

The Mueller Record

VOL. IV

SEPTEMBER 22, 1914

No. 52

Souvenir Number 1914 Picnics



Decatur, Illinois:
Fairview Park, August 22, 1914

Sarnia, Ontario:
Tashmoo Park, August 15, 1914

The Mueller Record

VOL. IV

SEPTEMBER 22, 1914

No. 52

DECATUR 1914 PICNIC

Saturday, August 22nd, 1914, we took a holiday and had a picnic at Fairview Park, just west of the city, and believe us it was some picnic! Older employes who have attended all picnics given under the name of "Mueller" agree with members of the firm that it was the best ever given. Everybody from members of the company down to the smallest messenger boy laid aside the cares of every day life and united with the pleasure seekers—that is nearly everybody. A few failed to catch the spirit of the occasion and did not attend. Most of them regret it now. A genuine spirit of co-operation actuated the various committees working with the firm, and the result was all that was expected.

The selection of the local park was satisfactory to all and was the best that could have been made, because it afforded everybody an opportunity to attend. Street car transportation was furnished by the company and every man, woman and child was given two ice cream and soda water tickets, which were also good at the lunch counter, cigar stand, etc.

It was a glorious day for a picnic. The sun was unobscured by clouds throughout the day. It was good and hot, it is true, but who wants to go to a picnic on a cold day, except a Laplander or an Esquimaux. Even these cold blooded races would have seen the error of their way could they have been in attendance.

Good fellowship was the dominating feature of the day. Any and all employes jollied "the boss" if they wanted to, and the bosses jollied back. There were no lines of inequality in that crowd. It was as it should have been. It was a great big family affair

and for the day there was no employer or employe—they were just picnickers bent on a day of pleasure and recreation.

It was an eventful day from the beginning of the parade at 8:55 a. m. to the "Home, Sweet Home" waltz at 10 o'clock at night, but there were some events which stood out more prominently than others.

The parade of itself in the morning was an event. It was scheduled to move at 9 o'clock and it did move five minutes in advance of that hour, which is something unusual for a parade. We made a fine showing. It was the biggest turnout we ever had. Between 800 and 1000 people were in line. The men marched on foot and the women employes rode in automobiles. The Mueller band, which has developed into a splendid organization, headed the column, followed by members of the company in white outing suits, and then the employes, each one carrying a small American flag. The original intention was to march to Lincoln Square, but enthusiasm and energy were rampant by the time this was reached and the parade was continued to Fairview, nearly a mile away.

Upon reaching the park the crowd scattered to the four winds, the band took its position on the platform in the pavilion, and the festivities of the day were soon in full blast. Many Decatur persons and some employes of the factory, never realized until that Saturday the efficiency and style of the Mueller band. In their beautiful new suits they presented a striking appearance. The music furnished throughout the day was exceptionally good.

Another feature was the fine ice cream

soda about which one of the local papers commented as follows:

"The Decatur Fountain Company had one of their up-to-date twenty-jar fountains established in the pavilion, with three husky "soda jerkers" behind it who worked continuously for more than 12 hours, serving patrons to the front, back, left and right of the fountain. A carbonater was kept working all day with hardly a rest, keeping the "fizz water" "fizzed." Seventy-five gallons of ice cream were dished out up to 8 p. m. At no time could a person find comfortable standing room within 20 feet of the fountain.

The big feature of the day, especially to the four men who were objects of the firm's generosity, was the presentation to each of them of a check for \$500 in recognition of twenty years' service. The men thus rewarded are B. J. Marty, U. G. Moon, Otto Scharnetzki and Theodore Scherer. This ceremony came immediately following lunch. The presentation on behalf of the company was made by Mr. Adolph Mueller. Each of the four men responded briefly.

Various athletic events furnished an afternoon of entertainment. Cash prizes were given in these events by the firm, and the winner got his money immediately. A record of these events appears elsewhere.

The closing event of the day was the dance in the park pavilion, beginning at 7:30 o'clock and continuing until about ten. Mr. Philip Mueller and his niece, Miss Charlotte Mueller, daughter of Mr. and Mrs. Adolph Mueller, led the grand march.

The local papers estimated the crowd at 2000. They were a hungry and thirsty lot. Most of them had lunch at noon, and dinner in the evening at the park. Most of these people brought dinner baskets with them. In addition, seventy-five gallons of ice cream were used in the fountain up to 6 o'clock p. m. Other little luncheon items were 800 packages of crackerjack, 50 pounds of roast beef, 25 pounds of ham, 65 pounds of hamburger, 25 pounds of pork, 80 cases of pop, three dozen watermelons, 2,900 pounds of ice, 60 gallons of lemonade and 50 gallons of coffee, besides mountains of buns and other fillers.

Frank Torrence, the custodian of the park, was probably the happiest man in the

park. He fairly glowed with welcome for the multitude and for once found enough children in the park to suit him.

"It worked like a clock, didn't it?" he declared, enthusiastically, after the events had been run, "did you ever see such organization? I tell you people like these are a great credit to Decatur town and I am more than proud that this park is fit to receive them. To my mind the Mueller factory is one of the greatest institutions in the country, and affairs like this prove it. And look at the kids! Don't the company furnish fine homes for the mass in exchange for the pleasant and hearty work given? And not one of all these looks hungry. I think this is the greatest public affair of the kind ever held in the city."



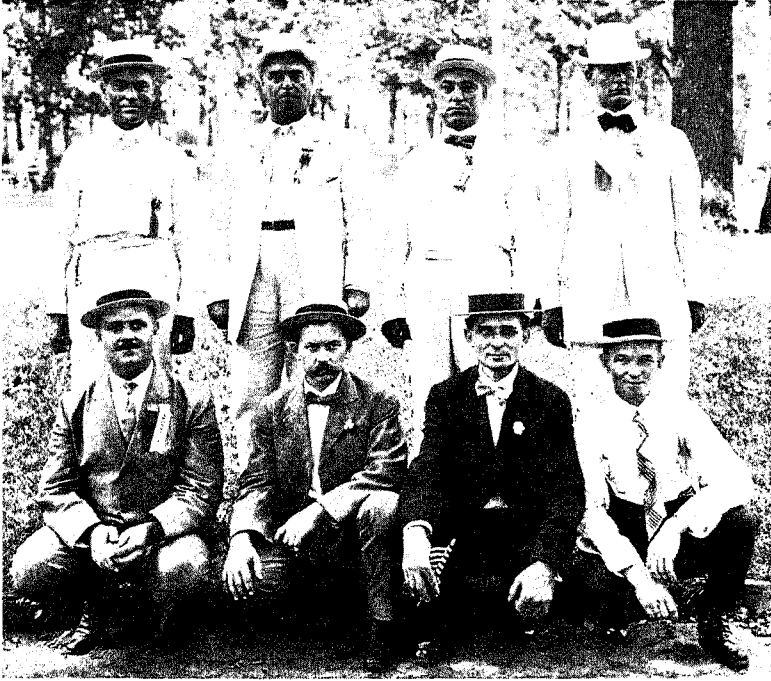
THE GREATEST GIFT TO MANKIND

O human head! Majestic box! O wondrous can, from labels free! If a man is craving fame or rocks, he'll get them if he uses thee!

The greatest gift the gods bestowed on mortal was his dome of thought; it sometimes seems a useless load, when one is tired and worn and hot; it sometimes seems a trifling thing, less useful than one's lungs or slats; a mere excuse, it seems, to bring us duns from men who deal in hats. Some men appreciate their heads, and use them wisely every day, and every passing minute sheds new splendor on their upward way; while some regard their heads as junk, mere idle knobs upon their necks; such men are nearly always sunk in failure and are gloomy wrecks. I know a clerk who's served his time in one old store for twenty years; he's marked his fellows climb and climb—and marked with jealousy and tears; he's labored there since he was young; he'll labor there till he is dead; he never rose a single rung, because he never used his head. I know a poorhouse in the vale, where fifty-seven paupers stay; they paw the air and weep and wail, and cuss each other all the day; and there they'll loll while life endures, and there they'll die in pauper beds; their chances were as good as yours—but then they never used their heads.—Walt Mason.

FIRM AND TWENTY-YEAR MEN

EACH RECEIVES CHECK FOR \$500.00 AS REWARD FOR
FAITHFUL SERVICE



THE FIRM AND TWENTY YEAR MEN

The first and most important event on the program following dinner at the 1914 picnic was the presentation of checks for \$500.00 to Theodore Scherer, B. J. Marty, Otto Scharnetzki and U. G. Moon, in recognition of twenty years of faithful service. The pavilion was well filled with the friends and fellow workmen, to witness the presentation, which was a surprise to the majority of those in attendance. The exercise was brief and simple. The Mueller band played "America" and the audience joined in singing this stirring National Anthem.

