

THE Pipeline REPORTER

NEWS ABOUT MUELLER MARKETS, PLANTS, PRODUCTS, PERFORMANCE AND PEOPLE

SEPTEMBER, 1982

Leopold Becomes Subsidiary

This summer Mueller Co. finalized its acquisition of the Leopold Company in Zelienople, Pa. At Leopold a work force of approximately 150 manufacture a wide range of products for the municipal and industrial water and wastewater treatment markets. According to Mueller President Ed Powers, "The combination of equipment and instrumentation made by Leopold Company and the butterfly valves now made by Mueller Co. provides an ideal package for the potable water, municipal wastewater and industrial wastewater markets. This combination gives us new manufacturing and marketing strengths."

Leopold products include filter underdrains, filter agitators, trough systems, Clari-Vac siphon collectors, and water treatment instrumentation. Mueller Co. manufactures a full line of butterfly valves at the Clinton, South Carolina plant which are used in these water treatment processes.

The Leopold Company began over 75 years ago as a mechanical contracting concern specializing in water plant equipment. Over the years the company has become a national leader in water filtration

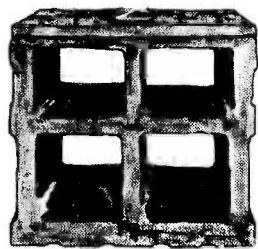


**Ted Fithian, President,
Leopold Company**

The air/water underdrain was developed at Leopold to be the heart of the most modern and efficient type of water filtration system, because of its combination of air and water cleansing. Here's how it works: in a filtration system, a layer of gravel is placed directly over the surface of the

installed Leopold underdrains. Then the gravel-supported media of sand and anthracite goes on top. The settled water flows over the media and filters through to the bottom and out through the drains. The backwash operation reverses the flow; air and water, the agitating agents, are forced up through the underdrain separately and concurrently. Impurities are dislodged and flushed out over wash water troughs. The unique design of the underdrains' laterals are the heart of the cleaning action.

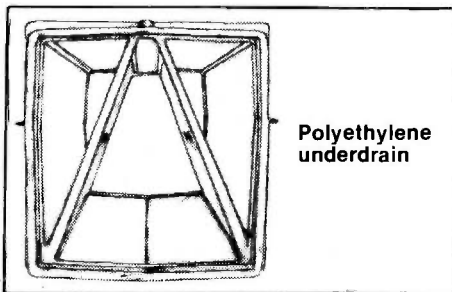
From the well-known underdrain to the most precise measuring device, Leopold products are solidly engineered and strongly built. Leopold stop gates and slide gates are made of Leo-Lite fiberglass reinforced plastic or of aluminum or a combination of the two materials. The matched die weirs are high-pressure, high-strength press



**Leopold
Company
vitrified
tile
underdrain**

engineering, with such developments as the Dual-Parallel Lateral Filter Underdrain and the recently introduced polyethylene Dual Lateral Air/Water Underdrain.

The Leopold underdrains have been proven successful in over 1000 water treatment plants throughout the United States. These underdrains are produced in Zelienople in high grade vitrified tile and permanently impervious high-density polyethylene for air/water backwash operations.



**Polyethylene
underdrain**

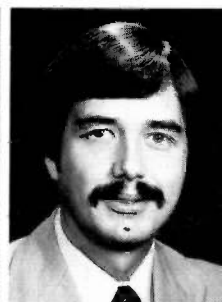
molded to assure identical measurement and perfect dimensional stability. Wash troughs are also produced of maintenance free Leo-Lite fiberglass. Mixing equipment by Leopold is constructed to accomplish both flash mixing and flocculating. The rotary filter agitator designs by Leopold have been awarded 8 different U.S. patents.

(Continued on page 3)

Schrode and McLaughlin Named at Leopold



Larry Schrode



Mike McLaughlin

Larry Schrode has been transferred to the new Pennsylvania subsidiary as Vice President - Marketing. Schrode has been with Mueller Co. since May, 1981 as Group Product Manager, responsible for the marketing efforts in Fire Protection, Treatment Plant and New Product Development. In his new position as Leopold Marketing Vice-President he is responsible for all sales and marketing functions at Leopold. He replaces Norm Osborne who will retire soon. Before joining Mueller Co., Schrode was Chief Executive Officer of Freeman and Associates in Baltimore, Maryland, a manufacturers' representative organization.

