



*Anniversary*



JAMES B.  
**CLOW**  
& SONS



**CLOW NEWS**  
SEPTEMBER 1953

# *Dedication*

This issue of the  
Clow News  
is dedicated to the  
Directors, Officers and Employees  
who so valiantly served our  
company during its first  
seventy-five years of progress



## THE COVER

Symbolizes the passing of  
three-quarters of a century — and  
the young man who founded our  
company seventy-five years ago  
William E. Clow, age eighteen.

# The Officers of James B. Clow & Sons and Subsidiary Companies



John A. Byers  
Vice President



John Madden  
President



G. Warren Whitney  
Vice President



J. Beach Clow  
Vice President  
Died May 5, 1953



William E. Clow, Jr.  
Chairman of The Board  
Died August 6, 1953



George P. O'Day  
Vice President



David H. Nelson  
Secretary and Treasurer

## DIRECTORS James B. Clow & Sons

John Madden  
John A. Byers  
Harry B. Clow  
Donald B. Douglas  
Sidney C. Murray  
William E. Clow, Jr.  
J. Beach Clow



Sidney C. Murray  
General Counsel



Rudolph H. Krempels  
Assistant  
Secretary - Treasurer



Leroy D. Allen  
Assistant  
Treasurer



F. Pride Jones  
Assistant  
Secretary



George A. Macdonald  
Vice President  
Eddy Valve



A. W. Read  
Vice President  
Iowa Valve

## The President's Page

The following message is an excerpt from a letter written nearly twenty-eight years ago from our founder and then President, W. E. Clow, to his son, Kent S. Clow, who at that time was in charge of our manufacturing operations.

*"In reading over your last two letters, I note that you come back at me as if I did not realize what the company has accomplished. This is never my intent.*

*"When you have increased production or improved quality, you compare it with past conditions and that means nothing to the sales organization. I am fully appreciative of what you have done, but you have done it.*

*"Now, then — having produced, say, 70,000 tons of cast iron pipe in 1925, what I want to know is how you can produce and we sell, say, 100,000 tons. That is always my point of view. Once we accomplish anything — that thing has been done. That is water that has passed the mill. What I want then — is to do more.*

*"If we do not thus ever plan for more and do more we will die of dry rot as did the ——— Manufacturing Company.*

*"I am writing this because you seem to think that when I write regarding increased sales or production that I am unmindful of our splendid past. Not a bit of it, my boy — on the contrary I am very proud of it, but I will die still thinking and believing there is room for us to expand profitably. Just never feel that we have reached the limit in quality or quantity and the growth of the concern will proportionately increase every year."*

The letter so typifies the spirit, the enthusiasm, the confidence, and the courage of W. E. Clow that I felt all of us would enjoy reading it. It illustrates clearly the source from which came the cheerful optimism and master salesmanship of Bill Clow, Jr. who was President of our company during the years 1935 to 1941. It, too, shows the source of that great sincerity, business acumen and human understanding that were outstanding characteristics of Kent S. Clow, who followed his father's and brother's footsteps to the presidency of our company from 1941 to 1952.

It also explains the driving force and "the will to do" that have permeated our company since its founding seventy-five years ago. What I like to call "the Clow spirit" is just that, and today it is as alive, a lusty youngster now, as it was three-quarters of a century ago. It has been said that nothing happens by itself, something or someone makes it happen. The success saga of Clow & Sons during the past seventy-five years didn't just happen. The Clows themselves would be the first to disclaim credit and to insist, and rightly so, that credit must be given to the wonderful employees who have carried out, by hard work and mutual cooperation, the ideas generated in that basement store on Lake Street in Chicago in 1878.

On this, our seventy-fifth anniversary, we look forward with calm confidence to the next celebration — OUR ONE HUNDREDTH — knowing full well that these next twenty-five years will see proof that W. E. Clow was right in "thinking and believing there is room for us to expand profitably."

Let each of us dedicate ourselves to the proposition as phrased by Mr. Clow — "Just never feel that we have reached the limit in quality or quantity and the growth of the concern will proportionately increase every year."



William E. Clow

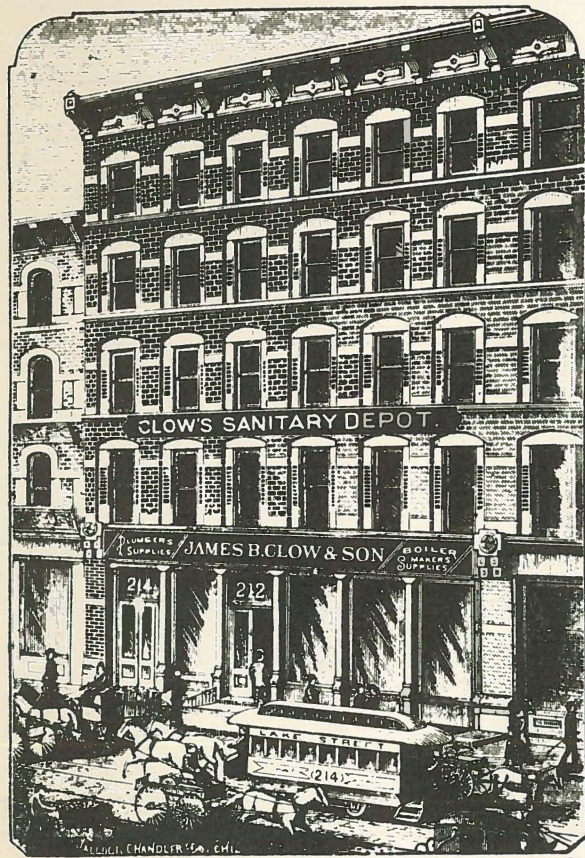


William E. Clow, Jr.



Kent S. Clow

# A Short History of James B. Clow & Sons



*The second home of the Company was still called James B. Clow & Son.*

The story of a young man who started out in 1878 with a loan of \$300 and founded a company which eventually grew to such a size that in 1952 its sales were over twenty-eight million dollars, is a story not only of a man but of a country and its way of living. We are not concerned here with the private enterprise system further than to say that in no other country would such a success story be possible and this is not an isolated case but one of many that are constantly taking place.

This particular success story first got under way 75 years ago when William E. Clow drew up a partnership agreement with his father, Captain James Beach Clow (the title was acquired during the Civil War) and named the new enterprise James B. Clow and Son.

The first knowledge the general public had of the firm was in 1879 when a store was opened in Chicago and stocked with a line of plumbing goods, pipe and fittings. Three years of thriving business caused them to move to the larger quarters shown at left. Again in 1889 warehouse space was needed and the head-

quarters were shifted a few doors down Lake Street to the corner of Franklin. By 1902 space limitations caused a third move to the corner of Harrison and Franklin Streets where the company remained until 1926, when it moved to its present location on Talman Avenue.

Like any successful young business which attempts to satisfy the needs of its customers, this one had to keep expanding and offering new services, new facilities. For example, jobbing of cast iron pipe was becoming increasingly difficult and the best solution for the young company seemed to be to acquire a foundry of its own. So in 1892 an old foundry at New Philadelphia, Ohio was purchased. This foundry served the company well until the foundry burned in 1895 and a new one was built at Newcomerstown, Ohio where it still operates, although not in the production of pipe. Then in 1897 it was felt advisable to purchase a brass foundry and this was done. Along with the brass foundry came a marble mill and Clow was now in the marble business as well. The brass foundry lasted until 1940 and the marble mill until 1941.

The expanding company continued taking on various sidelines as the years passed and in 1900 bought out the Rice Engine and Boiler Co. to become a manufacturer of Triumph boilers. Then during World War I, hard pressed for sources of coal and pig iron, the company acquired the Waldensia Coal and Coke Company in Tennessee and operated the Suwanee Iron Company in Kentucky until war's end. In the meantime the Coshocton foundry had been built. This is the largest plant of the company today, employing over 450 men.

About this time an interesting offshoot of the company appeared. This was the Clow Gasteam Heating Company. Since about 1900 we had been manufacturing and selling Gasteam radiators but by 1929 many gas companies had discontinued the merchandising of heating equipment and it became necessary to establish local branches for the sales and stocking of this product. Thus the separate Company was formed and continued in existence with many branches all over the country until 1942 when its functions were taken over by James B. Clow and Sons.

It wasn't until 1928 that the company again expanded, this time by the purchase of the National Cast Iron Pipe Company in Birmingham, Alabama. In 1935 National became a Division of James B. Clow and Sons, which it remains today.

Further expansion took place in 1945 when Clow added the manufacture of valves to its line by the purchase of the Eddy Valve Company of Waterford, New York.

In 1947 the Iowa Valve Company of Oskaloosa, Iowa was purchased and, like the Eddy Valve Company became a subsidiary of James B. Clow and Sons.

The jobbing of plumbing fixtures and associated materials which was the heart of the original company is still conducted from the Chicago office and is an important part of our total sales. Potential customers may see the latest in modern plumbing trends in the beautiful Clow showrooms which are always open to visitors.

Thus James B. Clow and Sons had grown from a single store on Lake Street to an organization of six plants located in five different states, and a sales force which is now nation wide. And the question must inevitably arise: How is it that the single store has grown, and what has promoted its growth? The answer lies in several important factors and many thousands of small ones.

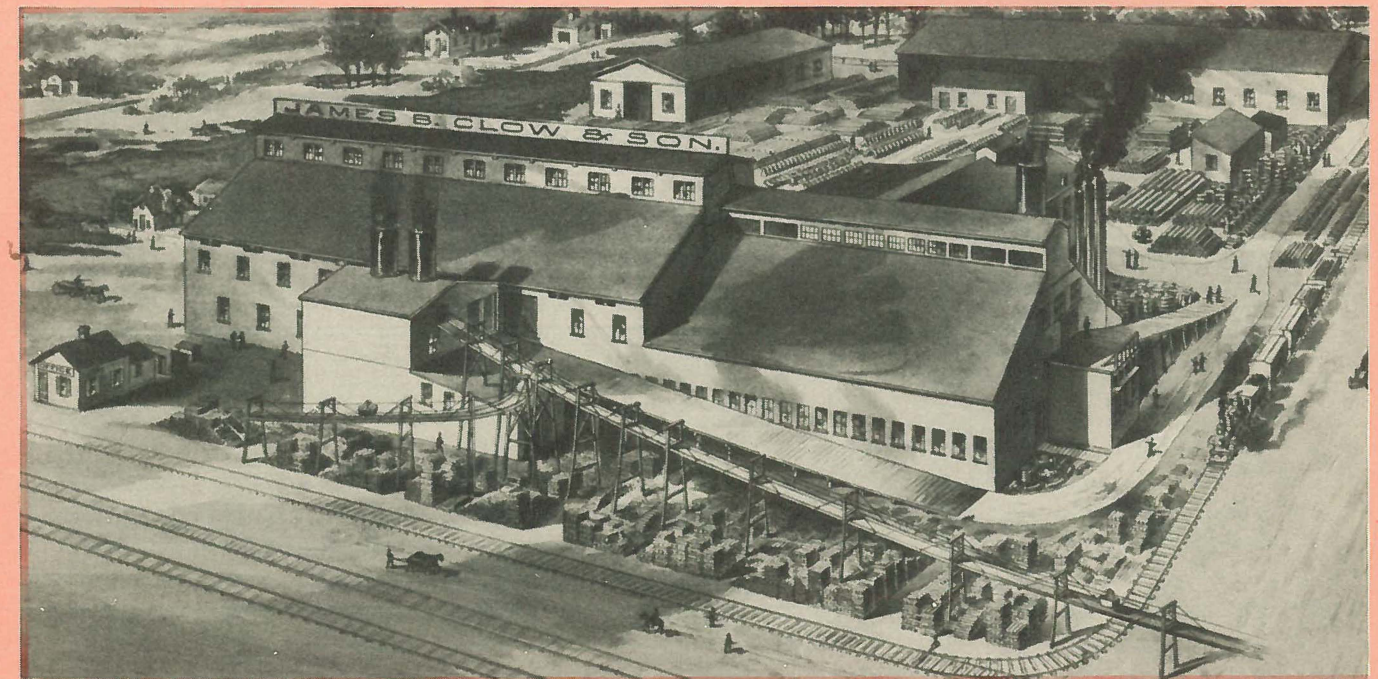
Most important of all was the man. William E. Clow who was the co-founder and the "Son" of James B. Clow and Son (as the company was called before the other sons entered the business) was not only a natural-born salesman and clear-sighted businessman but a man whose mere presence inspired respect and confidence.

But one man cannot run a company and he must attract and hold other capable men to help him. The top management of Clow today has, for the most part, risen through the ranks. To these men has fallen the responsibility of guiding the company through wars

and depressions. So well have they done their job that today we are in sounder financial condition than ever before.

However, the top management would be helpless without the backing of the large and loyal working force which is Clow's. Through the years one benefit after another has been worked out to permit members of the company not only to share in the profits of their labors but to promote their own and their loved one's security. There is operating today a Retirement Annuity Plan which has been very successfully in effect since 1941 and to which nearly every eligible employee now belongs. In addition a Group Insurance Plan, in which the cost is shared by the company, has been very popular. The company also cooperates in various Hospitalization plans in effect at the foundries. That this has been a sound program can best be shown by the fact that more than one-third of all Clow people have been with the company over 10 years. Less easy to show by statistics but just as important is the fine spirit of cooperation which has shown itself in superior workmanship and the instant response to any emergencies by the employees.