Upon the conclusion of this number, Mr. Adolph Mueller arose and delivered an address to the employees, as follows:

Mr. Mueller's Welcome.

"As the president of the H. Mueller Manufacturing Company, and representing

that company, I take pleasure in bidding you welcome.

One of the objects of this day is to meet each other and get better acquainted. Our firm has endeavored to make preparations for your comfort and enjoyment and we trust that those of you who can, will participate in the contests and all help celebrate and make this the brightest and best day of the year.

"On occasions, such as this, there are many things which could be said, but I will confine myself to just a few.

Depends on Unity.

"In all organizations the success or failure depends to a great extent on the unity of purpose and co-operation of those who are identified with same. Few things do more to retard the natural progress of a

business or a movement, than a lack of intelligent co-operation.

"The energy expended in a tug of war is not constructive energy. It is like one man pumping water out of a basement, while another pumps it back.

"There are two chief reasons for a lack of co-operation. One is that men do not agree on what is best to be done. The other is that selfish motives deceive men into thinking that they can get more alone. The remedy for the first is comparison of views, exchange of ideas, and the establishment of the right idea in the minds of all.

For Common Good.

"The remedy for the second, is the knowledge that the common good is also the real good of the individual. What is good for one is good for all, and what is good for all is good for one. If a man desires to obtain the most good for himself he should know that his legitimate share of a great common good is greater than any possible good he could obtain alone. Co-operation is the most effective way to secure the most of what each one desires to obtain.

"Those who are in position to observe, such as members of the firm, or foremen, should encourage those with whom he is associated, as we all know that in order to give the very best which is in us we should have, and need, words of encouragement. A worker who is discouraged can not give the best, and even with liberal compensation that does not take the place of words of appreciation and encouragement given in the right spirit at the right time, and I would urge our foremen to assist and encourage those in their departments and also would ask all of our employes to assist and encourage each other.

Asks for Suggestions.

"It is sometimes sad, and it is true, that managers or heads of a business are responsible for faults and errors of the employes.

"Most of you no doubt realize that the members of this firm are active and are in close touch with conditions of our factory, but we can not see it all, nor do we know of the work of every individual, but should any employe have a suggestion to make,

which he feels would be of interest to the firm, or which would better his condition, or the conditions in his department, he should not hesitate to bring it to the firm. We will be glad to make an appointment and discuss matters with you.

"We should be enthusiastic in our work and the opportunity should be given to those who are enthusiastic to demonstrate their ability and reward them with positions of responsibility.

Urges Education.

"I would like to touch a little on the subject of education.

"It is the experience of most business men that many of their employes seem to have no aim in life beyond pay day and quitting time, and the business man has a certain responsibility in seeing that opportunity of education is given to those in his employ.

"During the last two years opportunity has been offered by the high school and James Millikin university to those who are interested, in forming classes for night school work, and I regret to say that not many have taken advantage of that opportunity. It means quite a sacrifice to give up one, two or three nights a week for study, but if you would only realize what it means to you as an earning power in after years, I believe many more would be willing to make the sacrifice, and I hope that this fall and winter should night school classes be formed, at the James Millikin university, or the high school, that many more of you will enroll in same.

Hits Dissipation.

"Although employers may not have a right to question what their employes do outside of working hours, yet it has been our observation that those who spend their nights or parts of them in dissipation or in such things which mean destructive, instead of constructive, work, sooner or later those men will find that they are not advanced to higher positions of authority in the business with which they are connected, but will gradually lose their standing and will be down and out.

"Success in business is considered from a financial standpoint; that is, any business which is counted as being successful, is one

which has made a financial success, but the making of money is but one of the purposes of carrying on a business.

"Another object (and I believe the most important one) is making men—and if the H. Mueller Manufacturing Company could not do its part toward building up and raising the standard of men, we would feel that we were not successful.

Have Made Men.

"We have with us today many who have been in our employ for a number of years, quite a few who have been with us twenty, twenty-five and thirty years. They have grown up with us and have been so long identified in our business, and so close to us, that it is like a big family.

"In 1907 when we celebrated our fiftieth anniversary we presented to each of our

employees who had been with us for a period of twenty consecutive years the sum of \$500, and since then employees who have served a period of twenty consecutive years, we have rewarded them with the sum of \$500. This reward as given is of our own volition, and is not obligatory on our part, yet it is our desire to continue giving that reward as long as we can, and we have with us today four men who have finished the period of twenty-year service with us, and I, in representing our firm, take pleasure in presenting to T. Scherer, Barney Marty, O. Scharnetzki and U. G. Moon, each, the sum of \$500."

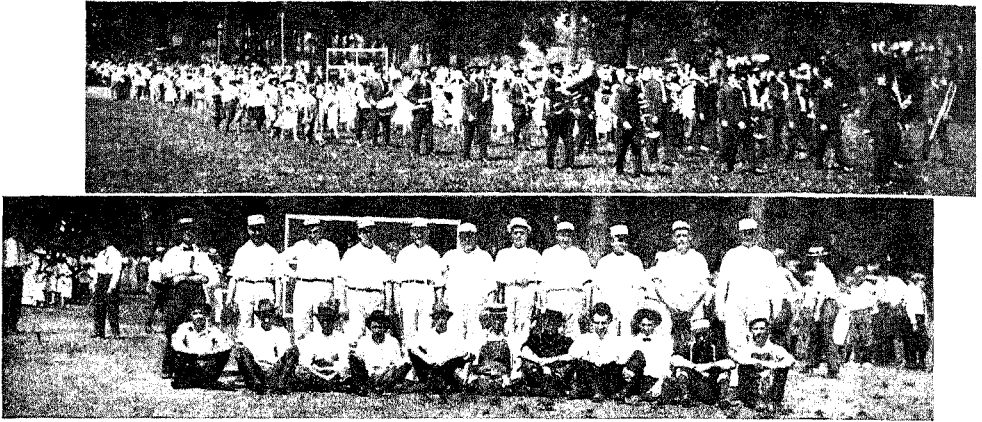


Many of the trade papers have published accounts of the picnic, and illustrated same.

HEARTS & MUELLER FLOWERS



The DAY'S EVENTS *and* WINNERS



ATHLETIC PARADE AND FATS AND LEANS

Fats and Leans Baseball Game—Prize, one box ten cent cigars, won by Capt. Charles Morris' team by a score of 9 to 6. Batteries for the Fats—Hunt and Rucker; for the Leans—Ryan and Meadow. Umpire—Robert E. Gates.

Rapidac All-Stars and Neverlose Baseball Game—Prize, one box ten cent cigars, won by Rapidac All-Stars by a score of 3 to 2. Batteries for the Rapidacs—Maxey and Cochran; Neverlose—Troxell and Cooper. Umpire—James N. Ashmore.

Horse Shoe Pitching Contest—Prize, One box ten cent cigars, won by James Joplin's team with a total of 81 points; Harry Miller's team second with a total of 72 points. Umpire—W. B. Burke.

Buff Quoit Pitching Contest—Prize, one box ten cent cigars, won by Harry Worjeck's team with a total of 81 points; Horace Slater's team second with a total of 75 points. Umpire—W. B. Burke.



CONTESTANTS IN CHALLENGE EVENTS

Baseball.

RAPIDAC ALL-STARS—E. R. Maxey, Captain; Walter Behrns, Willard Adams,

Leonard Cochran, Mont Henderson, Clyde Osborne, Henry Plate, Ira Busher, Herbert Roggo. Sub—Hal Maxwell.

NEVERLOSE—George Tolladay, Captain; George Troxell, Earl Cooper, Archie Wilcox, Frank Rucker, Thomas Black, Burleigh Dye, Burt Kitchen, Harry Martin. Subs—Ira Auer, Charles Roarick, Elmer Mayes, Charles Atchison.

FATS—Charles C. Morris, Captain; Harry H. Hunt; Frank Rucker, Horace Clark; William R. Gustin, Fred Peebles, Bernard J. Marty, Edward Larrick, Charles Laughlin. Subs—Ova Sneider, Henry Gilbert, Roy Johnson, James R. Taylor, Roy Cartwright, Albert Hogan, William B. Burke.

LEANS—Robert Gibson, Captain; Roy Campbell, Charles Ryan, Earl Meadow, Charles Meadow, Jesse Tosh, Frank Tosh, Benton Fonner, Michael Fleckenstine. Subs—Loren Burleigh, Louis Fagan, Claude Fisk.

Horse Shoe Pitching.