Mike McLaughlin has also been transferred from Mueller to Leopold Company as Product Manager - Valves. He is responsible for the development of butterfly valve products for the treatment plant market in his new job. He has been with Mueller Co. since October, 1980 and previously had been with the Valve Division of Allis-Chalmers in York, Pa. He is a native of Butler, Pa., near Zelienople.

Mueller Joins Disney

see page 3



Mueller's Model Computer Network



MIS staff includes these programmer analysts: Martha Steele, Carl Harshbarger, and Jim Clark.

Management Information Services — at Mueller Co. that means computers, a big system of IBM's most modern computers, that has helped keep the company profitable in difficult times.

On the ground floor of the Decatur headquarters building Management Information Services (known as MIS) operates a complicated, perpetual inventory system that keeps expensive backlog down and allows great efficiency in meeting production requirements. This system has been operated with such success that IBM featured it in an article in the spring issues of the IBM **Viewpoint** and **Information Processing** magazines. The articles quote Mueller Co. President Ed Powers, who credits the Mueller applications of the IBM processors and COPICS inventory control software with helping the company make money in a period when the housing industry is depressed.

Powers says, "Our first objective was to get our inventories under computer control and also to process receivables on the computer. Our plants now all have perpetual inventory systems, and this has allowed us to pull down our backlog a great deal. As a result, we had a good year financially in 1981, even though it was a terrible year for housing."

The COPICS application at Mueller Co. is such a good example of the most modern technology that Mueller's Don Orr and Harold Hassebrock were asked by IBM to present a program on its use at the IBM Industrial Institute held in Atlanta last May. (COPICS stands for Communications - Oriented Production Information and Control Systems.) Don Orr is the Manager of Manufacturing Systems for Mueller Co. Decatur headquarters. Harold Hassebrock is the Materials Manager at Albertville. They presented for hundreds of IBM computer users a detailed look at how the Mueller Co. planned and implemented one of the most advanced uses of computers in manufacturing today.

Mike Skelley, Corporate Manager of MIS, explains that Mueller's IBM computer network serves the company in three major

ways. It handles financial matters, from payroll to paying bills. It serves engineering and manufacturing in its inventory control capacity. And for marketing an on-line order system has been installed to link the five district sales offices with the plants. This gives the sales offices the important ability to instantly tap into the plants' data bases to find an order's status. In the future, it is possible that Mueller customers will be able to tie-in this information and even enter orders.

Inventory control at Mueller Co. involves countless possible variations in product specifications — the product mix literally can be counted in the tens of thousands. At Albertville, for example, a customer's order for hydrants is now entered into the computer as soon as it is received. The order is then automatically broken down into component parts, and the system checks inventory records for each part. Production orders are set up automatically for parts not in stock. The system calculates the lead-time to build parts and schedules work orders accordingly.

Clingenpeel New Marketing Manager - Fire Protection

Conrad M. Clingenpeel has been named Marketing Manager - Fire Protection. In his new position, Clingenpeel will be responsible for Mueller Co.'s activities in supplying products for the fire protection



industry throughout the country. He will carry on the recently renewed marketing efforts to further develop Mueller Co.'s service to that market. Working at the company's corporate offices in Decatur, he will direct the efforts of five sales representatives.

Clingenpeel has been with Mueller Co. since February 1981 as a products specialist in the Mid-Atlantic sales district. He joined Mueller Co. after serving for six years as Eastern sales manager at the Kan-Tex Corporation, Nashville office. Prior to that he was a territory sales manager with the Johns Manville Corporation and an engineer for the Sloan Construction Company in Greenville, South Carolina. A native of Berkeville, Virginia, he received his civil engineering degree from Virginia Polytechnical Institute in Petersburg, Virginia. He and his family will move to Decatur from Mt. Juliet, Tennessee.