These then with one exception, are the important factors behind the success of James B. Clow and Sons. The exception is, quite simply, the United States of America. We say this because the U. S. is today almost the last country in the world where free enterprise can find expression. We think it's a healthy and normal way of doing things. On the following pages we have attempted to show what 75 years of private enterprise have done for one company.



*The first Clow foundry, located in New Philadelphia, Ohio, was purchased in 1892 and destroyed by fire in February of 1895.*



Gerry R. Kinnally  
Manager  
Jobbing Division

# CHICAGO JOBGING DIVISION

CHICAGO, ILLINOIS

by Lee Kelley  
Works Manager

It was back in 1923 that James B. Clow and Sons purchased the present Talman Plant, covering an overall floor space of approximately 215,000 square feet from the Sullivan Machinery Company. Quite an extensive razing and building program was entered into in order to provide room for our present office and warehouse building, while the north and south buildings were renovated to accommodate our plant operations.

In those days Clow-Chicago specialized in selling plumbing materials for schools and hospitals. Eastern potteries furnished the heavy earthenware plumbing fixtures while the brass goods were manufactured in our own south building. On the fifth floor of the south building was as modern a brass foundry as Chicago could boast of at that time, including high skylighted ceilings, electric and gas furnaces, overhead sand hoppers, machine and bench moulding, conveyors, sand blast tumblers, etc. The shop operations on the third and fourth floors consisted of machining, polishing, buffing, plating, assembling, testing and wrapping. The Clow-Gasteam Department occupied the first and second floors of the south building.

The general offices, as now, occupied the second floor of the main building; the basement and first floor

served as a warehouse for general plumbing fittings. The third and fourth floors were used for plumbing fixture storage and assembly and brass goods storage space. Cast iron pipe and fittings were stored in the south yard. The north building housed steel, genuine wrought iron and flanged cast iron pipe, and pipe shops. Enamelware plumbing fixtures were stored on the second floor balcony.

Basically our plant is the same as it was in 1926, although the passage of time has necessitated a few changes. The Brass Shop has been closed and well-known quality brass goods are now purchased from outside sources. The south yard was redesigned to stock a larger quantity of watermain pipe and fittings and a second crane was added to facilitate the handling of this pipe. World War II brought about more changes such as the program which called for the assembling of a 23# fragmentation bomb — this work being done on the third floor of the main building. The War also gave birth to a pipe fabrication shop which remains with us today. This shop produces steel and genuine wrought iron pipe bends and grids for the heating trade. Three floors of the south building are now well stocked with heating materials.

Where storage space in our plant was plentiful twenty-seven years ago — today we are hard pressed to warehouse all our needs. For instance; a common white

cast iron enameled 5-ft. tub is now manufactured in two weights and six different colors. So, in effect twelve tubs must be stocked where one was sufficient a few years ago. In addition a formed steel tub is now on the market and in five colors. We carry in our Talman Plant, a stock of tubs from three manufacturers. Over the years, our cast iron bell and spigot pipe has been augmented with the addition of cast iron mechanical joint pipe. "IPS" cast iron pipe with steel pipe outside diameters in 18-ft. lengths. From the above, it will be readily understood that warehousing in our present plant is becoming more difficult daily. The company at present, is considering a new plant to alleviate this condition.

A major item at our Talman Plant is material handling. It involves the handling of varied classes of materials, ranging from the smallest nuts and bolts to bathtubs, cast iron pipe, etc. Much use is made of mechanized equipment to load and unload our railroad cars and highway trucks. Approximately forty trucks are loaded or partially loaded with Clow material daily to serve our Midwest customers.

Safety in our daily work is foremost in the minds of all Talman Plant employees. The present records of each department are as follows:

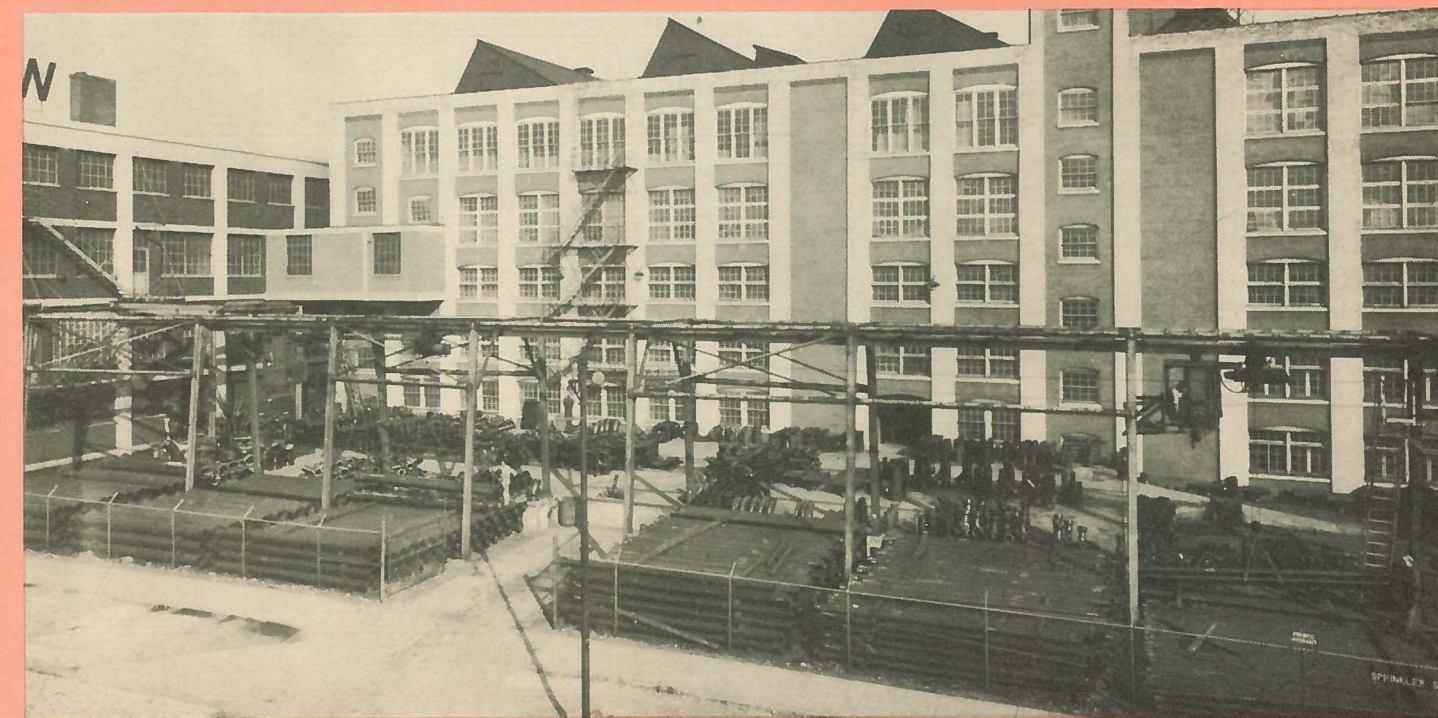
	Days Worked Without A Lost-Time Accident
Office .....	3,286
Pipe and Welding Shop .....	3,268
"B" Department .....	2,641
"A" Department .....	2,155

For all employees a well-equipped First Aid Department and recreational rooms have been provided, a lounge and library for those desiring to rest and read, a piano for those musically inclined, and ping-pong rooms for those who wish to exercise. Lunches are available to all employees at less than cost in our company-operated cafeteria. A parking lot of approximately 21,000 square feet directly across the street from our office entrance is for the convenience of our employees and customers. A bowling league in which both men and women participate fills in the winter months. In the spring of the year the Company holds the annual Inter-plant Bowling Tournament with each of the plants taking its turn as host for the event. Here the men from the foundries, Shops and Offices get a chance to meet.

The Spring and Fall Golf Tournaments for employees are well attended each year. The all important social event is the Annual Christmas Party to which all employees and their families are invited.

We have been fortunate over the years in having employees who have cooperated zealously to give our customers the best possible service and for the visitor we have offered a tidy industrial Plant and Office, highlighted by our "Modern Trends" Showroom. In this showroom industrial and residential plumbing, heating, and waterworks supplies are effectively exhibited.

Although fundamentally the same today as twenty-seven years ago, the Talman Plant has striven to keep abreast with the times. It is necessary that our stocks be ample and complete so that we can give our customer what he wants when he wants it.



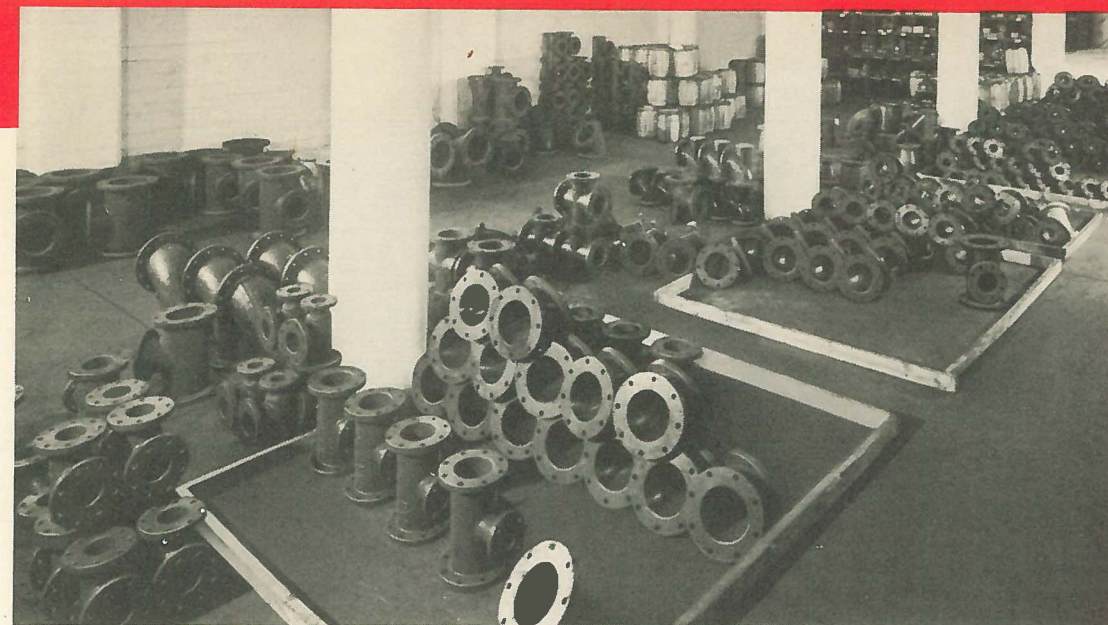
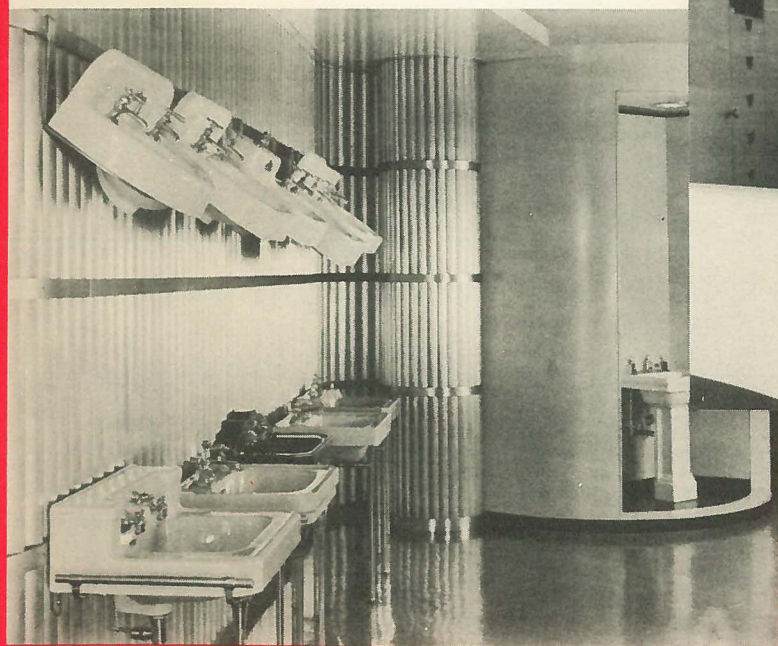
A view of Clows south yard in Chicago where cast iron pipe and fittings are stored.