CONSTRUCTION DEPT. TEAM—James Joplin, Captain; William Doyle, Samuel McMannus, J. A. Schmink, Oscar Hoots, Charles C. Morris.

FOUNDRY TEAM—Harry Miller, Cap-

tain: Louis Fagan, Frank Tosh, Fred A. Sinclair, Harry Worjeck, Harry Stanley.

Buff Quoit Pitching.

POLISHING DEPT. TEAM—Horace Slater, Captain; Charles Meadow, Ben Nottingham, Zack Harris, Calvin Whitaker, Grover Meadow.

FOUNDRY TEAM—Harry Worjeck, Captain; Virgil Ray, Frank Buckmaster, Frank Tosh, Edward Gressler, Rowley Walker.

Athletic Parade.

The column formed on West Eldorado street entrance to park at 1:20 p. m., marched to baseball diamond and disbanded. The formation was:

Mueller Factory Band of 25 pieces.

Two hundred little girls each carrying an American flag.

Two hundred little boys each carrying an American flag.

The Fats baseball team.

The Leans baseball team.

The Rapidac All-Stars baseball team.

The Neverlose baseball team.

The Foundry buff quoit pitching team.

The Polishing Department buff quoit pitching team.

The Foundry horse shoe pitching team.

The Construction Department horse shoe pitching team.

Following in order came the athletes entered in the miscellaneous contests.

One hundred young ladies, each carrying an American flag.

George Stoy had full charge of the Athletic Parade, assisted by firm members



SUMMARY OF ATHLETIC EVENTS

220 yard foot race for men—Milton Davis, first, \$2; Wilbur Duncan, second, \$1.

Ball throwing contest for ladies—Mrs. John Botton, first, \$2; Pauline Morris, second, \$1.

Sack race—Earl Donaldson, first, \$2; George Troxell, second, \$1.

Fat men's race—Frank Rucker, first, \$2; Charles Laughlin, second, \$1.

Potato race—Charlotte Mueller, first, \$2; Stella Batchelder, second, \$1.

Fat ladies' race—Mrs. Ralph Adams, first, \$2; Mrs. L. J. Carmean, second, \$1.

50 yard foot race for girls under 15—Nellie Maxwell, first, \$1; Charlotte Mueller, second, 50 cents.

50 yard foot race for ladies—Anna Schuermann, first, \$2; Stella Batchelder, second, \$1.

Swimming pool race for boys under 10—George Donaldson, first, \$1; Thomas Nihiser, second, 50 cents.

Swimming pool race for girls under 10—Alberta Edwards, first, \$1; Lilian Brier-ton, second, 50 cents.

Three legged race—E. R. Maxey and George Tolladay, first, \$2; Linn Fisher and Jake Duncan, second, \$1.

50 yard foot race for boys under 15—Wiley Garren, first, \$1; George Duncan, second, 50 cents.

50 yards for men—Everett Mueller, first, \$2; Ira Busher, second, \$1.

100 yards for men—Mont Henderson, first, \$2; E. R. Maxey, second, \$1.

Comical boy in water—Thomas Campbell, first, \$1; Carl Walters, second, 50 cents.

Watermelon eating contest—Carl Coy, first, \$1; Irwin Gullett, second, 50 cents.

Pie eating contest—Glen Garrett, first, \$1; Chester Montgomery, second, 50 cents.



BAND CONCERT PROGRAM

Morning

- | | | |
|---------------------------------------|-------|-----------------|
| America | ..... |  |
| 1. March, "Gards Du Corps" | ..... | R. B. Hall |
| 2. Overture, "Poet and Peasant" | ..... | Suppe |
| 3. Waltz, "Nights of Gladness" | ..... | Chas. Auchliffe |
| 4. Selection from "The Girl Question" | ..... |  |
| ..... | ..... | J. E. Howard |
| 5. March, "Symposium" | ..... | J. S. Taylor |
| 6. Overture, "Schauspiel" Op. 125 | ..... | Chris Beck |
| 7. Serenade, "Moonlight" | ..... | Neil Moret |
| 8. America Fantasia | ..... | Thos. Bendix |

Afternoon.

- | | | |
|--|-------|------------------|
| America | ..... |  |
| 1. March, "American Belle" | ..... | R. B. Hall |
| 2. Overture, "Thompson's Tuneful Melodies" | ..... |  |
| ..... | ..... | Harry Alford |
| 3. Goodbye Boys | ..... | Harry Von Tilzer |
| 4. Trombone "Smiles" | ..... | A. A. Nellis |
| 5. Overture, "LeClair" | ..... | Dalby |
| 6. Selection, "The Goddess of Liberty" | ..... |  |
| ..... | ..... | J. E. Howard |
| 7. March, "Stars and Stripes Forever" | ..... | Sousa |
| 8. "Down the Mississippi" | ..... | A. M. Laurens |

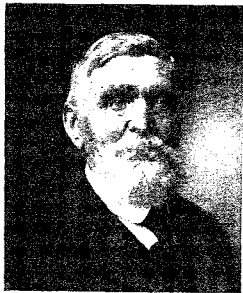


AMUSEMENTS

In the morning the wonderful diving dog.

Balloon ascensions at intervals.

Ascension of 34-foot balloon at 6:30 p. m.



N. A. Johnson—1907
(Deceased)

Faithful and Loyal Men

Seventeen Mueller Employees
Who Have Received \$500 Each as Reward for
Twenty Years' Continuous
Service



Fritz Voelcker—1907
(Deceased)



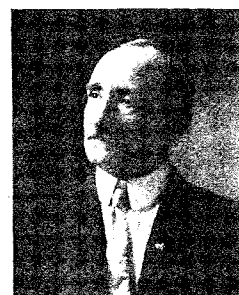
W. E. Pease—1907



Anton Schuermann—1907



F. O. Zetterlind—1907



Walter Screeton—1907



F. H. Hubbard—1907



The Four Men
to the Right Were Rewarded
Picnic Day, August 22
1914

The Men to the Left
Received Their Reward in
August, 1912, Without
Special Ceremony



U. G. Moon

B. J. Marty

Theodore Scherer

Otto Scharnetzki

He that is faithful in that which is least is faithful also in much, and shall abound with blessings.

Seventeen Mueller men have been made to realize the truth of the above combined proverbs.

They have been faithful in the little things and the big things and they abound with the blessing of generous recognition at the hands of their employers.

The first occasion upon which twenty-year men were rewarded was the Golden Anniversary picnic held at Mechanicsburg, Ill., September 7th, 1907. This picnic marked the fiftieth year that the Mueller Company had been in business.

The next six men received their reward in August, 1912. There was no special occasion. Checks were sent them with a letter of appreciation.

The last four were rewarded on picnic day, August 22nd, 1914.

Three of the seventeen men have passed on. One only, Paul Kastner, has left the service of the company. The remainder may still be found at their daily task, contented and happy in their work.

There is no established rule which binds the company to this practice. The action of giving this reward is purely optional. But it should be an inspiration to all employees and especially the younger element.

Some bigger and richer companies may do more, but none inject into their act more real appreciation of faithful service than the Mueller Company.

While some bigger companies may do more, how many companies and employers there are today who do otherwise—use a man until his usefulness is gone, and then turn him out like an old horse to pick his way along as best he can, without even as much as a kindly word.

As employees of the Mueller Company may we not safely hope that the record of the past will be the one by which our own record is to be judged, providing we yield in faithfulness and loyalty as did the seventeen men who have been given their reward.



MUELLER FACTORY BAND

PROGRAM OF DANCES

- | | | |
|---------------|-----|-------------|
| Grand March. | 8. | Tango. |
| 2. Waltz. | 9. | Extra. |
| 3. Tango. | 10. | Two Step. |
| 4. Extra. | 11. | Quadrille. |
| 5. Two Step. | 12. | Waltz. |
| 6. Quadrille. | 13. | Two Step. |
| 7. Waltz. | 14. | Tango. |
| | 15. | Home Waltz. |



P R O M P T N E S S

Our picnic parade was scheduled to move at 9 o'clock.

When 8:55 o'clock came the parade moved. Throughout the day the main features of the picnic were staged promptly on time. As is always the case, the athletic events had to be twisted and turned to meet the occasion. The management was not to blame for this. Generally speaking, everything moved on time. That is why we are able to say after the picnic that it was the best we ever held.

Going back to the parade as a text, however, we want to make a few remarks on the subject of "promptness." We cite the parade because few parades ever move on time. There is always something to delay them. The grand marshal is either riding up and down the line on his gaily caparisoned horse, with his own banners, sashes and badges fluttering in the breeze while he shouts orders which fall unheeded on the crowds, and produce no further effect

than adding confusion to confusion already rampant. Or else some particular section of the parade can't be lined up, or some one is late, or any other of a dozen worthless excuses.