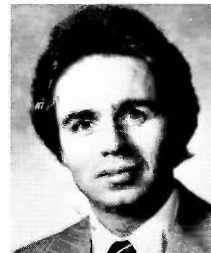
Don Orr explains it like this: "We tell the computer what products are required and the delivery dates. The computer then tells us what components we have to make, how many of each and what day they have to be started and finished.

"The system keeps records by part number and location for all finished goods, sub-assemblies and components. When a casting, for example, is cleared out of the foundry, the person who puts it in the yard reports to the system that it is now in stock."

This instant inventory has resulted in huge improvements in nearly all of Mueller Co.'s operations. For example, it used to take 60 to 90 days to produce a price list, using an outside printing firm, the Mueller president recalls. "Today, we can produce a price list in three or four days — and most of that is printing time."

Working in good company, with IBM, Mueller Co. has shown again its ability to be an innovative pioneer in today's technology. □

Drescher Named Marketing Services Manager



Dave Drescher has been named Mueller Co. Manager-Marketing Services. In this capacity he will be responsible for customer service/sales office functions at all Mueller Co. plants and district

sales offices.

Over the past two years Mueller Co. has established district sales offices at five locations across the country while improving sales office functions at each major plant location. Drescher will supervise their operation. The offices, plants and company headquarters are tied together by a computer communications network which provides Mueller with online order entry, inventory and delivery status reports.

Drescher has been with Mueller Co. since May, 1979 as Corporate Credit and Collections Manager. He came to Mueller from the credit division at Proctor and Gamble Company in Cincinnati, Ohio. He holds a BS in Marketing Management from Miami University in Oxford, Ohio and an MBA in Accounting and Finance from Xavier University in Cincinnati. □

Strictly Personal

NEWS ABOUT MUELLER CO. EMPLOYEES AND THEIR FAMILIES

DECATUR

SEPTEMBER, 1982

A Message From The Plant Manager...

"PRODUCTIVITY"

There's that word again! Everytime I mention that word it always brings out an emotional response. When you are talking about someone and say that he or she is a "productive" employee, it is taken as a compliment. But, if you suggest to someone that his or her time could be used in a more "productive" manner you immediately sense unfavorable vibrations.

The fact is, PRODUCTIVITY is a word that describes the measure of work activity. In today's domestic and foreign economies, PRODUCTIVITY is the key that unlocks the door to profitability and employment, while the lack of PRODUCTIVITY can be the key that locks all doors. That is why PRODUCTIVITY is constantly being stressed everywhere day after day, year after year.

As I said, PRODUCTIVITY is the measure of work activity and is one of the most important ingredients in our formula for success. Whether you are a janitor, or machine operator, repairman, or engineer, **what** you do and **how** you do it each and every day will be the difference between success and failure for you as an individual and for Mueller Co. as a business. We have all seen first hand examples of non-productive behavior such as two men working on a repair job that really only needed one; or knowingly running poor quality pieces through a machine that then have to be scrapped; or two people in the same office working on the same project that are just duplicating each others efforts. Of course we have all seen these types of non-productive behavior on and off the job. And how many times have you said to yourself "Oh, if they only realized how precious time is and how little time they really have".

Many of us periodically reminisce about the wasted opportunities of our youth. We say to ourselves "If only I had studied harder in school or worked harder at learning my trade, I would be further ahead today". But today isn't over yet! There is still ample time and opportunity for each of us to become more productive employees and make a larger contribution to the success of Mueller Co. and your own career.

I guess you could sum up what I am saying in the old adage "A FULL DAY'S WORK FOR A FULL DAY'S PAY". Performing each job assignment with diligence, honesty and pride are the responsibilities of a "good employee", just as reporting your income correctly and on time to the IRS are responsibilities of being a "good citizen". PRODUCTIVITY shouldn't be a word that makes you cringe, PRODUCTIVITY should be a word that makes you proud of a job well done.

