Myself—Fox Trot.

The Moon Shines on the Moonshine—Fox Trot.

Echoes from the Metropolitan Opera House—Grand Selection.

Strut Miss Lizzie—Fox Trot.

Bright Eyes—Fox Trot.

Going Up—Selection.

Peggy O'Neil—Waltz.

Beautiful Annabel Lee—Waltz.

War Songs of the Boys in Blue—Medley Overture.

Star Spangled Banner.

Dancing was continued throughout the



afternoon by tireless young folks. The athletic events on the baseball diamond attracted a large crowd. Mr. Langdon acted as director of these events:

8. Sack race for boys.

1 Merrill Ellegood

2 Kenneth Anderson

3 Izzy Newman

9. Potato race for girls.

1 La Moyne Pease

2 Lena Taylor

3 Lucille Keer

10. (No entry)

11. Horse race for boys, 2 in team.

1 Kenneth Anderson, Merrill Ellegood

2 Trall Carter, J. Hill

3 Gates and Friend

12. Passing the bean bags, 10 boys, 10 girls
Boys won both contests, but generously divided the prize equally with the girls.

13. Obstacle race for boys, two heats.

1 Frank Hubbard

2 Everett Flinn

3 Arthur Anderson

14. (No entry)

Volley Ball

Noon day bunch vs. Gym bunch, won by noon players 30 to 17. Prize, box of cigars.

Baseball

Salesmen vs. Factory, won by Gus-



tin's factory and office boys, 21 to 19. Prize, box of cigars.

The baseball game was the big sporting event of the day. Each side had its partisans and wind bets were freely made with an occasional real cigar being wagered. The salesmen showed some form for a time, and looked like winners, but Gustin's office team came to the front at the crucial moment and saved the day for the office and factory nine. The players lined up in this way:

Office and Factory:

Gustin and Coffman, pitchers.

Duke Mueller, catcher.

Behrens, First.

Henderson, second.

Simpson, Third

Coffman, Short.

Everett Mueller, Left Field

Roarick, Center Field

Robb, Right Field

Salesmen—

Collins, Pitcher

Kirchner, Catcher

Whitehead, First

Simons, Second
Masters, Third
Judge, Short
Marker, Left Field
Kitchen, Center Field
Van Haaften, Right Field

Gustin, Behrens and Roarick clouted the ball for home runs, and the home team figured in two double plays, Coffman to Behrens to Mueller, and Behrens to Gustin to Mueller. The salesmen pulled one double play, Collins to Whitehead to Kirchner.

Gustin made a strike out record of six. Coffman struck out one, and Collins struck out two. It is claimed that only two errors were made, one by a player and the other by Umpire Heinrichs.

While the salesmen showed a limited knowledge of the game it was plain that they did not comprehend the finer technical points, neither did they properly appraise the value of team work. They struggled valiantly and perspiringly to win by straight baseball at first, and then by umpire baiting. Four men took the chances on the homicidal gang of players and essayed to umpire. They got away with their lives but suffered heavy losses in self respect and reputation. The umpires were Bert Jackson, W. C. Heinrichs, Charlie Lincoln and Roy Cartwright. They may not have known a whole lot about the rules, but as no one else connected with the game did, it made very little difference.

The contest created a whole lot of amusement and kept the crowd in good humor.



SHOW WINDOW DEMONSTRATIONS

And a Band Concert on the Evening of August 17.

One of the features of the Salesmen's week in Decatur was the demonstration of Mueller Sink, Bath and Shampoo combinations in the windows of plumbing stores, Wednesday evening, August 17th. Our goods were mounted on bath tubs and lavatories and in most instances were under pressure. Mueller salesmen appeared in the windows and demonstrated to the crowd outside just how these goods were used.

The following plumbers co-operated with us:

Field & Shorb.
W. T. Delahunty & Co.
T. E. Downing & Co.
O. W. Dawson & Co.
Fred Schlie.
Smith & McDaniel.

Other plumbers were perfectly willing to go into the scheme but were deterred by lack of adequate window space.

The attention of the public was attracted by the Mueller Band which was mounted on one of the large trucks and made the cir-

cuit of the various plumbing stores, playing in front of each one.

When the last store had been visited the band went to the stand in Central Park and gave a program of good music which was listened to by a large crowd.



EVENING FESTIVITIES

Dancing in the Pavilion and Moving Pictures on the Lawn

The baseball game ended the afternoon sports and with the coming of evening the picnic party again broke up into little groups for refreshments. The Company members and families had a large table spread just west of the pavilion where a splendid picnic dinner was served. The salesmen were guests of the company members at a special table provided for them. With the coming of dusk the park was again thronged with those who came for the dance. A large orchestra furnished excellent music and dancing continued until about 11 o'clock. This was the program:

1. Grand March.
2. One Step.
3. Fox Trot.
4. Waltz.
5. One Step.
6. Fox Trot.
7. Waltz.
8. One Step.
9. Two Step.
10. Home, Sweet Home.

The grand march was led by Mr. and Mrs. Philip Mueller and showed some very pretty formations, which were watched with interest by the large crowd.

Those who did not care to dance, assembled on the lawn east of the pavilion and enjoyed a moving picture show.

And so the day ended and the crowd dispersed with many pleasant recollections of what was believed to be one of the best and most enjoyable picnics we have ever held.

The Committees

The committees having the picnic in charge were:

General Arrangements—Philip Mueller, F. B. Mueller, Robert Mueller, Adolph Mueller, F. W. Cruikshank and A. M. Cobb.

Parade—H. D. Gilliland.

Music—Roy Coffman.

Dancing—Earl Meador.

Advertising and Street Cars—C. N. Waggerseller.

Refreshment Stands—W. T. Mason.

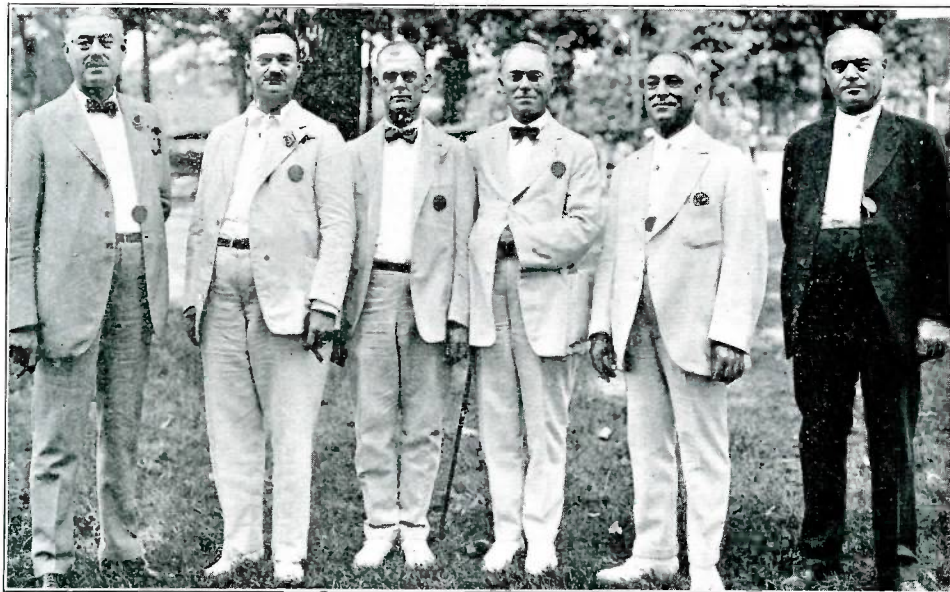
Athletics—E. H. Langdon.

Check Room—Dick Sheley.



Three men are necessary to every charming woman's education—one who teaches her to love, one who teaches her that she is lovable, and one who teaches her how to inspire love.

