

*Forty Years*  
of  
**Business  
Building**

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**OHIO BRASS CO.  
MANSFIELD • OHIO**

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Ohio Brass Company  
Mansfield, Ohio, U. S. A.

# A BUSINESS BUILT ON KEEPING FAITH



**N**O BUSINESS can become any greater than the principles upon which it was established will permit. Few, if any, large business enterprises of today were initially large. Generally there has been growth from humble beginnings. Forty years ago the Ohio Brass Company was small; but in its conception there glowed the spark of fundamentally correct business procedure. Always has Ohio Brass been an ethical business enterprise; conceived, founded and built upon the same principles that are today governing the conduct of its business. A well defined and positive policy of trade contacts, together with a continuous search and research for better products and better manufacturing methods has been the course employed in building the great distribution loyalty that has made Ohio Brass an outstanding figure in the market it aims to serve soundly and well, and with no small degree of success.

Although but recently published, the booklet "Forty Years of Keeping Faith" represents the definite public expression of those business principles which have animated the policies of the Ohio Brass Company since its inception. These O-B Principles of Business Conduct are reprinted on the two pages following.

# An Outline of a Forty Year Old Sales Plan

**T**O PROMOTE the interests of the plumbing and heating trades, to give recognition to the sound economic need for the wholesale business, to acknowledge the confidence reposed in it by that recognized business, the Ohio Brass Company, sensible of its responsibility and desiring to publicly and unreservedly set forth the basis upon which it has co-operated with this trade in the past and will continue to do so in the future, with the knowledge that ideals best project themselves into reality when crystallized in written form, establishes and pledges itself to maintain the following principles of business conduct:

SINCE only the recognized wholesaler best provides the most economical means for offsetting the natural obstacles which oppose direct dealing between manufacturer and dealers, it is important that a means of identifying such recognized wholesalers be established. A wholesaler, to be entitled to full recognition as such, is one who maintains an established place of business; buys his merchandise from manufacturers and maintains stocks sufficient in assortment and quantity to meet all ordinary demands; sells only to recognized dealers and does no contract work in such lines of business.

WE BELIEVE that wholesalers who do not recognize the necessity for receiving a fair profit from their sales transactions constitute a serious menace to this necessary business structure and service.

THOROUGHLY SUBSCRIBING as we do to the importance of the services rendered by the wholesaler, we obli-

gate ourselves to refrain from any practices, even though they might remain undetected, which will tend to increase his difficulties, diminish his importance and undermine his business:

THEREFORE, we do not (1) accept business direct from dealers, mail-order houses or others who may compete directly with the wholesaler; (2) establish warehouses or consignment stocks or in any other way encourage pernicious "pick-up" practices; (3) in any way misrepresent our merchandise or services; (4) restrict either wholesalers or sales by exclusive arrangements except where existing circumstances rather than personal desire dictates such a course.

We do pledge ourselves (1) to offer customers suitable suggestions as to merchandise and services which may improve their businesses; (2) to avoid permitting any wholesaler to purchase either excessive stocks or unsuitable merchandise without proper caution or suggestion; (3) to courteously, promptly and satisfactorily adjust all claims for goods offered in fault but to refrain from that excessive generosity which is contrary to sound practice and tends to break down mutual confidence and respect; (4) to support every forward-moving organized effort for the benefit of the industry.

In order to preserve in the future our already high standards of merchandise quality, as well as a reputation for fair and honest dealing, we pledge ourselves to continue, and to improve as opportunity presents, our present policies with regard to (1) original research in design, materials and manufacture; (2) rigid technical control in manufacture, of quality and uniformity of product; (3) intermediate and final inspections and tests; (4) shipments service.

OHIO BRASS COMPANY

Mansfield, Ohio

April, 1929

## KEEPING FAITH



*Aeroplane view of the Mansfield plant of the Ohio Brass Company. The General Office Building does not appear in this photograph.*

THE growth of Ohio Brass has not been hasty. Rather has it been a steady expansion over two score of years. The many buildings which house the various departments, cover fifteen acres. Each of them has been designed and built as time progressed to care for the particular needs of an ever increasing business.



## FOR FORTY YEARS



*The General Office Building at Mansfield wherein are housed various administrative and sales departments.*

JUST as a well-equipped, modern manufacturing plant is effective in maintaining high standards of workmanship, so is it to be expected that a modern office setting assists in maintaining the administrative personnel on an equally effective basis. The new General Office Building is the most recent addition to the Ohio Brass plant.