Gene Hullinger

Art Exhibit For Employees

The Decatur Area Arts Council's "On My Own Time" program to recognize and encourage the artistic talents of people employed in local businesses and industries has been scheduled for Nov. 8 through Nov. 22 at Mueller Co. in Decatur.

The art exhibit is open to all Mueller Co. employees. Employees can enter up to three works of art; examples are paintings, pottery, prints, drawings, sculpture, photography, collage, assemblage, and crafts.

For an entry fee of \$1.00 the artwork becomes part of a competition judged by professional Decatur artists. The winning Mueller entry will be part of a Best of Show exhibit at the Kirkland Fine Arts Center Gallery at Millikin University during the month of December. Watch the bulletin boards for more details, and get started now on your artistic contribution.

Mueller Lodge - Past & Present



The Mueller Lodge and its grounds are a reminder of the past in the 125 years of Mueller history. Years ago the lodge was used for family and company outings. It sits on 17 acres of land in a beautiful wooded setting overlooking Lake Decatur. The present grounds reflect much history as still remaining is a pond, complete with a concrete pavilion, where the family used to have concerts and entertainment. Presently the lodge is utilized for company meetings and training sessions.

This July 30, Kenneth and Dorothy Jones

retired after 10 years of being caretakers of the Lodge. The new custodians will be Earl and Vivian Tippitt. (Earl has worked for Mueller Co. for 32 years).

As you can see by the picture, we were able to bring 3 generations of Mueller Lodge custodians together at the Jones' retirement party.

Vivian and Earl Tippitt - 1982 to ?
Dorothy and Kenny Jones - 1972 to 1982
Jeanine and Dwight Hodson - 1961 to 1972

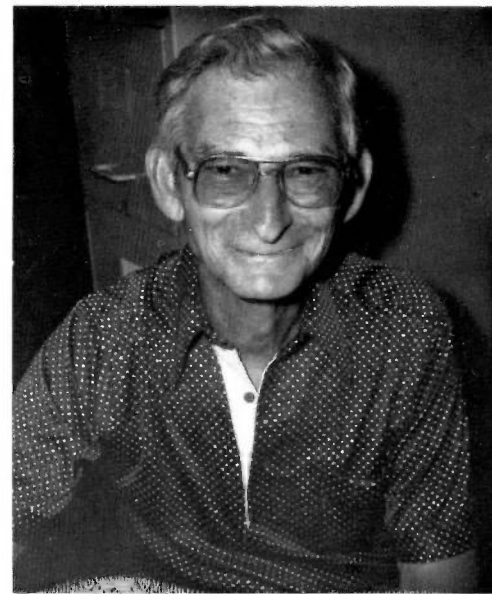




Kenneth and Dorothy Jones
Both 10 years



Darrell Smith
38 years



Joseph Crane
36 years

RETIREES

June, July, August



Richard West
36 years



Wilbur Wendling
28 years



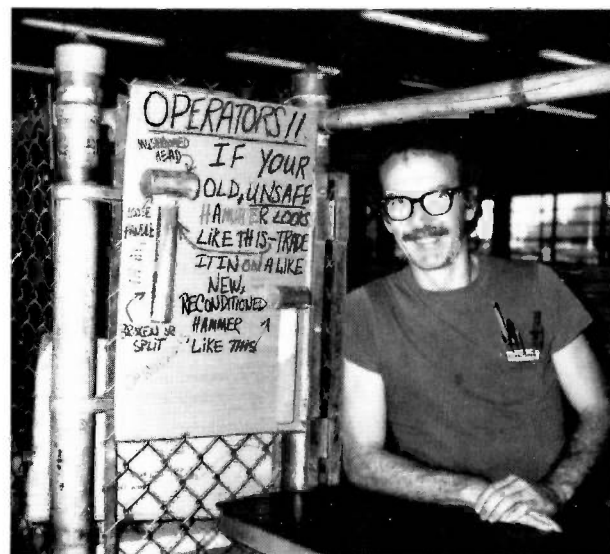
Rex B. Smith
46 years



William Barnes
31 years

Safety

Thanks to Dale Workman who shows some imagination in an effort to get the job done the right way... Safety. Throughout the plant a safer attitude helps as shown by our dramatic improvement in accidents over last year.