But it was not so with our parade. Everybody lined up in splendid style. They fell in line at suggestion of Marshal Stoy and his aides. They marched away when the word was given. The column promptly straightened out after a half block, and came down Water street in regular formation, making a splendid showing, and earning many compliments. Many persons have said it was the best industrial parade ever given in Decatur.

Promptness is a duty we owe ourselves as much as we owe it to our employers wherever they may be. It should not be neglected in anything. It helps build character. It adds to our value. It is a satisfaction to know you are on time. It becomes a habit and is as easy of accomplishment as it is to be irregular. As a rule persons who are prompt are trustworthy. They do their work regularly and thoroughly, are capable and dependable. Of course the mere cultivation of promptness does not make a perfect man or woman or employe, but it promotes other closely related habits which tend to up-build and uphold character. There is not a particle of doubt about this. Neither is there a particle of doubt about our mental, moral and physical improvement if we but observe some of the old fashioned rules of our earlier teaching. It's worth your while to try.

SARNIA 1914 PICNIC



SARNIA BALL TEAMS

The Mueller employees and members of the company at Sarnia, had a picnic on August 15 at Tashmoo Park. It was given by the Employees' Aid Society and was the second event of this character held under the auspices of this society. We lack the advantage of personal observation and personal contact to adequately describe this affair but the location, the program and the letters which tell of the outing leave no room to doubt its success.

Tashmoo Park is a really ideal spot for an outing. It is located about half way between Detroit and Sarnia on the American side of the beautiful St. Clair river, not far distant from the Flats which have been properly designated as the Venice of America. There is nothing more charming in American scenery than this particular locality. It is a veritable dreamland, stretching for miles along the flashing blue waters of the St. Clair. Sarnia Muelleries certainly are fortunate in having this

spot for their recreation hours.

The park is owned by the White Star Steamboat Line and has been fitted up as a summer pleasure resort. There is a pretty pavilion with a line dancing floor, two baseball diamonds, bowling alleys, merry-go-rounds, and other similar amusements to contribute to the enjoyment of those seeking a pleasant outing.

The office and factory were closed for the day and, like the employees of the parent company, work was forgotten for the time being, and the pursuit of pleasure made the sole object of each and every person. The steamer Toledo of the White Star line was chartered for the party and left Sarnia at 8 a. m., arriving at Tashmoo Park at 11 o'clock a. m. An orchestra furnished music throughout the trip and the enjoyment was heightened by such contests as could be held aboard the boat. These included the tailless mule, oldest lady and gentleman, etc. These events, with the

music, kept the crowd in lively spirits all the way down the river.

The first event on reaching Tashmoo Park was the ball game—an office and factory nine being the contestants. A photograph of the players, the only picture Sarnia is able to furnish, is shown herewith. Jeworoski and Draper for the factory nine and Riggins and Thrift for the office nine composed the opposing batteries. The office nine came out victorious.

The afternoon was devoted largely to athletic events, suitable prizes being given the winners. These prizes were donated by the merchants of Sarnia and were of considerable value, the total being placed at \$125. Features of the afternoon were the contest dancing of the hesitation waltz and one-step. Dancing was one of the popular pastimes, the pavilion floor being an especially good one.

The merrymakers left Tashmoo Park for home at 6:20 p. m. There were additional games on the way back, such as guessing contests, etc., for which prizes were given.

The following is the program for the day's events:

- 1—Baseball.
- 2—100 yard race for married men.
- 3—50 yard race for married ladies.
- 4—100 yard race for single men.
- 5—50 yard race for single ladies.
- 6—Potato race for married ladies.
- 7—50 yard race for girls under 16.
- 8—35 yard race for girls under 12.
- 9—One mile race for boys under 20.
- 10—100 yard race for boys under 16.
- 11—Men's three-legged race.
- 12—15 yard race for children under 5.
- 13—Peanut race for boys and girls.
- 14—Smoking contest.
- 15—15 yard race for children under 8.
- 16—Egg race for ladies.
- 17—Men's shoe race.
- 18—Ladies' shoe race.
- 19—Sack race.
- 20—Tug of war.
- 21—Mule contest for ladies.
- 22—25 yard race for boys under 12.
- 23—Pie eating contest.
- 24—Blindfolded race for married ladies.
- 25—Cracker eating race for ladies.
- 26—Oldest lady and oldest gentleman.
- 27—Grand prize drawing.
- 28—Prize dancing contest, open to all

Mueller employes and guests. First event, one-step; second event, hesitation waltz.

There was not a single unfavorable incident to mar the pleasure of the day. It was simply a perfect picnic.



THE PICNIC NUMBER

This souvenir number of the Mueller Record is printed in the hope and belief that our employes will appreciate and enjoy it. We have gone to considerable extra trouble and expense to do this, and have tried to make the paper worth keeping, or sending to your friends.



QUARTETTE

Harry Bloomquist, Joseph Michael, Ralph Foster and Wm. Ott composed the quartette furnishing music at the Decatur picnic.



The singing of the quartette at the picnic, was enjoyed by hundreds who preferred the seats and shade of the pavilion during the afternoon. It was a good quartette.



An interesting picnic feature to all was the wonderful diving fox terrier which climbed a ladder 50 feet high and then jumped into a canvas stretched above the ground.



Patriotism had its place in the picnic. Flags were seen everywhere during the day, the band played numerous patriotic airs and the crowd joined in singing.



Alex. McGorray, a candidate for the Republican nomination for sheriff (which he didn't win) put up \$5.00 for each of the winners of the two ball games.



Picnic cartoons drawn by Henry Plate of the drafting room, were displayed at the pavilion on picnic day and attracted a great deal of attention.



Portraits of Hieronymus Mueller and Henry Mueller, appropriately draped with flags, had a conspicuous place in the pavilion.

ADVANCING OUR EMPLOYEES

It should never be necessary for the Mueller Company to go outside of the ranks of its own employes to find a person suited for advancement to an established position or a newly created one. You may ask why do we do so. Our answer is that you compel us to by your neglect in taking advantage of the opportunities presented to you. Recently we have made some changes. In doing so our first thought was the advancement of men already employed by us. Our investigation showed that the men we had in mind were unprepared and therefore unsuited for the position which was open. They have neglected their opportunities. Instead of acquiring knowledge beyond that actually needed for the discharge of their duties, they contented themselves with learning just enough to fill their present position, but no more. They are good in their work. They have learned their duties well. They are precisely like a school boy who is said to be a good student when he stands up and parrot-like repeats sentences from a book. They have learned without thinking, without analyzing, without reasoning. They have done what they were told to do and no more. They never looked beyond to inquire why this or that should be so. They have been content to accept it as so without looking behind the cause which makes it so. Unfortunately, not so much for the company as for the men themselves, we have too many of this kind in our service.

They don't believe that there are opportunities for them. They will not put forth a single exertion to learn or do more than they are paid for. They won't look beyond the shovel, the lathe or the desk at which they work, to see if there is not something higher up for them. Some of them do look, it is true, but they do it only to grumble and criticise. Yet were they asked to step into the place they could not do so because of unpreparedness.

We recall now two of the best and highest priced salesmen representing us, came

from office and factory. They learned more than their own work required. They took an interest in the business. They wanted to see it grow and they wanted to help make it grow. They were ambitious and eager, industrious and intelligent, and willing. Both are still employed by us although they are financially independent, and could retire if they so desired.

There are many more opportunities with this company now than were presented to these men. This is because the company has grown in business and demands more capable and responsible men for the more important places.

And it is regrettable that we can't find them in the ranks of our employes.

This is where we should like to find them but we can't. An employe who has had factory experience and knows our line of goods ought to make us the best kind of a salesman. With his knowledge of the goods coupled to an understanding of the principles of salesmanship he should become a top-notch.

We say now, and say it frankly, that your failure to advance is not the company's fault; it is yours. You have lacked ambition, you have permitted yourself to become purely a mechanical part of the organization and such you will remain while we pick up outsiders to fill the better positions, unless you change your methods and seek your own betterment by increasing your knowledge and proving by your work that you are suited for a better place than you are now holding.

We hope that younger employes in particular will seriously consider the opportunities which are open to them and strive to take advantage of them.



"After" awhile" is an attic wherein are stored many of those things we hope to use some day but which in truth are consigned to the limbo of oblivion.

The Si Weatherbee Class

Don't permit yourself to get into the Si Weatherbee class. Did you ever hear the story of old Si?