Mueller Bros. Forming the Present Company



Left to right: Fred, Oscar, Frank, Adolph, Robert, Philip

Six brothers, Philip, Fred, Robert, Adolph, Oscar, and Frank control the H. Mueller Mfg. Co.

In this fact alone the Company claims the distinction of being unique. Seldom if anywhere in this country, is there a like example of harmonious business and family relations maintained so successfully.

Many brothers have taken up business in much the same way, but have not been able to continue it intact as an organization because of inability to agree on questions of management or policy. There are many instances, of course, where brothers have retained an interest in a business as a going concern, but have left the management to one or two.

It is in this respect that the Mueller brothers differ. They are not clannish but they stood together as boys and they have stood together as men.

Every member of this company has his say on every important question. If it is decided to put through an undertaking and it is not agreed upon unanimously, there is no criticism by the minority if the scheme fails to work out. Sometimes there may be good natured kidding, but that ends the matter. If any "milk is spilled" there are no tears, lamentations, or "I told you soes." On the contrary, the incident is forgotten and energies are directed to other things.

It's this forget-what-has-been and keep-after-live-things that has given this company success and enabled it to build three big

factories—one at Decatur, one at Port Huron, Michigan, and one at Sarnia, Ontario.

The harmonious relationship existing in this family of brothers is reflected in the entire organization.

The management of the business is divided in this way:

Adolph Mueller, President-Treasurer and General Manager.

F. B. Mueller, Vice-President and Field Manager of salesmen.

Robert Mueller, Secretary, Assistant Treasurer and Assistant General Manager.

Philip Mueller, General Factory Superintendent.

Oscar B. Mueller, President and Manager Port Huron and Sarnia plants.

F. W. Cruikshank, Assistant Secretary and Head of Shipping Department.

Each member handles the routine of his department according to his idea of how it should be done. Questions of policy are decided at Company meetings.



HE FOUND IT

Waitress: "And how did you find that apple pie?"

McCarthy: "I just moved the bit of cheese, and there it was."

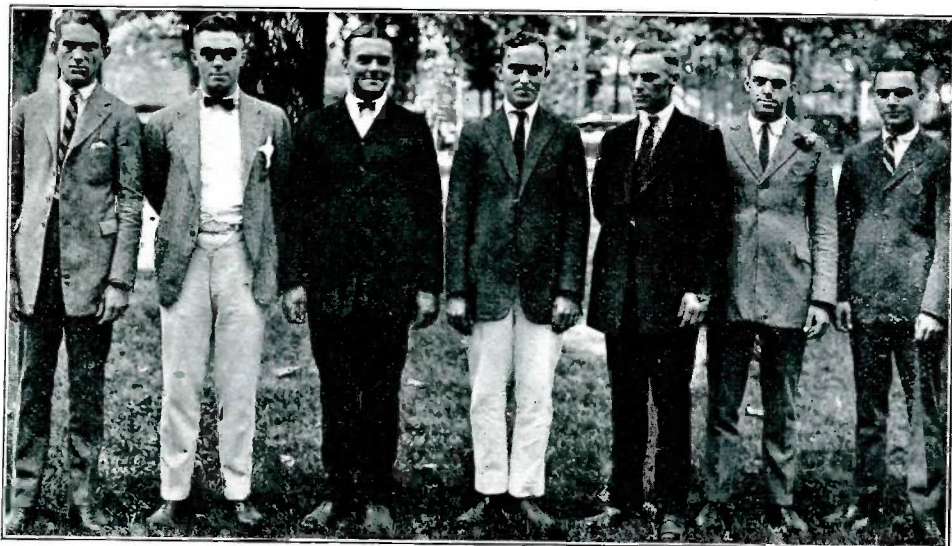


SURE OF IT

Mrs. Marker (To the new maid): "I think you'll not find me difficult to suit, Marie."

The new maid: "I'm sure of it, ma'am, I saw your husband when I came in."

Third Generation of Mueller Boys



Left to right: Bernard, Lucien, Philip, Everett, Bobbie, Frank and Ebert

And here is the third generation of Muellers upon whom depends the successful perpetuation of the business according to the present plans and policies. That's one ambition of the second generation now in control. They want the Mueller business to go forward in future years as in the past, allowing for such changes as conditions may call for.

All these young Muellers are being specially trained in different departments or are attending college preparing themselves for future business cares.

Bernard, only son of Oscar Mueller, is still in school.

Lucien Mueller, son of Philip, is a Cornell man, and ex-captain of the Cornell eleven, and is now superintendent of the Decatur Foundry, having taken special work in metallurgy.

Philip Cruikshank, a son of F. W. Cruikshank, is at Yale college, completing his education.

Everett Mueller, only son of Adolph, is a graduate of Yale and is connected with the sales department, having direct charge of the regulator business.

R. H. Mueller, ("Bobbie") is the son of Philip Mueller. He was educated in Millikin University and holds the position of chief engineer.

Frank Mueller is a son of Philip, and is just out of high school. He is getting his preliminary training in the office this summer but will continue his studies in some college.

Ebert Mueller is the only son of Robert

Mueller. He is still in Yale college, but during his vacation periods he does his bit in the office or factory.

While the members of the third generation have had far better opportunities than did their fathers, they have been taught the lesson that work is ennobling and have been drilled in the democratic feeling of the company that while they are sons, they are also workers. There is no snobbishness in this bunch of fine young men. They meet other employees as one employee meets another, and they are all popular with the big organization.



THE MORNING AFTER

Dill: "Here is \$2 on last night's account, Fred."

Fred (Disgustedly): "On account?"

Dill: "Sure, on account of not having the rest of it."



DANGEROUS WOMAN

Heinrichs: "Better be careful of that woman, Dick, she's dangerous."

Dick: "What do you mean? Has she got a husband she doesn't want, or hasn't she got one she does want?"



AN OLD IDEA

Nina: "What do you think of this new idea of women wearing a roll in their stocking?"

Margy: "New! Why, women had rolls in their stockings before you were born."

Group Picture of the Company Members



Left to right—back row standing: W. B. Ford, W. F. Hennessy, B. W. Simonds, Ellis E. Pedlow, Roy E. Cartwright, W. F. McCarthy, J. D. McGaully, E. H. Shimer, H. V. Seevers, J. H. BeBois, J. F. Riley, Ivan Van Haaften, L. S. Masters, L. J. Evans, R. L. Whitehead. Second row—sitting: T. F. Leary, W. N. Dill, Robert Mueller, Adolph Mueller, Philip Mueller. Bottom row: E. E. Pedlow, L. M. Ross, J. H. McCormick, O. H. Sharlock, Jas. H. Judge, R. Gumaer, Geo. W. White, C. J. G. Haas

The annual meeting of the Mueller salesmen convened at the Mueller Lodge on the banks of the Sangamon at a point about three miles southeast of the business center. It was a happy thought of the company in making this plan. It combined a business session with a week of outdoor life, a thing which was new to many of the salesmen, especially that contingent which travels through the air or under ground in the territory east of Pittsburgh. While the Lodge has 12 comfortably equipped sleeping rooms, a few tents were necessary to accommodate the crowd.

These salesmen answered the roll call:

Decatur Territory

Name	Headquarters
W. F. Aaron	Grand Rapids, Mich.
P. L. Bean	Farmer City, Ill.
R. V. Benton	Buffalo, N. Y.
R. E. Cartwright	St. Louis, Mo.
R. E. Collins	Minneapolis, Minn.
C. H. DuBois	Salt Lake City, Utah
L. J. Evans	Springfield, Mass.
C. T. Ford	Washington, D. C.
W. B. Ford	Birmingham, Ala.
C. J. G. Haas	Brookline, Mass.
F. V. Johnson	Chicago, Ill.
Jas. H. Judge	Oklahoma City, Okla.
Bert Kitchen	Decatur, Ill.
R. E. Kirchner	Baltimore, Md.
C. E. Lincoln	Indianapolis, Ind.
L. S. Masters	Memphis, Tenn.
W. F. McCarthy	Philadelphia, Pa.
J. H. McCormick	Huron, O.
J. D. McGaully	Decatur, Ill.