David Isome



Robert Leake



Dale Streight



Claude L. Stacey

Service Awards

June, July, August

10 YEARS

Robert Pope
Patty Huffman
James E. Bland
James D. Jeffrey
Bobby E. Rice
Ray E. Barton
Don F. Jackson
Orville L. Ryder
Mike Leatherman

20 YEARS

Martin Endrizzi
Dean Eaton
Darrell Church
Cecil Lotzgesell
Michael Thomas
Gary Brunner

25 YEARS

Stan Metz

30 YEARS

Bob Burdick

40 YEARS

David Isome
Robert Leake
Claude L. Stacey
Dale Streight

Golf League

The 1982 Golf League concluded on August 3rd with a new team champion. The Decatur Manufacturing Accounting group of John Horr, Steve Kirkpatrick, Bill Lindgren, Mike Heneghan, and Tom Killam led for most of the year finishing 14 pts. higher than the runners-up.

The 1982 season was capped with the "Mueller Playday" which is a year-end golf tournament at Scovill followed by a steak fry at Mueller Lodge. This year's tournament had 40 entries with the following winners:

Low Gross — Rod Karasch
2nd Low Gross — Steve Kirkpatrick
Low Net — Paul Ammann
2nd Low Net — Steve Moroney
1st Bankers Hdcp. — Bob Marshall
2nd Bankers Hdcp. — Mark Neisslie

A much deserved thank-you goes to the 1982 league officers (President - Rusty Logue, Treasurer - Steve Dunn, Secretary - George Hrubycky) who were responsible for the successful season. New officers for the 1983 golf league will be: President - Jerry Collins, Treasurer - Tom Osborne, and Secretary - Tom Killam.



The new team champions are Mike Heneghan, Tom Killam, Bill Lindgren, Steve Kirkpatrick, and John Horr (missing when photo was taken)