He runs a little book store on a side street in New York, and has a fine stock of old books, the kind that delight the heart of the true book-lover. One day a customer dropped in to buy a particular volume in a hurry. Si was something of a book worm himself. He was sitting in a chair with his nose deeply buried in an old volume. When he was finally induced to get up he said, peevishly: "Do you know that you're the sixth fellow that's come in here and interrupted me today?"

There are a lot of people in business and a lot of salesmen on the road who are in Old Si's class. They don't want to attend to business even if it comes to them. They are asleep. They don't want to be disturbed. When they are disturbed they grow peevish, and they show it. This does not help them to any future business. These people are clogs on the wheels of commerce. They get business and do business simply because it is forced on them.

It is not a hard condition to get into. Just form the habit of putting off until tomorrow what you should do today; take on an air and attitude of indifference; make yourself believe that business is a bore instead of a game of wits and work, and that work is a curse instead of blessing, and you'll quickly reach the 32nd degree of Old Si Weatherbee. You will be so high up in his order that you'll be a past master. You won't find it out yourself until some one fires you and then you'll wake up and wonder what it's all about.

There's a lesson in the story of Old Si Weatherbee, which we can learn by contrast. The lesson is summed up in a few words. If we would win in business we must be active, alert, persistent, and pleasant. We must not object to being disturbed. We must not show annoyance at interruptions and obstacles. We must not grumble. We must go after business not because we have to, but because we like to. We must regard it as a scientific game calling for the exercise of wit and not as

mean drudgery. Any man who does not like his work and is unwilling to push it is not going to get very far. He is going to drop into some sequestered spot like Old Si Weatherbee's, and object to any intrusion upon his somnolence. The trouble with Old Si was that he was a book-lover and not a book-dealer. His store was merely a pretense.

Is it not true that many business men you know are just like him, and isn't it true that a lot of salesmen also resemble him, in that they don't want to do anything that will in the smallest degree change them from the beaten and well worn routine of calling on a customer and after saying "Good morning, do you want anything today? Goodbye." These are the groove salesmen. There are a lot of them.

We don't believe we have any on our list. We don't want any, and what's more we won't have any.



A Mueller Regulator

Note this interesting picture of a Mueller Regulator imbedded in a mass of roots and vegetation and still doing business in an up-to-date. Unconditionally Guaranteed manner. You can't put them out of business with anything short of a pile driver. They not only regulate the flow of water, but they fertilize the earth, promoting growth of trees, flowers and foliage as side lines without materially interfering with their regular functions.

This particular incident of the versatility of a Mueller regulator is reported from Wilkesburg, Penn., by W. C. Hawley, chief engineer and general superintendent of the Pennsylvania Water Company, who wrote Mr. Fred Mueller as follows, enclosing photograph of the regulator:

"I enclose herewith photograph of a Mueller reducing valve which we recently moved because of a leak in the pipe. This reducing valve was not growing whiskers nor had it taken root, as may appear from the picture. Apparently there had been a leak in the pipe for a considerable period of time and the roots of a nearby North Carolina poplar had appreciated the excellent quality of the water that is being served by

our company and attempted to make an attachment for a permanent supply. Am glad to say that the reducer was still doing



business. I think the pipe and elbow shown are $\frac{3}{4}$ inch."

Mr. Fred replied as follows:

"Your letter of August 22nd. with photograph of regulator received here, and I was more than pleased to hear from you, and the report you made on this valve. I will send same to Brother Adolph with a copy of this letter, as I know my brothers will all be very much interested and the chances are, we might use it in some way to show that they can make flower beds out of our brass goods. This shows that they are made of the right metal."



GETTING THE RIGHT HELP

When once it is found out that a man assumes responsibility with good judgment, there are always plenty of people who are perfectly willing that he should continue assuming it. Few men can make a success unaided. As a man emerges above the surface of a clerkship and begins to take responsibility, he becomes more and more dependent upon those below him to carry out his instructions, and no man ever achieved great success unless he was ably supplemented by the right kind of subordinates. One of the chief requisites to success is the ability to choose and hold assistants who will co-operate in every way to execute plans that are devised. As an illustration, nothing will distress a man more than to have a careless stenographer and to be

eternally correcting mistakes, or to be forever harassed by the fear that some mistakes may have crept into his correspondence owing to the shortcomings of his stenographer. It is a continuous strain upon the man. And this is true of all kinds of subordinates. If a man has no confidence in the men under him he is always fretting for fear they are not carrying out his orders correctly, or are doing something they ought not to be doing. This alone justifies a man in being very particular in choosing the right kind of subordinates, and if he has not the faculty or genius for selecting them he will probably wind up a failure himself, because there is no man who can do all the work of a big corporation.—Paul Morton.



VIOLATION OF TERMS

The sun is setting for the man who violates his terms, as surely as it has already set for the man who violates his business obligations. Commercial houses were never designed nor organized to perform the functions of banking. The only institution equipped to carry its customers successfully is a bank. The man is not yet born who can safely furnish accommodation, unless he is a natural banker. Any proposal to permit accounts to run beyond the date of settlement, and charge interest thereon, is fundamentally unsound. The only basis for collecting an account is because it is due, and in that event, no apology is necessary. It can readily be explained to customers that the extension of uncertain credits ultimately increases prices, and that the honest men who pay their bills must also pay the bills of the dishonest and unfortunate. It is not because you don't trust him that your terms are insisted on, but because his method enables you to give better goods for less money.—The Saturday Evening Post.



A man owes more to his employees than a living. He owes them an opportunity to develop and advance.—A Booster.



Work gets a better flavor if we regard it as a sort of sport the zest in which is the effort to excel.—The Inland Printer.

MORALS IN BUSINESS

And What Business Really Means to Those Taking It Seriously.

The Sarnia house recently sent to its salesmen as a sales talk an article from "Canadian Machinery," which was printed under the title of the "Effect of Business on Morals," but as Mr. Riggin aptly suggests, might profitably be called the "Effect of Morals on Business." The selection of a caption for the article, however, is of minor importance. The meat is in the article itself. It is worth reading, not once but several times and better still it is worth applying to ourselves. The article follows:

"Our experience has shown us that it pays to be honest, and not only this, but our experience has shown that honesty in business is the only practical policy. The man who sits on the porch of a corner grocery store arguing "corner grocery store philosophy" can afford to guess at the truth and ignore the facts because there is nothing at stake. If his imagination runs away with his reason, it makes no difference, because no one depends on him and there is nothing of importance to what he says or does.

But business is business and no business man can afford to lie for the reason that his reputation as a business man is at stake. He has responsibilities and obligations which must be met; he is in the public eye: his work demands regular hours, sobriety, plenty of sleep and a goodly degree of honest work. These things are necessary to keep the rats out of the basement and the cobwebs out of the garret.

Character and refinement in the highest sense come with responsibility, with hard work, poverty and adversity. From these things have come our great men. These men were and are the product of work, application and adversity, for these are the things which make men strong. And as a further evidence of this fact, the sons of these men who become the leaders of the world are often times the perverts, the degenerates and idlers who fill our asylums, our hospitals and almshouses.

Business means responsibility—and only the other day a man who stands at the head of the finest organization of its kind in the world remarked that "business is finding

good men for good jobs and good jobs for good men." And just here we may add that no man can conduct a big business without constant and continuous concentration—and concentration you know is a form of energy which is the result of a clean and wholesome life.

Business demands the best in men, and by continually giving the best, we develop the best and our lives grow into the beauty and honesty of usefulness. Business has done more to civilize the world than all other influences combined. Good business demands intelligent men and women. The young man who enters business has set up a standard of morals up to which he is compelled to live if he is to attain any degree of success.

Only the young man who is running on high speed for the "Down and Out Club" can afford to neglect his duties, contract bills which he never intends to pay, hang around the cafes at night, specialize on dance halls and cultivate the poker chip. But not so with the young man who enters the business game."



MAN AND HIS MIND

"Show me the books a man reads and I will tell you what kind of man he is," said someone long ago.

By some abstruse process of psychology beyond common ken?

Sure!—back two thousand years—"As a man thinketh," etc., etc. And it could not be otherwise.

By the contour of our faces we identify each other, but the individuality of us, however manifested, is but the expression of the thoughts with which we engage our minds.

We are what we are because of these thoughts.

The thief is not a thief because he gets your watch. By the watch, should you catch him, you may secure his conviction of thievery.

For an unsuccessful grab for your time-piece you could not convict him, but he is a thief notwithstanding—a thief because he thought thievery and planned it. Had he engaged his mind with thoughts of another kind he would have been another kind of man.



TRADE MARK

MUELLER

REGISTERED

The Mueller Record

VOL. IV

SEPTEMBER 22, 1914

No. 52

REGULATORS WITH STRAINERS

Must Be Sold Together if the Regulator is Guaranteed.