M O D E R N ■ T R E N D S

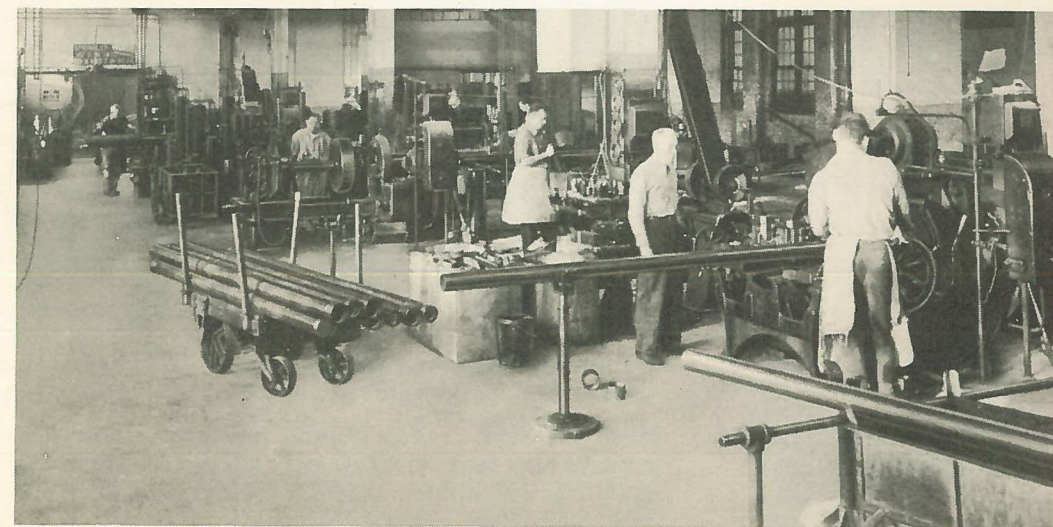


FOUNDED  
1877

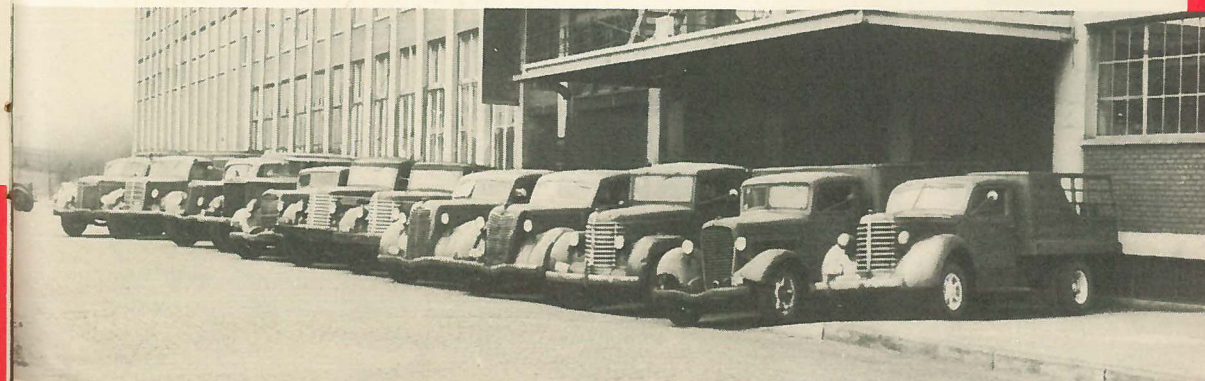
*Views of our Modern Trends Showroom.*



*Some of the fittings stocked in Clow's warehouse.*



*The Pipe Shop where pipe is cut and threaded.*



*A fleet of trucks that delivers Clow products to the customer.*



George B. Akeroyd  
Plant Manager

# THE NATIONAL DIVISION

**BIRMINGHAM, ALABAMA**

by Warren Whitney  
Vice-President of James B. Clow & Sons  
General Manager of National Cast Iron Pipe Division

## "LIFE BEGINS AT 40"

In 1913 when its now foster parent James B. Clow & Sons was 35 years of age, the National Cast Iron Pipe Division was born. In those days and until it was adopted by Clow in 1928 and for seven years thereafter, the National Division was known as the National Cast Iron Pipe Company. Organized a year before, National had no physical being until the year 1913.

At birth the infant was wealthier than its parent had been at a similar age. The original investment at National amounted to approximately \$100,000—a much healthier bank account than the \$300 with which James B. Clow & Sons got its start. There were plenty of times, however, when the bank balance was zero and a number of times when red ink was needed.

National today and for a long time has possessed strength, character and individuality. The adopted child has proved itself productive, capable and energetic. In its fortieth year it is looking forward to further progress with an occasional prideful glance into the past. National is proud of its foster parent and is looking forward to continued progress and success with and as a part of James B. Clow & Sons.

Some economists relate all progress to the possession and use of power. They and the historians point out that progress everywhere began with and is related to power. Let's look at the power behind National today.

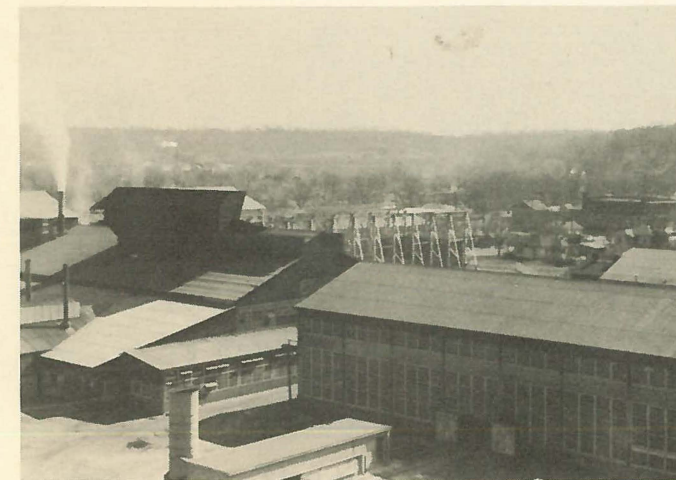
**MAN POWER.** Today nearly 400 loyal employees manufacture and sell National's products. Their average length of service with the Company indicates not only their ability but their confidence in their Company and the product it makes. They are one of the real strengths behind National's progress and an assurance to its future success.



Four supervisors representing over 104 years of combined service inspecting "Anniversary Pipe."

In recent years tremendous strides have been made in improving working conditions for employees. Better lighting, better working areas, better ventilation, modern toilet facilities and many improvements in working tools and methods have been engineered and built. Superior insurance coverages of all kinds protect the employees' security. Cooperation in the matter of safety, both within and without the plant, has resulted in far better than average safety conditions—a world's record in the foundry industry is possessed by National employees.

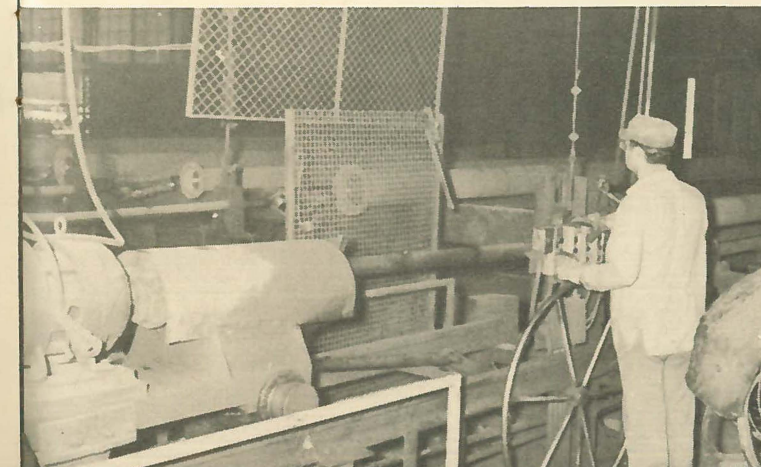
**ELECTRIC POWER.** Nearly 5,000 horsepower has been harnessed to improve National's manufacturing processes. This has brought about better methods, greater efficiency, and has added to better working conditions. Has made possible the production of a better product. National's melting department is considered one of the finest in the foundry industry. Modern methods of casting pipe centrifugally assures our customers of a uniformly high quality product.



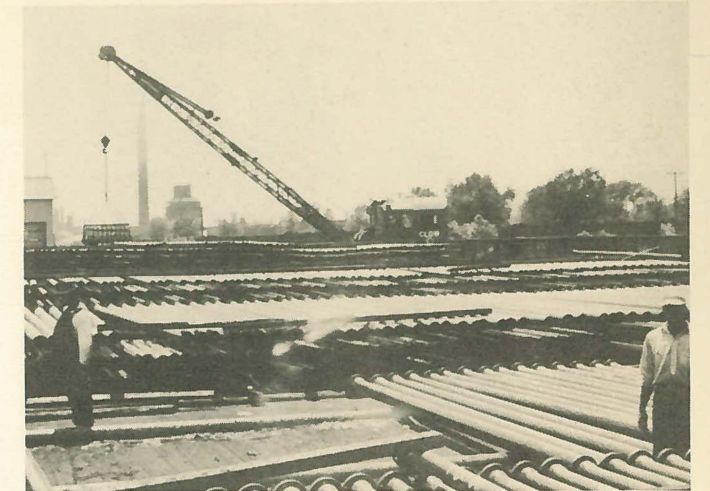
The National plant as seen from the elevated water tanks with deLavaud foundry and melting department in the background.

Everywhere modernization of manufacturing methods and equipment is in evidence. Magnets transport raw materials of metal and conveyor belts handle non-magnetic materials. In all departments new and improved devices insure uniform high quality product with minimum effort. Throughout the plant mechanization makes jobs easier and safer.

Reamer station (below) in pipe finishing department.



**DIESEL POWER.** During its fortieth year National adopted modern diesel power as evidenced by its efficient, smooth working diesel locomotive crane. Modern, speedy, quiet, it efficiently loads and stacks our finished product.



**GASOLINE POWER.** National's mobile equipment is a good symbol of progress made. Transportation and the handling of products within and without the plant is efficiently handled by modern equipment.



**RAIL AND AUTOMOTIVE POWER.** Prompt service to customers is often one secret of the growth of any company. Located on a spur from a main line railroad, a large part of National's product is shipped in railroad cars. The large growth of truck transport of National's product has supplemented service to customers and has added to progress.



Convoy of trucks ready to deliver some of National's pipe to the customer.

**FIRE POWER.** During World War II, National readily took up its patriotic duties, producing large quantities of 155 mm. shell and 90 lb. fragmentation bombs. A remarkable record was achieved for which the Army-Navy E was awarded to National employees.

**THE POWER OF SALES AND SERVICE.** National has great confidence in its sales department and in the product it sells. We have confidence in our customers who have shown their loyalty to us in times when we needed it. We hope to continue to merit the confidence they have placed in us and to continue to sell through service, further cementing the friendships we now enjoy and gaining new ones.

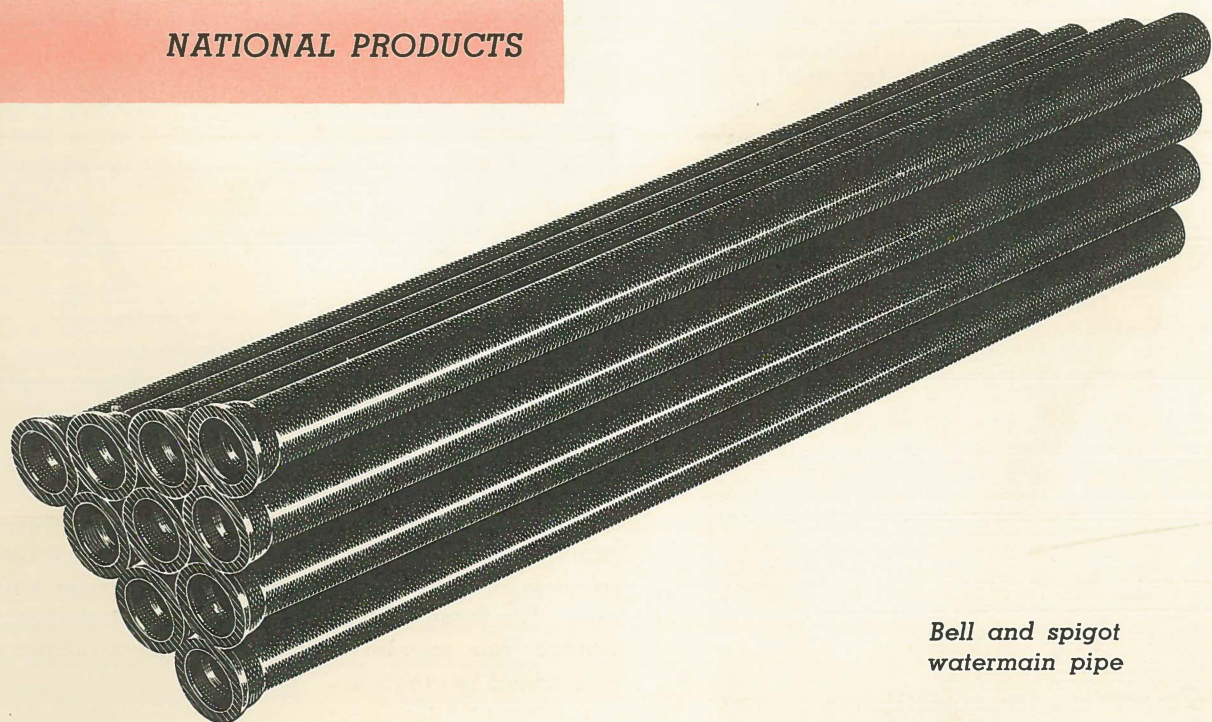
**THE POWER OF COOPERATION.** In National's forty years there is no record of its having failed on any job. This we believe is due to the strength that comes from cooperation between employees, with other divisions of the Company and with our neighbors here in the southland. One by-product is the satisfaction of doing a good job and contributing our share to the overall good of the Company. Another by-product is happy living and the joy that comes from accomplishment.