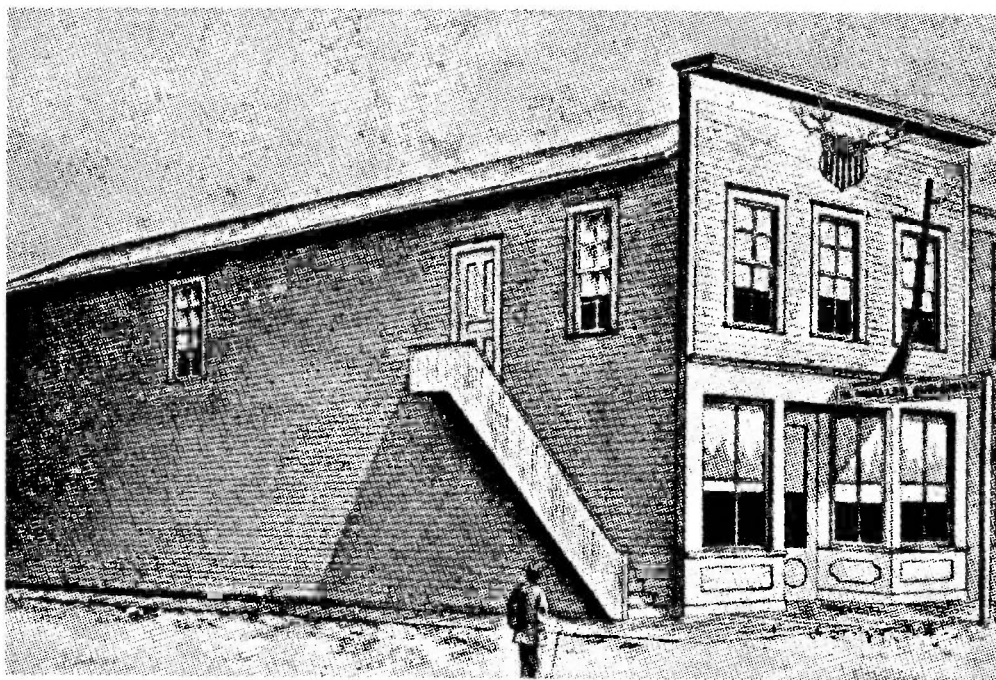
Employee Suggestion Program Winners



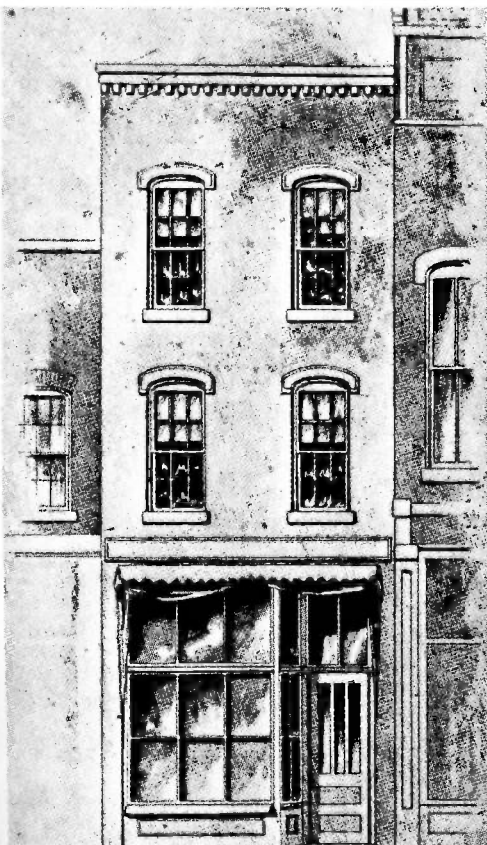
Don Wilson and Murl Lee (Depts. 80 & 31) received cash awards in the Employee Suggestion Program (see picture). Don received over \$800 and Murl \$200 for their suggestions. Other winners were Jerry Hall, Ken Grider, and Franklin Fyke. Any employee who has a suggestion should fill out the appropriate form located at the suggestion boxes in the plant.

Holidays

Labor Day - Monday, September 6
Veterans Day - Thursday, November 11
Thanksgiving - Thursday, November 25
Day After Thanksgiving - Friday, November 26



H. MUELLER'S THIRD SHOP, 200 BLOCK,
EAST MAIN STREET, 1859-1872.



H. MUELLER'S SECOND SHOP 100 BLOCK,
NORTH WATER STREET, 1858.



H. MUELLER 1872-1893. H. MUELLER MFG. CO.
1893-1895. 222 EAST MAIN STREET.

New Appointments in Canada



Ken Vacing



John Hamilton

Mr. Paul K. Clarke, President of Mueller, Limited, Mueller Co.'s wholly owned subsidiary in Canada, has announced the additions of Mr. Ken G. Vacing and Mr. John P. Hamilton to his executive staff.

Mr. Vacing was appointed Sales Manager July 1st and will gradually assume the responsibilities of V.P. Marketing currently held by Mr. Sig Sigurdson who plans to retire next year. Mr. Vacing is a mechanical Engineering graduate of the University of Toronto with an extensive background in Industrial Marketing with several major Canadian industrial firms. He was most recently Marketing Manager with Dominion Chain Ltd. Ken, along with his wife, Pat, and son, Phil, will relocate to Sarnia in the near future from their current home in Stratford, Ontario.

Mr. Hamilton joined Mueller, Limited as Controller, Secretary-Treasurer on August 11th from GESCAN, an electrical distribution division of Canadian General Electric in Toronto, Ontario, where he was Manager, Financial Operations. He will be responsible for all financial operations reporting directly to Mr. Clarke. John has a Bachelor of Commerce degree from Laurentian University. He will relocate in Sarnia along with his wife, Shirley, and son, Jason.