## OHIO BRASS COMPANY.

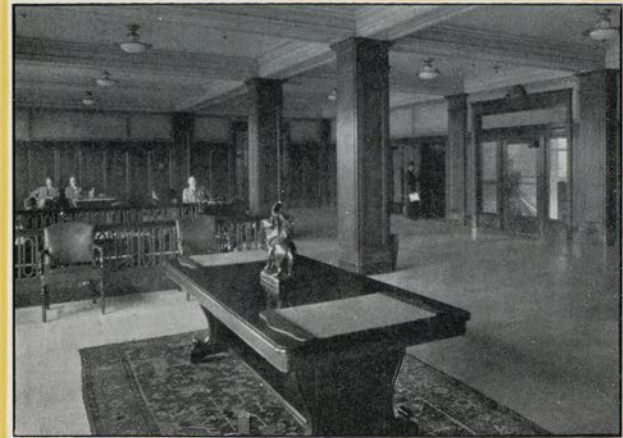


*The office of Mr. Frank B. Black, founder, mentor, and Chairman of the Board of the Ohio Brass Company.*

THE leaders and builders of the Ohio Brass Company are constantly in contact with every phase of their great business. That perhaps may be the underlying reason for Ohio Brass growth and is indeed the reason for the continuation of those ethical policies which were conceived forty years ago and which have enabled Ohio Brass valves to secure their important position in the industry.



## MANSFIELD, OHIO

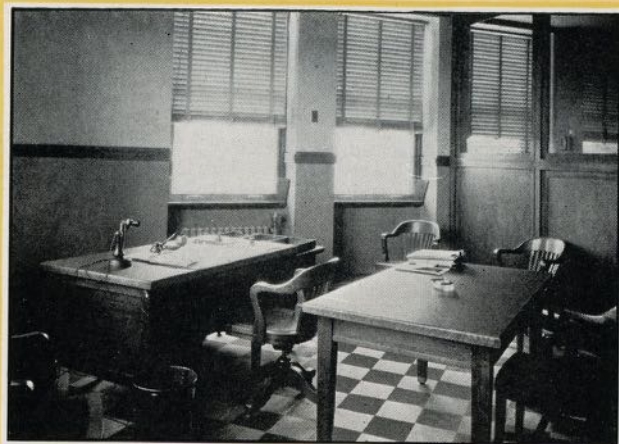


*View in the lobby of the new General Office Building at Mansfield.*

IT IS only fitting that the hand of welcome should be extended to those whose business or pleasure brings them to Ohio Brass. The friendly quiet of the Reception Room in the General Office Building is but one exemplification of those business standards that forever actuate Ohio Brass in its dealings with those whose business, be it in the role of customer or supplier, brings them into intimate contact with the home organization.



❖ A NATIONAL MANUFACTURER

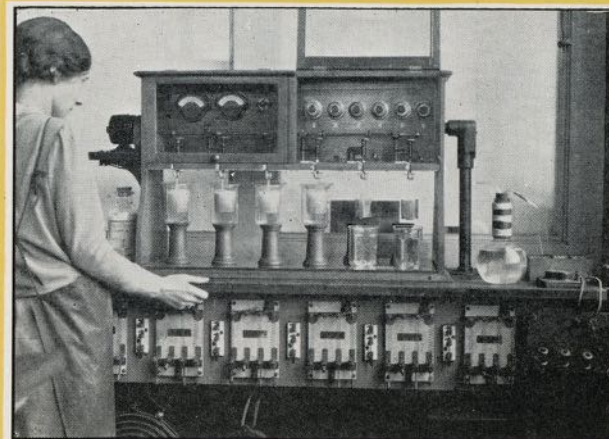


*Typical office in the General Office Building of the Ohio Brass Company at Mansfield.*

THE entire personnel of the Ohio Brass Company is constantly being reminded of the high ideals and principles of the company. Thus they are inspired to carry to those with whom they are in contact, those faith-keeping principles that have been firmly established through forty years of constant practice.