**THE POWER OF IMAGINATION.** We at National can see into the next forty years and to us it looks good. With what we have accomplished, with purpose to improve, and with confidence in each other, we can only predict future success and happiness. Toward this goal we direct our efforts.



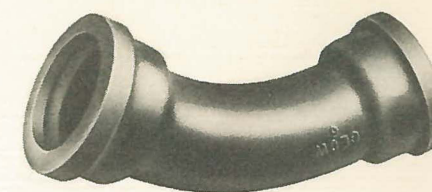
Company owned homes occupied by employees.

**NATIONAL PRODUCTS**

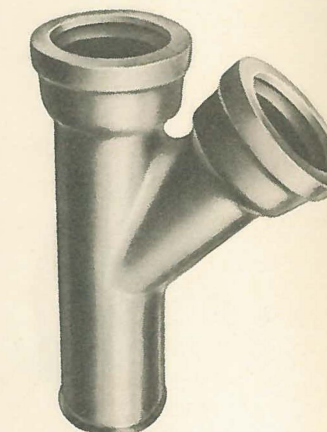


Bell and spigot watermain pipe

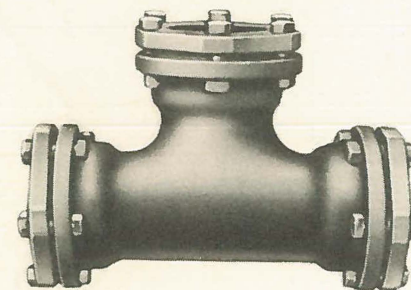
**FITTINGS PRODUCED AT NATIONAL**



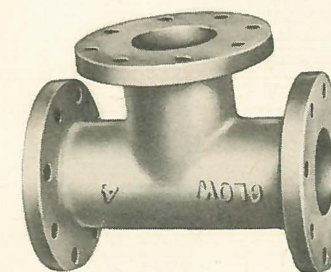
All bell eighth bend



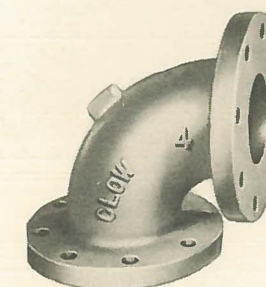
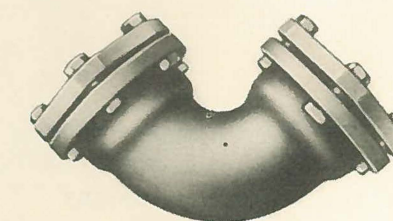
Bell and Spigot "Y" Branch



Mechanical Joint Fittings

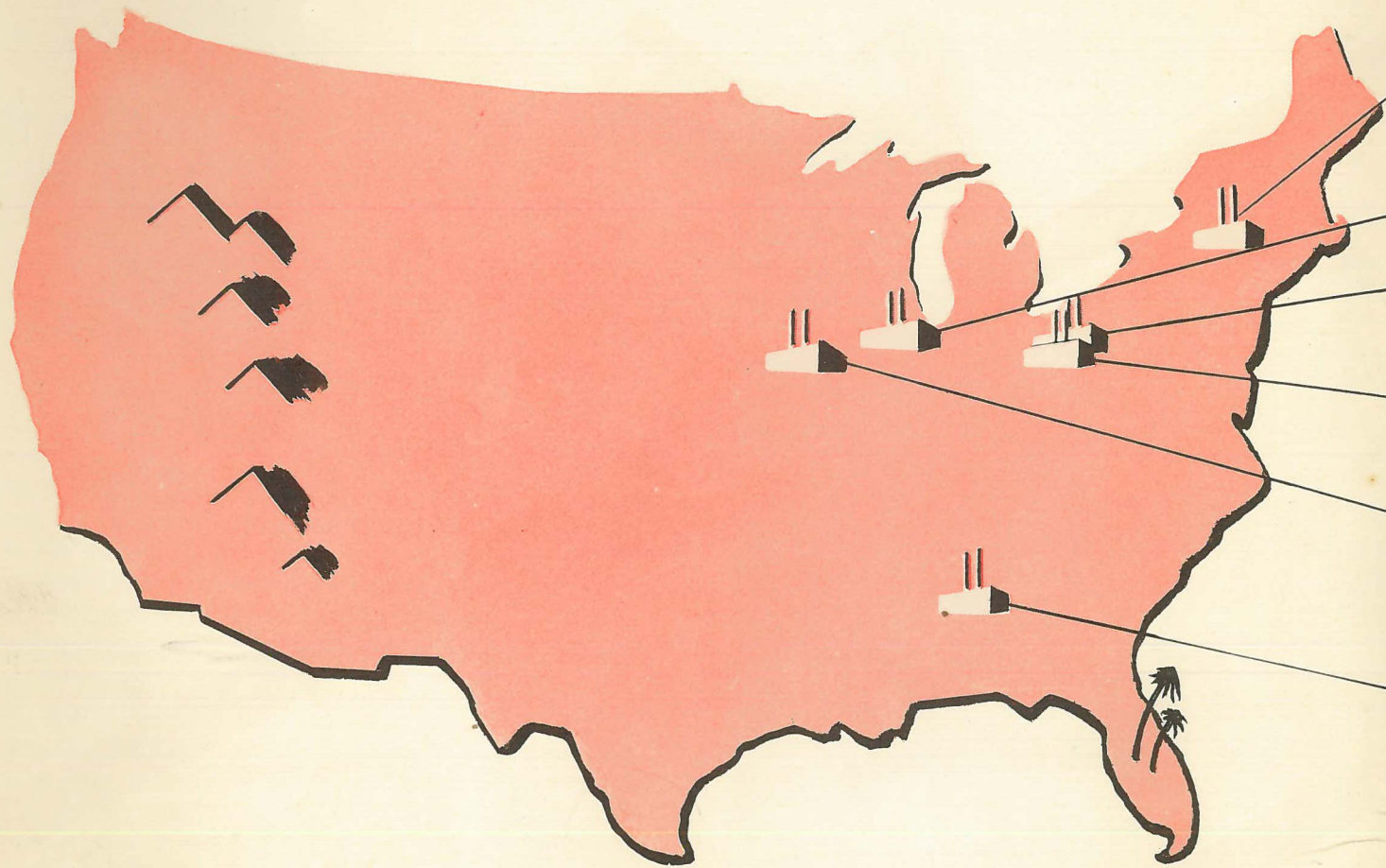


Flanged Fittings





# Clow's Sales Force and Plants



- EDDY VALVE  
WATERFORD, NEW YORK
- JOBGING DIVISION  
CHICAGO, ILLINOIS
- NEWCOMERSTOWN PLANT  
NEWCOMERSTOWN, OHIO
- COSHOCTON PLANT  
COSHOCTON, OHIO
- IOWA VALVE  
OSKALOOSA, IOWA
- NATIONAL PLANT  
BIRMINGHAM, ALABAMA

**LOS ANGELES**



M. T. Brammon

**HOUSTON**



S. W. Boyd

**BIRMINGHAM**



E. C. Hughes

**DALLAS**



F. H. Beck



A. J. Belew

**KANSAS CITY, MO.**



W. J. Roberts



R. L. McLeod



H. B. Weaver



T. J. Egan

**DES MOINES**



F. L. Wehrle

**MINNEAPOLIS**



R. Holz

**OSHKOSH**



H. Skibbe

**NORMAL, ILL.**



L. A. Fahlander

**SOUTH BEND**



R. G. Rinehart

**NEW YORK**



R. G. Stuhltauth



R. O'Connor



J. L. Sheary



T. F. Wolfe, Jr.

**PITTSBURGH**



J. F. O'Brien



Keith V. Porter



H. Bower

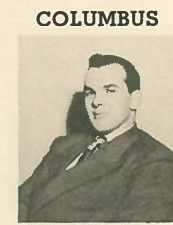
**CHICAGO**



H. G. Tiedeman



R. H. Schramm



R. G. Ratcliffe



W. Albright



W. C. Douglas



J. D. Foreman



D. Haley

**CHICAGO**



H. J. Harris



J. J. Healey



F. C. Jurasek



L. J. Lindberg



L. P. Mandelbaum



R. C. McAdam



T. R. Seabrooke



P. F. Slaughter

**SALES MANAGERS**



V. M. Wall



W. F. Weber



R. W. Michaels

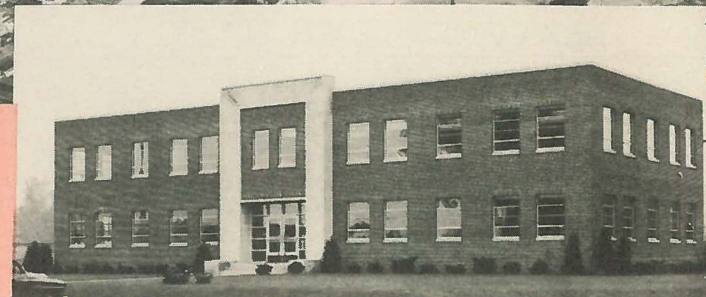
**NATIONAL**

**EDDY**

**IOWA**



The Coshocton Foundry above and new modern office shown at right.



# COSHOCTON FOUNDRY



by Thomas A. Ripley  
Plant Manager of the Coshocton and Newcomerstown Foundries

## COSHOCTON, OHIO

In these days when security is the watchword of our endeavors we marvel at the vision and courage of our founders. Following the depression of 1907 it took both qualities to make the decision quoted below from a 1908 issue of the Clow Bulletin:

"Owing to increased business it has become necessary for James B. Clow & Sons to erect another plant, the cost to be one million dollars. Ground for the new buildings to occupy 50 acres will be broken immediately. Coshocton, Ohio was chosen at the site of this new plant, following an agreement between the Company and the Coshocton Board of Trade."

Following this decision with prompt action, ground for the new foundry was broken on January 11, 1909 and the first lot of pipe was cast on March 17, 1910. It is of such substance that 75 years of progress is attained. We at the Coshocton plant are proud of our contribution to this progress.

Throughout the past 43 years our Coshocton plant has lead or kept pace with the most modern manufacturing methods of the Cast Iron Pipe Industry. Our 1910 plant, the most modern of its era, produced pipe which were statically cast in vertical sand molds with the "bell down". The latter feature greatly increased pipe qual-

ity and this remained the accepted production method until it was rendered obsolete by the newly developed deLavaud process.

In 1930 plans to adopt the deLavaud process at Coshocton were in the engineering stage. To make room for this project the manufacture of sand cast pipe was discontinued on February 21, 1931. We were in the depths of the worst business depression ever experienced but once again, with the same vision, courage, and faith in the future, our building program went forward and as a result we possessed the most modern deLavaud pipe foundry in the country. As evidence that this risk added to the 75 years of progress is the fact that since April 11, 1935, when our first deLavaud pipe was cast, until July 1, 1953, we have produced and shipped 838,814 tons of super deLavaud cast iron pipe.

In 1949 we added a fourth pipe casting machine which permits the production of four different sizes of pipe per day without costly equipment changes. Our normal production schedule employs a two machine operation which produces approximately 2 miles of pipe per 8 hour shift.

To keep pace with our increased pipe production, the continuous method of molding fittings known as the "Circuit" was installed in 1937. This unit can produce approximately 20 tons of 16" and smaller fittings per 8

hour shift; in addition we have floor moulding space for making accessories and fittings through 24" diameter.

During World War II pipe and fittings production was discontinued due to lack of metal allocation for our products. We then turned to the war effort with more desire than facility for producing much needed war material. However, with the help of secondhand machine tools and a lot of improvisations, a creditable job was done in the casting of large machine tool parts, machining of tank brackets and the production of 7 million tubes and bases for 23 lb. fragmentation bombs.

Since World War II our efforts once again have turned to progress through plant modernization. Our cupolas, the heart of our foundry, were given first attention. This large investment gave us the most technically advanced melting unit in the country. It is complete with facilities for automatically recording the weight of all raw materials including air, which is dried by refrigeration and then pre-heated to approximately 450 degrees before entering the cupola. The flexibility of operation afforded by these features permits us to take advantage of market conditions in purchasing raw materials and still produce 30 tons of molten metal per hour to strict specification. This unit was put in production on November 15, 1949.

Our chemical and physical laboratory, built in 1942, has been kept up to date by the purchase of the latest laboratory equipment. Streamline methods, some of which were developed by our own staff, permit us to make a complete chemical analysis of our iron each hour. Physical tests of our pipe are made at 3 hour intervals and with the help of our new metallography section we are equipped to insure a high level of quality control.

