

Mullins

PRESSED STEEL

BOATS



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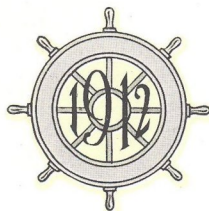
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MULLINS PRESSED STEEL BOATS



The W.H.MULLINS COMPANY
• SALEM, OHIO. U.S.A. •

Representante JOSE M. PEREZ Y CHAPULI- Arquitecto Guardiola 9-Alcalá

MULLINS 1912 MODELS

THE MULLINS line for 1912 will consist of ten power boat models from 16 to 26 feet in length. Power plants from a three horse-power, single cylinder, two cycle engine to a 30 horse-power, four cylinder, four cycle engine. Designed by naval architects of national reputation, insuring perfect models, fast, seaworthy, safe. Built of steel like torpedo boats. Never leak, warp, dry out, waterlog, check or rot. Never requires calking or other numerous repairs so necessary to the life of the wooden boat. Equipped with Air-Tight Compartments, insuring absolute safety. One-Man Control, Mullins Silent Under-Water Exhaust—in fact, all of these launches, from the lowest to the highest in price, stand for **Mullins Quality** and possess the many exclusive features and advantages that have resulted in placing over 40,000 Mullins Pressed Steel Boats in all parts of the world.

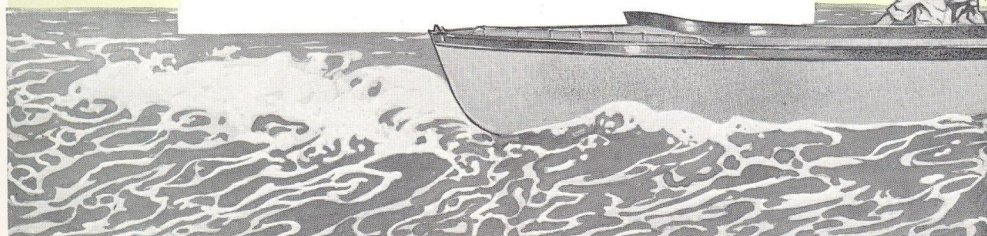
For convenience, we divide this line into three types, as follows:

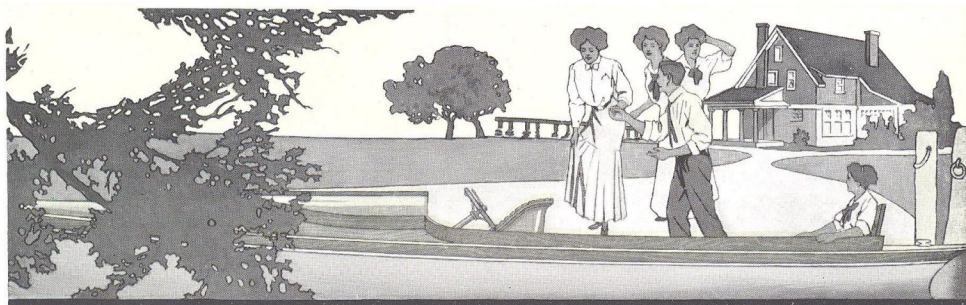
Mullins Leader Launches	{ 18 Ft., 6 H.P., 2 Cyl., 2 Cycle...
	{ 24 Ft., 8 H.P., 2 Cyl., 2 Cycle...
Pages— 35, 36, 37, 38	{ 26 Ft., 11 H.P., 2 Cyl., 2 Cycle...

Mullins Special Launches	{ 16 Ft., 3 H.P., 1 Cyl., 2 Cycle...
	{ 18 Ft., 3 H.P., 1 Cyl., 2 Cycle...
Pages—39, 40, 41	{ 18 Ft., 6 H.P., 2 Cyl., 2 Cycle...

Mullins Automobile Launches	{ 20 Ft., 8 H.P., 2 Cyl., 2 Cycle...
	{ 24 Ft., 25 H.P., 3 Cyl., 2 Cycle...
	{ 26 Ft., 25 H.P., 3 Cyl., 2 Cycle...
Pages— 30, 31, 32, 33	{ 26 Ft., 30 H.P., 4 Cyl., 4 Cycle...

We also build a line of fine row boats and duck boats. Thousands of Mullins Pressed Steel Row Boats are now in use. We build both square stern and double-end models, from 11 to 16 feet in length, at prices ranging from to each. Your attention is called particularly to the row boats and duck boats, pages 52 to 61.





A Trip Through the Largest Boat Factory in the World

Thousands in Use Forty thousand or more Mullins Steel Boats are now in use all over the world and we contend that had it been possible for us to have placed our steel boat before the boat buyers and explain to them personally the superiority of our construction, there would to-day be five times that number in use.

Construction Explained It is of course, impossible to take all prospective boat buyers through our factory in person. We only wish we could, but as this is out of the question, the next best thing is to conduct you through our factory by a clear, concise and straight to the point description of our construction, making clear to you the wonderful advantages and many superior features we offer. We ask your co-operation and assistance and instead of "lending us your ear," lend us your imagination.

From now on, Mr. Boat-Buyer, imagine you are in the company of the writer, for I am going to take you through our factory as I have taken hundreds upon hundreds of customers before you. I am going to give you the same information and endeavor to impart to you the same thorough knowledge of this construction that you would get were you here in person.

From now on, this conversation will be between you and the writer personally.

GRADE OF STEEL

"From what material do you build your boats?"

Special Steel "Mullins Pressed Steel Boats are built of the celebrated New-Process Galvanized Steel Plates. This is not the ordinary galvanized steel with a single coat of galvanizing, every plate receives two coats of galvanizing. In the galvanizing process the plates are immersed in a weak solution of sulphuric acid until all oxide is removed. These plates are then passed through a bath of molten zinc at a temperature of approximately 850 degrees Fahr. As quickly as they are sufficiently cool, they are again passed through this zinc bath, after which they are thoroughly inspected to see that there are no imperfections. Each plate is then treated by a secret chemical process which hardens and prevents scaling of the galvanizing."



MULLINS PRESSED STEEL BOATS

"What is the chemical analysis?"

		No. 18 GAUGE LAUNCHES	No. 22 GAUGE ROW BOATS
Chemical Analysis	Carbon - - - - -	.14	.16
	Manganese - - - - -	.31	.32
	Sulphur - - - - -	.050	.062
	Phosphorus - - - - -	.034	.065

"What is the physical analysis?"

Physical Analysis	Elastic Limit, pounds per square inch -	38,063	26,507
	Ultimate Strength, pounds per square inch	52,707	38,090
	Per Cent. Elongation, 8-inch - - -	16.7	16.5
	Per Cent. Reduction of Area - - -	48.4	52.3

"What is the possibility of puncturing the steel plates?"

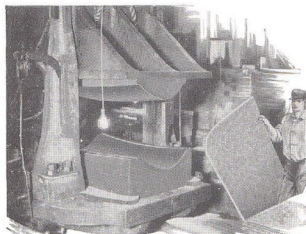
Possibility of Puncture "Very slight, indeed. We give an absolute guarantee against puncture on all boats."

"But surely one of these plates can be punctured?"

"Yes, it is possible but not probable. We have found, from years of experience that a blow which will dent one of these steel boats will shatter the timbers of a heavy wooden boat."

"Have you had many complaints in regard to puncture?"

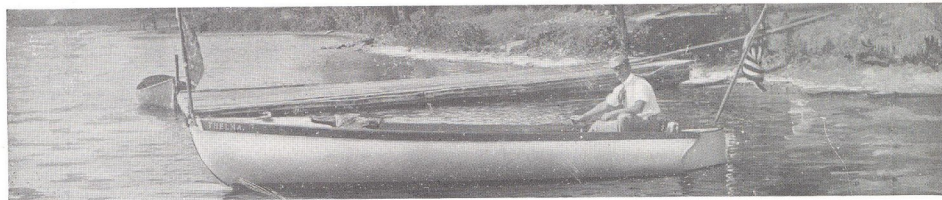
**Few Com-
plaints** "That is just what I was coming to. We have given a guarantee against puncture on over 40,000 boats. In other words, we have agreed with our customers that should the hull by any chance become punctured, under actual service conditions, that we would have it repaired, and put in good condition at our expense. I do not believe we have had over a dozen complaints; this we consider a wonderful record when the tremendous number of boats which we have guaranteed in this way, is considered."



Drop Press. Showing how steel plates are pressed to rigid form.

"Do your steel boats become easily indented?"

**Not Easily
Dented** "No! The rigidity of our steel hulls, accomplished by the pressing process, is increased 100 per cent., and prevents this to a great extent; a blow that will dent a Mullins hull will shatter one-inch timbers of a wooden boat, but even if your boat should become dented, these dents can be driven out and the hull smoothed up without any injury whatever. This is one of the least troubles that you will have to contend with. Forty thousand Mullins Pressed Steel Boats are in use, and we are receiving no complaints in regard to denting."



MULLINS PRESSED STEEL BOATS

"Will these boats rust? I have heard some people who have never used them assert that they rust. I would like to have your opinion."

Regarding Rusting

"If properly cared for and painted according to instructions, No! Emphatically No! As I have said before, we buy the best steel that is manufactured and we have records of boats which have been in use for ten or eleven years and are giving good service; we also have records of many boats which have been in use for a number of years in salt water and are giving satisfaction, and they always will give satisfaction so long as ordinary care and attention is given to painting."

"How often do these steel boats require painting?"

Concerning Painting

"Once or twice a year; in fact, it is well to paint them before storing away at the end of the season and just before placing in the water at the beginning of the season. Where they are used in salt water, it would not be a bad idea to paint them three or four times a year, but when you stop to consider that painting is the only attention the boat requires, you will agree with us that the steel boat will not cause you a great deal of expense or labor."

"How do they stand salt water?"

Adapted for Salt Water

"First rate. At the present time there are several thousand of our boats in salt water in all parts of the world. The protection given by the heavy galvanizing and the chemical treatment I told you about, thoroughly protects them and in addition to the protection given by the galvanizing, all boats are given three coats of waterproof aluminum paint, this being a special grade of paint that is very adhesive. It does not soften, blister and peel as the ordinary paint will."

"Do you furnish instructions for painting these boats?"

Instructions for Painting "Yes. These instructions cover the question of painting very fully. We also furnish instructions for repairing the boats, should they become injured."

MODELS AND DIES



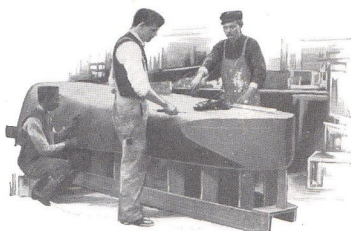
Original Models designed by Whittelsey & Whitaker, New York City.

Naval Architects

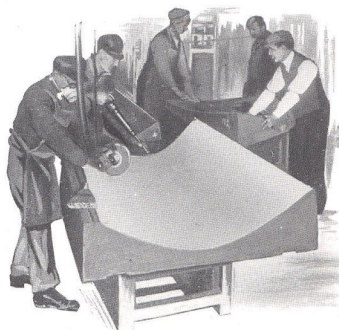
"Next I want you to see our new models designed exclusively for us, by Messrs. Whittelsey & Whitaker, the best known naval architects in the country, representing the latest and most successful work done by that high-class firm. You will notice the keen-cut lines of these boats; notice their fine entrance. This model will make you a first-class sea boat, a fast, roomy, comfortable family launch, one that is as dry and seaworthy in a rough, choppy sea as in smooth water. In fact, in our boats we combine durability with lightness, comfort and absolute safety with unequalled speed."



MULLINS PRESSED STEEL BOATS



Full size Wax Model from which are taken plaster casts



Steel Dies being dressed, finished and polished

you get in the Draw Press; it is not one operation, but several; the grain of the steel is not changed in the least; the metal is not drawn from one point to another, but is of uniform thickness, strength and rigidity at every point."

WOOD-WORKING DEPARTMENT

Construction Standardized "We will now pass into the wood-working department. For while we are building steel boats, yet we use considerable wood-work, and we have one of the most complete wood-working

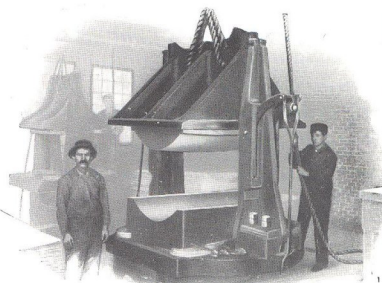
"What are all these large wax models?"

Pressing the Steel Plates "We make a full-sized model in wax for every design, from 11-foot Yacht Tender to our 26-footer. We take plaster casts from these wax models. The plaster casts are used for the purpose of casting steel dies. The steel dies are very large and before used for pressing the plates they are ground, filed, smoothed up and polished to a mirror-like finish. This gives a smooth and even stamping surface."

"Are these steel dies used in Draw Presses or Drop Presses?"

Rigidity and Strength Assured

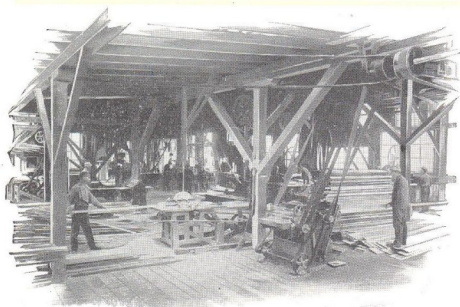
"Drop Presses. The advantage is all in favor of the Drop Press for this class of work. In the Draw Press there is a locking die which holds the edge of the metal while the stamping die draws or forces the metal to shape. This is all done with one operation and as the metal is drawn from one point to another, the grain of the metal is changed and is not of uniform thickness and strength, while in the Drop Press the heavy plates are placed between the upper and lower dies and the operator of this press, through a series of operations, in many cases necessitating running through the press as many as six or eight times, gradually works the steel-boat plate to form. This is not with a continuous pressure



Steel Plates pressed to form in drop presses are rigid and of uniform thickness



MULLINS PRESSED STEEL BOATS



A corner in our Wood-working Department equipped with the very latest improved machinery

establishments in the country. Here, for example, are several thousand gunwales for various boats. Here are bow and stern posts, decks, seats, seat panels, etc. There are patterns and templets for all parts. When we make keels, we run through from five to eight thousand at one time and it is the same with every individual part of the boat. For example, here is the bow deck of one of our row boats; every piece of which is cut to exact shape and dropped into a form. This insures uniformity in construction; it does away with the necessity of cutting and fitting in order to make the parts fit each different boat. This improves our product, reduces cost of manufacture and consequently cost to the user. Every boat is an exact duplicate, even to the most minute detail."