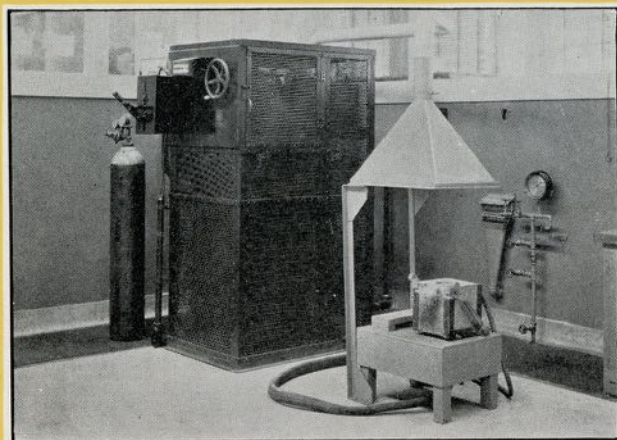
WITH A NATIONAL POLICY ❖



*Chemical testing of all brass and copper used in valve manufacture is an important function of the Ohio Brass Chemical Laboratory. This up-to-date apparatus permits the highest degree of accuracy in analysis.*

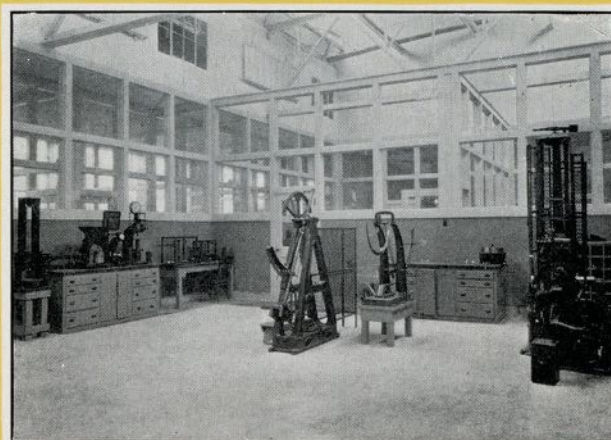
THE fundamental things, essential to perfection, are the first step in the building of a product that in every way will carry out the policies and dictates of a fairplay creed. Basic raw material analysis—pre-manufacturing care—are essentials which underlie the policy of the Ohio Brass Company in its contacts with the trade.





*Electric furnace for casting of special alloys for research purposes.*

ALL essential details, which to some may appear to be of minor importance, are given their proper attention. Throughout every process, the latest developments in manufacturing procedure are carrying to the consumer the greatest value that it is possible for science to contribute to the art of brass founding.

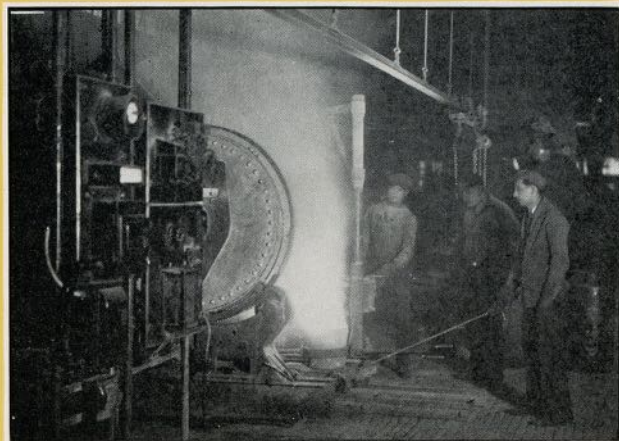


*View in Physical Testing Laboratory showing complete range of testing machines and devices.*

COMPONENCIES of metals—their fitness for their respective tasks; careful analysis of alloys—testing, ever testing, that there may be no question but that forty years of faith-keeping may become fifty—sixty—and more years; these are constantly guiding factors which maintain and improve Ohio Brass products.



## FORTY YEARS OF

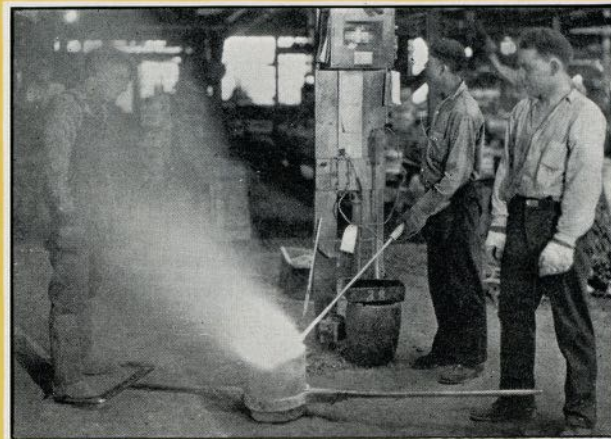


*One of the electric furnaces at the moment when metal is being taken off.*

THE temperature at which molten bronze is poured strongly influences both the strength and uniformity of the product. For this reason every crucible of metal is temperature-tested with an electric pyrometer, and poured only after positive check as to the correct temperature.