Our laboratory is also provided with the latest molding and core sand testing equipment which is used for control and research purposes. Laboratory investigation of synthetic resin core binders has resulted in a completely new fittings core department, employing continuous high frequency dielectric core ovens. Installa-

tion was made in 1953 and this phase of core making is the most modern in the entire country.

Many other facilities have been added during the past few years. A \$250,000 fire which occurred on Good Friday, April 4, 1947 necessitated the building of a new two story fireproof storeroom. As an extra precaution a sprinkler system was installed throughout the plant. A Production and Shipping office was added in 1951 and our new two story brick, air conditioned office building was first occupied on June 23, 1952.

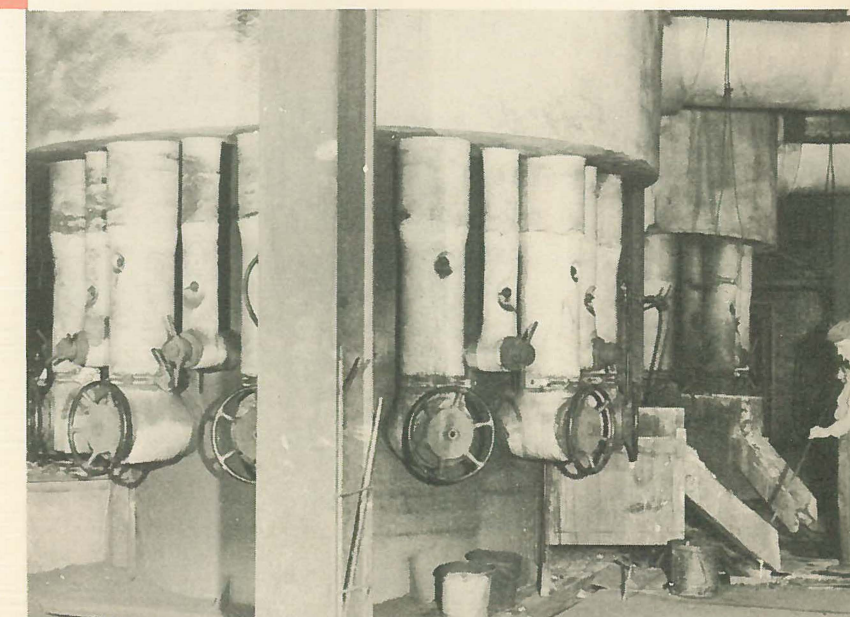
While modernizing our plant we have kept our product modern, too. Our Clow-National Mechanical Joint is a favorite in the water works field because of the simplicity with which these water tight flexible type joints can be installed. This year we have developed a river crossing pipe joint which features a two piece joint assembly with unrestricted flow at 15 degrees deflection. With this addition we feel that our coverage of products for the water works field is complete.

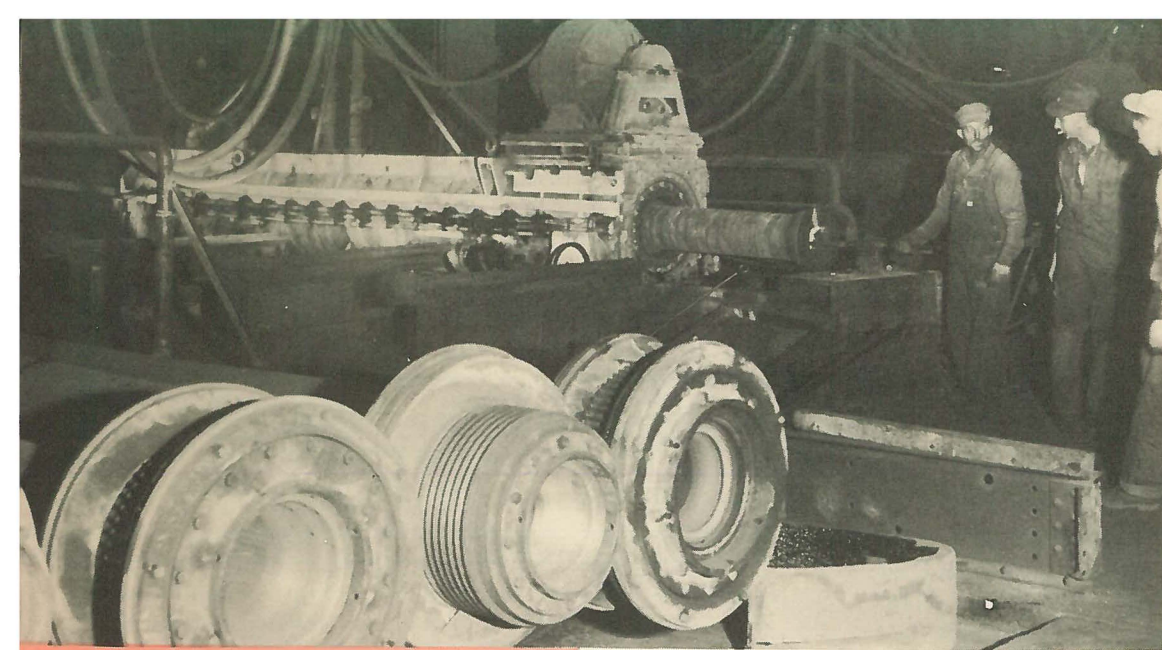
Much of the success and progress at the Coshocton plant can be attributed to the high caliber personnel that we are able to select from Coshocton and the surrounding vicinity. The character of our employees was best exemplified in 1951 when they organized the Independent Cast Iron Workers, a self operating union organization that truly represents the production and maintenance employees of our plant. Our first two year contract was signed on January 30, 1952. Through the medium of monthly meetings we have had a free exchange of views and successful negotiations on all phases of industrial relations, all of which spelled progress in this most important phase of successful plant operation.

Our project list for continuing the modernization of our plant is never ending. Our goal is to produce the best possible product, at the lowest possible cost, under the most favorable working conditions, without accident. Through the leadership and support of our Officers and Directors we shall strive to continue our prominent place in the company as we look forward to many more years of progress.

## THROUGH COSHOCTON'S FOUNDRY

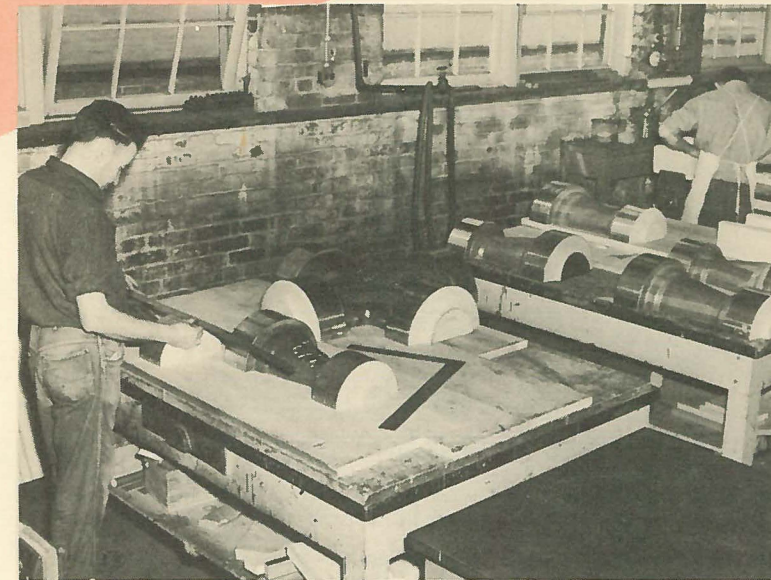
The cupola from which flows the molten iron that supplies the foundry.





### CASTING THE PIPE

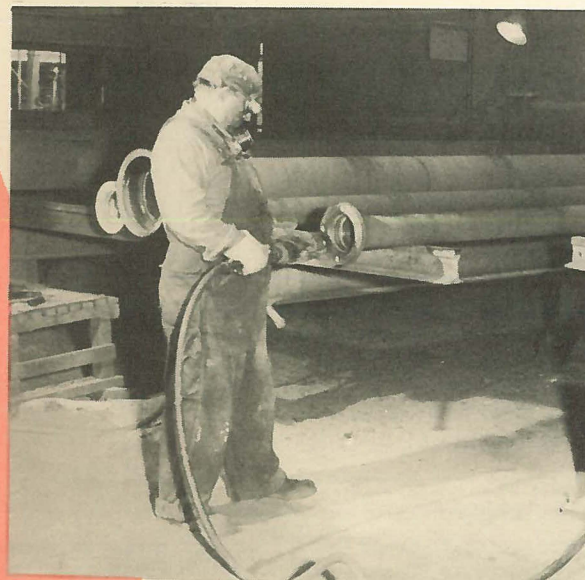
*Casting 18-foot lengths of pipe by the deLavaud process.*



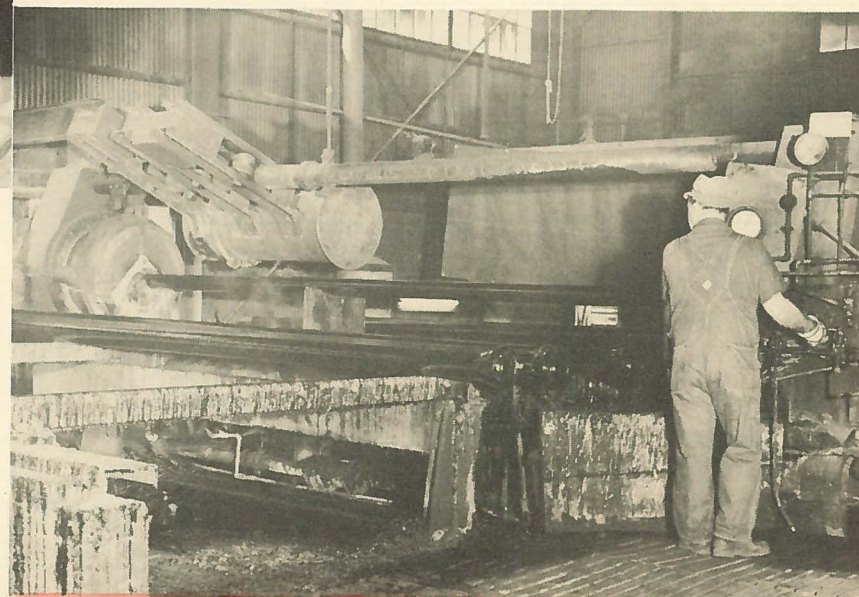
### PATTERN MAKING

*Mahogany, pine, cherry and walnut are worked into shape of the desired casting by patternmakers.*

### PIPE CLEANING



*Upon removal from the deLavaud machine the pipe is sent through the annealing oven. Later the pipes are reamed and brushed and have the bells cleaned by wire brushing.*



### PIPE TESTING

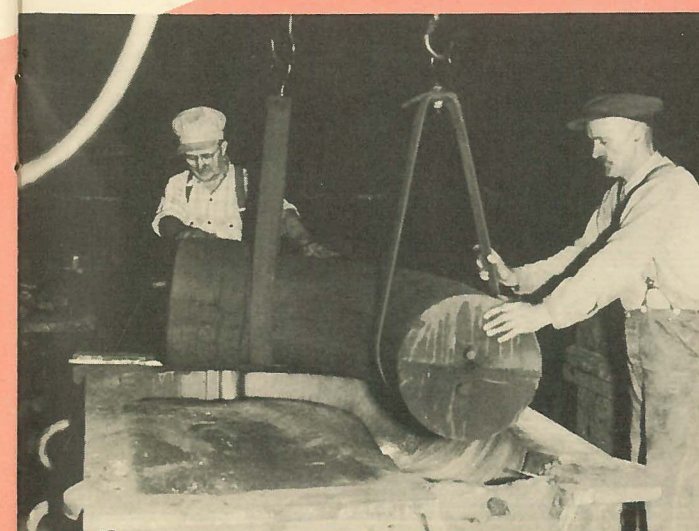
*After the pipe has been tarred it is tested under 500 pounds per square inch water pressure.*



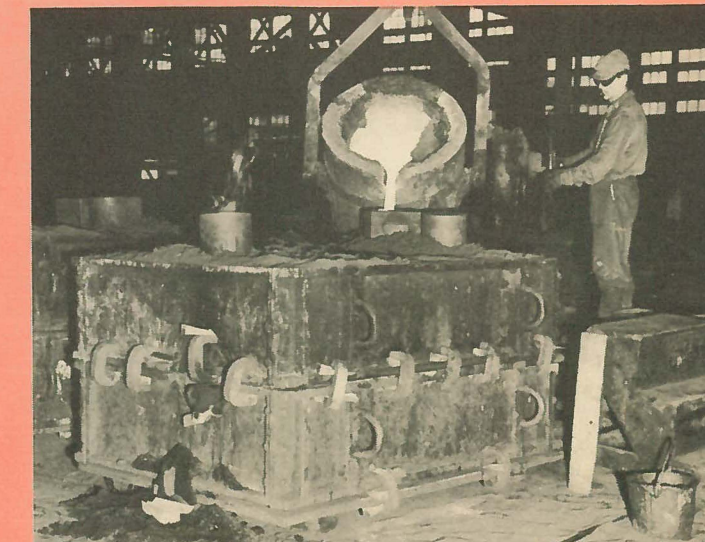
### CORE MAKING

*Sand is mixed with suitable binders and rammed into core boxes to give a shape corresponding to the inside cavity of fitting to be made. After suitable baking in the core oven the core becomes very hard and holds its shape when the molten iron is poured.*