"Does your plant run the year round?"

Factory Runs Year Round

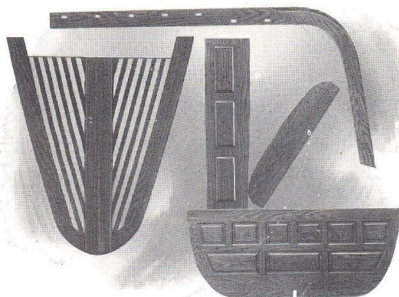
"Yes, full time. For when we are not busily engaged in getting out wood-work for our boats, we are producing high-grade work for the manufacturers of the largest and finest finished motor cars in the United States. We also furnish the pressed-steel parts for their cars, this having grown into a large business within the last few years and is further evidence of the superiority of steel over wood."

JOINING THE HULL

"What are these forms?"

Water-Tight Construction

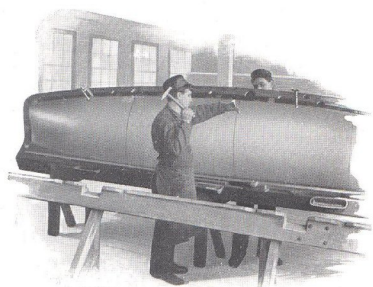
"These are the various launch and row-boat forms. You will notice there is a form for each boat, just as there is a wax model for each boat. Now we take the keel for our 26-foot launch and it is placed in proper position over this 26-foot form, the ribs are mortised through the keel and placed in position. The steel plates, there being from three to four plates to each side, depending upon the size of the boat, having been joined together by means of counter-sinking, riveting, then absolutely sealing by a thorough sweating of a fluxing metal which makes the strongest joint known to metal workers, are then placed over the frame, consisting of the keel and ribs, and securely fastened to the frame-work, as I will afterwards explain."



Panels, Decks, Keels, etc. Manufacturing these in immense quantities reduces cost.



MULLINS PRESSED STEEL BOATS



This shows One-Half of Boat being Joined before placing over Frame-Work. Note its perfect contour without Bracing of Inside Frame-Work.

"Is the steel hull complete when it is placed over that frame?"

"Each half of the boat is joined complete as before described. These half sections are then placed on the form and are securely fastened together along the keel."

"How is that fastening made?"

"The plates lap over the keel, and are fastened securely to the interior wood keel by screws."

"The outside keel is not made of wood?"

"No. In pressing the steel plates, we press a slot in the bottom of the boat and the wooden keel on the inside extends into this slot and you can readily see the advantage of this construction. It gives you a metal-covered keel that will stand hard wear and tear that a wooden boat will not stand at that point. Take the ordinary boat, whether

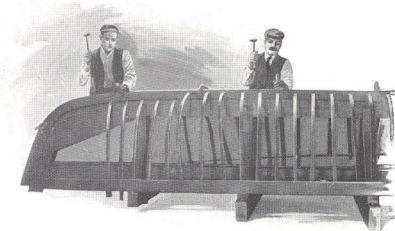
wood or steel and you will find there is a keel on the inside, and another on the outside of the boat. These two keels are usually bolted together. It is all right so long as the fastenings hold, but constant wear and tear, constant pounding is going to loosen the fastenings and the boat will leak along the keel."

"After fastening the plates together over the keel, what is done?"

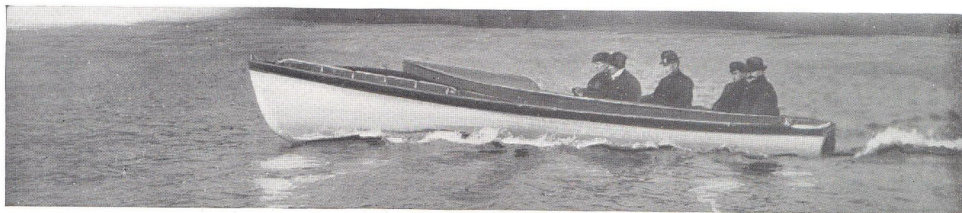
Water-Tight Joints "An absolutely water-tight joint is made by sealing the two halves together along the keel with a fluxing metal, it is strong, secure and lasting, the same as the seams and joints along the side. In fact, it is practically a welded joint."

"Is that all the protection the keel has?"

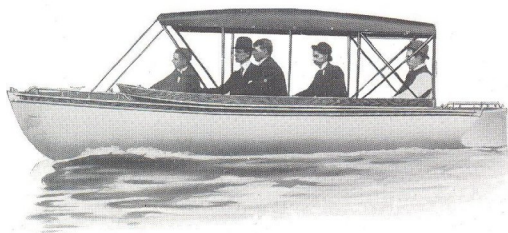
Strongest Keel Construction "No. In addition to this strong, staunch construction and this perfectly water-tight joint, we run a piece of heavy channel iron, or as it is sometimes called, a 'shoe' along the entire length of the keel. This is secured by being screwed through the two thicknesses of steel which are lapped over the wooden keel, and into the keel itself on the inside of the boat. Then it is gone over from bow to stern and sweat soldered at each edge, making a secure and absolutely water-tight joint. The keel construction in the Mullins Boat is one of its strongest points. It is the backbone of any boat, and ours is the staunchest and most serviceable keel construction ever attempted."



Placing Steel Hull over Frame-Work and Fastening to Inside Wood Keel



MULLINS PRESSED STEEL BOATS



The Wonder of the Season—Our Eighteen-Foot,
Six Horse-power Leader.

side of the boat presents a smooth and even surface of galvanizing."

"What is the possibility of one of these riveted and soldered joints opening up?"

**No Opening
Seams —**

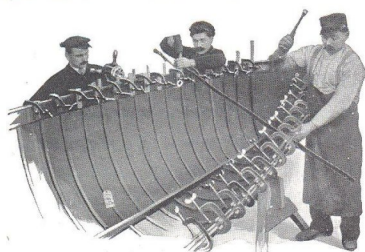
No Calking

"Practically none. As before stated it is the strongest joint known to steel workers. Where the steel is lapped, there are two thicknesses instead of one. We have given a guarantee against leaking on 40,000 or more of our steel boats. We could not do this if there was any doubt about these seams and joints holding."

"How do you fasten the ribs to the hull?"

**Gunwales
and Ribs**

"We do not fasten the ribs to the hull. Here is another advantage of our construction."



Placing Gunwales—Note the Ribs mortised
through the Keel, showing Keel Construction

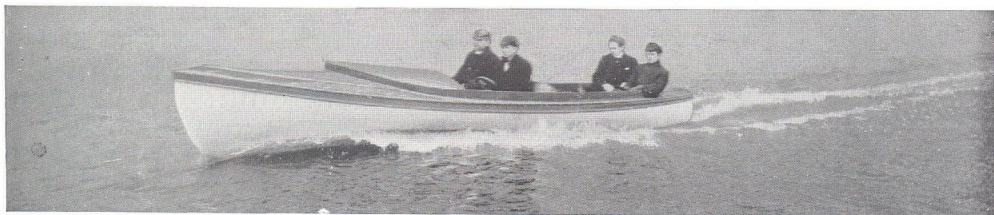
"How do you hold them in place?"

**No Fasten-
ings from
Ribs into
Hull**

"Come over to the gunwaling department and I will show you. These are our oldest workmen. They have been with us practically since we have been in business. They are thoroughly proficient at this work

and I want you to observe the great pains they take to see that everything is in perfect shape before it leaves their department, for upon their work a great deal depends. You will notice how the gunwales are put on. One on the outside and one on the inside of the boat and the ends of these steam-bent ribs protrude between these two gunwales. Now observe at the same moment, and from opposite sides of the boat, these workmen begin to force

the same rib into position until they fit snugly and firmly against the side of the boat and are held in position by being mortised through the keel and riveted at the gunwale, there being absolutely no fastening passing from the ribs into the shell or hull, therefore, no openings in the hull. This method of construction makes it impossible for a Mullins Boat to leak; it is absolutely water-tight."





MULLINS PRESSED STEEL BOATS



"What are the advantages of this construction?"

**A Mullins
Cannot Leak**

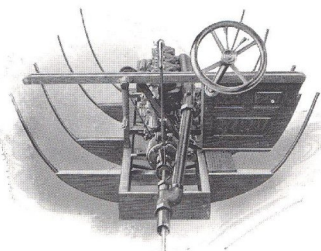
"In all other boats, whether wood or steel, the shell, or hull, is not of the strength and rigidity of a Mullins Hull and therefore, depends absolutely upon the interior frame-work to hold it in shape. This being the case, it is positively necessary to fasten the shell, or hull, to the ribs; otherwise, your boat loses its shape, it will fall apart. A few months service results in the frame-work twisting, warping or pulling out of its former shape, as you cannot prevent timbers from warping and twisting. When this occurs the fastenings loosen up or are drawn through the shell of wood or steel and your boat leaks. Nothing in the world will prevent it."

"Then you do not fasten your hull to the ribs?"

**No Openings
in Hull**

"No. It is not necessary. Note our smooth-skin steel hull and you will see there is not a fastening of any kind passing from the hull of steel, into the ribs, for as I explained to you, in our patented method of building boats this is not necessary, and the result is, that while the ribs may warp, twist or pull away from the steel hull, there are no fastenings through the hull causing the boat to leak. This is another strong point in our construction."

"But does not the steel hull require the bracing of the ribs to a certain extent?"



Heavy Steel Channel Ribs under Engine

"Yes, to an extent, and as before explained, the hull is thoroughly braced and strengthened, but the rigidity of our hull, accomplished by the pressing process, is so great that it is possible to remove the interior frame-work and still retain rigidity and stiffness sufficient to hold the hull to its true form."

"What is the idea of putting these steel ribs at this certain point in the boat?"

Steel Ribs

Under Engine

"These heavy steel channel ribs are placed in the boat to support the engine base. You will notice this heavy base is made of the best oak. It is secured firmly to the steel ribs, making a wonderfully staunch and steady base for the engine."



Always in the Lead



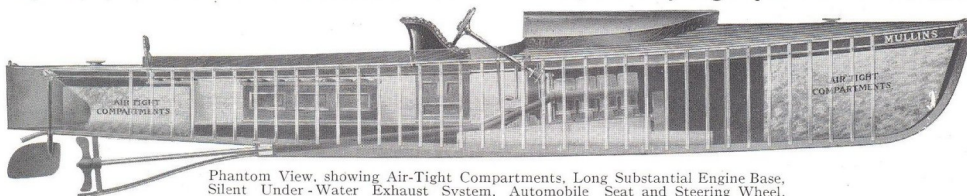
MULLINS PRESSED STEEL BOATS

"Is there much vibration?"

Vibration Eliminated "Right there is a point on which we want to talk to you at some length. We eliminate vibration almost entirely. In fact, the vibration in our largest launches is hardly perceptible."

"How do you do away with it?"

Perfectly Balanced "First of all, we use an engine that is perfectly balanced and runs as smoothly as an automobile engine, and we install it so securely, so firmly and rigidly, that there is no play whatever. Then again, one of the chief features of our patent frame-work is the fact that it practically eliminates what little vibration there is. As before explained, the frame is not fastened to the hull. Now, the very slight pulsation or vibration



Phantom View, showing Air-Tight Compartments, Long Substantial Engine Base, Silent Under-Water Exhaust System, Automobile Seat and Steering Wheel.

of the engine is absorbed by the frame-work, and as this frame-work is not fastened to the hull, there is a slight movement possible, with the result, that this vibration is not communicated to the hull. Consequently, there is no danger of opening seams or starting joints and a leak is impossible. We believe you will admit that in other makes of boats where the frame-work and the shell, or hull, are necessarily fastened together, the vibration of the engine racks the hull, the fastenings loosen up, drop or are pulled out and in a short time every seam and joint in the boat opens up; your boat leaks, is unclean, uncomfortable and unsafe."

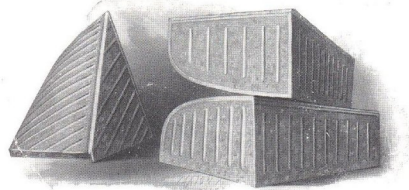
"Did you say this construction is patented?"

Construction Patented "Most assuredly. It has meant years of experimental work and heavy expense, but to give you an idea of the results we have obtained, our construction has the endorsement of some of the most prominent naval constructors in this country. We might add further that our steel launches are now used in government service, both in this and foreign countries."

MULLINS BOATS CANNOT SINK

"What are these large tanks?"

A Mullins Cannot Sink "They are the air-tight compartments which are placed in the bow and stern of all Mullins Boats from the largest to the smallest, from the lowest in price to the highest



Mullins Air-Tight Compartments Have Saved Many Lives.



MULLINS PRESSED STEEL BOATS

in price. Those air-tight compartments, you might say, are the **Rock of Gibraltar** of our business. They have done much towards making the Mullins Boat the most popular and widely used boat in the world."

"Of what material do you build these air-tight compartments?"

"We use the same high-grade, heavily galvanized steel that we use in the construction of our boats. You will notice they are double-seamed and heavily soldered. I also call your attention to the fact that these air-tight compartments are all embossed, which lends rigidity and strength, doing away with noise."

"Are they absolutely air tight?"

**Why They
are Safe**

"Yes, beyond all question. The fact is, we are better equipped to build air-tight compartments and gasoline tanks than almost anyone in this country. We have been engaged for many years in the construction of all kinds of metal work and we have men with us who are pioneers in the business."

"Why do you use separate air chambers instead of an air-tight bulkhead?"

**Safety
Assured**

"If by any possible chance you should injure the outer shell, or hull, you straightway lose the efficiency of your air-tight bulkhead. Now you will notice these air compartments are so built that when they are inserted in the bow and stern they do not come in close contact with the hull, there being considerable space between. The result is, that should you by any chance, no matter how remote, put a hole in the hull, the chances are, it would not penetrate the inner air chamber, and as the air compartment capacity is sufficient to float the boat even when the hull is filled with water, and at the same time support the weight of the occupants in the water, you will see what a valuable feature this is."