## BUSINESS BUILDING



*Taking the temperature of the molten metal before pouring.*

SCIENCE has played a most important role in the manufacture of Ohio Brass valves. Constant checking by scientific instruments of the various phases throughout the manufacture of the product insures the ever-present high standards of Ohio Brass valves.



## OHIO BRASS COMPANY,



*An efficient monorail conveyor system expedites the handling of molten metal, conserves the workman's energies for more important tasks, and increases production.*

THE happiness of each individual in an organization is of as great importance to the business as is the business policy itself. Workmen, who are not fagged out by the strain of unnecessary physical effort, contribute to efficiency, and build a better product. Another vital factor in Ohio Brass growth.



## MANSFIELD, OHIO

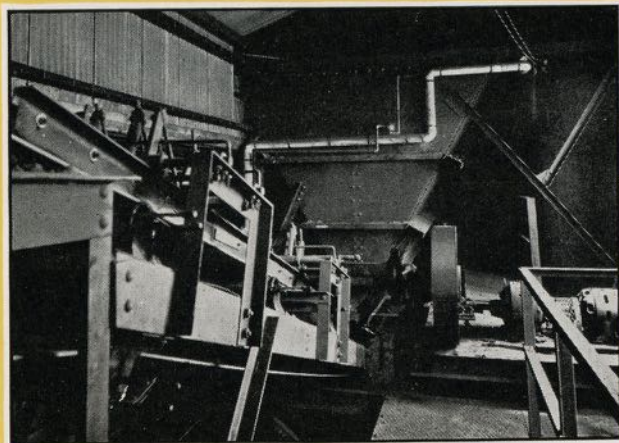


*View showing endless belt conveyor of sand to hoppers, over molding machines. Adjustable blades govern the amount of sand delivered to any hopper.*

EFFICIENCY! Labor saving efficiency, wherever and whenever practical. Taking the drudgery from everyday tasks is but one way that Ohio Brass has increased the efficiency of its workmen; making more happy the lot of the various employees and constructively adding to the value of the product.



## A BUSINESS BUILT

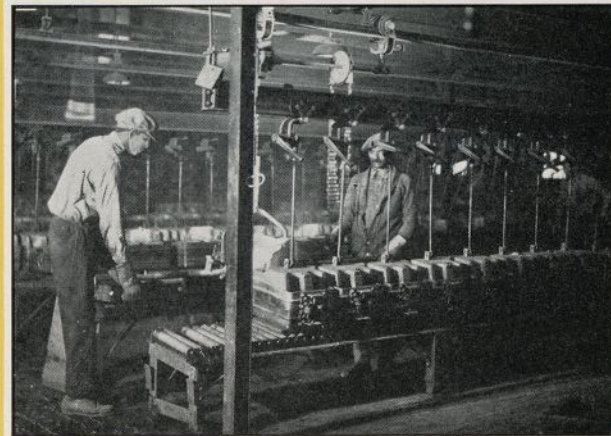


*Sand conditioning equipment which places sand in proper condition for molding. This equipment guarantees uniformity at all times.*

A CONTINUOUS policy of keeping up with the latest procedure in plant management, a willingness to adopt methods of production proved better, as well as continually being on the alert to introduce new methods, have been a part of the building of the Ohio Brass organization for the past forty years; and essentially important in maintaining product-quality.