### SETTING THE CORE

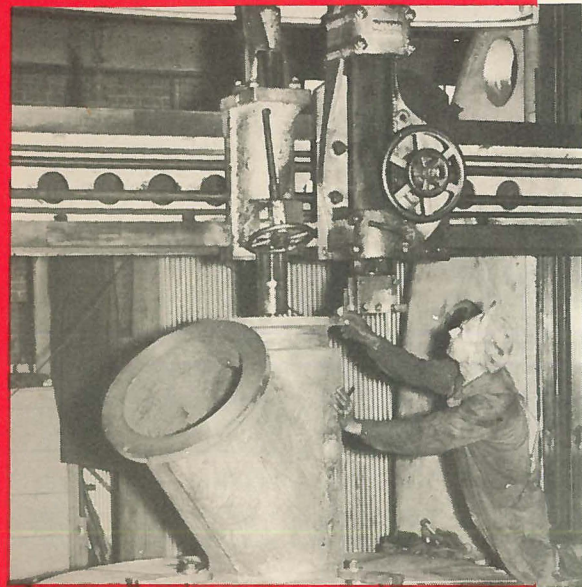
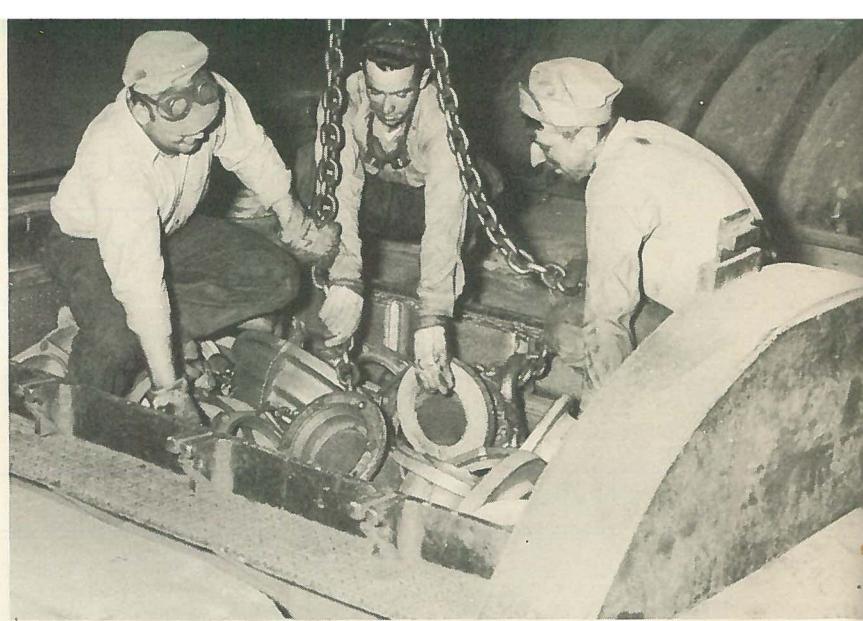


### POURING THE CASTING



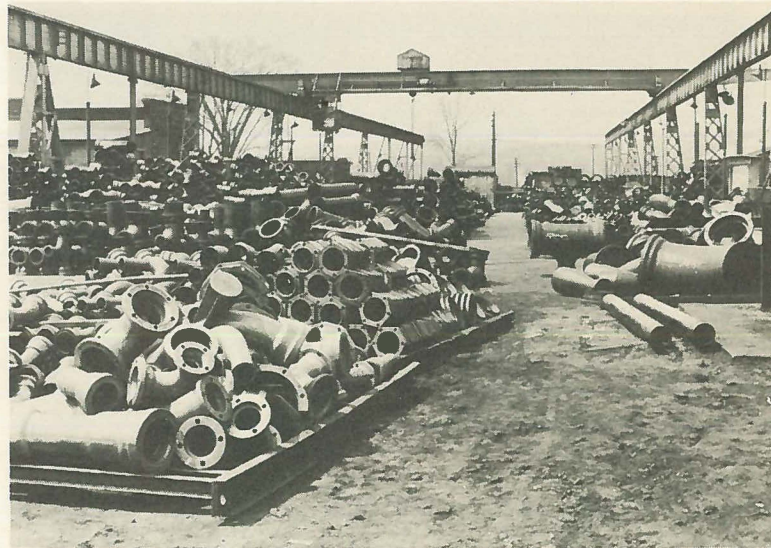
### CLEANING THE CASTINGS

After the iron solidifies in the mold the sand is shaken away. This is done by tumbling the castings in huge barrels to remove adhering sand and at the same time smoothen the surface of the casting.



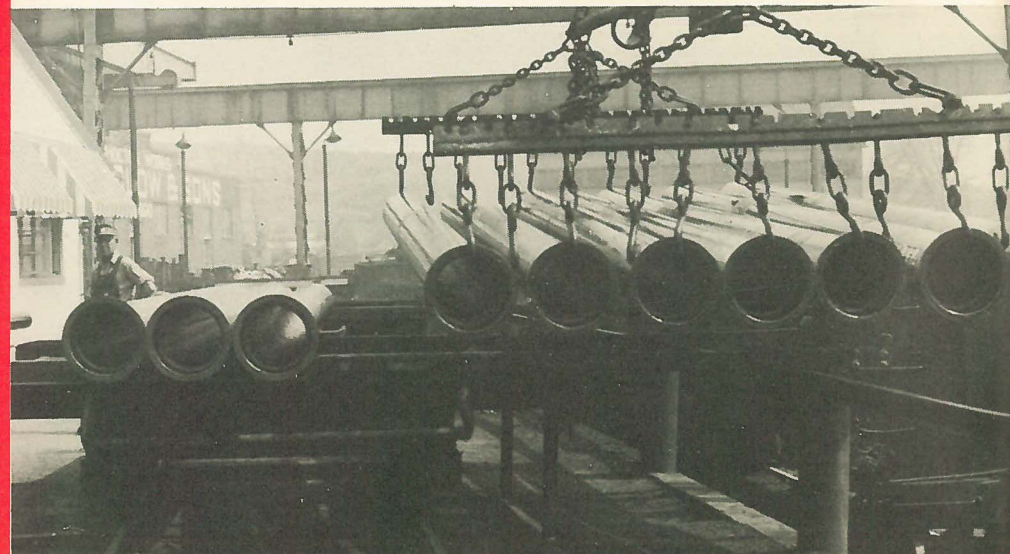
### MACHINING

Flanged fittings and certain specialty items must be machined to assure the proper fit on the job.



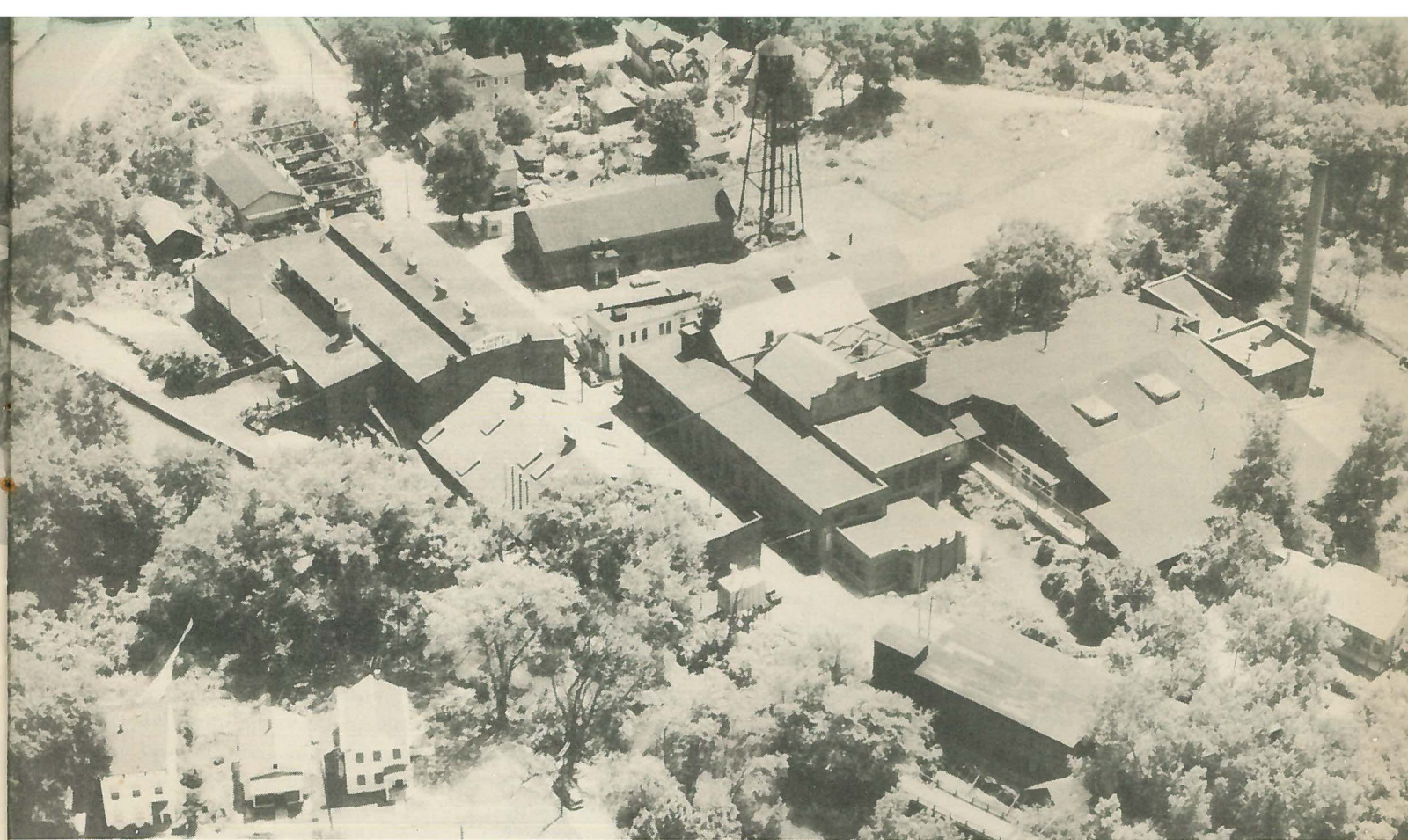
### FITTINGS SHIPPING YARD

Fittings are given the proper coating and are then stocked to be ready for instant shipment to the customers.



### PIPE YARD

The pipe arrive at the shipping skid approximately two hours after the iron they contain was charged into the cupola.



# EDDY VALVE COMPANY

## WATERFORD, NEW YORK

by George Macdonald, Works Manager  
and Walt Sorenson, Correspondent

While the original founding of the Eddy Valve Company doesn't exactly go back to the dawn of history, it does extend back at least a century. Somewhere around 1849 when more adventurous souls were heading for the gold fields of California, George W. Eddy founded a small manufacturing concern in Waterford, New York and christened it the Mohawk and Hudson Manufacturing Company. George Eddy was an inventive and ingenious man who soon had a line of assorted items which included locomotive wheels, straw bailers, axes, wine presses, straw presses, stove castings, cast iron statues and hitching posts. In fact his line was as diversified as the Clow line in its early days. Here was another small manufacturer starting up under the free enterprise system and casting about to find a satisfactory item he could settle on and manufacture at a fair profit.

In 1849 a building was constructed for the young company to house the assembling and machining of its various products. This building, a three floor affair, still stands today and is used as our Machine Shop.

Apparently valves did not make their appearance in the young company's line until the early 1870's. The present-day Eddy taper seat valve was patented in 1873 and went into production shortly thereafter. Having made valve parts for other manufacturers for some time, the company had a good start in the making and assembling of valves. This was the original means by which the company got into the valve line.

In 1875 the company changed hands when John W. Knickerbacker and associates purchased the organization. The manufacture of all items but valves and hydrants was discontinued and many new lines of valves and hydrants were designed and produced.

Up until about 1890 the hydrant manufactured by the Mohawk and Hudson Mfg. Co. was known as the

"Mohawk." At that time Thomas Knickerbacker's son, John, designed an improved hydrant which, with minor changes such as a swivel head, is still made today as the "Eddy" hydrant. So efficiently was this hydrant designed that today there are over 150,000 of them still in service, many of them being more than half a century old. In fact there are still some Mohawk hydrants giving service.

In December, 1900 the Eddy Valve Co. was incorporated, still under the guidance of the Knickerbackers who were to remain with the organization for almost seventy-five years. By 1945 Mr. John Knickerbacker, who had taken over the reins of the company from his father quite a few years previously, was ready to retire.