R. L. Moore	Chicago, Ill.
Ed Pedlow	Detroit, Mich.
E. E. Powell	Austin, Tex.
J. F. Riley	Wilkes-Barre, Pa.
L. M. Ross	Cedar Rapids, Ia.
H. V. Seevers	Ottawa, Kas.
O. H. Sharlock	Pittsburgh, Pa.
E. H. Shimer	Omaha, Neb.
B. W. Simonds	Decatur, Ill.
Geo. F. Sullivan	Milwaukee, Wis.
George White	Decatur, Ill.
R. F. Whitehead	Denver, Colo.

New York Territory

W. N. Dill, Manager	New York City
J. P. Stenner	New York City
W. F. Hennessy	Brooklyn, N. Y.
Ivan Van Haaften	New York City
Ralph Gumaer	New York City

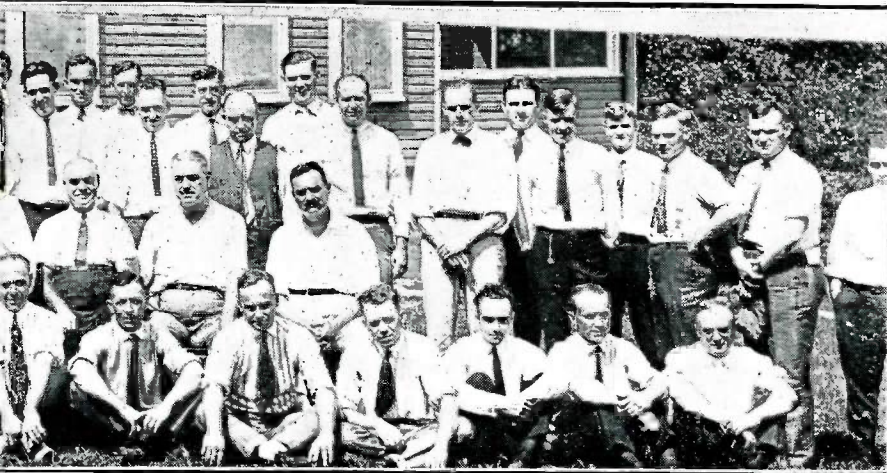
San Francisco Territory

T. F. Leary, Manager	San Francisco
W. C. Heinrichs	Seattle, Wash.
H. L. Marker	Oakland, Calif.
J. L. Logsden	San Francisco
W. L. Jett	Los Angeles

In addition to these forty-one men of the outside selling force, the members of the Company were present at all the sessions and heads of departments were in frequent attendance. Sessions were held each morning and afternoon. The evenings were devoted to demonstrations of goods. A force of cooks and waiters was in constant attendance and the meals served compared favorably with a first class hotel.

Mr. Adolph Mueller opened the meeting with an address to the salesmen. He urged upon their attention the trouble and ex-

rs, Salesmen and Heads of Departments



rell, George F. Sullivan, W. F. Aaron, C. T. Ford, W. C. Heinrichs, A. M. Cobb, W. L. Jett, P. Stenner, B. F. Kitchen, W. E. Mueller, R. E. Kirchner, J. L. Logsdon, P. L. Bean, C. E. Collins, F. V. Johnson, C. E. Lincoln, J. W. Simpson, R. L. Moore, H. L. Marker, Ralph

pense incident to bringing 41 men here for a week from all parts of the United States, and requested that they give strict heed to the proceedings in order that they might go back to their territories carrying actual benefit from the gathering.

From the time he closed his address until the final adjournment Friday evening, strict attention to the business in hand was the rule. We have had many similar gatherings but none equal to the one just closed. There was better attention, a keener interest and finer co-operation than we have ever had before.

The programs consisted of specially prepared papers by salesmen and others, discussions of the same, talks on salesmanship, analysis of selling methods and instructions in new goods.

There were a number of special features during the week. Wednesday afternoon there was a talk on "Salesmanship" by Mr. Floyd L. Short, our advertising representative in Chicago. Mr. Short was a salesman before he became advertising man and he has linked together his knowledge of these co-ordinate branches of business in such a manner that he can present his subject in a forcible way. He put a lot of ginger into his talk, illustrated his points with appropriate stories and trite sayings. He succeeded in creating a very considerable amount of enthusiasm.

W. J. Woolley of Evansville, manager of the National Trade Extension Bureau, was another speaker that afternoon. He held the undivided attention of the entire assem-

bly for over an hour and was warmly applauded when he had finished.

All of the master plumbers of Decatur were guests of the company at this meeting.

When the afternoon session ended the entire party was brought to the city for a 6:30 o'clock dinner at the Y. M. C. A. auditorium. This was a fine meal served in good style and when cigars were passed Mr. William Wedemeyer, a prominent architect of St. Louis was introduced and spoke of salesmen and their relation to architects. His remarks were eagerly listened to, as the question of dealing with architects is one in which all salesmen are deeply concerned.

Another event of social importance followed on Thursday evening when all foremen and heads of departments and their wives were guests of the company at the Mueller Lodge. There was an assembly of over a hundred persons. An hour was devoted to meeting the salesmen, inspecting the Lodge and grounds, and then the party sat down to a splendid dinner. After the meal the large dining room was cleared and there was dancing, card playing, and music until 10 o'clock. ✚

SHOTS AT AND BY SALESMEN

After the first night Van Haaften lost his fear of being scalped by Indians.

Kirchner could not keep McGraw's Giants out of his mind. He thought of them every time he mentioned a wiped joint.

Billy Hennessy objected to an upper

berth on the trip home. Back to the brake beam, Billy, if you want to be low down.

Tom Leary was said to be a good provider in the late evening sessions.

No one ever fell down at meal time. The bracing country air and the good things fresh from the farm whetted the dullest appetite.

Baseball, volley ball, tennis and horse-shoes filled in the recreation hours.

The little top with its "P.4" "J.4" etc., kept some of the bunch entertained and broke up idle moments.

There were real shower baths for those who did not care for a plunge in the river.

George Sullivan had the time of his life sleeping in a tent.

At Sarnia last year Hennessey tried to organize a chambermaids' union. From the way some rooms were taken care of, it was suggested that he might have instituted a school of instruction here to good advantage.

Hennessey to Sharlock: "I don't see how your wife could ever have married you."

"Mrs. Hennessey must have been near-sighted," suggested Otto.

"Otto, you are a hot dog served snappy."

Simonds did not come to town at 4 o'clock Thursday afternoon. He changed his mind just as the clock struck four.

Fred Mueller made a first class house-keeper.

"Butsy" Dill got up to speak. Tremendous applause. He quit. More applause. "Thanks," he said, "if you had not used your hands applauding you probably would have been using them throwing things at me."

Every time anyone was introduced to the meeting, the bunch rose from their seats and sang:

Hurrah for Jim! he's the man,
Hurrah for Jim! he's a damn fine man,
Eien, zwei, drei, fear,
If Decatur was wet he'd buy the beer.
Hurrah for Jim! he's the man,
Hurrah for Jim! he's a damn fine man.
And then when they got hold of a man
whom they wanted to kid still more, they'd sing:

Hurrah for Jim! he's the bunk,
Hurrah for Jim! he's a darned old skunk.
Etc., etc.

Silence is golden. If a dog could talk he wouldn't make such a good friend.