"Is this also an air-tight compartment?"

**Gasoline
Tanks**

"No. This is our gasoline tank which we place under the decks, so installed that there is absolutely no possibility of their becoming injured. These gasoline tanks are carefully made and we have never heard of one leaking."

"Should the air-tight compartments and gasoline tank be removed for the purpose of testing?"

"Yes. We would advise that they be removed at least once a season and tested."

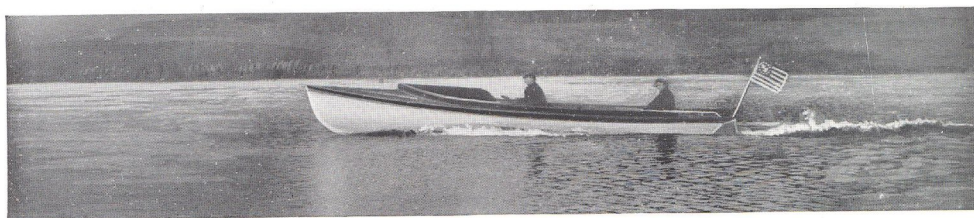
"How do you get them out?"

Testing Tanks

"You will notice that all wood-work is secured in these boats with brass screws and the walls and decks by which you get at the air chambers and gasoline tanks are sectional and can be very readily removed. In fact, all of the interior wood-work is removable and



In a Mullins Boat the Gasoline Tank is Filled From Outside of Cockpit on the Deck.



MULLINS PRESSED STEEL BOATS

can be taken out in a few minutes' time. We send instructions with each boat for removing and testing the air compartments and gasoline tank."

ENGINES

"What engine do you install in your boats?"

**Both Two
and Four
Cycle En-
gines**

"The celebrated FERRO Two Cycle and the well-known LOEW-VICTOR Four Cycle Engine. We can furnish you with all models from 16 to 26 feet equipped with two cycle engines of from 3 to 25 horse-power, we also power our 26-foot Auto Boat de Luxe, with the LOEW-VICTOR 30 Horse-power, Four Cycle, Four Cylinder Engine, cast en-bloc."

"Why do you use these particular types of engines?"

**Best in the
World**

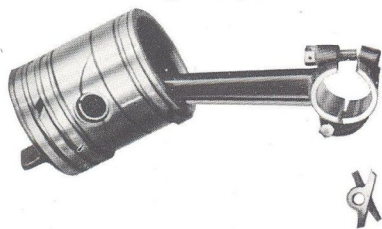
"For the very good reason that they are the best engines of their type in the world. We are the largest users of marine gasoline engines in the business. Our future absolutely depends upon the satisfaction these engines give after they are installed in our boats.

The hull itself does not insure satisfactory launch service, for the real source of uninterrupted speed and power rests in the performance of the engine. You may depend upon it, we are not going to build the best, most durable, safest and fastest hull in the world and then injure our business by installing any but the best engine built, regardless of price.

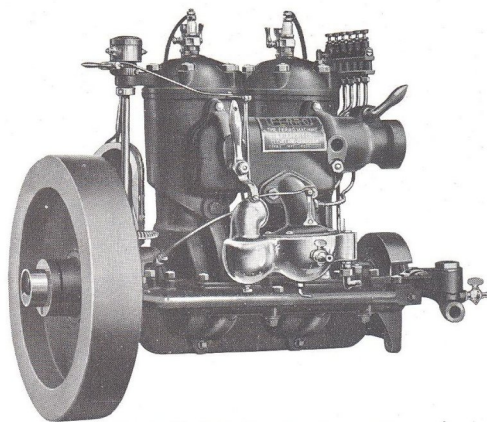
"What advantages do you claim for the Ferro Two Cycle Engine?"

The Ferro

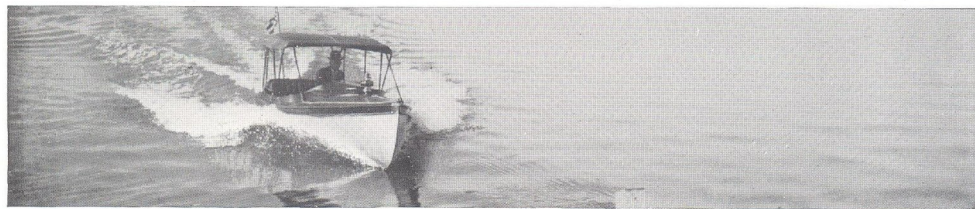
"There are really too many to mention at length. However, I will give you a few of the most important advantages. Its design is years in advance of others. It is simple, compact and mechanically correct. It has the Ferro OFF-SET CYLINDER. This increases power, and reduces side pressure against the cylinder walls. Split adjustable bearings insuring ease of adjustment, perfect fit and perfect compression. Ball Thrust Bearings taking both forward and reverse thrust of propeller. Hinged Connecting Rod and Balanced Piston, insuring accessi-



Ferro Piston and Connecting Rod with Hinged Bearing



Ferro Double Cylinder, Two Cycle Engine





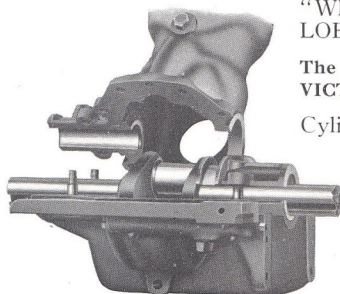
MULLINS PRESSED STEEL BOATS



bility and a sweet running Motor. Accessibility of all working parts by detachable cylinder head and hand-hole making free and easy access to combustion chamber, crank shaft, connecting rod and piston. An efficient and concealed cooling system suited to any climate—no pipes and valves.

An Ideal Two Cycle Engine

“Properly designed intake and exhaust ports, water-jacketed intake and exhaust chamber, insuring proper vaporization of gas in cylinder. Automatic positive-pressure oiling system, stops and starts with the engine, removes lubrication troubles. Improved automatic carburetor, insuring ease of starting, smooth and steady running.”



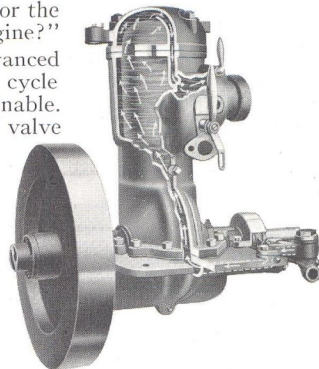
Ferro Crank Case with
Main Bearings Adjustable

“What advantages do you claim for the LOEW-VICTOR Four Cycle Engine?”

The LOEW-VICTOR

“It is the most advanced type of the four cycle marine engine obtainable.

Cylinders cast en-bloc with the valve stems and springs entirely housed in and closed over to reduce the noise and make action of the machine more silent. Two separate and distinct systems of ignition, consisting of the high-class Connecticut Igniter and the “world’s best”—Bosch

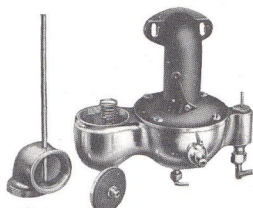


Showing Ferro Cooling System
and Cylinder

Magneto—operated absolutely independent of one another. Large 2-inch crank shaft which is much larger than some engine builders use in from 60 to 70 horse-power engines;

Our Four Cycle Engine

long pistons; substantial connecting rods, mechanical oiler which will not permit the burning out of a single bearing. The simplest and most up-to-date system of lubrication known is used and one that is in general practice in high-class automobile engines. Our experience has taught us that a marine engine must be strong and substantially built. It must be capable of “climbing up hill” for hour after hour at a stretch. We know what these engines are—we have used a large number of them and we recommend them without reservation.”

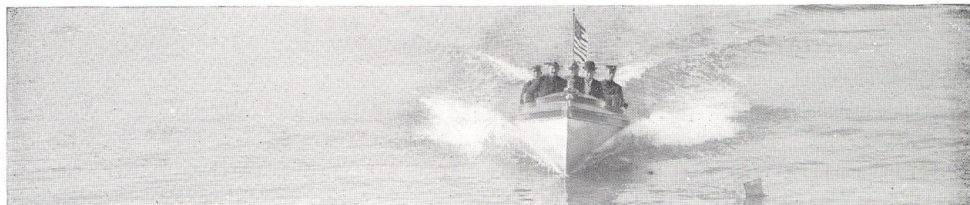


Ferro Carburetor

“Are these engines easily started?”

Start Easily

“Yes. No marine engine of any make will surpass either the FERRO or the LOEW-VICTOR from a standpoint of easy starting. Of this we have been particularly careful and you will find they will start as easily as an automobile engine. You will also note that we can furnish self starter for Loew-Victor Four Cycle Engines at additional charge



MULLINS PRESSED STEEL BOATS

"Is there any difficulty in operating these engines?"

"No, these engines are not only perfectly designed, but the carburetors are of the very latest type. The engine will run as steadily and economically at low speed as at high speed."

"Is there liability of these engines getting out of order?"

Few Working Parts

"Very little. There is nothing complicated about them. There are as few parts as consistent with efficient work and control, all parts being stronger than is necessary for the work required of them — long bearings, perfect lubrication, high grade of material, all thoroughly tested. Therefore, there is little chance of the engine getting out of order."

"Could my son or my wife operate your engine?"

"Yes, the fact that these engines

start and run as easily as automobile engines will make this possible."

"How are these engines lubricated?"

Perfect Lubrication

"The FERRO Two Cycle Engines are equipped with an automatic positive-pressure oiling system which stops and starts with the engine, thus insuring perfect lubrication. The LOEW-VICTOR Four Cycle Engine also has the latest type of mechanical oiler; the bottom of the crank case is flooded at all times."

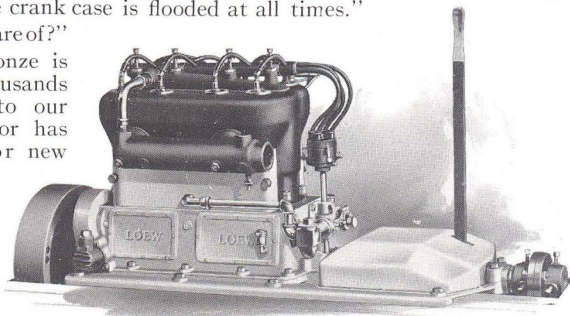
"You say your bearings are well taken care of?"

"Yes. Parsons' Die-Cast White Bronze is used and though we have used thousands of these engines, there has never to our knowledge been a case where a motor has been sent back to the factory for new bearings, nor have we ever known of a crank shaft that had to be replaced."

"What type of pump do you use?"

Cooling System

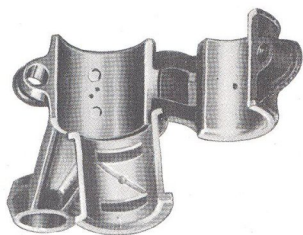
"Plunger pumps on both the two and four cycle engines. Water is conducted from an opening in the bottom of the hull and then through



Exhaust Side Loew-Victor Four Cylinder, Four Cycle Engine



MULLINS PRESSED STEEL BOATS



Place for Oil Wick in Connecting Rod Bearing

the water jackets surrounding cylinder and exhaust pipes, keeping all parts cool. These pumps are practically rust-proof and the valves are constructed in such a manner that they are self-cleaning and small particles of sediment or dirt do not lodge in the valve stems as they do in the ordinary pump."

"Is a starting crank needed with your engine?"

"Yes, we supply starting crank with every engine we ship, though we are safe in saying that after a customer becomes familiar with the operation of his engine, nine out of ten of them forget the starting crank entirely."

"I notice some manufacturers advertise a self-starting engine, an engine that does not require a crank."

Regarding Starting Cranks

"Many of the automobile manufacturers are equipping their cars with self starters, but there is but one marine engine that we know of that is equipped with a self starter, this being the Loew-Victor Special which we install in our 26-foot Auto Boat. It is furnished at an additional cost."

"Are your two cycle engines equipped with self starter?"

"No. The Ferro Engine is not equipped with self starter nor is there any two cycle engine that we know of that has a self starter, and any manufacturer of marine engines who claims that his engine is 'self starting,' is misrepresenting and taking advantage of his customers."

"As for their claim that their engine does not require a starting crank, that may be very true, for as stated before, our two cycle engines can be started without a crank under favorable conditions and in fact any first-class two cycle engine can be."

"For what reason do you consider a starting crank necessary?"

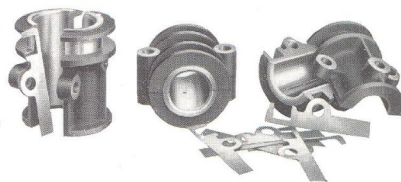
Necessary at Times

"The best gasoline engine built, marine or automobile, two or four cycle, single or multiple cylinder, will under certain conditions require cranking. That is, you will have to turn them over several times. Of course when the engine is warm and the conditions favorable, it can usually be started by throwing on the switch. A starting crank is not then necessary, but reverse these conditions and a starting crank is desirable to say the least."

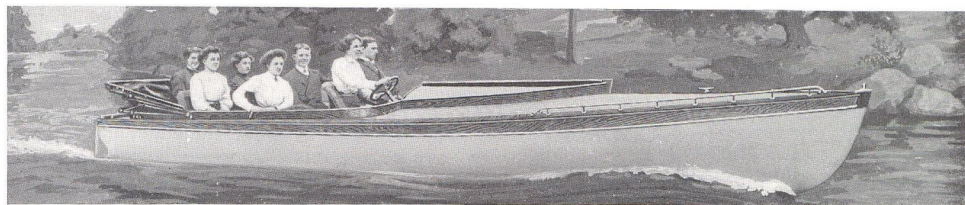
"Are your engines reversible?"

Buy a Reverse Gear

"The two cycle engine can be operated in either direction, but the most satisfactory method of handling your boat is to have it equipped with a reverse gear. We advise every customer to have his launch equipped with a reverse gear."



Ferro Split Bearing



MULLINS PRESSED STEEL BOATS



How some of the Self-Starting Marine Engines are really "Started"

"Is there any difficulty in operating a reverse gear?"

"Absolutely none. They are extremely simple and at the same time they are strong and rigidly constructed. In starting your engine you can throw out the clutch and relieve the engine of its load. This insures easy starting. When starting throw the clutch in, the same as you do in an automobile, and the engine immediately picks up its load. It is invaluable in making landings and docks. It will reverse the boat in its own length. It is therefore, a precaution against accidents and collisions."