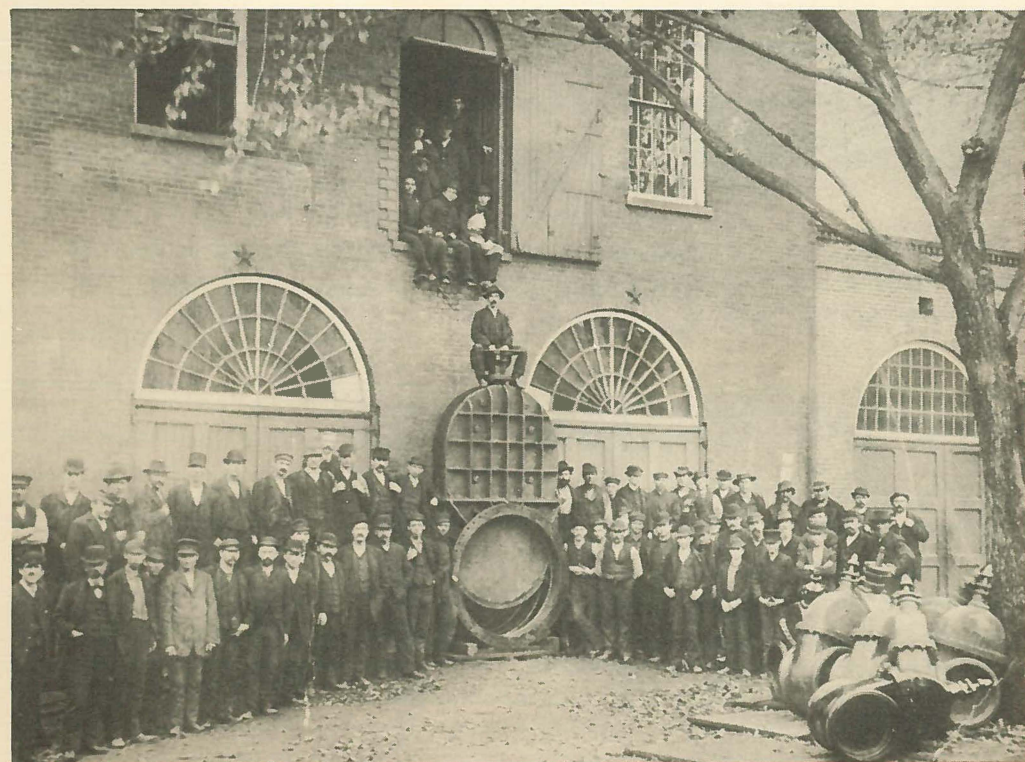
During the Columbian World Exposition in Chicago in 1892 William E. Clow met Mr. Rogers (John Knickerbacker's partner) and, striking up a mutual admiration, a deal was worked out under which Clow became the western agents for Eddy products. This arrangement continued until 1945 when Eddy's onetime agent became its purchaser and the company had changed hands for the second time in its history.

In the last few years the production of Eddy's hydrants and valves has been greatly increased in an effort to meet the steadily rising demand for Eddy products. New methods have been introduced to increase efficiency and new machinery is constantly being added.

The Eddy Valve Co. is one of the outstanding manufacturers of valves, especially in the larger sizes for the gas manufacturing field and the satisfaction given by Eddy valves has made them greatly in demand. Eddy which produced 54 and 60-inch valves last year, had not made these sizes for nearly 27 years.

Those who have worked at Eddy and those who are frequent visitors are aware of the many plant changes in the past eight years. At present time changes are being made in the Hydrant House, Brass Foundry, Tool Room and Brass Machine Shop. Power necessary to run our plant at one time was supplied by a water wheel and turbine generator. All power is now being purchased and line shafting is fast disappearing from the scene. Some other plant improvements have been the facilities for producing smaller sized valves. These facilities, both in the foundry and in the machining and assembling department have been developed so that we may offer our customers a better product.

Good products can only be made by good workmen and the morale of Eddy employees has, in recent years, been improved and maintained by the payment of adequate prevailing wages. Benefits such as paid vacations, paid holidays, annuity programs and life insurance have also been set up. An active safety program has been established and considerable progress has been made. The environment has also been improved by the addition of new shower and locker rooms and it is anticipated that there will be a constant series of improvements as the years pass.

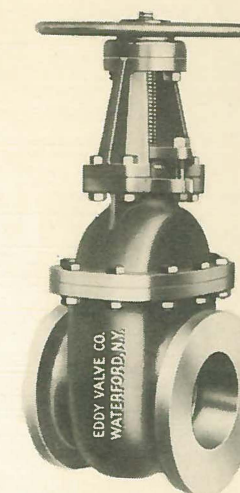


Back in 1884 the men of the Eddy Valve Company took time out to pose alongside one of their prize valves.

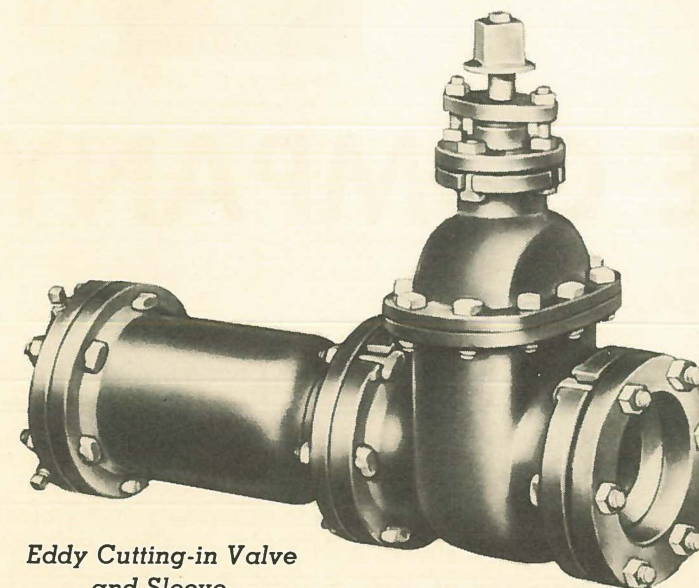
## EDDY VALVE PRODUCTS



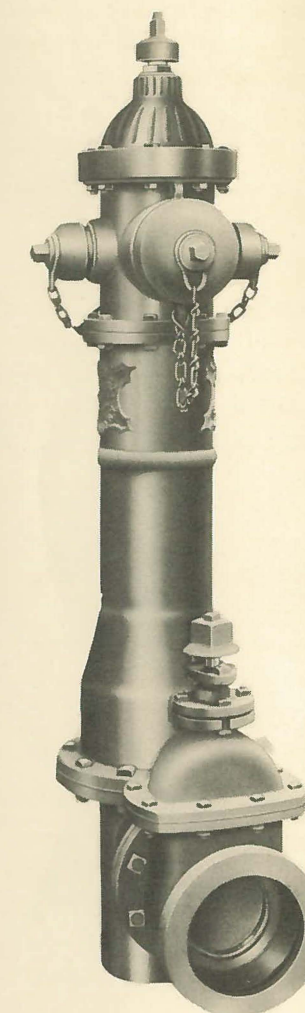
Parallel Seat Double Gate Valve with Bell Ends.



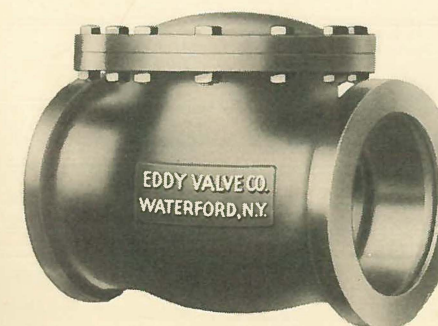
Taper Seat Double Gate Valve with Flanged Ends.



Eddy Cutting-in Valve and Sleeve.



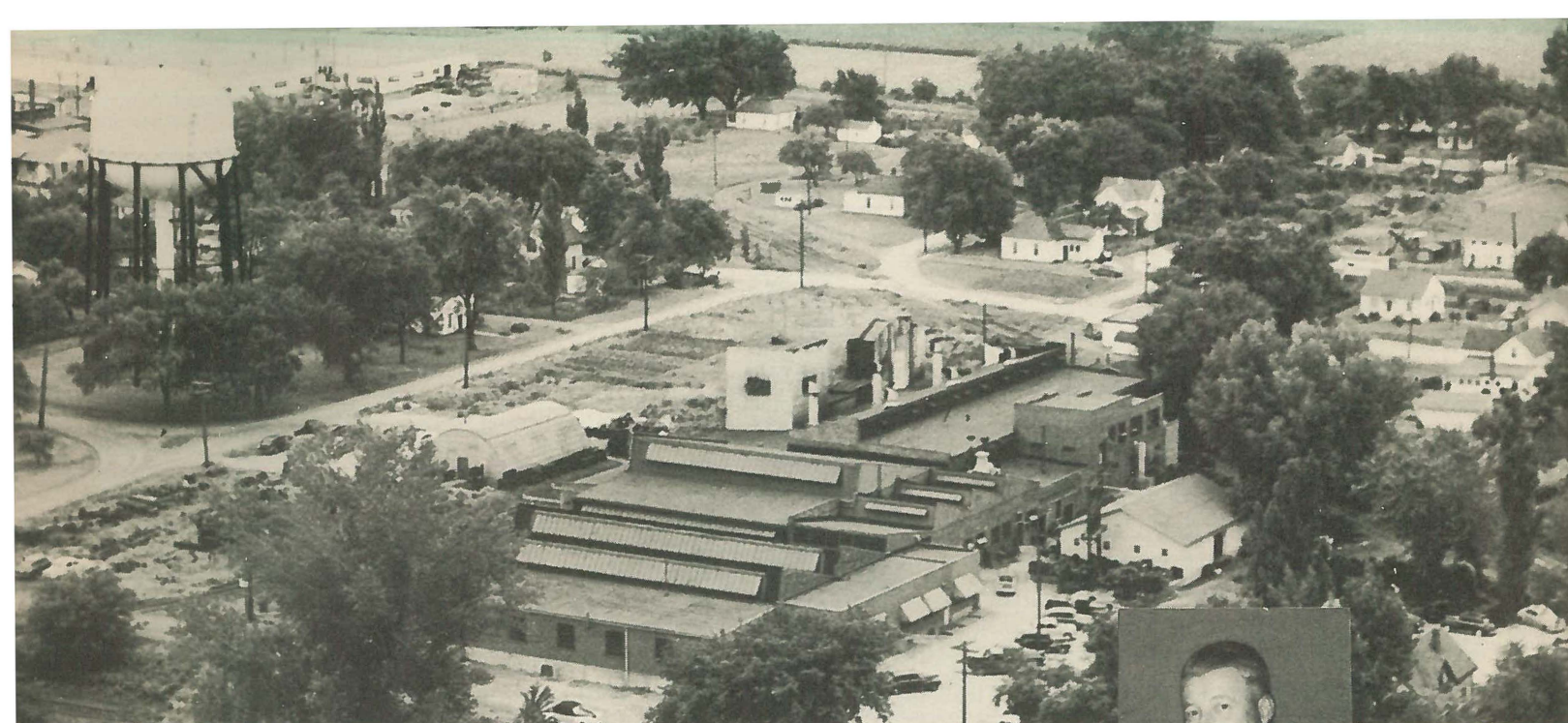
An Eddy Hydrant with a Steamer Nozzle and fitted with an Auxiliary Valve.



Horizontal Swing Check Valve.



Eddy Foot Valve.



Dwight B. Richards  
Plant Manager

# IOWA VALVE COMPANY

OSKALOOSA, IOWA

by Fred Gegner  
Iowa Correspondent

Iowa, the state of tall corn, the state in which we live. The fact that Iowa has 25% of the grade A land in the United States is definite proof of its excellent soil. Almanacs and encyclopedias claim that no civilized area of equal size has such consistently fertile soil as the state of Iowa.

Nestled in the southeastern section of Iowa is the small town of Oskaloosa with a population of approximately 11,000 people. The Oskaloosa community is mostly agricultural; however, it has annual retail sales of approximately \$18,000,000.

In the southern section of Oskaloosa is located the Iowa Valve Company, one of the newer members of James B. Clow and Sons. The employees of the Iowa Valve Co. are proud of the many advancements and changes they have helped make in the community in the last five years.

One of the greatest improvements has been the erection of a 500,000 gallon water tank by the municipal water department. This tank is located just east of the Iowa plant. It has made more and better fire protection available to the entire community.

The Northwestern Bell telephone company has recently completed a new building. In addition, the telephone company has installed the dial system for all phones in the community.

The Iowa Valve Co. has made extensive improvements in the last five years. A 34' x 107' one story tile addition has given us much needed shipping space. Our new first aid office has had a great hand in maintaining our safety standing. The replacement of one half of the machine shop roof, the electrical rewiring of the machine shop, and the new sprinkler system has made our building more fireproof. Our new tool crib has simplified the grinding and storage of tools.

The new locker room in the basement has been enjoyed by all. The radiant heat, in the floor is wonderful in the winter.

In addition, we have erected a "Quonset" building east of the foundry, for the storage of many foundry supplies. The small crane that unloads pig iron has certainly been welcome. The sand unloading task has been simplified by the sand conveyor.

Inside, we have a new foundry office which contains our sand testing equipment. The installation of the "Handy Sandy", sand handling equipment, has elimi-

nated much hand shoveling. Our brass foundry melting and our building heating systems have been converted to the use of natural gas.