TRADE EXTENSION

W. J. Woolley Tells of Some of the Activities of This Organization

Mention is made elsewhere of the address by W. J. Woolley, manager of the Trade Extension Bureau, with headquarters at Evansville, Indiana. He appeared before the salesmen Wednesday afternoon, August 17, and for more than an hour he talked of the work of the Bureau and the plumbing business. Mr. Woolley is intimately acquainted with all phases of plumbing, contracting, etc., and likewise he has picked out the weak spots in the plumber as a business man. The sole purpose of the Bureau is to educate the plumber in better business methods, teach to him how to know exactly what he is doing and to eliminate speculation and guess work.

The Bureau is doing wonderful work along these lines and being thoroughly conversant with the plan, Mr. Woolley was in a position to present much valuable information. He illustrated his talk with many different charts and drawings, and when he had finished was given hearty applause. Among other things, he said:

During the past year our field men have visited 300 cities, calling upon the trade and interesting them in the work of the Bureau. It has also been their duty to address evening gatherings of the local associations. The services of these men have proven valuable in assisting the local officers, as well as the state officers in educational work, and they have assisted them in getting our lecture course started as well as to sell the local members the idea of associated advertising.

During the past twelve months we have received 10,380 letters from master plumbers, or an average of 40 letters per day. This does not include second class matter received, which amounted to 1442 pieces or more than 100 per month.

The following figures covering the outgoing mail from our office will perhaps give you some idea of the volume of work we have to do.

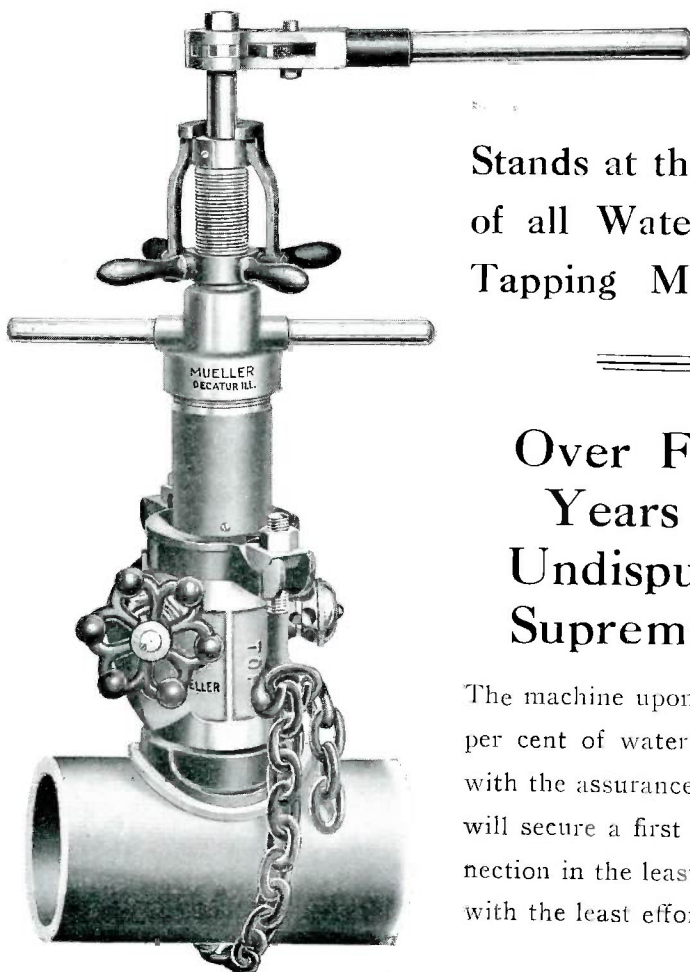
During the last year we have sent out nearly 4,000 letters per month, or a total of over 46,000.

In addition to this, we have sent out nearly 10,000 parcel post packages containing advertising service, forms of various kinds, and other material sold by the Bureau exclusive of bookkeeping systems of our No. 3 type, 160 No. 2's, and 130 No. 1's. This is exclusive of many hundreds of systems that have been revised by the Bureau, and where new systems were not needed by the plumbing contractor.

This department has also sold and delivered to plumbing contractors 151,420 orders for different kinds of forms published and distributed by T. E. B.

The Sales Help Service Department has rendered its full share of service to the
(Continued on page 24)

Mueller "B" Machine



Stands at the Head
of all Water Main
Tapping Machines

Over Fifty
Years of
Undisputed
Supremacy

The machine upon which 90
per cent of waterworks use
with the assurance that they
will secure a first class con-
nection in the least time and
with the least effort.

THE MUELLER "B" MACHINE

*Having no equal is certainly entitled to your con-
sideration. We make a liberal trade in allowance
on old machine.*

H. Mueller Mfg. Co.

Decatur, Ill.

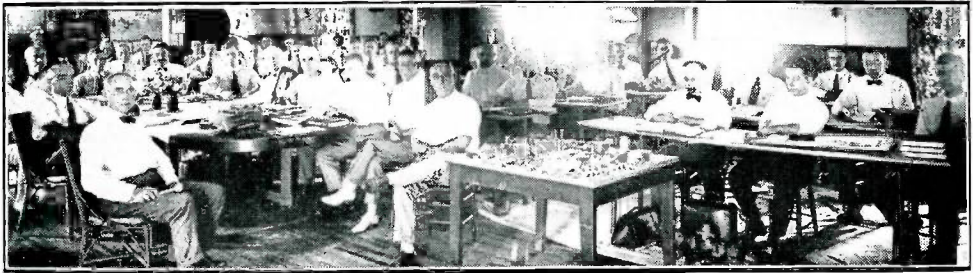
New York City

Sarnia, Ont.

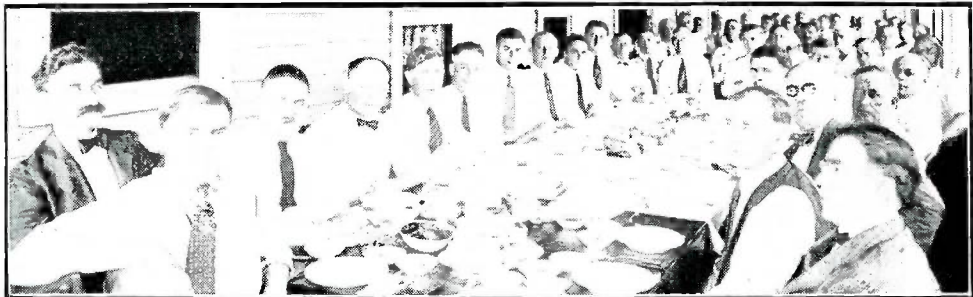
San Francisco

Port Huron, Mich.

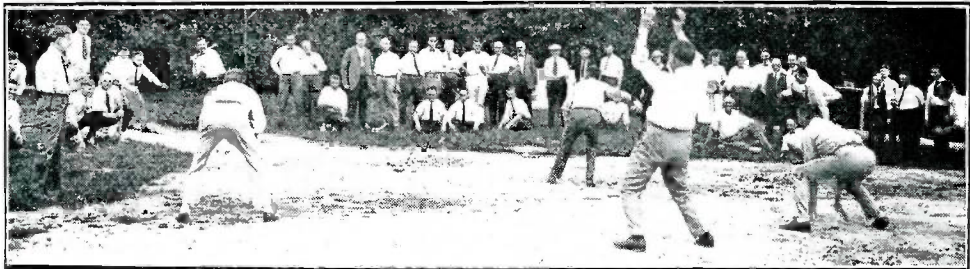
Mueller Salesmen at Work and Play



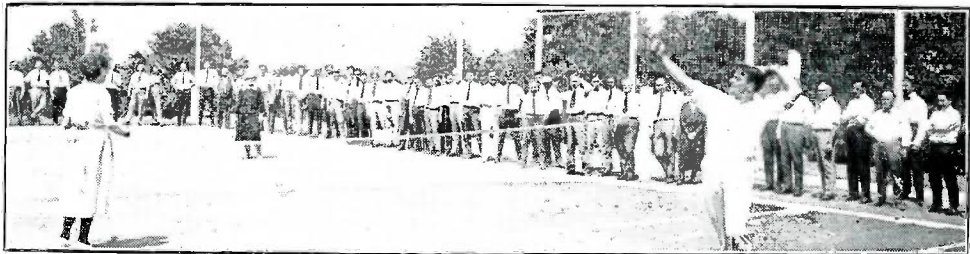
Interior view of the dining and ball room where the sessions of the salesmen were held