The firm desires to call the attention of all of our salesmen to the fact that we positively do not unconditionally guarantee satisfactory service from any type of reducing and regulating valves, unless a proper and effective strainer is used to protect the seats against obstruction and injury from scale, cuttings, grit and other foreign substances. This applies to our older types 13001 and 13002 water regulators as well as to our later type diaphragm operated regulators 13160, 13120, 13140 and 13141. If a customer does not want to stand the extra expense of a strainer, you should explain to him that all of our regulators will operate as well without a strainer just as long as the seat is unobstructed or uninjured. Also say to him that our regulators are just as reliable without a strainer as any other make of regulators on the market, yet if they desire to avail themselves of our Unconditional Guarantee, they must install one of our strainers or other suitable make with the regulator, also the regulator must be of proper type and size as advised by us.

When salesmen disregard the above instructions and unconditionally guarantee any regulator without a strainer to protect it, if we are compelled to replace or repair the regulator because a strainer was not installed, the expense of such replacement or repairs will be charged against the salesman.

Some of our salesmen have been under the impression that our older type regulators 13001 and 13002 do not require a strainer, but this is not true. Particles of scale, cuttings or other foreign substances will catch in the seat of our old style regulators just as quickly and readily as in the later styles, and the obstructions will make the old style regulator leak through the

seat and allow the pressure to creep up on the reduced pressure side, just as surely as it does on the new style, but as the old style regulator was not so sensitive and accurate on low, reduced, or delivery pressure the creeping up of the delivery pressure would quite often not be nearly so noticeable on the old style as on the new style. You must also not lose sight of the fact, that our new type diaphragm operated regulators, especially the 13160 type, can be used on practically all kinds of service in cold water, hot water, steam, various kinds of gases, air, oil, etc., whereas the older type 13001 and 13002 were suitable for cold water only and could not be used on so many kinds of water service where there was a very wide variation in the initial pressure and delivery pressure.

We give herewith trade prices of Mueller 13001 and 13002 regulators sizes $\frac{1}{2}$ " to 2" inclusive, also trade prices of 14401 strainers of same sizes, and as a comparison the trade prices of 13160 regulators, sizes $\frac{1}{2}$ " to 2", are also given as well as trade prices of 14410 strainers, sizes $\frac{1}{2}$ " to 2":

Regulators—		Strainers—	
	Trade Price		Trade Price
$\frac{1}{2}$ " 13001..	\$ 3.87½	$\frac{1}{2}$ " 14401..	\$1.00
$\frac{1}{2}$ " 13160..	3.75	$\frac{1}{2}$ " 14410..	.90
$\frac{3}{4}$ " 13001..	4.00	$\frac{3}{4}$ " 14401..	1.12½
$\frac{3}{4}$ " 13160..	4.25	$\frac{3}{4}$ " 14410..	1.00
1" 13001..	5.67½	1" 14401..	2.00
1" 13160..	5.50	1" 14410..	1.75
1¼" 13001..	8.22½	1¼" 14401..	3.37½
1¼" 13160..	6.50	1¼" 14410..	2.85
1½" 13001..	14.30	1½" 14401..	5.85
1½" 13160..	8.50	1½" 14410..	3.75
2" 13001..	19.60	2" 14401..	8.50
2" 13160..	11.00	2" 14410..	5.00

It will be seen from foregoing figures that $\frac{1}{2}$ " 13160 regulator trade price is 12½c less than on 13001. $\frac{3}{4}$ " 13160 trade price is 25c more.

1" 13160 trade price is 17½c less than 13001.

1¼" 13160 trade price is \$1.72½ less than 13001.

1½" 13160 trade price is \$5.80 less than 13001.

2" 13160 trade price is \$8.60 less than 13001.

Your attention is also called to the price of regulator and strainer. For example, a 1¼" 13160 Regulator and a 1¼" 14401 Strainer will net \$9.87½. A 1½" 13160 Regulator and 1½" 14401 Strainer will net \$14.35. That is just 5c more than the trade price of the 1½" 13001 Regulator without the Strainer. A 2" 13160 Regulator and a 2" 14401 Strainer nets \$19.50, or 10c less than the 2" 13001 Regulator without the Strainer. We advocate the use of the Strainer 14401, especially when unconditionally guaranteed for water service. The Strainer 14410 is not as effective as 14401, but where it is absolutely necessary to make reduction in price of Regulator and Strainer you can sell the 14410, but we do not wish to put the same guarantee on this as we do on the Strainer 14401. The probability is where there is not a great deal of scale, cuttings, grit, etc., the 14410 Strainer will answer.



NEW USE FOR RAPIDAC HANGER

Manager Leary has turned the Rapidac hanger to good advantage, using it to show that our goods are being installed in a number of bungalows which are being erected by an Investment Company. This company expects to erect two hundred of these houses. The first installment includes 9, and our goods are being used, and probably will be used in all the houses to be built.

Mr. Leary wanted a specially nice hanger for these houses so he hit on the plan of pasting a paper disc on the front of the Indian's canoe. This disc bears a notice that our goods are being used. While it is not possible to do this in very large type, the hanger itself is so attractive that it is sure to catch the eye and be read.



NEW ADDRESS

Mr. H. J. Harte's new address is 5732 Walnut street, Pittsburgh, Pa. Telephone 3692-J Hiland.

USE OF MUELLER SELF CLOSING BIBBS AND STOP COCKS AS RELIEF VALVES

Mr. Oscar Mueller has requested that information be given in the Mueller Record relative to above subject, and the use of a Regulator in connection with same.

In response we would advise that this matter was given considerable attention about two years ago, with the result that while we found that our self closing work would in a great many cases open and relieve an excessive pressure caused from a severe water hammer, yet it could not readily be adjusted and remain adjusted to relieve at pressures as low as are ordinarily required of relief valves.

All of our self closing work is tested to hold tight under 200 pounds pressure, and generally it will not open under less than 300 to 350 lbs., this pressure being much higher than generally required of a relief valve.

When a regulator is used, and the water pressure reduced so that it would not go over say 50 lbs., then it is evident that our self closing work might be furnished with somewhat lighter springs that would allow it to open to say 100 lbs., however, this would require the goods to be made special, and even then, the friction in the stem packing is quite variable according to amount of usage, so that bibbs or stops could not be depended on to open at the same point all the time.

From the above it may be seen that while reducing and regulating valve is desirable wherever there is a high water pressure, to prevent unnecessary wear and waste on self closing and other plumbing work, yet a reliable relief valve should in all cases be used in connection with the regulator.

The most reliable relief valve on the market today is our 13420.



The persistent man often has to push, but you'll generally find him near the front of the crowd.



Only the man who labors for what he spends can ever know the real joy of spending.

A GOOD SUGGESTION

F. L. Hays Finds Use for Original D Catalogue Cover.

Mr. F. L. Hays has written us a letter on the subject of the large D catalog binders or covers, and in it he makes a suggestion which might prove of advantage to all of our salesmen. He found in many plumbing shops in his territory that our old D catalog was still retained. The plumbers, however, did not use it, finding our Third Edition D catalog much more convenient to handle. Of course the old D catalog was rendering them no service.

Mr. Hays states that in cases of this kind he has advised the plumbers to use the cover or binder together with index, as a file, either for the record of jobs or cost and selling prices of materials. There are numerous purposes for which this binder or cover can be used in this way, and the suggestion by Mr. Hays is a good one. The pages of the original D catalogue can be used to advantage in many instances by cutting out the illustrations and pasting them on the drawers or bins where stock is kept. They will thus aid the plumber in quickly locating the box containing any particular kind of our goods. He will always have the picture to guide him.

If plumbers can be induced to put the binder or cover of this original D catalogue into use as a file it will, as Mr. Hays says, be excellent advertising for us, for the plumber will be compelled to handle the file every day and will thereby have our name before him at all times.

In addition to the uses which Mr. Hays has suggested, in small shops it would prove a very convenient letter or bill file for plumbers. He could file his letters or bills alphabetically and would thereby always be enabled to place his hands on the letter or bill he wanted. As we all know, there are many plumbers who are not progressive in their business methods, and any little aid which we can give them resulting in a short cut and some semblance of system will be of benefit to us. Of course it would not do to make this kind of a suggestion to water or gas companies, because they generally have up to date filing systems, but with the plumbers who have our original D catalog, we feel that all the

salesmen can do them a good turn, and in many instances give them a hint that will lead them to better and more careful business methods. We would advise all our salesmen therefore to follow the example set by Mr. Hays. Wherever you find a plumber who has no regular method of keeping his papers in correct order, the suggestion would come in good play. But this should be made in such a manner as not to make the plumber think that you are trying to reflect on or criticize his methods. While the index in our original D catalogue only runs from A to R, it would be a simple matter for the plumber to make the remainder of the indexes or to group everything after the R in one bunch. We believe that a lot of plumbers would appreciate a suggestion along these lines.