MULLINS SILENT UNDER-WATER EXHAUST

"Is there any extra charge for the Mullins Patented Silent Under-Water Exhaust?"

Noiseless,

No Vibration

"No, it is furnished with every launch we construct. We have been to much pains and expense during the past five years to absolutely perfect our Under-Water Exhaust. This should not be confused with any of the so-called

under-water exhaust devices on the market. It is of our own invention, is patented and meets every requirement. As our 1912 Under-Water Exhaust stands, improved to date, it makes for an almost entire elimination of vibration; freedom from heat and produces the quietest, smoothest running power boats manufactured anywhere at any price. Those who have had occasion to commend our Under-Water Exhaust System, as used on earlier models, when they view the new, will wonder that there had been left opportunity for such advancement and improvement. Those who have never experienced its operation will regard it as a revelation."

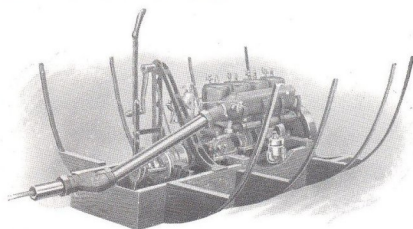
A Perfect System

"In brief, our Under-Water Exhaust embraces the carrying of both cooling water and exhaust gases from the engine through a common channel to be discharged with little velocity underneath the launch, at the extreme stern and behind the propeller. The result is — no noise, freedom from all odors, no heat, grease or dirt. To sum up, our exhaust system is in a class by itself, equalled by none, and leaves nothing more to be desired."

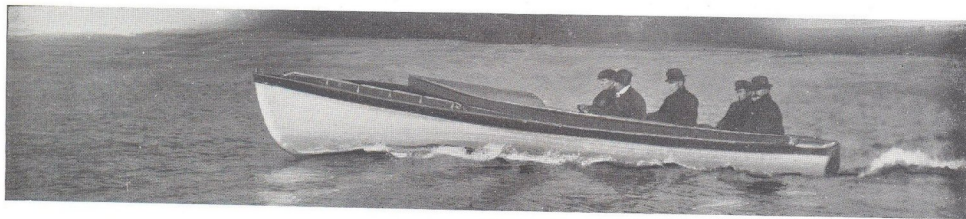
"Do you not experience back pressure in the use of your exhaust system?"

No Back Pressure

"No, on the contrary, our exhaust naturally increases the power of the engine. The use of the finest electrical equipment for indicating power losses or gains, proves conclusively that our exhaust system is almost perfection. The exhaust on each launch is equipped with a relief, or cut-out valve, the use of which assists the operator to diagnose engine symptoms readily."



There is no Back Pressure from the Mullins Patented Noiseless Under-Water Exhaust



MULLINS PRESSED STEEL BOATS

TESTING

"Do you test all of your launches in the water?"

Thoroughly Tested

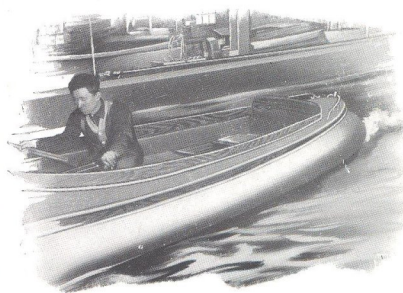
"Every one of them. We have never yet shipped a boat that has not been thoroughly tested, and what is more, we never will. You see we have a large tank in which we can place as many as twenty launches at one time. The boat is placed in the water under the supervision of an expert engineer. He tests it out thoroughly, gets it in perfect adjustment and demonstrates that it is in perfect working order, and no boat is removed from the water until it is in perfect working order, no matter whether it takes an hour or a week to make it so. Cards of instruction are then attached to various parts of the engine, such as TIMER, CARBURETOR, OILING SYSTEM, and other parts. If these instructions are followed you will have absolutely no difficulty in operating your engine."

Perfectly Adjusted

"Do you furnish instructions for the operation of the engine?"

Comprehensive Instruction Book

"The most complete possible. This book dwells on every possible trouble you might experience and gives a remedy for it. One who has had absolutely no experience with a gasoline engine, can, with the aid of our instruction book, operate our engine without difficulty."



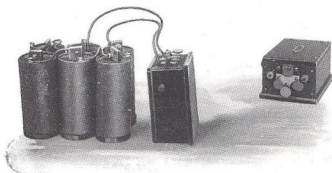
Every Mullins Launch is placed in the water and thoroughly tested under its own power before shipment.

IGNITION

"What ignition system do you use?"

Two Cycle Equipment

"Jump Spark. Our regular equipment on all launches, excepting the 26-foot Auto Boat, equipped with four cycle engines, consists of dry batteries and high-grade spark coils. We do not use a cheap spark coil but furnish the best the market affords regardless of price. At a slight additional cost we can furnish multiple sealed batteries in metal cases which are absolutely impervious to moisture."



The Ignition System is the Very Best Obtainable

"What system of ignition have you on your four cycle engine?"

Four Cycle Equipment

"Two distinct ignition systems are used. That is, each operating on its own set of spark plugs and independent of the other. One, the finest Connecticut Igniter; the other, the Bosch High Tension Magneto."

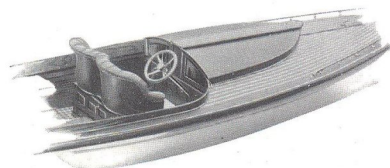


MULLINS PRESSED STEEL BOATS

"What type of magneto do you recommend?"

**Buy a
Magneto**

"We have had years of experience with magnetos and know that our 1912 equipment is the best obtainable. We recommend the Bosch High Tension Magneto, which will be furnished as an extra on all two cycle engines, but is included as a part of the equipment of the four cycle Loew-Victor. The Bosch Magnetos are directly connected and gear driven."



The Engine and all Electrical Equipment Under Cover

However, as an additional safeguard, where an engine is equipped with a high tension magneto, we also provide dry batteries, spark coil and regulation timer. This also gives the operator two independent sources of ignition which is a decided advantage readily appreciated by those who are familiar with the single ignition system."

"Are the batteries and electrical equipment thoroughly protected?"

"Yes, the electrical equipment is placed under cover and thoroughly protected."

"Can one start an engine on these magnetos?"

**Start on
Magneto**

"Yes! The Bosch Magneto can be depended upon to start an engine as readily as can be done on batteries."

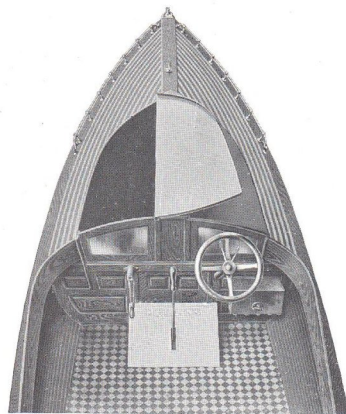
However, as an additional safeguard, where an engine is equipped with a high tension magneto, we also provide dry batteries, spark coil and regulation timer. This also gives the operator two independent sources of ignition which is a decided advantage readily appreciated by those who are familiar with the single ignition system."

ONE-MAN CONTROL

"Is the control such that one man can operate your boats?"

Auto Boats

"Yes, it is so arranged in all launches. Note that in the Auto Boat type the power plant and all moving parts are installed forward under a hinged metal hood separated from that part of the boat in which the passengers are seated by a handsome oak bulkhead containing heavy plate glass windows, permitting easy access to the engine compartment. The engine control, comprising Automobile Steering Wheel, Spark and Throttle Control Levers, Mullins Rear Starting Device, Reverse Gear and Switch, are conveniently placed on the bulkhead."



View showing Bulkhead Control and Engine Hood in 24-Foot and 26-Foot Launches

Leader Type

"The power plant in the 'Leader' type of launch is also under cover and is made easily accessible by the hood on this cover being sectional. The control of the engine is centered conveniently so that one person can start the boat and operate the engine."



MULLINS PRESSED STEEL BOATS

There being but one adjustment for carburetor and timer. You can readily see the advantage of this installation, eliminating as it does, the heat, noise, odors, and entirely removing the danger of having occupants of the boat come in contact with machinery and moving parts."

FINISH

"Can I have a launch painted and finished any way I want it?"

"No. We have a standard finish and for any change in painting there is an additional charge

"What is the regular finish?"

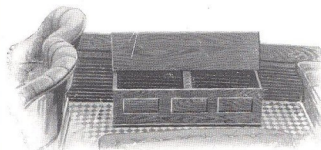
Standard Finish

"The interior of each boat is given three coats of the best marine paint; the outside, three coats of the special aluminum paint about which I told you before. All wood-work, natural finish, with three coats of the best spar varnish. Decks of the Automobile boats are of alternate strips of oak and maple, water-tight and finely finished with three coats of spar varnish. The decks of the Leader launches are of heavy water-proof canvas, brought to a smooth canoe finish; color, dark green. The decks of the Special launches are natural wood finish with three coats of varnish."

"Is there a flooring for the bottom of the boat?"

Sectional Floor Boards

"Yes. The launches have a solid floor, a fine grade of linoleum is the regular floor covering used. The floor boards are made in sections so they can be removed whenever it is necessary. In the 16-foot Special launch there is a slat bottom oard, but no linoleum."



Lockers in a Mullins Boat Never Become Wet, Mouldy and Unclean as They Do in a Wooden Boat

"Are there lockers under the seats?"

Lockers

Always Dry

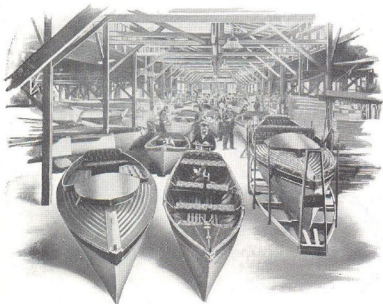
"Yes. You will notice there is quite an amount of locker room under seats. The advantages of our steel construction are again brought to attention as regards the lockers. They are always dry, clean — they never get mouldy. Take the average wooden hull, in a short time the dampness arising from the bilge water renders the lockers disagreeable, damp and unclean. We do not place lockers under the seats of the 16 and 18-foot Special launches."



Just Like an Automobile



MULLINS PRESSED STEEL BOATS



A Corner in Our Shipping Department

OUR CAPACITY

"How many steel boats can you build daily?"

**Eighty Boats
Daily**

"Twenty launches and sixty row boats a day, and right here I will show you the necessity of adhering to our stock models and refusing to make changes. You will notice in going through the Press Room and the Wood-Working Department, all the various parts were made in immense quantities. These parts are carried in stock. We will put an order in the factory for 500 launches. We will say, for example, our 24-foot Leader. We will rush that order through the factory until it is finished. The advantages are obvious. Reduced cost of manufacture, reduced cost to the customer, better work, finer finished work, and it also results in our being able to carry a large stock at all times, enabling us to make prompt delivery."

LAUNCH EQUIPMENT

"If I order a launch, what is furnished with it?"

**Regular
Equipment**

"The regular equipment for each launch consists of the air-tight compartments, the gasoline tank, the steering wheel, solid floor covered with the best linoleum, brass fittings, and in all launches over 18 feet, the one-man control centered conveniently at the steersman's seat. For further details concerning equipment of launches, I refer you to specifications on pages 33, 38, 41."

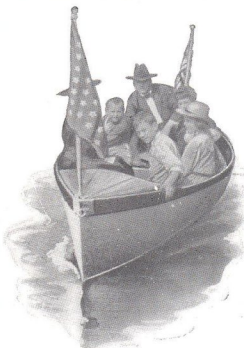
"Can you furnish any equipment that is wanted?"

"Certainly, and if we do not carry it in stock, we will gladly order it for you. I will go over our complete price list with you, on page 51 of our catalog, and I also want to assure you that this equipment is the very best the market produces."

"What equipment would you consider advisable?"

**What You
Will Need**

"Well, that is pretty hard to state; it depends upon one's individual ideas and taste. The launches, as we equip them, are complete and can be operated immediately upon filling the gasoline tank and will give as efficient service as when furnished with the extra equipment, barring of course, the reverse gear, which for reasons already stated, we consider advisable, and while we do not say that a magneto is necessary, yet from an economical standpoint, we advise their use for in the long run it will prove to be the cheapest as well as the most reliable means of



Put the Kids in a Mullins Boat and
You Will Know They are Safe—
It's the Air Chambers



MULLINS PRESSED STEEL BOATS

producing electrical current, and should last as long as the engine. Then there is certain equipment in the way of lights, bells, life preservers, etc., as required by law where the boat is used in waters within the jurisdiction of the United States Government. Other equipment might be considered as luxuries and is not necessary, but if you want to add to the boats comfort and appearance, we would consider that you might want some additional equipment and would suggest the following:

Life Preserver Cushions

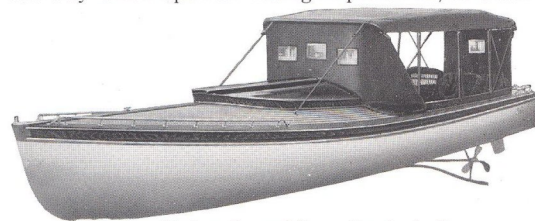
"FIRST — Cushions, as they not only add greatly to the comfort of the passengers, but wonderfully to the tone, finish and general appearance of the boat, and as these cushions are non-sinkable, they can be used as life preservers. They are handsomely finished and are absolutely water and weather-proof.

"SECOND — Brass rails are not absolutely necessary, but if you want your boat to have a striking appearance, we would by all means, advise brass rails."

"Would you advise me to have a top?"

Best Boat Top Built

"Yes. We consider this necessary if you desire protection and we can furnish the best top built. All launches can be equipped with Automobile Folding Tops, a light, serviceable and at the same time a very handsome cover, entirely out of the way when open-air riding is preferred, as it can be dropped down. With the side curtains



26-Footer with Auto Top and Storm Curtains in Front

you have a well lighted cabin. It is light in weight and easily attached to the boat or taken off. When folded the top lies flat on the after deck and does not interfere with the stern seats, nor does it materially effect the speed of the boat. The side curtains are furnished with rolls so they may be detached, rolled up and placed conveniently out of the way. The frame is of steel with white oak bows.