Company members and salesmen at dinner on the east porch of the Lodge



The days of real sport—a ball game during the recreation hour



Young folks on the tennis court with the salesmen looking on

A Game of Volley Ball



The salesmen who did not play baseball had lots of fun with volley ball. This picture shows the park like natural beauty of the grounds surrounding the Lodge

On the opposite page view No. 1 is an interior view of Mueller Lodge. It shows the dining room and the ball room, and it was here that daily sessions of the salesmen were held. The walls of this pretty room are hung with attractive curtains and pictures, together with a large number of mounted specimens from field and stream. These include Elk Heads, Boar Heads, Moose Heads, Wolf Heads, game fish and similar specimens.

The annual meeting of the salesmen, or the school of instruction as it is sometimes called, is a hard grind with morning and afternoon sessions, which call for close attention and concentration. Naturally when recreation hours come the men are ready for a frolic on the pretty grounds surrounding the Lodge.

Picture No. 2 is a combination of "work and play." It shows the company members, salesmen and heads of departments at dinner on the east living and dining porch. This porch is about twelve feet wide by 62 feet long and is entirely screened in. It is on a level with the tops of forest trees growing on the slopes of a deep ravine. Ninety feet below there is a picturesque bend in the Sangamon river and glimpses are caught of the sunlight and shadows on the water from the porch.

Picture No. 3—"The Days of Real Sport." Here, at recreation hour, the salesmen are engaged in a game of baseball. Billy Simpson, the sales manager, is in the pitchers' box and Billy Jett in the foreground with elevated hands is trying to catch a "high ball." Butsy Dill is at short stop and Dick Moore's head shows just at the edge of

the picture. He is all set to get a hot one if it happens to come his way.

The picture at the bottom of the page shows the party surrounding the tennis courts, interested in a game being played by some of the young folks. At the left hand corner is Miss Charlotte Mueller, daughter of Mr. and Mrs. Adolph Mueller. Philip Cruikshank has just served the ball to Everett Mueller who was unfortunately cut out of the picture. The young lady on the other side of the net is Miss Frances Cruikshank. She is the daughter of Mr. and Mrs. Frank W. Cruikshank, and Mrs. Cruikshank was the only daughter of the late Mr. and Mrs. Hieronymus Mueller, and shares with her brothers as a member of the Mueller Manufacturing Company.

The picture at the top of this page gives an excellent idea of the beautiful natural scenery surrounding the Mueller Lodge. There are pretty stretches of lawn on three sides with big forest trees giving grateful shade in the summer and acting as a wind break in the winter. The lawns and playgrounds are kept in perfect condition, and were not only enjoyed by the salesmen during their week's stay, but are in frequent use by the social gatherings which are held occasionally at this beautiful country retreat.



HAD BETTER EAT

Fred: "What you hanging around the table for?"

Logsdon: "Oh, nothing. I'm just trying to decide whether to eat or get in the game."

Fred: "You'd better eat."

The Lodge from the West



On this and on page 23 are views of the Mueller Lodge, situated on what is known in local history as "the Allen Bend" in the Sangamon river, but now known as Mueller Heights.

The Lodge is a frame structure extending 62 feet north and south, and 30 feet east and west. It has a kitchen 12 by 15 and a pantry 12 by 15. The living and dining room is 30 by 50. There are porches on the east and west sides. The one on the east is sixty two feet long by twelve feet wide. It is completely screened and can be used as a living porch, dining room or for dancing when weather conditions are favorable. It is almost at the edge of a ravine which declines sharply to the Sangamon river a distance of ninety feet below. When the new two and one-half million dollar dam in the Sangamon river is completed and the new lake created, the Lodge will be on the banks at this pretty scenic point.

The second floor is divided by a hall running north and south with six bedrooms 12 by 12 each, on either side. There is running water and electric lights and all the conveniences to be found in a modern city residence.

Although situated a quarter of a mile from a public highway, the Lodge is only reached by a winding drive through the Mueller farm and is so surrounded by forest trees that it can not be seen until a sharp bend in the road brings you almost upon it. The privacy and picturesque surroundings which are not equalled in this section of Illinois, make it an ideal country home. It is not only used by members of the firm

and their families, but under proper restrictions it is for use of all Mueller employees.

Mueller Heights with the Lodge is a realization of a hope that was fostered in the minds of the company from boyhood days. It was a favorite resort with them for fishing and hunting and even in that distant time they realized the beauties of the place and built boyish air castles of the day when they would own the land and ornament it with a home of some kind.

Unlike most boyish dreams they retained this in their minds and at the opportune time they began buying up the land in this locality, including the site of the Lodge, and today they have the satisfaction of a long dream completely and delightfully realized.



EVIDENCE DID NOT LAST

The prisoner was up for bootlegging, but only one bottle of whisky was found upon him. The jury retired with "Exhibit A" but filed gloomily back at the expiration of ten minutes.

"Gentlemen of the jury, have you reached a verdict?" asked the clerk.

"We have not," stated the foreman aggrievedly. "We must have more evidence. Them last two jurymen that sat down to the end of the table swear there ain't an atom of proof against this feller."

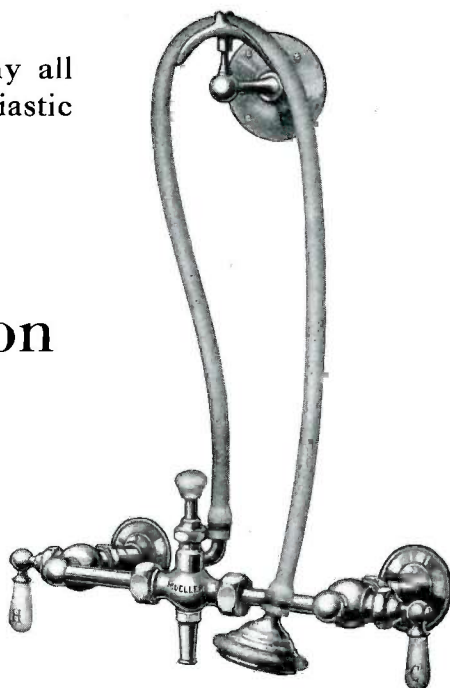


Cleanliness begets health and happiness. It's a fine habit. It creates a sense of personal pride and personal satisfaction. "A bath a day keeps you fit every way."

It Lessens Dishwashing Drudgery

That is the reason why all
women are so enthusiastic
and demand the

Mueller Combination Sink Faucet



*The women who have to do the work at the sink
are quick to recognize the utility, convenience
and labor saving qualities of this most desirable
appliance.*

*Saves the hands, saves time and lessens all sink work,
Sells on sight. Great business getter for plumbers.*

H. Mueller Mfg. Company

Decatur, Ill.

New York

Sarnia, Ont.

Port Huron, Mich.