## ON KEEPING FAITH



*Showing the conveying equipment for handling molds as well as the overhead monorail system used for conveying molten metal to molds.*

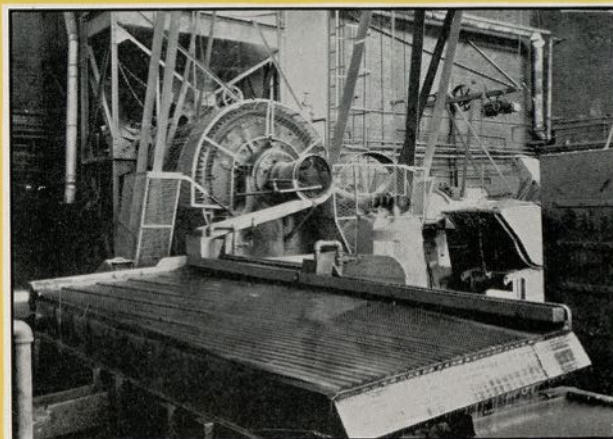
CONSERVING men—adapting materials—improving machines—saving time. These four elements are continuously studied in connection with every manufacturing operation. As ways are conceived to better utilize any one, or all four of them, they are undertaken promptly. The net result is a product more serviceable and ever better suited to the needs of the trade.





More modern, more efficient molding equipment than this does not exist. Operated by compressed air, decreasing physical exertion to a minimum, it permits of increased and improved production and the benefits to all which accrue therefrom.

O-B CUSTOMERS have come to expect its products when and as required; quickly and dependably. Made obsolete by inventive minds, the methods of yesterday are replaced by the improvements of today. By these means Ohio Brass has been able in the face of steadily increasing labor and material costs to maintain and increase that high product-quality which the O-B trade mark has ever signified.



This concentrating plant handles monthly, 150,000 lbs. of floor sweepings, burned cores, slag and pot skimmings from the brass foundry, and recovers 39,000 lbs. of metal.

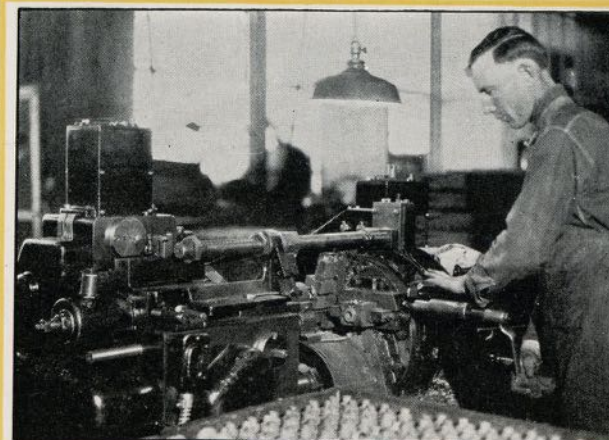
METHODS modern in every detail; every operation an integral part of a well planned and cohesive manufacturing program. Effective factory methods make it possible for O-B to give its customers more value per dollar than possibly can be given under less efficient practices. Refinements in manufacturing procedure have enabled Ohio Brass to maintain leadership for forty years.





*Here the machining operations are accomplished. Each casting receives the necessary attention to put it into a finished state.*

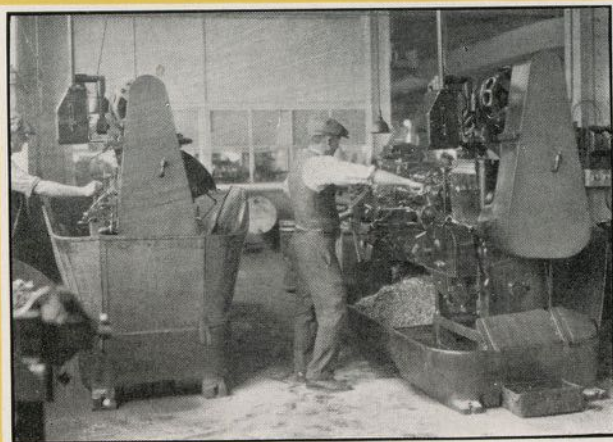
**S**PEEDING action—darting hands—unwasted energy—every movement a definitely thought out part of a production schedule that must be met. Brooking no delays, no wastage. Each unit as definitely necessary as though it stood alone to accomplish the entire task. Always building, building for another forty years of business.



*An automatic machine for finishing and threading valve bodies.*

**S**TRESSING the importance of each operation, making it the entire task of an operator—setting aside definite units to accomplish definite results. Utilizing inventive genius to make more simple the accomplishment of a minor operation. All these things are in part responsible for the steady growth of Ohio Brass.





Two of a battery of automatic machines, which automatically turn out finished valve stems from rod of specified composition.