We furnish this in two grades: — artificial leather for the Auto Boats and heavy duty duck for the 'Leaders' and 'Specials.' Front, side and back curtains fitted with Fiberloid windows. These curtains are made of brown duck, all fastenings brass or bronze."

"Would you suggest my using fenders?"

"Yes, by all means; fenders will prevent marring of the boat."

"How about whistle and lights?"

Whistle and Lights "There are certain government regulations which must be observed (in government waters) that will require whistle, lights, life preservers and other equipment and as you'll see by referring to page 47 of this catalog, we furnish complete sets of approved equipment."

"Will I need a cockpit cover?"

"Not necessarily, so long as you own a boathouse or have some cover for your boat, but a good



MULLINS PRESSED STEEL BOATS

cockpit cover is something that can be used to advantage even in a boat house."

"Are there any other extras that you would advise my using?"

"Not in particular, of course there are many other articles of equipment as you will see by referring to page 51 of this catalog, but their use is largely a matter of individual taste."

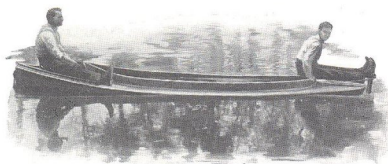
A FEW ADVANTAGES

"Summing the whole matter up, what are the most important advantages that you claim for your steel boats?"

"It would take me some time to go into detail in regard to all of them. I will simply sight a few of the most important features, upon many of which I have already dwelt, but I want to impress the following points most forcibly upon you."

Models "FIRST — Perfect models designed exclusively for us by Whittelsey & Whitaker, of New York City. The finest launches ever attempted by any stock builders in this country."

Construction "SECOND — Built of the finest puncture-proof galvanized steel, built in practically the same way the Government torpedo boats are, and capable of standing wear and tear, exposure and neglect that no wooden boat on earth will stand."



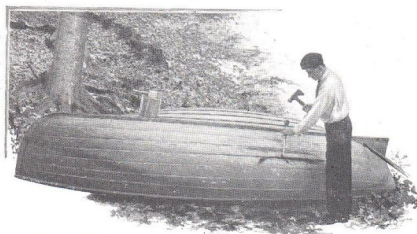
Air Chambers

"THIRD — Mullins Boats are equipped with air compartments like life boats and are absolutely safe — they cannot sink. You must admit that this feature of safety is most important. The wooden boat people meet this with a counter claim that a wooden boat will not sink. We will grant that a new wooden boat built of dry timbers will not sink. But use a wooden boat any length of time, it becomes water-logged and if filled with water will go to the bottom like a stone. We are safe in saying that nine out of

Filled with Water, Passengers on Decks, the Air Chambers Will Float a Mullins Boat Under All Circumstances

ten wooden boats will sink when filled with water."

Never Leak "FOURTH — Our construction enables us to guarantee our boats positively against leaking. Steel cannot absorb the water, they cannot water-log, warp, dry out, and consequently they never require calking. Isn't it a satisfaction to be able to use your boat all season without any attention or repairs, store it away in your boat house and when you are ready to use it the following season, launch it immediately without it being necessary to fill up leaky seams and joints?"



All Wooden Boats Must be Calked Up. Buy a Mullins and Forget What the Word "Calking" Means



MULLINS PRESSED STEEL BOATS

No Vibration "FIFTH — Our patented wooden frame-work does away with vibration. This gives us a great advantage over wooden boats because vibration, always unpleasant, sooner or later has disastrous effects upon a wooden hull. The Mullins Boat is ideal for use in salt water as the steel receives thorough protection by reason of the heavy galvanizing, and if kept painted, no trouble will occur. In tropical countries the Mullins Steel Boat is the only boat that is immune from attacks of the gnawing worm."

Engines "SIXTH — Our engines are the best in the world. They are light, compact, powerful, equipped with the very latest improvements known in marine engine construction. They are built to run and they do it. We guarantee that any man who can read our book of instructions can operate our engine. Remember, we are doing an immense business. Our business depends upon the satisfaction obtained from our launches and we are not going to jeopardize that business by installing anything but the very best engine in our boats."

Under-Water Exhaust "SEVENTH — Our Silent Under-Water Exhaust is a wonderful improvement. It insures noiselessness, cleanliness, comfort, increase of speed and eliminates all odors of exhausted gases. You have no doubt heard the disagreeable pop-pop-pop of the exhaust in a great many launches. Imagine how it will get on your nerves to sit in a boat and listen to it all day long. We do away entirely with that disagreeable feature."

Great Capacity "EIGHTH — Mullins Launches have not only wonderful carrying capacity, but are the fastest family pleasure launches for their size and horse-power in the world, as they glide through the water with less resistance than you will get in a wooden hull. Not only this, but Mullins Boats always maintain their full-rated speed, while a wooden boat will absorb the water, become heavy, water-logged, wet, unclean and constantly lose in speed."



You Never Have to Use a Bilge Pump in a Mullins Boat, but in a Wooden Boat That's Different

One-Man Control "NINTH — Our One-Man Control enables you to remain seated in your launch, start and control the motive power of that launch with the same simplicity of control that you get in the automobile, in fact, the control in our boats is even more simplified, for in the Auto Boats it is not necessary to get in front of the engine to start it. With the Mullins Rear Starting Device the steersman can start our engine without moving from his seat — he has every means of control within a radius of 15 inches."



MULLINS PRESSED STEEL BOATS

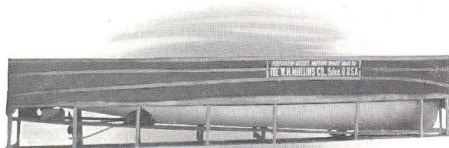
PRICES

Prices quoted in this catalog are STRICTLY NET F. O. B., Salem, Ohio. No DISCOUNTS ALLOWED except to agents.

TERMS

Twenty-five per cent. of purchase price with order, balance sight draft against bill of lading. Send remittance in bank draft, postal or express order. Mention name of bank through which you wish us to make draft for balance. Sundry parts or small items of boat or engine fittings sent C. O. D. unless cash accompanies order.

CRATING



All Launches Securely and Substantially Crated

All launches are securely packed in strong, substantial crates, enabling us to ship boats to all parts of the world without fear of their becoming injured. Additional charge for packing boats in heavy export crates for foreign shipment, as follows:

16-ft. launches.....

18-ft. launches.....

All launches over 18 ft.....

Row boats and duck boats.....

PROMPT SHIPMENT

We carry all models in stock and can ship row boats and launches up to 20 feet in length the day order is received. The 20, 24, 26-foot launches on from two to six days' notice, depending upon the equipment required. Where a boat is wanted in a particular hurry, we will give the order special attention and arrange to have shipment followed with tracer.

LAUNCH EQUIPMENT

On pages 47 to 51 we illustrate and describe all kinds of launch equipment. We handle only the highest grade of materials, such as the celebrated Kenyon Life Preserver, Cushions and Automobile Tops. We are also prepared to furnish lights, whistles, bells, etc., in complete sets as required by law when boats are to be used in Government waters. Our prices on these comprise the complete set as approved by the United States Government Inspectors.



Make Your Vacation a Real Pleasure
By Owning a "Mullins"



MULLINS PRESSED STEEL BOATS

INSTRUCTIONS FOR CABLING

Use the code word for the model wanted (see code words accompanying launch illustrations) and if equipment is desired refer to list of equipment on page 51 and add to the code word of the boat wanted, the code letters of the equipment you wish. For example, if you order the 26-foot, 30 horse-power Auto Boat, equipped with reverse gear, cushions and auto top, your code word would read "HIZFAONOP." Be careful that there are not more than ten letters contained in each word as the cable companies will not accept a code word composed of more than ten letters. If the boat and equipment run over ten letters, divide it into two words. We give below a further code to facilitate ordering. This latter code will apply to all launches, marine engines, row and duck boats.

SONSHIP.....What type of 16-foot launch can you ship immediately?
SANDIP.....What type of 18-foot launch can you ship immediately?
SUNSHINE.....What type of 20-foot launch can you ship immediately?
SANDAL.....What type of 24-foot launch can you ship immediately?
SIMFOR.....What type of 26-foot launch can you ship immediately?
SYSTEM.....What type of row boat can you ship immediately?
SANTOY.....What type of duck boat can you ship immediately?
SURNAME.....What type of engine can you ship immediately?

Answers to the above list will be indicated by the regular code word. For example, in answering a cable message containing the word "SIMFOR," we would reply "HIZ," indicating that we could make immediate shipment of the 26-foot, 30 horse-power Auto Boat.

ORDERING

RONDOVA — Enter order for.....have mailed confirmation and draft for deposit, according to regular terms.

REVELO — Enter order for.....have cabled amount of deposit required.

NOTE — In addition to the above we use the following codes:— Manufacturers' Code, Fourth and Fifth Edition A. B. C. Code, Western Union Code, and Lieber's Code.



MULLINS PRESSED STEEL BOATS

Guarantee

We guarantee our steel boats against puncture. Repairs made necessary by puncture will be paid for by us.

We guarantee our steel boats against leaking, water-logging, drying out, opening seams and the necessity of calking.

We guarantee every engine will develop the full rated horse power.

We guarantee that every launch is tested under its own power and the engine to have been put in perfect running order, properly inspected and tagged.

We guarantee the purchasers of our boats against defects in material or workmanship for one year from date of purchase and will replace any defective part upon the return of same to our factory properly marked and with carriage charges prepaid.

We guarantee every boat to be exactly as represented and described by us.

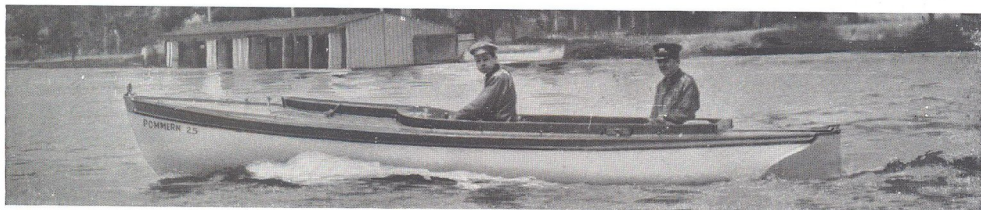
The above guarantee does not apply to repairs or replacements made necessary by abuse or neglect on the part of the customer.

THE W. H. MULLINS CO.

SALEM, OHIO, U. S. A.

W. H. Mullins
President.

All cuts of launches shown in this catalog are made from photographs of Mullins Boats in actual operation in all parts of the world.

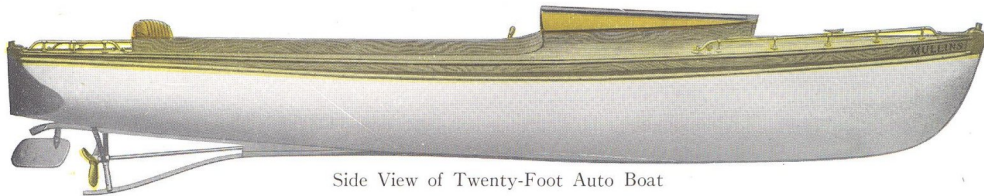


MULLINS PRESSED STEEL BOATS

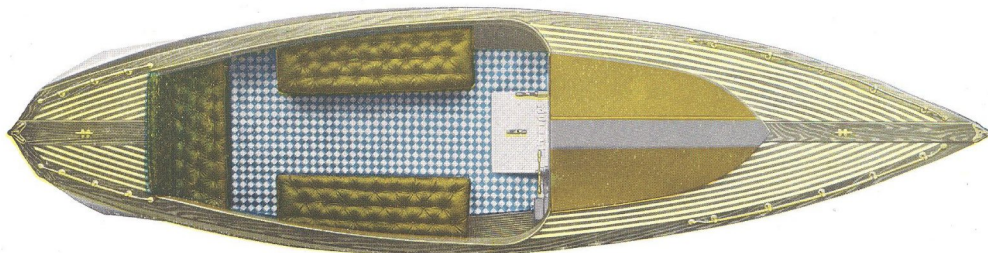
MULLINS TWENTY-FOOT AUTO BOAT

(Designed exclusively for The W. H. Mullins Co., by Whittelsey & Whitaker, New York, N.Y.)

This graceful model will be found very satisfactory by those wanting a small runabout at a low price, yet speedy, seaworthy and provided with those comforts which are usually to be had only in the higher priced launch. Powered with Ferro 8 Horse-power, Double Cylinder Engine, installed forward under hinged metal hood. One-Man Control. Mullins Silent Under-Water Exhaust.



Side View of Twenty-Foot Auto Boat



Deck View of Twenty-Foot Auto Boat

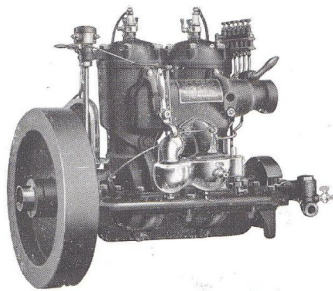
DIMENSIONS — Beam, 5 ft.; draft, 20 in.; length of cockpit, 8 ft.; seats 8; net weight, 1,300 lbs.; weight crated, 1,900 lbs.; foreign shipment, 2,500 lbs.; cubic measurement, 435 cu. ft. Code word, HER. Speed, 10-11 miles an hour.

Complete specifications and description, page 33.

Price list and description of launch equipment, page 51.