Mr. Clarke stated that he is very pleased to welcome both of these gentlemen to Mueller, Limited and he is confident they will be valuable additions to the Canadian management group. □

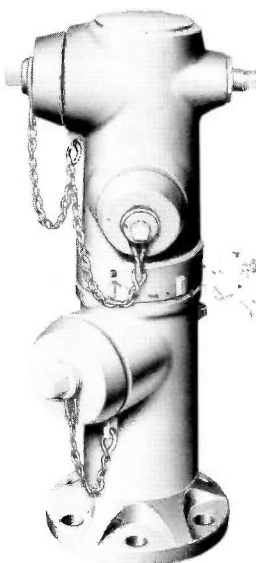
Leopold Becomes Subsidiary

Continued from page one

Their unique agitator nozzle of molded nylon is clog resistant and opens under pressure and closes automatically as a check valve. Plastic coated "in-filter" agitator piping systems, supports and other accessories complete the total Leopold agitator line.

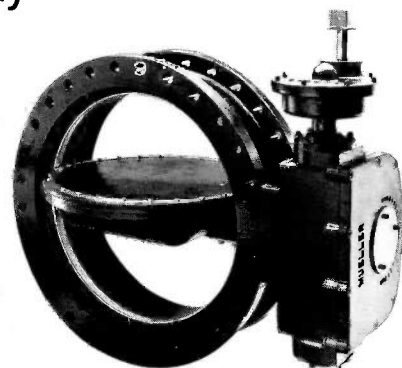
The Clari-Vac floating siphon is a special development that collects sludge using siphon pipes supported from a floating tank. It is a fast and low cost method of sludge removal. The simplicity of its patented system using the principle of the siphon and buoyancy offers low initial costs and lower costs of operation and maintenance. (continued on page four)

New Products Introduced At AWWA Meeting in May

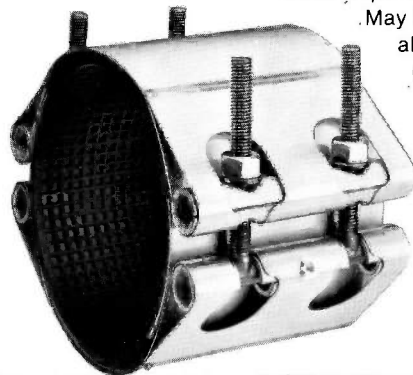


The Mueller® 480 Hi-Flo Wet Barrel Fire Hydrant was introduced by Mueller Co. at the annual meeting of the American Water Works Association held in May at Miami Beach, Florida.

With the introduction of the Mueller manufactured manual operator, Mueller Co. now offers a complete valve product package for its line of 12" through 48" Lineseal® III Butterfly Valves.



The Mueller 530 Xtra-Range® All Stainless Steel Pipe Repair Clamp was shown in May for the first time. Like the 520 all stainless steel clamp introduced by Mueller Co. last year, its optimized design has a special bolting mechanism which uses tubular bolt and lug bars instead of heavy castings or welded assemblies; the new 530 2-section series has bolts on both sides of the clamp.



Mueller Joins Disney Club

GOOD NEWS!... Mueller Co. is officially a member of Walt Disney's Magic Kingdom Club. What does this mean for you, as a Mueller employee? It means exclusive benefits and special values when you and your family vacation at DISNEYLAND Park in California or WALT DISNEY WORLD Vacation Kingdom in Florida, as well as other beneficial programs.

Mueller Co. is proud to be able to qualify for this quality program. The Magic Kingdom Club was initially designed to offer employees of industrial and military organizations in Southern California special ticket values. When Walt Disney World Vacation Kingdom opened in 1971 the Magic Kingdom Club went "nationwide". Today it is the largest recreational service organization in the U.S., comprised of almost 20,000 chapters and some 6 million members.

Current benefits for individual Magic Kingdom members and their families include a special reduced price on Passports (unlimited-use tickets) at both Disneyland Park and Walt Disney World Vacation Kingdom. A variety of family vacation plans are available at both destinations, reduced golf, tennis and River Country rates in Walt Disney World, reduced admission at Cypress Gardens, special discount rates at participating Howard Johnson's Motor Lodges nationwide and all National Car Rental locations nationwide.