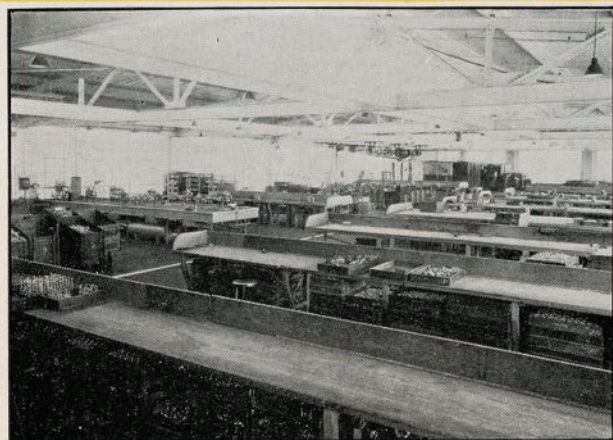
**M**INUTES are the milestones of hours. Each minute must accomplish a maximum because the total of the minutes determines cost and selling price. When, by the aid of a modern method, a minute may be made to produce doubly, then truly can it be said that the hours will take care of themselves.



Each part of an Ohio Brass valve is carefully inspected before assembly into complete valves. This inspection is conducted by men with many years' experience and expertness at such work.

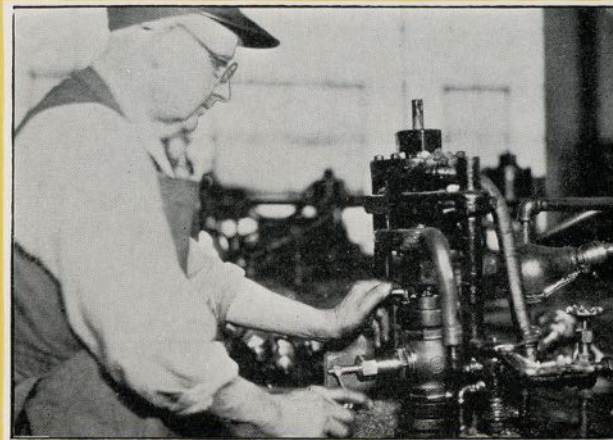
**D**ETAILS—attention to the most minute details—checking—constant checking that there may be no possibility of imperfection. The most skilled—the most painstaking are those who check the efforts of others, in order that a high degree of perfection in each individual part may insure the perfection of every completed valve.





General view of valve assembly department. Testing apparatus is shown at the first bench at the left.

ASSEMBLY—that gathering together of component parts. Each a complete part within itself, but only becoming useful when combined with others. All brought together from their various sources where step-by-step accuracy has guaranteed that they may be assembled into an efficient working whole.



Close-up view of final test of Ohio Brass Valves, the testing being conducted well above the maximum working pressure of the valve.

TESTED at over-pressures so that this final test may show the most minute deviation from standard, may show almost microscopic faults of materials and workmanship—all this so that there may be no fault finding among those thousands who depend upon the "Business Built on Keeping Faith."





All Ohio Brass Valves are wrapped in standard packages and labeled to conform with trade practices.

THOROUGH consideration for all those who must handle them, governs the method of packing valves so that there may be no undue task connected with their handling or storage. Uniformity of package, accurately and concisely labeled, occupying the smallest possible space, together with ease of access, controls package operations.



The desire to provide prompt shipments so that wholesalers need not carry over-stocks as well as to adequately provide for emergency situations, supplies the reasons for large valve stocks such as these. Such great facilities promptly meet all except the most abnormal demands.

TO MAKE unnecessary any unwarranted investment in stock—to permit each wholesaler a freedom of action and positive control of minimum stocks, and to adequately provide for emergency situations, are the reasons for these rows of storage bins for finished materials. Almost unlimited quantities are always available for immediate shipment.



**I**N THE foregoing pages, briefly and concisely by means of photograph and word, you have made a hurried trip through the Ohio Brass Company plant at Mansfield, with a minimum expenditure of time and effort. It is hoped that you may have come to recognize that in its physical equipment, Ohio Brass lacks nothing of either a major or minor nature to enable it to produce brass valves which in design, quality, and uniformity, are at least second to none on the market. By this means, you may come to better understand why the Ohio Brass Company has earned, through "Forty Years of Business Building," and most thoroughly appreciates the firm loyalty of its great group of sound and successful wholesale distributors.