A LITTLE "JOLLY"

Mr. Robert Mueller, in looking over the Saturday Evening Post of September 9th, discovered an advertisement for "Headlight" Overalls, showing a picture of a man wearing same, with a smile of satisfaction. He was struck by the likeness to Salesman Frank L. Hays, and took occasion to send him the advertisement with a little letter in which he jollied him on leading a "double life," in being connected with an overall factory and our own company as well.



OPEN FOR POSITION

Mr. Pat Bracken of Temple, Texas, who has been quite prominent in the affairs of Southwestern water works men, is at present out of a position, and is open for engagement. If any of our salesmen learn of a plant seeking a man, please notify us so we may communicate with Mr. Bracken. He is a good friend of the company.



METER TESTER SALES

H. J. Harte has sold a meter tester outfit D-23141 complete to the Suburban Water Company of Verona, Pa.



Two things never overtaken are the wasted moment and the spoken word.

NEW YORK NEWS

The New York office has wisely adopted the policy of holding weekly meetings every Monday evening. These are participated in by the heads of departments and others in the office who may wish to attend. Any one in the office is at liberty to present in a brief letter to the chairman any suggestion pertaining to the business. These letters come up at the following meeting for discussion. The subject is gone into thoroughly and completely thrashed out.

These meetings are proving of inestimable value. They are provocative of a better, more earnest and more sincere spirit of co-operative efficiency. They develop a better understanding of the business as a whole. Where one person was inclined to believe that his position was the only one productive of annoyance and beset with obstacles, he learns that others have troubles, and that his case is not an exceptional one. He gets a new start on the problem as a whole and takes up his portion of it in a better frame of mind. Certainly the New York office is to be commended for this step. Anything that adds to the individual's general understanding of a business, adds to his specific understanding and increases his general efficiency. The plan of a body of employes coming together occasionally for a discussion and interchange of ideas removes the sense of restraint which is always obstructive to the accomplishment of a task, which intertwines the work of others. Some persons naturally are more restrained and reserved than others, hesitating to make an advance with fellow employes. They fight their own battle, after their own idea, whereas an interchange of ideas might open up new and easier avenues of accomplishment.

The meetings are doing just this thing. They are bringing all employes together on common ground, making them better acquainted, and better fitted for their duties.

Mr. Flemming says that the discussion of various questions in these meetings

saves much valuable time during the working hours, which is a natural sequence of the policy adopted because of the increased understanding of the work in hand and its more intelligent and effective handling.



NEW YORK ORDERS

For the Mountain Water Co., Milton, Pa., J. I. Higbee, president, Meter Tester complete with 3 and 4" flanges and branch connections for testing large meters.

From A. J. Kennard of Roanoke, Va., through C. T. Ford for 92 D-11902 basin cocks, indexed Hot and Cold; also 46 pairs $\frac{3}{4}$ " D-25001 basin supplies made up with $\frac{1}{4} \times \frac{3}{8}$ " D-25098 couplings and $\frac{3}{8}$ " D-8185 stop cocks with D-9085 handles. These goods are for the Ponce de Leon Hotel, Roanoke.

From W. F. Hennessy for 92 D-11902 with $\frac{1}{4}$ and $\frac{1}{2}$ " D-25098 couplings which are to be installed in a new office building at 402 Fifth Avenue.

From E. H. Hauck of Attica, N. Y., for 12 D-11901 and 60 D-9461 to be installed in the Westinghouse plant at Attica.



FOOLISH MOMENTS

Headline in Press in September, 1913: "Man shoots self in American Trust."

The sign at the corner of an alley and East 9th street: "Pants pressed in the rear, 15c."

Sign in front of a prominent church: "Patience is Needed." "Dr. S—— will preach at 10:30 Sunday."

A sign in a Fostoria, Ohio, hotel: "Don't look for a good place to eat until after you have tried our dining room."

Large department store in full page ad carried the following headline: "All our ladies' clothes one-third off."

SARNIA NEWS

The Canadian Company is making an exhibit of goods at the Canadian National Exhibition at Toronto, August 29th to September 12th. The display is quite elaborate and includes a full line of plumbing goods in all grades. Some of these goods are mounted on vitreous pedestal lavatories and bath tubs, while the company has in operation a drinking fountain, regulators and self closing work. A flushing hydrant and a full line of water goods are being shown.

The company is endeavoring to arrange with the Toronto Board of Health to pay a visit to the booth and inspect the exhibit, particularly the drinking fountains and flushing hydrants.

Most of the goods are being displayed in show cases and the Sarnia company hopes to create a considerable interest in our product.

Carl Heiby was in Toronto to set up the exhibit and remained a few days after the exposition opened. Mr. Merriam, Fred L. Riffin, and R. H. Mueller had charge of the exhibit.



SARNIA ORDERS

Order secured by T. W. Meriam, through H. Whitham, goods to be installed in the Donalson Apartments, Hamilton, Ont., as follows: 15 D-9045 Col. Comp. Basin Cocks, indexed Cold; 15 D-12902 Col. S. C. Basin Cocks, indexed Hot; 3 D-12002 S. C. Hose Bibbs; 2 ½" D-8893 N. P. Comp. Bibbs; 9 ½" D-12003 Col. S. C. Bibbs, indexed Hot; 9 D-8897 Col. Comp. Bibbs, indexed Cold; 1 D-9477 Rapidac Bath Cock; 18 ½" D-9108 Set Screw Flanges. 5 ½" D-12002 N. P. S. C. Bibbs.

Order secured by W. C. Heinrichs, through Kydd Bros. of Vancouver, goods to be installed in the Fullerton Building, Vancouver, as follows: 60 D-11902 Extra S. C. Basin Cocks drilled for ½" O. D.

WHIT MAKES A SUGGESTION

Mr. M. T. Whitney, in a letter to Mr. Oscar, discussed subjects relating to the annual salesmen's meeting. There are many subjects which are directly related to these meetings, and one—Jack Pot—which is distantly related. Jack Pot's relationship is so very distant that he is not on speaking terms with some members of the company, although quite chummy with most of the salesmen. In fact, it is said, when he occasionally appears to show favoritism to some salesmen, suspicions of others are aroused, and insinuations and innuendos are resorted to, and even open charges made that questionable methods have been resorted to in order to secure his special favors. Mr. Whitney therefore has suggested the following amendments and reinforcements of the rules governing association with Jack Pot during the meetings:

"Any man playing a bob-flush pat shall receive ten years in the state penitentiary.

"Opening a pot on a king and a queen in the hope of drawing another king or queen shall be punishable by a sentence of forty years in jail, or a fine of \$5,000, or both, in discretion of the court.

"Any man who passes three kings and waits for the next man to open on a pair of Johns and then boosts, shall lose his license for four years.

"Any man who, holding threes shall draw two cards and not draw one only in an effort to make people believe he has got only two pairs, shall be condemned to the water wagon.

"Any man holding four eights twice in succession shall be obliged to play the rest of the evening in his underclothes without sleeves or pockets.

"Any man who stands a boost on a pair of nines when there are a full

house and a flush out against him, shall be committed to the Home for the Feeble-minded."



FIRST TESTER SOLD

The Sarnia office reports having sold a water meter tester complete to Sherbrooke, P. Q. This is the first outfit of this character the Canadian Company has sold for use in Canada.



SAN FRANCISCO NEWS

Manager Leary of the San Francisco office, advises us of the receipt of a picture from C. J. G. Haas, showing a school for girls at the new Academy of the Holy Child, Portland, Oregon. We furnished our Extra Self Closing Bibbs and Basin Cocks, standard slip joint stops and bath combinations for this job, which is a very nice one. Mr. Leary reports that they are making very good headway in getting our goods in office buildings and hotels, and believes that it will be a great help to us everywhere to keep up our good work on school specifications for both public and private schools.



SAN FRANCISCO ORDERS

From Fish & Bowen of Baker, Oregon, through C. J. G. Haas, 84 $\frac{3}{8}$ " D-8194 Angle Stops; 12 D-8193 Straight Stops; 84 Spun Flanges; 24 D-8716 Drain Cocks. These are to be installed in the Sumner Building, Sumner, Oregon.



DECATUR ORDERS

From L. Wolff Mfg. Co., of Chicago, through M. T. Whitney, for 216 D-11908 for the Alexandria Hotel in Chicago. Jacob Weber & Co., of Chicago are the plumbers.