Iowa Valve's products have had their share of changes. The new "ground line flange" hydrants have proven to be very popular. This arrangement allows the hydrant head to be broken without disturbing the portion of the hydrant that is below the ground. Replacement of the hydrant head and working parts are simplified. Our newest efforts are toward an "O-Ring" seal on a chrome plated hydrant sleeve. This feature will be a great advancement for our hydrant. Our new style

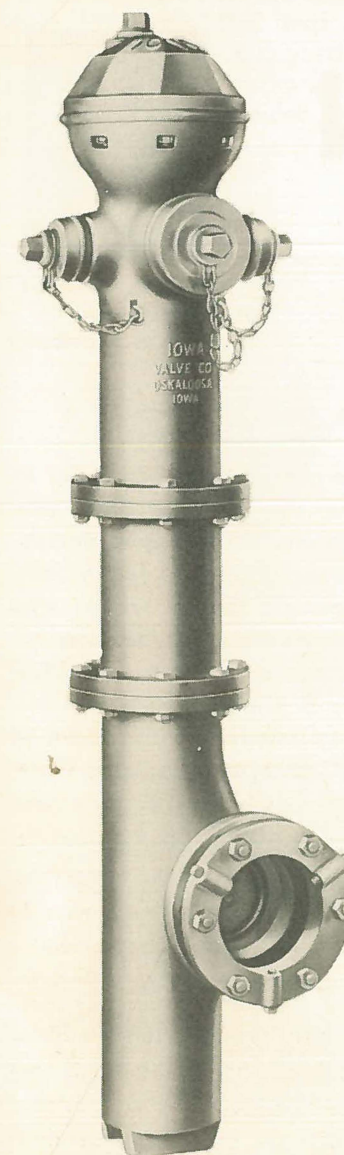
valves are now available with "O-Ring" seals instead of packing.

One of Iowa's greatest achievements has been the winning of the 1952 safety award. With our safety program, including the ordering of safety shoes, we are trying to maintain our safety record.

When they are listed, our accomplishments for the last five years make quite an impressive record.

In cooperation with the American Consultants, Inc., we are looking forward to even greater advancements in the next few years.

## IOWA VALVE PRODUCTS

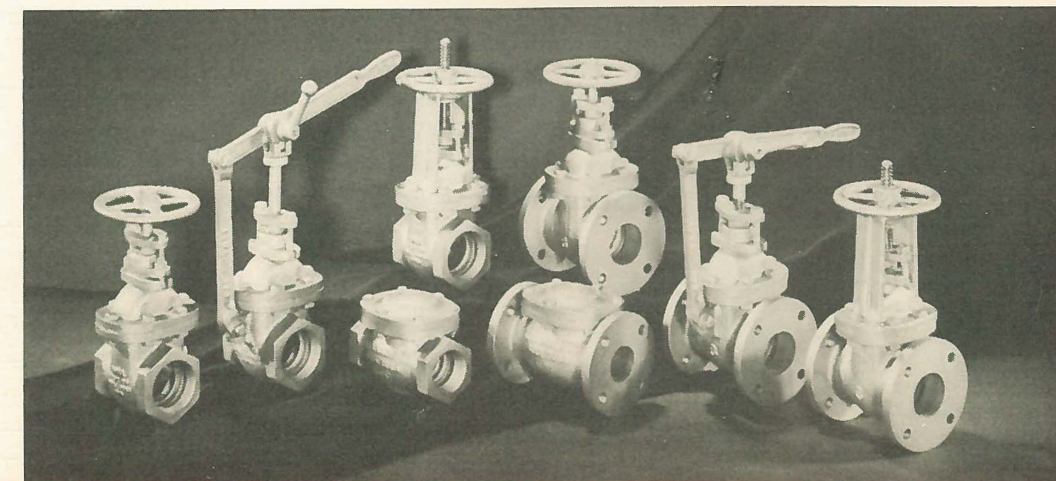


The mechanical joint hydrant produced at Iowa Valve.



Pouring a number of castings at Iowa Valve.

Shown below are a few of the screwed and flanged end valves made at Iowa.





# NEWCOMERSTOWN FOUNDRY



Glen C. Carnahan  
Manager  
Gasteam Department

## NEWCOMERSTOWN, OHIO

by John F. Ricketts  
Plant Superintendent

James B. Clow and Sons first entered the business of manufacturing cast iron pipe in 1892 when they purchased a small foundry in New Philadelphia, Ohio. This foundry was the forerunner of all the present Clow Manufacturing Divisions. In 1895, on a cold February morning, this plant was completely destroyed by fire.

Immediately after the destruction of this plant, the company engaged in activities to locate anew. In March of 1895 the citizens of Newcomerstown induced the officers of the Company to locate a new plant in this village. The citizens made a donation of \$30,000.00 and 20 acres of land to secure this new manufacturing plant.

Construction of a new pipe foundry was started immediately and the first 4" and 6" pipe were cast August 22, 1895. In September the first 8", 10" and 12" pipe rolled out on the skids. The first 36" pipe was cast in February, 1896. Incidentally, on the day of the first pipe cast, Clow had what is probably the first "open house" sponsored by any company. At that time, many citizens of Newcomerstown and vicinity attended the opening of the plant and saw the first pipe made.

Additions to the plant were made in 1897 in order to increase production. In 1900 the Radiator Shop was built and Steam and Water radiation was manufactured, as well as the Clow Gasteam Radiator. Just recently we uncovered an interesting paper which was drawn up in connection with additions to the physical properties of the plant. This agreement was dated August 8, 1899 between James B. Clow & Sons and Mr. W. G. Johnson, Acting Commissioner of the Board of Public Works for the Ohio Canal. It authorized Clow and Sons to install, at their expense, a 3" pipe line from the Ohio Canal at the locations of the lock in Newcomerstown. Water was to be used for supplying the company boilers for which the company was to pay rental of \$75.00 a year, payment to be made to the Collector of Canal Tolls at Roscoe, Ohio.

During the first World War, the Newcomerstown Plant hit their peak production of 4,000 tons a month of cast iron pipe, radiation and other products. It was during this time that a new hay storage building was built from steel, brick and concrete. This building had as much as 600 tons of baled swamp hay stored at one time. This hay was twisted into rope form and used in the preparation of pipe cores required for casting pipe.

The production of cast iron pipe and radiation continued at a high level until the depression. During the depression the deLavaud method of making pipe centrifugally was installed at the Coshocton Plant. This was the death knell of the pipe shop at Newcomerstown although the plant continued to manufacture pipe sizes 16" and over until 1939.

From 1939 on the Newcomerstown Plant has produced only small size castings and radiation with the exception of the war years of the second World War. During this war lathe beds 6' to 12' long, the largest weighing approximately one ton, and other machine tool castings were made. The main items of production during this time, however, were barrel plugs and fragmentation bomb plugs. Over ten million of these were cast and machined, the majority of the fragmentation bomb plugs going to Chicago Plant where final assembly was made.

In 1940 another new line was added to the Newcomerstown Products. This was the Gas-fired Unit Space Heater and was designed to take its place along with the Clow Gasteam Radiator. The biggest selling factor of this unit heater lies in the fact that the heat

exchanger, tubes and top flanges are cast as an integral casting.

In 1948 the style of our vented radiators was changed to the present slenderized type tubes. It marked a really important advance in the appearance of our chief product and was well received by the trade.

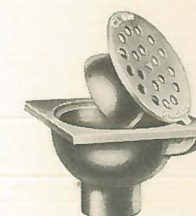
Beginning in 1950 the Newcomerstown Plant started production of various types of pipe glands for the Coshocton and National foundries. This production has increased until it is now a sizeable item for our plant. The production of these glands, along with the production of various items of valve parts for the Eddy Valve Company and many miscellaneous cataloged items, make up 50% of Newcomerstown's total production, the other 50% being Gasteam radiation.

Also in 1950 our Company purchased the patents and other assets of the W. W. Strickler Brother Pipe Cutter and moved this equipment to Newcomerstown. We have since been in the business of manufacturing and assembling the Clow-Strickler Pipe Cutter which is intended to complete our list of products connected with Cast Iron Pipe and supplying of waterworks and gas company needs.

### NEWCOMERSTOWN PRODUCTS



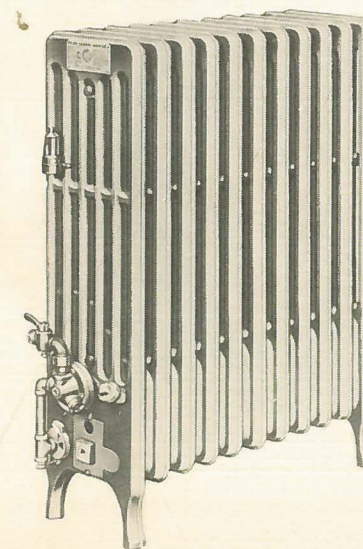
Cesspool



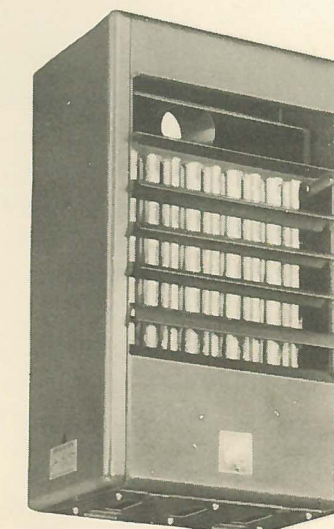
Bell Trap



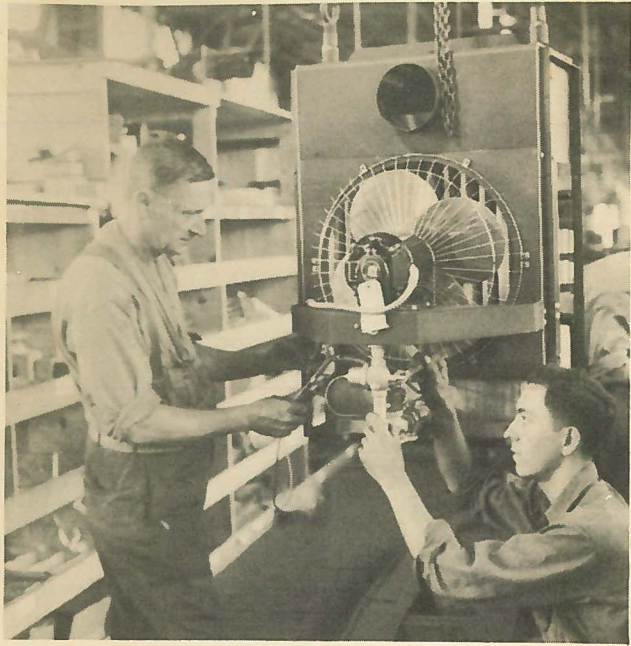
Grate



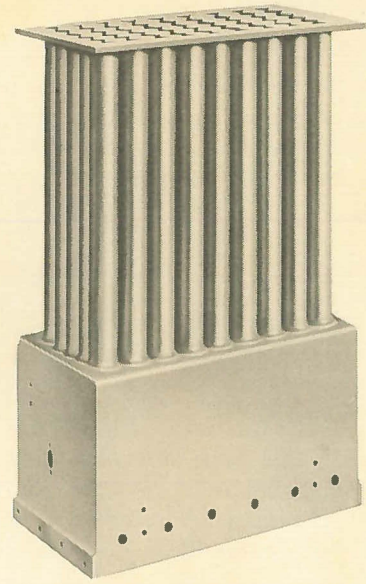
Clow Gasteam Radiator



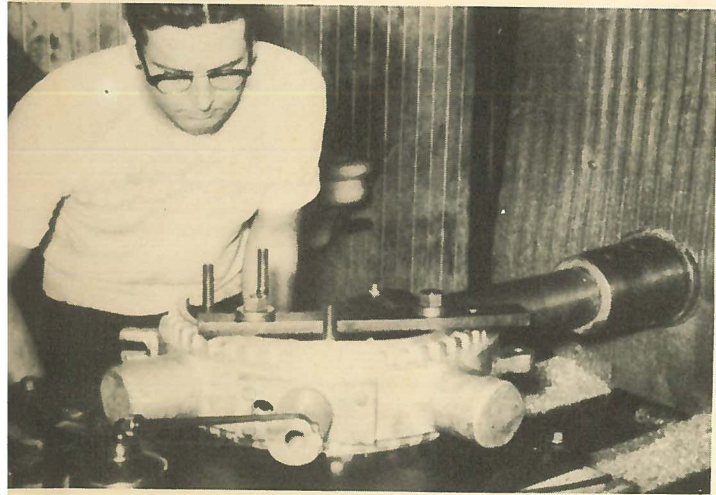
Clow Gas-Fired  
Unit Heater



*Assembling the Clow Gas-Fired Unit Heater.*



*The selling feature of the Clow Gas-Fired Unit Heater is the heat exchanger which is cast in one piece.*



*Machining a Clow-Strickler pipe cutter at Newcomerstown. The finished product is shown at right.*