San Francisco

FINANCIAL REPORT OF EMPLOYEES' AID SOCIETY

July 22, August 22, 1921

Flowers for Frank

Grant 5.00
Bal. on hand July 22 \$ 698.91

Receipts

Co.'s contribution \$ 50.00
August dues 410.70

460.79

\$1,159.61

Payments

Grant 5.00
Benefits listed below 386.97

391.97

Balance August 22 \$ 767.64

Benefits Paid

Frank Royse \$24.00
V. L. Haines 6.00
Len Hargis 18.32
W. E. Pease 54.00
Alva Morrison 47.20
J. E. Davis 8.00
W. L. Yonker 34.00
George Wade 8.75
James Borders 22.20
A. Carter 20.40
A. N. Whitacre 26.40
Zenda Frew 5.00
Oscar Taylor 1.50
Ida Salewski 5.50
Frank Volkmann 37.20
Joe Bready 36.50
George Higgins 7.00
Arnold Kletzing 2.50
Frank Williams 10.00
Dewey Conner 12.50

\$386.97



WINNING AND LOSING

Somebody is watching you. If you put up a good fight and win, somebody will be sure to see and rejoice with you.

If your struggle is a good, clean fight, and you lose, someone will say to you, "Try it again, old fellow. I am with you."

If you are not a fair fighter, someone who knows will write "Caution" after your name, whether you win or lose.

Do not be afraid to start on the right course, even though you do not know exactly how it will end. If you wait, you will never start.

A good loser is a good winner, and a poor loser is also a poor winner.

—Contributed.



VACATIONISTS

Charlie Armstrong is back from a week's outing at Starved Rock, Illinois. Charlie says it's simply an ideal place to spend a vacation. There is, of course, little fishing or hunting, but for a feast of sight seeing it can't be beat about here. His wife and Mr. and Mrs. C. A. Diller accompanied him. They motored there and back.

THE OTHER FELLOW

Bill seated himself at the polishing wheel, they were just ready to turn on the power when he noticed that there was no nut on the spindle. "Durn these day men, they are always hiding something," and for some moments he continued to revile the careless day workers.

"Why don't you look for it?" said friend Bob.

"No use. Some gink has hid it."

"What's that on the floor yonder? It must have fallen off the spindle just now."

Bill mumbled something and tightened it up and went to work.

The other evening John could not find his wrench and he began to cuss the night shift for carelessness. "Where did you have it last?"

"Oh, right here, I reckon."

"Sure?"

"Well, I wouldn't swear to it."

"Didn't take it with you to the fountain when you went to get a drink yesterday, did you? Better see."

And John found it on the floor by the fountain where he had it when he turned on the ice water.

MORAL: Don't cuss the other fellow until you are sure it is not your own fault.



NIGHT SHIFT

A midnight quartette that breaks the silence of the small hours with lullabies and serenades is the contribution of the night shift to harmony in this part of town. The neighbors have been complimenting them on the excellence of their performance. Fleckinstein, Shade, Waddell, and Taylor are the "birds" whose songs awake the midnight echoes.

William Beckemier has been on an extended vacation.

William Baldwin has returned to the Brass Shops after finishing the threshing season near Cerro Gordo.

Lloyd Prosser is driving a new Dodge to South Dakota for his uncle.

It is reported that George Butz lost a valuable pony recently from the bite of a strange insect. The pony lived only a day after being bitten.



HARRY AND ROY

Harry Miller of the Foundry is a truck gardener when off duty. His products are sought by many of his friends.

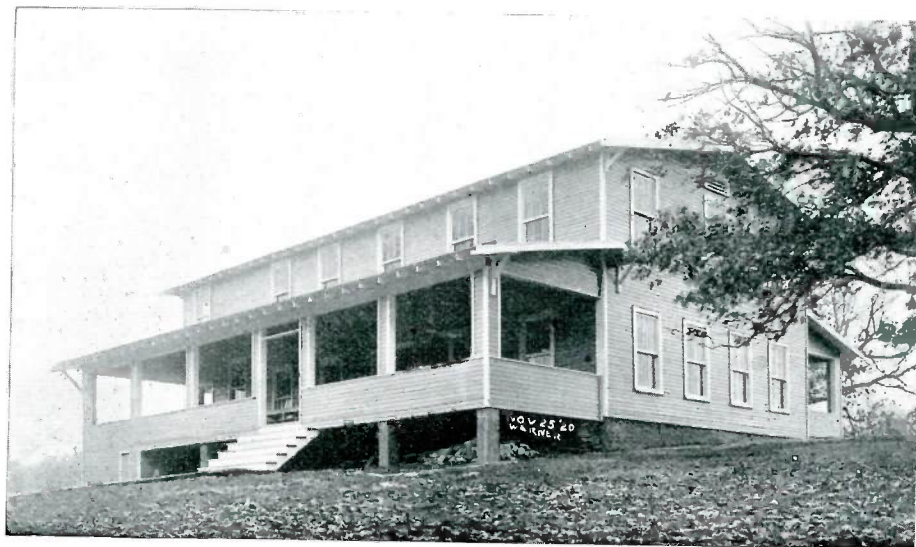
Roy Whitaker drove out to Harry's place one evening and noted an abundance of blooms on certain plants in Harry's garden. He remarked, "Harry, you will have a whaling crop of beans this year, won't you?"

"I don't know, why?"

"Look at these," he said, pointing to the flowers.

Harry has not yet told him that the afore-said flowers were not bean blooms but bull nettles.

The Big Living and Dining Porch



The Lodge from the East, looking down on Allen's Bend in the Sangamon river

THE FAKE GIN

A Joke That Was Skillfully Maintained by Many Who Fell for It

Liquid refreshments were not in evidence during the meeting. It was reasoned that the Sangamon was only 90 feet away, and that the Lodge water system was in direct connection with the river.

It was no wonder that 90 per cent of the salesmen were pop-eyed when they saw a bottle of Gordon gin placed on the speakers table. There was no riot, but that was due probably to lack of a leader.

When Fred drove to the station to meet Mr. Oscar Mueller he took with him the bottle of gin, which was nothing more than a quart of sweetened water. Oscar was apprised of the contents. Upon reaching the Lodge he had a pleasant meeting with the salesmen and sat down at the chairman's table. Presently he rummaged through his grip and innocently placed the bottle of "gin" in plain sight. Covetous eyes were leveled at it and knowing winks were exchanged with Oscar.

At the noon adjournment a crowd surrounded the table with, "be a good fellow, Oscar, come and loosen up, let's try it," etc."

In the face of all this pleading there was no refusing. One glass was procured and one man delegated "to pour."

Tom Leary got the first drink. Smothering his disappointment, he treated his appreciation with a large "great stuff!" The

next victim took the cue and so on down the line until practically every man had been sold. The joyful expressions assumed by the victims and the lowering of the supply in the bottle proved too much for the man who was pouring. He turned the bottle up and threw back his head and took a hard pull.

Then he spilled the beans. His disappointment was so overwhelming that he could not conceal his emotions.



Horse Sense—Physiology Teacher: "How many senses are there?"

Student: "Six."

Physiology Teacher: "How is that? I only have five."

Student: "I know it. The other is common sense."—R. Cleveland.



And Then It Went to Its Goal—"This is my car," exploded the irate tourist to the garageman, "and what I say about it, goes—see?"

Just then a dirty-faced machinist crawled out from under the dead machine and said pleadingly, "Say 'engine' mister!"—G. M. Hithcock.



He'll Be En-lightened Soon—Little Mabel: "Mama, can our maid see in the dark?"

Mamma: "Why dear, what makes you ask such a question?"

Little Mabel: "I heard her talking to papa in the dark hall and she said that he needed a shave."—John Novak.

TRADE EXTENSION

(Continued from page 16)

plumbing contractor as the following figures will indicate:

During the past year, we have supplied 159 contractors with complete plans for new show rooms. We have supplied 4,098 contractors with advertising copy. This is exclusive of the "Bath in Every Home" campaign wherein we received 3,500 orders for the copy produced in the broadside covering the "Bath in Every Home" campaign alone.