From M. B. Saunders of Little Rock, Ark., for 18 D-11906 Indexed Hot and Cold, same being for the Capitol Building of Little Rock.

From the Sanitary Fixtures Company of St. Louis, Mo., for 136 D-11902 basin cocks 7-16" O. D. which will be installed in the New Regent's Hotel.

From Wm. Clancy, plumber, St. Louis,

for 365 D-11902 Basin Cocks to be installed in the open air schools.

From the Sam A. Esswein Htg. & Plbg. Co., of Columbus, Ohio, for 178 D-12902 Indexed Hot and Cold, and 178 $\frac{3}{8}$ " D-8183 Compression Stops.

From J. M. Shea & Co., of Peoria, through T. E. Beck, for 48 D-11904 for the Detention Home, being erected by the state of Illinois.

From H. T. Kilpatrick of St. Louis, through E. E. Pedlow for 710 D-8183 Rough Compression Stops. These will be installed in the Muehlbach Hotel, Kansas City, Mo.

From the Ideal Heating & Constr. Co., Davenport, Ia., for 1 2" D-13160; 1 2" D-14401; 12 $\frac{5}{8}$ " D-8677; 6 $\frac{1}{4}$ " same; 4 $\frac{1}{2}$ pairs $\frac{1}{2}$ " 25018; 2 $\frac{1}{2}$ " D-11704; 1 D-8403; 1 D-8303; 4 D-11903. These goods are to be used in the Oak Hill School Building.

From D. W. Yarbrough, Atlanta, Ga., for 100 D-12902. These are for the Chandler Building in Atlanta.

From H. H. Hopper, Staunton, Ill., for 6 D-11904; 12 D-25353 of 1 $\frac{1}{4}$ " size; 12 same 1 $\frac{1}{2}$ " size; 12 same 2" size; 12 same $\frac{3}{8}$ " D-8661; 12 1" D-25973, all of which are for the Fourth Ward School at Staunton.

From the Kay-Kew Mercantile Co., Newkirk, Oklahoma, through F. L. Hays, Jr., for 22 D-12902 basin cocks indexed Hot and Cold. For the new High School at Newkirk.



ORDERS FOR STATIONERY

One or two of the salesmen have had some difficulty in securing stationery recently. Nearly all stationery requests received ask that supplies be rushed, as the person making the request is about out.

It is not always possible to ship stationery upon receipt of order, especially when the request includes Forms 6400 or 6401 or letterheads. All of these items must be printed up. We don't carry these items in stock. No. 6400 and 6401 are stamped envelopes and there is no economy in carrying these in stock because the price is unchangeable, and the postoffice carries them in stock. To secure a supply a requisition is made on the cashier who in turn makes out a check, which when properly signed, is returned to the stationery department

for the purchase of the envelopes. All of this takes time. It means at least two days before envelopes can be shipped. In the case of letterheads they too must go to the printer.

We hope every salesman will give these facts close attention and keep them in mind when ordering stationery in the future. Count on at least three week days being required to fill stationery orders where envelopes and letterheads are a part of the order.

Salesmen should not permit their stock to run out before placing an order. Order when your stock begins to run low and if order must be shipped en route instead of to headquarters, date it far enough ahead so that you will be sure to receive it. The Stationery Department has no other desire than to serve you promptly, and with proper co-operation will make every effort to eliminate cause for complaint.



GOOD ADVICE

The following advice is printed on a card and handed to employes in one factory, especially to young men. It's good advice for any of us to follow, however:

"During working hours, work. Be as zealous to read literature pertaining to your trade as the sporting page of the daily paper. Don't think you are doing good enough and see how little you can do until the boss has to 'jack you up' for it, because it is as unpleasant for the boss (who has troubles of his own) as it is for you, and you might get a sore spot from it. Don't cuss the foreman and the owner if things don't go your way; things don't go their way always by a long ways. Your wages, your share of the overhead and a fair profit to the boss is what you must earn, and don't forget when times are slack some of this profit (and in recent years all of the profit) had to be paid back to the men who are kept over. The boss is more able to carry you through when your machinery is kept up in first-class condition, because it lasts longer. Finally, go to bed early; you will feel better the next day and live longer."

THE SOUVENIR PROPOSITION

Our position on the question of souvenirs should be well known to all our salesmen, yet we frequently receive letters from various salesmen who argue for this practice. They nearly always cite the fact that our competitors give souvenirs.

We know they do, but they are doing it contrary to agreement. Judging from this it is fair to presume that their word is not dependable in other business agreements.

The plumber, gas man and water works man of today should hold himself above any such clap-trap and catch penny method to influence business. That's all a souvenir is. It's a cheap method of influencing business, among a certain class that is always pleased to get something for nothing.

The individual cost of a souvenir is of no moment but the aggregate cost is. It runs into thousands of dollars. Don't you think this money will do us more real service in the long run, if diverted to the improvement and betterment of our factory and the service we want to give the trade.

Is not that what the trade really wants? Don't they want the right kind of goods delivered to them at the right time, rather than some little, insignificant trifle, which every intelligent buyer knows is being given him to influence his decision?

We believe with the better class of trade that souvenirs are not wanted. The majority of souvenirs given are nothing but junk, and a great many recipients immediately junk them or give them to someone who can in no way be of value to us.

The really good business man does not care about souvenirs. He does care, however, about good goods and prompt service. Those are the things he wants.



THE COMMERCIAL TRAVELER

The Gas Industry recently contained an article on Thomas Newbigging, prominent in the English gas trade, and eulogizes him for his method of handling commercial travelers, which will doubtless interest our salesmen. Concerning this class of business getters the late Mr. Newbigging said:

"I confess that I have much sympathy

for the manufacturer and trader in slack times, struggling to keep his workmen employed in the face of adverse conditions; a heavy wage account to meet week by week, and all the other multifarious expenses of a big establishment. I often think, too, that if there is one man more than another deserving of sympathy, it is the commercial traveler calling to solicit custom, and to be met, nine times out of ten, with the reply that you have nothing either in hand or in prospect—things are bad, consequently no extensions are being made. If it were not that hope springs eternal in the human breast, the life of such would hardly be worth living. If one class of mortal more than another realizes the fact that hope deferred maketh the heart sick, it is the man in search of orders when orders are scarce. Now, I can truly say (and I do not mention it in any spirit of self praise, but to promote the kindlier virtues) that on no single occasion in my professional career have I ever coldly repulsed such a man from my office door. If I had no work in hand of his special kind, nor orders to give out for his particular appliances, at least I have given him a kindly word of welcome and sympathy; or, possibly, I have encouraged him by saying that I had considerable work in his line that would shortly be made public, and that he would be asked to tender for it in the ordinary course. In a word, I have made it a rule to kick him downstairs with such exquisite grace that he thought I was handing him up! And that, surely, is the very least that one ought to do under the circumstances. After all, sympathy—even if it is not possible for the oil and two pence as well, to be always forthcoming—is a fine salve for many of the worries and troubles of this life."



CREDIT

An Analysis of the Word and What It Means.

Credit comes from the word "credo," meaning "I believe"; in other words, the man who asks for credit asks that you believe in him, and the man who grants the credit virtually says, "I do believe in you."

Credit is the foundation of business,

None of us can be successful without it. It is CAPITAL. We have in mind many good, honest people who do not seem to realize the value of keeping their credit good. They are often careless about it—careless about the thing that makes it possible for them to continue in business successfully. Look about. The men who make money take mighty good care of their credit. To illustrate this carelessness: A bill is due—no attention paid—not even the courtesy of writing about it. They seem to think that the creditor—the man who believed in them—is a mind-reader. He ought to know that we will "pay as soon as possible"—"We can not make collections"—and, by the way, the man careless of his credit is careless of making his collections. Letters are written—no attention paid. He is notified a draft will be made on a certain date. Does he write? No. He lets the draft come on, and when presented by the bank either "pays no attention" or endorses, "will remit direct," "will send check," or some other excuse. As a rule, does he remit direct? No. Apparently "he forgets it," is "careless"—Ruins his credit—takes long chances of being successful, then wonders why it is that the "other fellow" in the same line of business makes money.

The answer is this: The "other fellow" takes care of his credit.—Bindery.



"Well, I am surprised," said the teacher, a little severely, and turning to the new pupil: "Johnny, perhaps you can be serious long enough to tell me who swallowed Jonah?"

"I don't now," was the new boy's amazing response, "but I'll bite if nobody else will. What's the answer?"



No man is qualified to judge the inner workings of another man's mind, least of all he who thinks he can.



The average man thinks he knows himself clean through. But he usually doesn't.—Coe-Education.



No matter what poor seeds cost, they are not worth what you pay for them.