Price, with 8 Horse-power Engine,

Reverse Gear extra,



Ferro Eight Horse-power Engine

POWER PLANT TWENTY-FOOT AUTO BOAT

Complete Specifications Page 45

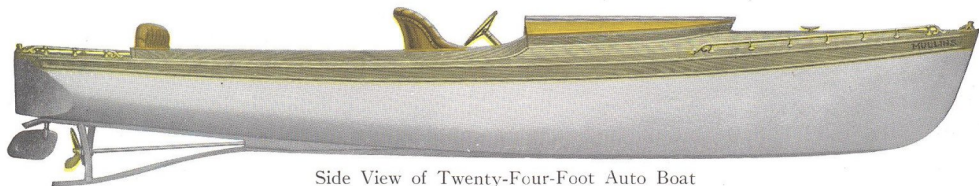
Ferro, 8 Horse-power, Double Cylinder Engine of latest design, simple, compact and mechanically correct; with detachable head, permitting easy access to interior. All Ferro Engines have **OFFSET CYLINDER**, increases power, reduces side pressure against cylinder walls and improves intake and exhaust gases. Improved Ferro Carburetor and timer so connected as to work in unison insuring perfect Carburetion. Efficient cooling system concealed, no pipes or valves, suited to any climate. **MULLINS SILENT UNDER-WATER EXHAUST.**

MULLINS PRESSED STEEL BOATS

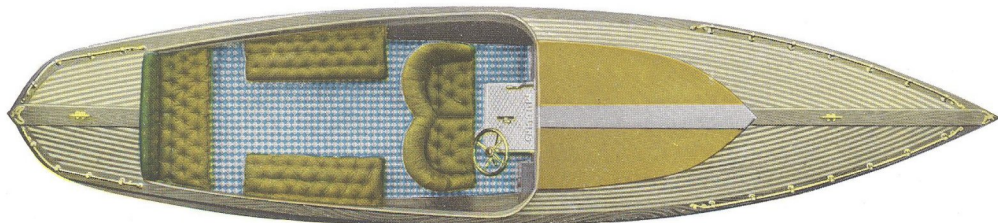
MULLINS TWENTY-FOOT AUTO BOAT

(Designed exclusively for The W. H. Mullins Co., by Whittelsey & Whitaker, New York, N. Y.)

Our 24-foot Auto Boat is a trim, clean-cut, perfectly proportioned model. Pressed steel automobile seats add greatly to the comfort and beauty of this boat. Powered with the celebrated Ferro 25 Horse-power, Three Cylinder Engine, installed forward in engine compartment under hinged metal hood. Perfect automobile control, automobile steering wheel, Mullins Silent Under-Water Exhaust.



Side View of Twenty-Four-Foot Auto Boat



Deck View of Twenty-Four-Foot Auto Boat

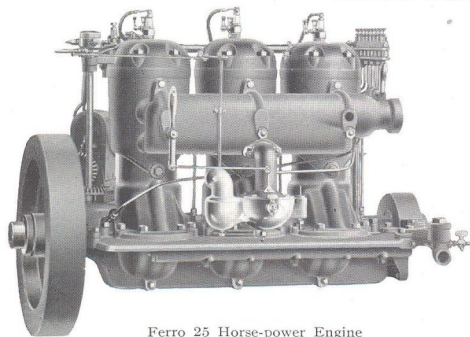
DIMENSIONS — Beam, 5 ft. 6 in.; draft, 24 in.; length of cockpit, 9 ft. 3 in.; seats 10; net weight, 2,000 lbs.; weight crated, 2,600 lbs.; foreign shipment, 3,000 lbs.; cubic measurement, 620 cu. ft. Code word, HOT. Speed, 14 miles an hour.

Complete specifications and description, page 33.

Price list and description of launch equipment, page 51.

Price, with 25 Horse-power Engine, and including Upholstering,

Reverse Gear extra,



Ferro 25 Horse-power Engine

POWER PLANT TWENTY-FOOT AUTO BOAT

Complete Specifications Page 45

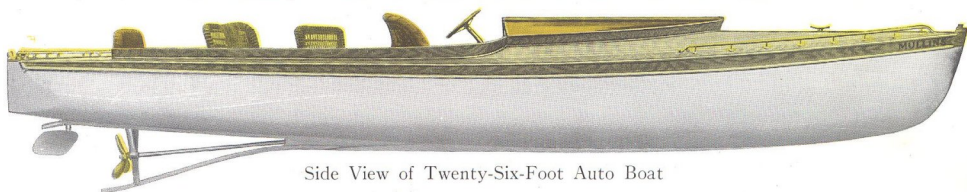
Ferro, 25 Horse-power, Three Cylinder Engine, with aluminum base—a light but powerful and reliable power plant with latest Ferro improvements: — Perfectly designed Ferro Carburetor; a system of lubrication that absolutely eliminates trouble; bearings that never wear out. An engine you can “bank on.” Equipped with MULLINS SILENT UNDER-WATER EXHAUST. (NOTE—This engine is also installed in the 26-foot Auto Boat. Price

MULLINS PRESSED STEEL BOATS

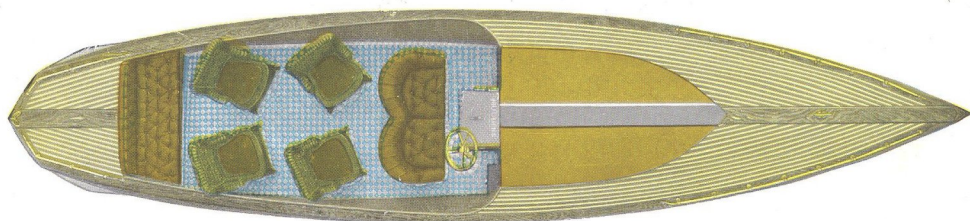
MULLINS TWENTY-SIX-FOOT AUTO BOAT

(Designed exclusively for The W. H. Mullins Co., by Whittelsey & Whitaker, New York, N. Y.)

This is the most luxuriously fitted boat ever sold at the price. Perfectly proportioned, comfortably and richly appointed. Note accessibility of power plant and perfect control. Powered with either LOEW-VICTOR 30 Horse-power, Four Cylinder, Four Cycle Engine, or Ferro 25 Horse-power, Two Cycle Engine; installed forward under hinged metal hood. Automobile control, automobile steering wheel. Mullins Silent Under-Water Exhaust.



Side View of Twenty-Six-Foot Auto Boat



Deck View of Twenty-Six-Foot Auto Boat

DIMENSIONS — Beam, 6 ft.; draft, 24 in.; length of cockpit, 10 ft. 6 in.; seats 10; net weight, 2,500 lbs.; weight crated, 3,000 lbs.; foreign shipment, 3,500 lbs.; cubic measurement, 830 cu. ft. Code word, for 25 Horse-power, HAB. Code word, for 30 Horse-power, H1Z. Speed, with 25 Horse-power, 14 to 15 miles an hour; with 30 Horse-power, 16 to 17 miles an hour. Complete specifications and description, page 33.

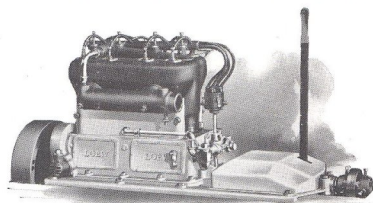
Price list and description of launch equipment, page 51.

Price, with 25 H.P., Two Cycle Ferro Engine, including Rear Starter and Upholstering.....

Reverse Gear, extra.....

Price, with 30 Horse-power Engine, including Reverse Gear, Magneto and Upholstering.....

Self Starter for 30 H.P. LOEW-VICTOR.....



Loew-Victor 30 Horse-power Engine

POWER PLANT TWENTY-SIX-FOOT AUTO BOAT

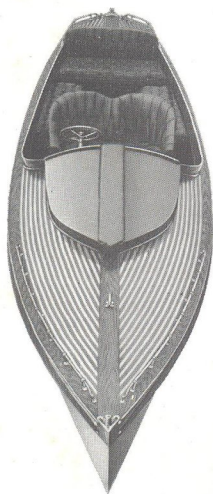
Complete Specifications Page 45

LOEW-VICTOR 30 Horse-power, Four Cycle, Four Cylinder Engine (cast en bloc), (or the 25 horse-power Ferro Two Cycle, shown on page 31), as silent and smooth as an automobile engine. Regular equipment consists of: — two sets of ignition — Connecticut Igniter and Bosch Magneto; special Loew-Victor Reverse Gear; 1¼-inch Schebler Carburetor and mechanical oiler. MULLINS SILENT UNDER-WATER EXHAUST.

MULLINS PRESSED STEEL BOATS

SPECIFICATIONS MULLINS AUTO BOATS

(Designed by Whittelsey & Whitaker, Naval Architects of New York, N. Y.)



Bow View, 26-Foot Auto Boat
Showing Automobile Seats.

FRAME — Heavy oak keel and steam-bent ribs, bow and stern posts of oak. Steel channel ribs under engine.

HULL — New Process puncture-proof, galvanized steel plates, pressed rigidly to correct form by large dies in powerful drop presses. Heavy oak wearing strip securely bolted through gunwales, faced with brass half-round.

COCKPIT — Gunwales, cockpit rails and seats of selected oak and maple. Interior ceiled and paneled in handsomely designed oak and maple, natural finish, with three coats of best marine varnish. Solid floor, covered with fine linoleum; aluminum cover over reverse gear. Upholstering for the 20-foot model is extra, but all upholstery including that for the pressed-steel automobile seats is included in the price of the 24 and 26-foot Auto Boats.

ENGINE COMPARTMENT — Engine installed forward in engine cabin under hinged metal hood. Hood has walking board. Separated from cockpit by handsome oak bulkhead containing plate glass windows permitting easy access to engine cabin. Control of engine including Mullins Rear Starting Device is placed on this bulkhead. The 20-foot launch is equipped with regular marine steering wheel. The 24 and 26-foot models with automobile steering wheel with spark and throttle control levers on it.

This enables one person to start and operate the engine from one position.

FITTINGS — Combination flag-pole base and chock for bow and stern; cleats and deck plate for gasoline tank of polished brass; steering wheel, spark and throttle control levers; balanced steel rudder; galvanized steel gasoline tanks, thoroughly tested; air chambers bow and stern; shoe of steel protecting shaft and propeller.

DECKS — Deck beams sawed to shape. Decking of narrow strips of oak and maple, tongue and groove construction, screwed and plugged, perfectly water-tight; wide walking board to prevent marring of decks.

FINISH — Three coats of thoroughly water-proof aluminum paint on the outside, three coats marine paint on the inside, all wood-work finished in natural oak and maple with a coat of filler and three coats of best marine varnish.

POWER PLANT — Each engine equipped with Mullins Silent Under-Water Exhaust; automatic oiling system; reversible contact timer with speed control levers (Ferro); High Tension (Dual) Ignition System (LOEW-VICTOR); automatic float-feed carburetor; priming and relief cocks; spark plugs; propeller shaft; ball thrust bearings; steel shaft; solid bronze propeller; batteries; spark coil; switches; all electrical apparatus wired with best insulated copper wire. One gallon of lubricating oil; instructions for operation.

(See page 45 for full specifications of engines.)

MULLINS PRESSED STEEL BOATS

BUY A MULLINS STANDARD DESIGN AND —

You Get the latest design from the board of Whittelsey & Whitaker, admittedly the leading naval architects of the United States, insuring you the same exclusiveness and perfection of lines and model as you would get were you to go to a naval architect and pay him a big fee for his work.

You Get a steel hull built like a torpedo boat, of rigid puncture-proof steel plates — a construction that cannot be duplicated by any other builders in the world: — air-tight compartments like a life boat; a power plant of the highest order, perfectly installed; equipped with silent under-water exhaust; one-man control; in short, a perfect boat, designed, built and powered with painstaking care.

You Get a guarantee that insures absolute satisfaction or the return of your money; a guarantee that cannot be duplicated by any other boat builder in the world; a guarantee that to-day protects over 40,000 Mullins owners in all parts of the world; you get the benefit of our years of experience in the perfection and production of the finest line of pleasure boats ever produced.

BUY A SPECIAL DESIGN AND —

You Get an opportunity to pay some naval architect very nearly as much for his plans as you would pay Mullins for an entire boat with power installed and in the end, you have more or less of an experiment.

You Get an opportunity to wait from two to six months for your boat while it is in the course of construction during which time it demands more or less of your personal attention. (The "Mullins" is shipped the day the order is received). Each "special design" is a law "unto itself." It is, to a large extent, experimental from the time the plans are made until the boat is finished.

You Get an opportunity to pay from 100 to 500 per cent. more for your "specially designed" boat than you do for a "Mullins." If you were buying an automobile, would you choose a special design, the first of its type ever built, in fact an experimental car manufactured by some concern who at the most produced not over 100 or 200 cars in a year and who made you wait from two to six months for it, or would you choose a Packard, a Pierce-Arrow or some car of standard design, produced by thousands and known to be perfect?

BUY A KNOCKED DOWN HULL OR BOAT FRAME AND —

You Get an opportunity to learn how really necessary it is to be a real "boat builder" in order to build a boat, for of all the mistakes a man can make, the most serious is that of undertaking to build his own boat. You wouldn't undertake to build your own automobile. To build your boat, install your power plant, get everything right, is just as difficult as to build your own automobile, and to do it perfectly is far more important, for you trust the lives of your family, your friends and yourself every time you use your boat. It must be built right or you are in constant danger.

You Get an opportunity of learning: — first, how little you know of boat construction; second, how necessary it is to have that knowledge in order to correctly build a boat; third, how difficult, in fact how impossible, it is to properly and safely install your engine, and even though you do succeed this far, you never can equip your boat with all the up-to-date features that you get in the "New Mullins Models."

You Get an opportunity to learn why there were five years ago, ten manufacturers of knocked down boats and frames, doing business in this country, where there is to-day one. Why have these companies gone out of business? Simply because the fallacy of their proposition has been demonstrated to thousands of people, who after investing their money in patterns, knocked down frames and EXPERIENCE, have discovered that in the end they have invested more than a high class, fully guaranteed Mullins would have cost them and that it requires more than the ability to wield a hammer or push a saw to build a boat.

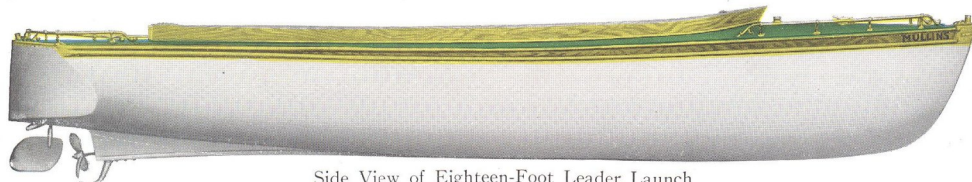
The W. H. Mullins Company with its Sixteen Years in the Boat Business, with the Backing of over 40,000 Satisfied Customers, with a Factory Annually Producing Thousands of these Steel Boats, can assure you of the Very Best in the way of Boat Design, Construction, Finish and Equipment.