From the information we have available we are certain the plumbing contractor spent more money in advertising the week of May 16 to 21, or during "The Bath in Every Home" campaign, than was ever spent by all the contractors in any one year heretofore.

This department has supplied 250 contractors with circular sales form letters outside of the sales letters appearing regularly in the monthly bulletin.

In addition to the above, 347 local associations are receiving our group advertising services which were developed for the general betterment of the business, and which many local associations have taken advantage of and used in the newspapers in their localities. While we have no definite record of just how many associations have used this copy, it is safe to assume that at least 100 or more have published the copy which we supplied them with.

That is the reason that I feel safe in saying that during the past year we have encouraged the contractor either as an individual or through his association to spend more money in advertising than he has ever done before in any one year.

Aside from the above services, we have mailed out during the past twelve months 275,239 monthly service bulletins, or an average of over 23,000 per month.

At the present time, we are planning some new steps in Trade Extension work which I am quite sure you shall be pleased to learn about and which we believe will be the means of creating additional interest in our work.

As an example: The state of Illinois will, beginning with the 20th of this month, start a series of zone meetings. These meetings will be held in cities centrally located and which are accessible to all of the men engaged in the business in a given territory. These meetings will be purely educational and each of them will be attended by some person from the Bureau who will deliver educational talks and participate in debates that will take up the entire time allotted. These meetings will be held each week until the state has been covered.

In the city of Dayton, we have planned a sales building campaign of the broadest scope ever attempted in this industry. The

Dayton local ran a quarter page advertisement prepared by T. E. B. in their local newspapers at regular intervals throughout June and July.

We made arrangements and secured stenographers to get a complete list of the water users in Dayton, which will be cross indexed on cards for later use in a sales drive which began early in July.

The Bureau also conducted a school in Dayton at which men and women solicitors were trained to make house to house canvasses, soliciting and selling plumbing installations.

During the week of June 25 to July 2, or what was known as "A Bath Every Day" week, every local merchant in Dayton selling anything from a tooth brush to a bath robe, was solicited to put in special show windows, covering the subject of "A Bath Every Day" and to run special advertisements in the newspaper covering this subject.

Every master plumber supplied his journeymen with premise report cards on which the journeymen made a complete report of the condition of the plumbing in every building in which he worked. This information will be used later in an effort to sell the homes and buildings of Dayton some much needed plumbing equipment. Beginning July 1 a house to house canvass was instituted in order to prove that plumbing can be sold if the proper effort is put back of it.

In fact, this drive in Dayton is but a forerunner to other campaigns which we will conduct in various cities throughout the United States. We selected Dayton because Dayton was ready and anxious to put on the campaign and because Dayton has suffered a great deal from a business depression. It therefore makes an excellent city to use as a test, for if Dayton can be sold plumbing under present existing conditions in that city, then plumbing can be sold by a similar plan anywhere in the United States.



OFFICE OBSERVATIONS

It has been said, "You can get a man off the farm, but you can't get the farm off the man." A bath a day, the Mueller way, will remove most of it.

Why has Bill Gustin been calling on the junk dealers since the picnic? Possibly he is trying to help Bob Collins dispose of his ball team.

Our credit man is not going to let anything get away. He is marking "no charge" orders to be sent C. O. D.



HE DOES

Carl: "Do you share your wife's sorrows?"

Hawk: "Yes, she blames me for everything."

BRASS CHIPS

Louis Offner of the Grinding Department wants to borrow a cow that will drink the water out of his basement as he is tired of pumping it.

Mr. and Mrs. Harvey Gollohan acknowledge the rocking chair sent them as a wedding present by the Company.

Lawrence Kayser of the Cost Department leaves us to become a brakeman for the Illinois Traction System.

Miss Dorothea Hill has been substituting in the Foundry Office, while Miss Nina Fry has been on her vacation. Miss Fry spent two weeks at Buffalo, N. Y.

Miss Margaret Kincaid and Mrs. Ethel Marshall have been doing some special work in the Cost Department.

Chat Winegardner, Barney Marty, and William Meehan were in Chicago Monday, August 8.

Mr. Forrest Voeks, who has been for the past two months in the Employment Office, has gone to Minneapolis. Mr. Voeks was a first lieutenant in the aviation service and his plane was shot down on the Verdun front November 3, 1918. His back was broken, but he recovered from that. He has had many thrilling experiences and narrow escapes, but like other men who have seen real service, he is reluctant to speak of his experiences.

Alva Morrison of the Foundry has been laid up for some time with a mashed finger.

Joseph Bready of the Tool Grinding Department is off duty with heart trouble.

Alfred Carter, who cut his knee July 22, will return to work in about two weeks.

Victoria Storminger and Flossie Latch are spending their vacation in the country. They're at the home of Flossie's grandmother in Strassburg, Illinois.

Mrs. Ella (Bone) Dressen called on the Assembly Department recently. She belonged to the packing division. Elva Gobbendiel, former clerk of the department, was also here one afternoon to renew acquaintances.

Percy Bail's wife and his father passed through the factory last week. Mr. Bail resides on a farm near St. Elmo and is here on a visit with his son.

W. A. Atkinson is over on the west side again. He was placed on the stock room force in the assembly room.

Although Katie drives a Willys-Knight very expertly, she enjoys running about with a Ford occasionally. In fact, she is growing so fond of a Ford that it is rumored that henceforth her "Knight" will be a "Ford."

Miss Louise Hendrian of the Box Making Department is away on a two weeks' vacation at Faries Park. She, with a party of girls, are camping there.

Walter Behrens has purchased a home for himself on East Condit. He and Mrs. Behrens have been making their home with Mrs. Behren's parents and they expect to continue this arrangement for the present. They are renting the house recently bought.

The boys of No. 18 bade Bill Disponet goodbye this month. He was recalled by the government to serve another month at the Great Lakes Naval Station in Chicago. We expect him back some time in the fall.



AT OTTER LAKE

Sixteen men of the Tool Making Department went to Otter Lake Saturday afternoon, August 6, and returned Sunday morning. They enjoyed a good time, plenty to eat and refreshments. They caught a nice bunch of fish. W. P. Deverell caught the most. H. Hill was the champion diver of the bunch. He is wearing plasters on his stomach where he split the water. A watermelon feast was a feature of the outing and R. Donnewitz proved very precise as a marksman at throwing watermelon rinds.

Julius Grabenhofer got lost in the timber and was yelling for Cody Miller when a hoot owl answered with a "hoot" and Julius inquired "Cody, where are you?"

Woodruff was cook and he made excellent coffee.

A storm came up at 2:30 in the morning and the party was forced to leave the lake. Those going on the trip were: L. Wallenbrock, R. Johnson, Bob Kostum, Ernest Webber, H. Hill, H. Woodruff, Frank Zetterlind, W. P. Deverell, M. Yonkers, Cody Miller, R. Donnewitz, A. E. Sandberg, Fred Galka, Al Rodke, Julius Grabenhofer.



ONE ATTRACTION AT A TIME

We could not help it; business compelled us to stand just outside the office rest room door the other day, and this conversation floated out:

She: "I do hope he will admire my new hat."

The other she: "Then you'd better wear longer skirts."

The voices were recognized, but we refrain from giving names. Perhaps you can guess.

ON THE SCALES

In the accompanying picture we present a bunch of jolly Mueller office girls. On the day following the big picnic they mounted the big Fairbanks scale with a view of ascertaining how much they had increased in weight as a result of a day of big feasting.



There is not a one in the bunch that will weigh over 119 pounds under normal conditions, but a day at a Mueller picnic worked wonders with them. The big scale with a capacity of 10,000 pounds was not equal to the task. Perhaps it might have been so had there been anyone there to operate it.