To obtain a free membership card and 1982 guide book explaining further details, contact your Mueller Co. personnel department. And watch future issues of the PIPELINE for more news about your benefits as a member of Walt Disney's Magic Kingdom Club. □



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Continued from page three

Leopold instrumentation is used in water treatment and water pollution control plants throughout the country. Among these instruments are the compact recorder, which indicates and records fluid flow, and several transmitters to signal liquid and gas flow. Control panels and consoles are made at Leopold of reinforced fiberglass to contain a variety of system controls. Leopold also produces a wide range of primary devices for flow measurement, including the Leopold-Lagco Flume molded of Leo-Lite reinforced plastic, and the Type VT Venturi Tubes of cast iron or special metals for high pressures, water, sewage, etc. Butterfly valves, swing-type and detector check valves, drain valves, shear gates, flap valves, and valve accessories made by Mueller Co. are used by many of the same water filtration and sewage treatment operations. □



Leopold Company Main Office



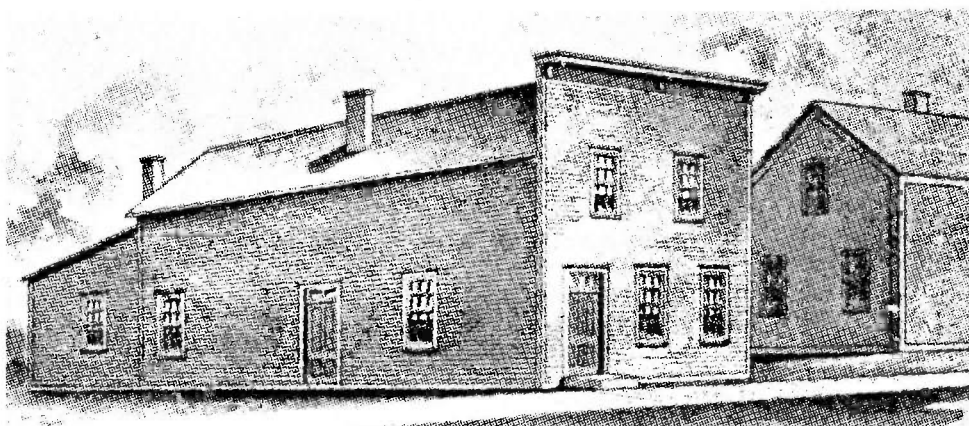
Agitator Assembly with Ralph Barr, Leopold employee.

MUELLER CO.

DECATUR, ILL. 62525

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Avon, CN (203) 674-0863, Dallas, TX (214) 934-1137,
Elgin, IL (312) 931-1970, Irvine, CA (714) 556-2230

Work That Began 125 Years Ago



A hundred and twenty-five years ago when the Mueller place of business was opened for the day the lock responded to a key in the hand of Hieronymus Mueller and the door swung inward to his touch. He was the force, the founder, and the sole employee.

Today the doors of the Mueller Co. open each day to a different scene. In contrast to a solitary mechanic working at his bench, nearly 2,000 men and women work in organized departments, each systematically carrying on the details of one of the leading manufacturing companies of the 20th century. Time has made many changes.

The H. Mueller business had its start in a small frame building on Decatur, Illinois' West Main Street in 1857, where Mr. and Mrs. Mueller lived upstairs and Mr. Mueller repaired and constructed guns and small machines. Two years later he moved his shop to another building on East Main, and it was from that location that he made the



rapid and substantial progress that eventually made him a national figure in manufacturing. Hieronymus' mechanical abilities, which he acquired as a machinist's apprentice in Germany, made valuable contributions to daily life in Decatur's

early days. It is said that pieces of meaningless steel in his hands were fashioned into graceful and useful forms. For example, in the 1870's he built an eight horse power engine for his factory from his own designs. The Decatur Plumbing and Heating Company was still using this engine seventy-five years later.

Another engine with a capacity of twenty horse power that he built was still in use at the Decatur Candy Company located in his old East Main Street building until nearly 1960, a fine example of the efficiency and durability of Mueller-made goods. From the first products made by Mueller himself in those early workshops came the tradition of quality manufacturing that dominates all of our efforts at Mueller Co. today. □

Bulk Rate
U.S. Postage
PAID

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Springfield, IL