MULLINS PRESSED STEEL BOATS

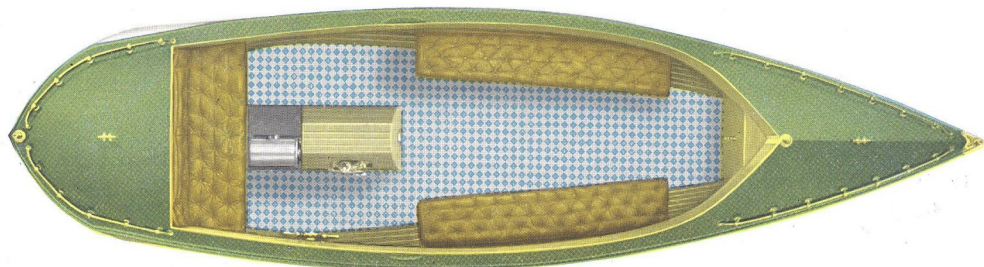
MULLINS EIGHTEEN-FOOT LEADER LAUNCH

(Designed exclusively for The W. H. Mullins Co., by Whittelsey & Whitaker, New York, N. Y.)

This is a LEADER in every sense of the word. A perfect model. Seats 10. Water-tight deck, high coaming, wonderful sea boat. It will ride the highest waves. Engine under cover; no machinery or moving parts in sight; noiseless as an electric launch. Powered with 6 horsepower, double cylinder Ferro Engine. Mullins Silent Under-Water Exhaust.



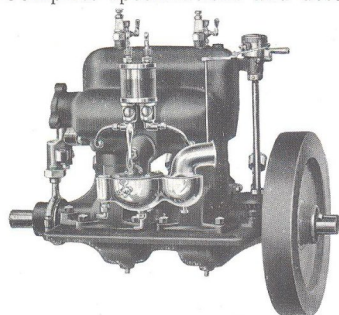
Side View of Eighteen-Foot Leader Launch



Deck View of Eighteen-Foot Leader Launch

DIMENSIONS — Beam, 4 ft. 9 in.; draft, 15 in.; length of cockpit, 10 ft. 8 in.; seats 10; net weight, 900 lbs.; weight crated, 1,300 lbs.; foreign shipment, 1,450 lbs.; cubic measurement, 360 cu. ft. Code Word, HAP. Speed, 8-9 miles an hour.

Complete specifications and description, page 38.



Ferro Six Horse-power Engine

Price list and description of launch equipment, page 51.
Price, with 6 Horse-power Engine.....
Reverse Gear, extra.....

POWER PLANT EIGHTEEN-FOOT LEADER LAUNCH

Complete Specifications Page 45

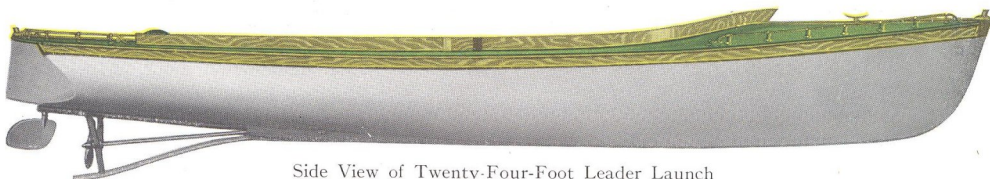
Ferro, 6 Horse-power, Double Cylinder Engine (cast en bloc), properly designed intake and exhaust ports, water jacketed intake and exhaust chamber insures proper vaporization of gases in cylinder, also exhaust of burnt gases. Perfect Ferro Carburetor, connected with Timer, insuring perfect adjustment. All parts interchangeable. No difficulty in securing repairs as all parts are standard and fit perfectly. MULLINS SILENT UNDER-WATER EXHAUST.

MULLINS PRESSED STEEL BOATS

MULLINS TWENTY-FOUR-FOOT LEADER LAUNCH

(Designed exclusively for The W. H. Mullins Co., by Whittelsey & Whitaker, New York, N. Y.)

An ideal family launch. Never in the history of power boating has there been offered such a boat as this for the price. Consider — a perfect model, 24 feet in length, with a wonderful carrying capacity, powered with high class Ferro Double Cylinder, 8 Horse-power Engine in special compartment, eliminating noise, odors, dirt and grease. Mullins Silent Under-Water Exhaust. One-Man control. This proposition is absolutely unbeatable.



Side View of Twenty-Four-Foot Leader Launch



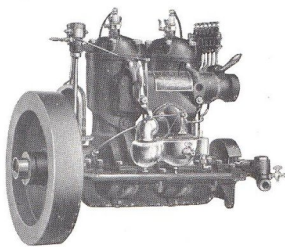
Deck View of Twenty-Four-Foot Leader Launch

DIMENSIONS — Beam, 5 ft. 6 in.; draft, 21 in.; length of cockpit, 15 ft.; seats 14; net weight, 1,450 lbs.; weight crated, 1,850 lbs.; foreign shipment, 2,500 lbs.; cubic measurement, 620 cu. ft. Code word, RUT. Speed, 11½ miles an hour.

Complete specifications and description, page 38.

Price list and description of launch equipment, page 51.

Price, with 8 Horse-power Engine.....
Reverse Gear, extra.....



Ferro Eight Horse-power Engine

POWER PLANT TWENTY-FOUR-FOOT LEADER LAUNCH

Complete Specifications Page 45

Ferro, 8 Horse-power, Double Cylinder Engine, which, on actual break test, will develop from 15 to 20 per cent. over their rating. Easiest starting, smoothest running marine engines built. All Ferro Engines equipped with the improved Ferro Carburetor, insuring maximum power from a given amount of fuel. Connected with Timer, insuring perfect mixing of gasoline and air. MULLINS SILENT UNDER-WATER EXHAUST.

MULLINS PRESSED STEEL BOATS

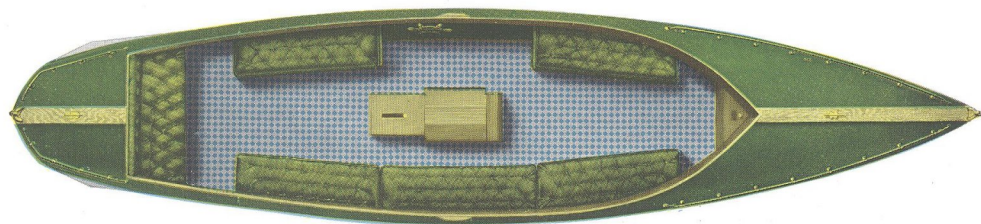
MULLINS TWENTY-SIX-FOOT LEADER LAUNCH

(Designed exclusively for The W. H. Mullins Co., by Whittelsey & Whitaker, New York, N. Y.)

The boating sensation of the year, a magnificent model, capable of 12 miles an hour, with seating capacity for 18 passengers. Finely finished, equipped with air-tight compartments, powered with 11 horse-power, double cylinder Ferro Engine in special engine compartment, with Mullins Silent Under-Water Exhaust. One-man control.



Side View of Twenty-Six-Foot Leader Launch

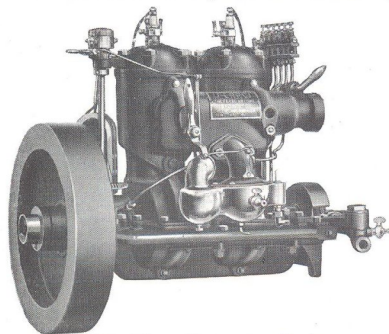


Deck View of Twenty-Six-Foot Leader Launch

DIMENSIONS — Beam, 6 ft.; draft, 23 in.; length of cockpit, 17 ft.; seats 18; net weight, 1,830 lbs.; weight crated, 2,300 lbs.; foreign shipment, 2,900 lbs.; cubic measurement, 830 cu. ft. Code word, RIF. Speed, 12 miles per hour.

Complete specifications and description, page 38.

Price list and description of launch equipment, page 51.



Ferro Eleven Horse-power Engine

Price, with 11 Horse-power Engine....

Reverse Gear, extra.....

POWER PLANT TWENTY-SIX-FOOT LEADER LAUNCH

Complete Specifications Page 45

Ferro, 11 Horse-power, Double Cylinder Engine, with automatic positive pressure oiling system, absolutely eliminating lubrication troubles. Most perfect carburetor ever devised, insuring ease in starting.

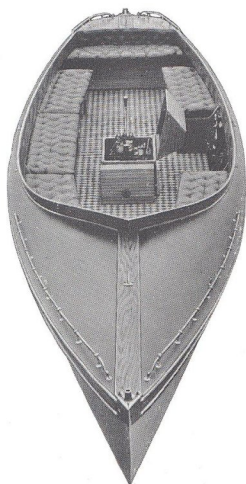
All Ferro Engines have hinged connecting rods and balanced piston, makes bearings accessible and insure sweet running engine.

MULLINS SILENT UNDER-WATER EXHAUST.

MULLINS PRESSED STEEL BOATS

SPECIFICATIONS OF MULLINS LEADER LAUNCHES

(Designed by Whittelsey & Whitaker, Naval Architects of New York, N. Y.)



Bow View, 24-Foot
Leader Launch

FRAME — Heavy oak keel and steam-bent ribs, bow and stern posts of oak. Under engine, steel channel ribs are placed to which engine base is secured and braced.

HULL — Heavy gauge, new process, puncture-proof, galvanized steel plates pressed rigidly to correct form by large dies in powerful drop presses.

COCKPIT — Gunwales, seats and all wood-work of best selected materials. Interior finished in yellow pine and oak, natural finish, covered with three coats of best marine varnish; solid floor covered with best linoleum.

ENGINE COMPARTMENT — In the 18-foot model, engine, under cover, is installed astern, while in the 24 and 26-foot models, the engine occupies a position amidship, concealed by handsomely designed wooden hood which can be removed, giving ready access to any part of the engine. Reverse gear is also concealed under hood, no machinery or moving parts visible.

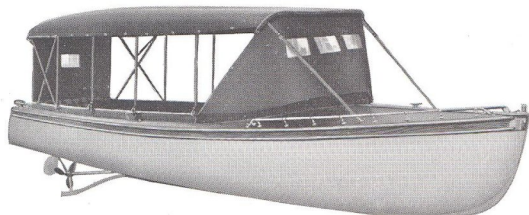
FITTINGS — Flag-pole base and chock for bow and stern, cap for gasoline tank, steering wheel, hard-wood handles, balanced steel rudder, galvanized steel gasoline tank — thoroughly tested, air chambers bow and stern, shoe of steel protecting shaft and propeller.

DECKS — A handsome and graceful deck of wood construction, covered with best canvas brought to a smooth, glossy, canoe finish, afterwards varnished, making a handsome and and thoroughly water-proof deck.

FINISH — Outside of hull finished in aluminum, inside in light green. Canvas covered deck finished in dark green, all natural wood-work covered with three coats of best marine varnish.

POWER PLANT — Each engine equipped with Mullins Silent Under-Water Exhaust; sight-feed oilers on the 6 horse-power engine, automatic pressure oiling system on the 8 and

11 horse-power engines; reversible contact timer with speed control levers, automatic float-feed carburetor; priming and relief cocks; spark plug; propeller shaft; ball thrust bearings; steel shaft; solid bronze propeller; dry batteries; spark coil; switch; all electrical apparatus wired with best insulated copper wire; one gallon of lubricating oil and instructions for operation. See page 45 for full specifications of engines.



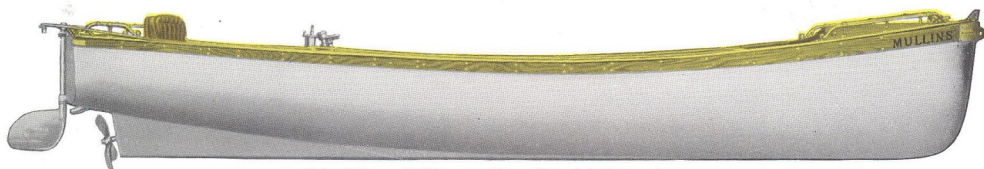
Mullins 26-Foot Leader Launch with Kenyon Auto Top

MULLINS PRESSED STEEL BOATS

MULLINS SIXTEEN-FOOT SPECIAL LAUNCH

(Designed exclusively for The W. H. Mullins Co., by Whittelsey & Whitaker, New York, N. Y.)

The greatest power boat for the money in the world. Do not confuse it with the cheap row boat equipped with an inferior, unknown and low-powered engine. This is a LAUNCH — a graceful little craft, perfectly proportioned, finely powered with an easy starting, smooth running Ferro 3 Horse-power Engine. Ideal for hunting, fishing and pleasure. Range of speed from $1\frac{1}{4}$ to 9 miles an hour. Equipped with Mullins Silent Under-Water Exhaust.



Side View of Sixteen-Foot Special Launch



Deck View of Sixteen-Foot Special Launch

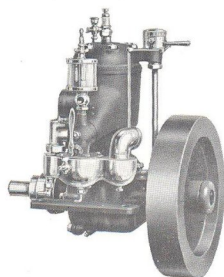
DIMENSIONS — Beam, 4 ft.; draft, 12 in.; length of cockpit, 11 ft. 4 in.; seats 8; net weight, 500 lbs.; weight crated, 600 lbs.; foreign shipment, 900 lbs.; cubic measurement, 210 cu. ft. Code word, HIM. Speed, $8\frac{1}{2}$ -9 miles an hour.

Complete specifications and description, page 41.

Price list and description of launch equipment, page 51.

Price, with 3 Horse-power Engine.....

Reverse Gear, extra.....



Ferro Three Horse-power Engine

POWER PLANT SIXTEEN-FOOT SPECIAL LAUNCH

Complete Specifications Page 45

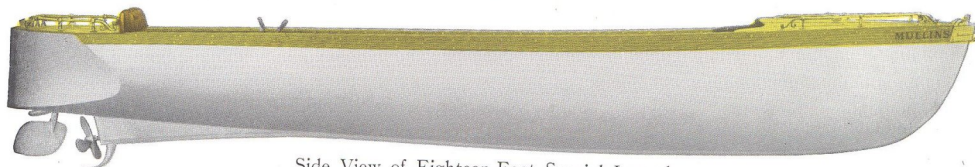
Ferro, 3 Horse-power, Single Cylinder Engine with the latest improvements, finely finished, starts and runs like an automobile engine. Ferro accessibility of working parts by DETACHABLE CYLINDER HEAD AND HAND HOLE makes free and easy access to interior mechanism. Also with improved float-feed carburetor, insuring ease in starting and an economical fuel consumption. MULLINS SILENT UNDER-WATER EXHAUST.