THE VALUE OF THRIFT

There has been no time in the history of this country when thrift was so desirable as now. We have been through an orgy of spending and running into debt, of gratifying every whim, of spending money just because it came easy, and we are now facing the consequence with empty pocket books and debts staring us in the face. Not all of us are doing this but a great many are. There was some of us who kept our heads and instead of spending freely when money came easy, saved eagerly. We have several examples in the factory of young men who have succeeded in paying for a lot and have been able to secure a sufficient loan on this lot to build a modest home in which to start life right. They are examples of what a man can do if he will simply select a goal toward which he must drive and refuse to be turned aside. There is not a man in our organization who can not, if he so wills it, save a little money. Thousands of men have grown rich in times much harder than those in which we live today and under conditions which were not so fruitful of opportunity. There is no doubt that the man who owns his own home, modest though it be, is a better man and a better citizen all around and there is no doubt,

because it has been proved in many cases, that thrift, if consistently practiced becomes a habit and a pleasure and results in an accumulation of wealth and property that insures independence.



GOLD WATCH FOR JETT

Members of the '49 Club Bestow Handsome Watch on Retiring President

One of the pleasant events of picnic day was the meeting of the '49 Club which was held while the members were at dinner. At an opportune moment J. H. McCormick arose and in an appropriate little speech presented to W. L. Jett, the retiring president, a handsome gold watch from the members of the club. Mr. Jett responded in an expression of thanks and appreciation for this handsome gift.

C. T. Ford was elected president of the organization for the ensuing year, and since returning to his territory has addressed the following letter to the members of the club:

To the members of the '49 Club:

I feel that I must tell you more fully the gratitude I feel for your confidence in selecting me as your president for the coming year. All through the ages it has been the cherished ambition of most men to be at some time selected as a leader. This leadership has at times come by inheritance, sometimes by election, and some times by conquest. Many have been worthy and some have been unworthy. If I can by any act or expression make any '49 member better, or can make them more faithful to Mueller, I will feel that I have been worthy of your confidence.

I have not been a very active member of the '49 Club, but my heart has ever been with you. I have always felt the influence of the organization, and I feel that its creation was a fortunate act in the success of the Mueller product.

The word MUELLER to me has always been a symbol of which all who worked faithfully for, was a part, and I have always felt that if I did an injury to that symbol MUELLER, I did a greater injury to myself, so if faithful to self you will be faithful to MUELLER.

I want to help, I need your co-operation, so ALL TOGETHER, let's go!

God be with you till we meet again.

Yours truly,

C. T. Ford.



There is nothing so refreshing, so invigorating, so restful as "a bath a day," after the work is all done. It keeps you fit every way.

ADMIRING THE BANNER

The accompanying picture shows one of the big banners carried in the parade by the salesmen. It was displayed at the park during the day, and the picture shows the



popular salesmen looking it over. They are George F. Sullivan, W. B. Ford, and John F. Riley.



NATURE KIND TO HENNESSY

"My wife speaks six different languages," said Hennessy.

"Unlucky man," remarked McCormick.

"Oh, it's all right. She can only speak one at a time, and I can talk faster and louder."



FIRE PREVENTION

Smith Carder owns a garden. It's a very fertile piece of ground and grows some fine specimens in the vegetable line. The other day Charley Riley asked him to bring him a peck of good onions. "What kind do you want, Charlie? I've got a nice red onion. Then, I've some yellow and white ones, too." This from Carder.

"You bring me the white ones. I like strong onions," said Charlie.

Willing to please, Mr. Carder brings him the white ones. The next day he asked, "Well, Charlie, how did you like the onions?"

"You say 'onions' to me again," stormed Charlie, "and I'll crown ye!"

"What's the matter, now, Charlie; onions a bit strong, were they?"

"Strong, man, why—why—, I've been hot enough to light my own pipe ever since. I told my wife to fry no more of those onions. I believe they'd set the house on fire."

If you want to get Charlie going now all you have to do is to mention "onions" to him.

N. B. Charley Riley's our blind man, but he has the Record read to him and enjoys it more than some of those who see,

ADDRESS BY ADOLPH MUELLER

(Continued from page 9)

ment and loyalty and satisfaction in having a place in our ranks and that is what we need throughout the factory—contentment.

Let's be thankful that we have a place to work, that we can meet each other as co-workers and in a democratic way and if we will just do that, there will be no uneasiness, no ill will, no malice or no hatred in this big Mueller family.

Faithfulness Rewarded

Back in 1907 we celebrated our Golden Anniversary of business with a large picnic at Mechanicsburg, Ill. We established the custom of presenting to each man who had served faithfully and loyally for 20 years a check for \$500.00 in recognition of his services. While this has never been an established or permanent policy, we have not found it necessary to deviate from the plan inaugurated then. In addition to the sum of \$500.00 each man is presented with a beautiful pin, emblematic of his service. This year we have eight men who have completed their 20 years of service and to each one it is the pleasure of this company to hand a Mueller Bond for \$500.00, and the emblematic pin referred to, in recognition of loyal service. We think it should prove to our employees that we are not ungrateful or unappreciative. The gift to you is for you to do with as you please. In many instances in the past it has helped to relieve an urgent case and in others it has given men a start on the road to thrifty habits and they have added to this nest egg.

There are eight men today who receive this gift completing a total of 55 men who have thus far been awarded the total of \$27,500.00. It is my pleasure and the pleasure of the Company, to now recognize by this presentation the continued, faithful and loyal service of the following:

L. Dodwell
John Mertz
John Hoots
Louis Rohr
W. F. Hoewing
C. G. Auer
L. H. Burleigh
W. C. Heinrichs



WEDDINGS

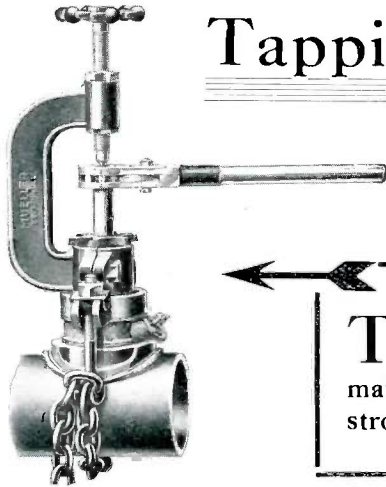
Miss Corene Eloise Berthold, daughter of Mr. and Mrs. George Berthold, 1331 N. Walnut Grove Ave., and Harry M. Howard, 807 West Leafland Avenue, were married Sunday afternoon, July 24, at four o'clock by Rev. A. M. Wells, pastor of Grace Methodist church. The ceremony was performed in the home of the bride's parents, and only the immediate family was present.

The couple will make their home in Decatur. Mr. Howard is violinist and plays in some of the moving picture houses.

Lester Carder, clerk in Department 20, and Bernice Giles were married at the home of Mrs. Blanche Spicer, Mr. Carder's sister. They will live at 1225 W. Green Street. Mrs. Carder was formerly employed in the Core Department.

MUELLER GAS MAIN

Tapping Machines



Our line includes machines covering every gas tapping requirement.

THE "1" machine shown here makes taps 3-8 to 2" in mains under pressure. It's a strong, dependable machine.

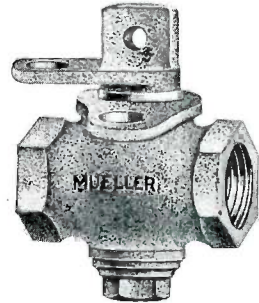
BRASS GAS COCKS

All sizes, all styles of pipe connection.

Flat, tea or square head or lever handle



Mueller Brass Gas Cocks are made with all the care and mechanical precision we can command.



H. Mueller Mfg. Company

Decatur, Ill.

New York

Sarnia, Ont.

Port Huron, Mich.

San Francisco