MULLINS PRESSED STEEL BOATS

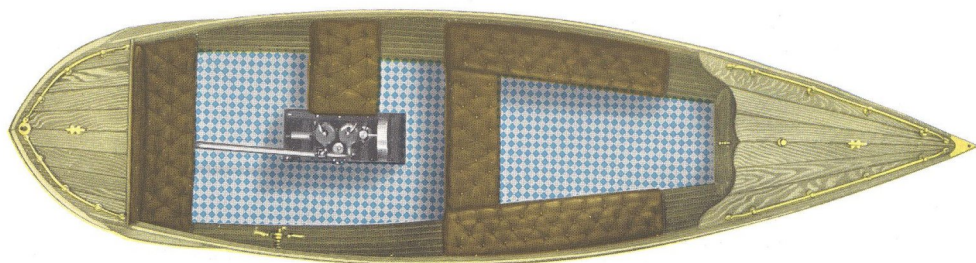
MULLINS EIGHTEEN-FOOT SPECIAL LAUNCH

(Designed exclusively for The W. H. Mullins Co., by Whittelsey & Whitaker, New York, N. Y.)

For those wanting a launch larger than the 16-footer, one of good beam and carrying capacity which will stand rough water and still remain dry and clean, this boat will fill the bill. A very desirable addition to pleasure resorts and summer hotels where it will be a constant source of revenue. Powered with either 3 horse-power, single cylinder, or 6 horse-power, double cylinder Ferro Engine. Mullins Silent Under-Water Exhaust.

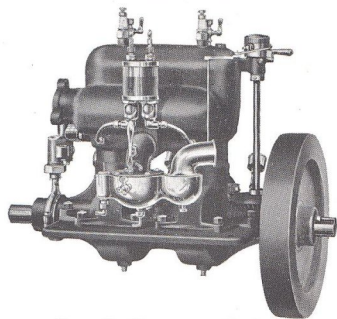


Side View of Eighteen-Foot Special Launch



Deck View of Eighteen-Foot Special Launch

DIMENSIONS — Beam, 4 ft. 9 in.; draft, 14 in.; length of cockpit, 11 ft. 6 in.; seats 10; net weight, 700 lbs.; weight crated, 985 lbs.; foreign shipment, 1,300 lbs.; cubic measurement, 340 cu. ft. Code word, for 3 horse-power launch, HOD; for 6 horse-power launch, Huc. Speed, 6½ and 9 miles an hour.



Ferro Six Horse-power Engine

Complete specifications and description, page 41.
 Price list and description of launch equipment,
 Price, with 3 Horse-power Engine.....
 Reverse Gear, extra.....
 Price, with 6 Horse-power Engine.....
 Reverse Gear, extra.....

POWER PLANT EIGHTEEN-FOOT SPECIAL LAUNCH

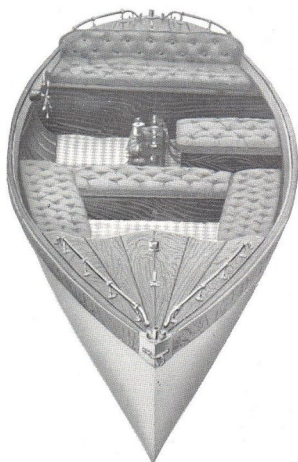
Complete Specifications Page 45

Ferro, 3 Horse-power, Single Cylinder, or 6 Horse-power, Double Cylinder Engines. Light but powerful, with fine range of control. Six Horse-power Engine, cast en bloc, improved carburetor, with attachment to Timer; one adjustment lever for both. Perfect lubrication system. MULLINS SILENT UNDER-WATER EXHAUST.

MULLINS PRESSED STEEL BOATS

SPECIFICATIONS OF MULLINS SPECIAL LAUNCHES

(Designed by Whittelsey & Whitaker, Naval Architects of New York, N. Y.)



Bow View, 18-Foot
Special

FRAME — Heavy oak keel and steam-bent ribs, bow and stern posts of seasoned oak. Under engine, steel channel ribs are placed to which engine base is secured and braced.

HULL — Heavy gauge, new process, puncture-proof, galvanized steel plates pressed rigidly to correct form by large dies in powerful drop presses.

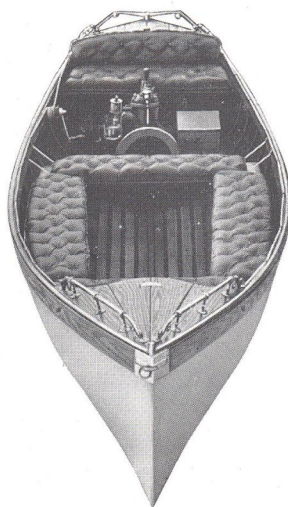
COCKPIT — Gunwales, seats and all wood-work of best selected materials. Interior finished in yellow pine and oak, natural finish, covered with three coats of best marine varnish. All electrical equipment in locker at side of engine; solid floor covered with best linoleum in the 18-foot model, 16-foot model fitted with substantial bottom boards. Lockers under center seat of 18-foot model. Whole control of the engine together with steering wheel grouped so that one person can operate readily.

FITTINGS — Galvanized iron fittings throughout, bronze cap for gasoline tank, steering handle for 16-footer, steering wheel for 18-footer, balanced steel rudder, steering lines, galvanized steel gasoline tank under decks, thoroughly protected, large air chambers bow and stern.

DECKS — Oak decks finished with three coats of best marine varnish.

FINISH — Outside of hull finished in aluminum; inside in light green. All natural wood-work covered with three coats of best marine varnish.

POWER PLANT — Each engine equipped with Mullins Silent Under-Water Exhaust, sight-feed oilers, reversible contact timer with speed control levers, automatic float-feed carburetor, priming and relief cocks, spark plug, propeller shaft, ball thrust bearings, steel shaft, solid bronze propeller, dry batteries, spark coil, switch, all electrical apparatus wired with best insulated copper wire, one gallon of lubricating oil, and instructions for operation. See page 45 for full specifications of engines.



Bow View, 16-Foot
Special

MULLINS PRESSED STEEL BOATS

MULLINS LEADERS AND SPECIALS

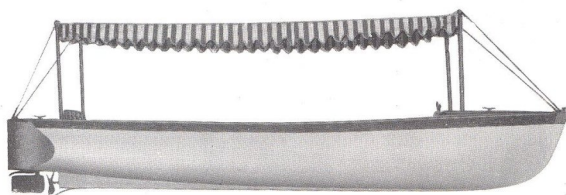


A Mullins Sixteen-Foot, Three-Horse-power Cup Winner Record, 85 Miles in 8 Hours and 30 Minutes.

They even go so far as to show cuts of finely finished 30 or 35-foot launches in their advertisements. "Don't take the bait." Don't buy a row boat with an unknown and in many instances inferior engine when you can buy a Mullins Pressed Steel Launch, equipped with airtight compartments, driven at exceptional speed by a high-grade engine, equipped with Mullins Silent Under-Water Exhaust at the lowest prices ever quoted on boats of real quality.

The Mullins has been well named, "The greatest launch in the world." We don't show one boat in our advertisements and ship you an entirely different boat. The boat we illustrate is exactly the boat you will get if you order a "Mullins." No other builders have succeeded in producing a real launch to sell at prices as low as ours. It was considered an impossibility, and, in fact, was an impossibility until we demonstrated that a high-class launch with a high-class power plant, the entire outfit sold under an iron-clad guarantee could be produced and sold at prices at which we offer you our Special and Leader launches. We will tell you how we do it.

Let us enter into detail as to what constitutes the cost of a boat. FIRST, there is the factory cost, which is composed of two items, viz.: — direct and indirect cost. To be brief, direct cost is actual labor and material placed upon and entering directly into the manufactured article. Indirect cost is composed of necessary fixed charges, such as superintendent's and foreman's salaries, fuel, light, etc. SECOND, there is an overhead cost, or as it is sometimes called, the cost of sales, which is composed of office expenses, such as officers' salaries, advertising, catalogues, etc.



Our Eighteen-Foot Special, Equipped with Awning

"The greatest launches in the world." Built of steel like Government torpedo boats, equipped with air-tight compartments like life boats, with engines that start and run like automobile engines, with Mullins Silent Under-Water Exhaust, and sold under a guarantee that cannot be given on the highest priced wooden boat in the world.

There are a number of boat builders installing light, cheap engines in an ordinary flat bottom skiff of from 15 to 25 feet, and trying to foist these on the boat-buying public as launches.



A Child Can Run a Mullins

We have realized for sometime that there was a big demand for a low-priced launch (not the cheap variety that last a season or two and go to pieces, but a strong, safe and speedy launch) and in having no low-priced boat to meet the demand we were losing a large amount of business, in other words, we were "shooting over the heads" of a large body of boat buyers. We also

MULLINS PRESSED STEEL BOATS



They would have had Thirteen in it had it not been Unlucky. Can you beat it for an Eighteen Footer?

opportunity of purchasing a high-class power boat at the lowest prices ever quoted on launches of this class.

Now again, by greatly increasing the volume of our business the reduction of material cost became a simple matter. Where we formerly placed orders for a few hundred engines, we now contract for thousands. Where we had purchased a certain quantity of lumber we doubled and trebled our order, our galvanized steel plates for hulls we contracted for in enormous quantities as compared with our former purchases and all down the line our requirements for material were largely increased with the result that we were enabled to obtain a net saving on material alone of thousands of dollars each season. By greatly increasing our capacity, with but slight increase in our factory overhead expense, it became apparent that we would experience our greatest source of cost reduction and this by judicious organization and management we were enabled to accomplish. Thus we can offer to the boat buyers of 1912 a line of high-class power boats built of the finest materials, powered with the best marine engine in the world, guaranteed as no other boat can be, and at prices lower than have ever before been attempted.

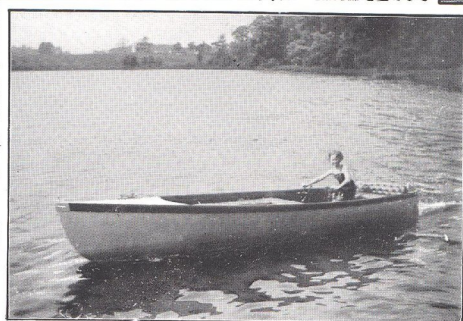
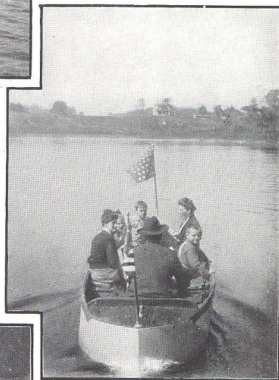
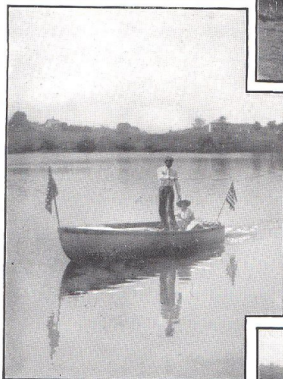
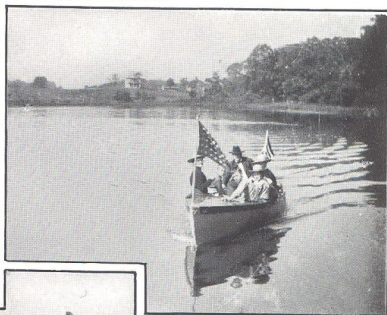
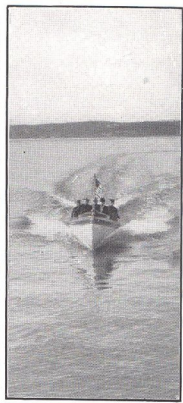
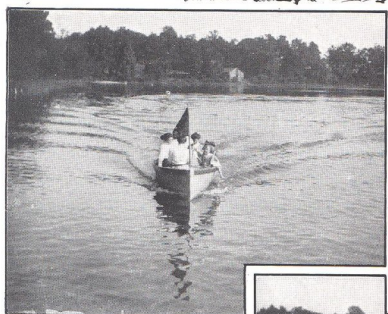
These magnificent models embody all of the refinement and improvements of the higher-priced Mullins launches. They are equipped with the latest type of reversible engine, an engine with a remarkable range of control, driving the 16-footer 9 miles per hour, or it can be throttled down like an automobile engine, enabling you to run your boat at the astonishing low speed of $1\frac{1}{4}$ miles per hour, insuring the finest trolling boat in the world.

We wish to impress upon our customers that these launches are not cheap in any sense of the word. They are not simply slapped together with a view to being sold at a low price, they are not the product of unknown manufacturers with no reputation to maintain, but the careful and painstaking effort of the largest and most successful builders of pressed steel boats in the world, a firm with a reputation to maintain, one whose guarantee is a bond.

realized that if we added our "cost of sales," which, as explained above, is composed of office expenses, advertising, catalogues, and various other items, to the factory cost, that we could not begin to produce these boats and sell them at the prices we do, for, understand, these are classy, speedy launches, perfect models, finely finished and equipped. What did we do? We decided to place the Special and Leader launches on the market at but little above cost, that is, we do not add anything in the way of selling expenses, giving our customers the



The Mullins Eighteen Footer at Full Speed. A Corking Boat.
It Never Will Wear Out.



MULLINS PRESSED STEEL BOATS

OUR IMPROVED REVERSE GEAR

HAVE YOUR LAUNCH EQUIPPED WITH REVERSE GEAR — this is our advice to every purchaser. You'll find it is the best investment you ever made. A REVERSE GEAR is extremely essential for the comfort and safety of motor boating. Insures ease in starting, gives you absolute control of your craft, enabling you to make landings and docks easily and safely, also a preventive against collisions and accidents. Before placing our gear on the market we conducted most thorough and exhaustive tests and find that our IMPROVED GEAR will hold, run idle, and reverse under all circumstances without "flunking" or smashing. This gear is small and compact and does not detract from the appearance or efficiency of the motor (see Fig. 1). It contains but three gears, all of which are hardened, cut-steel, stub-tooth spur gears. The casing is gray iron machined all over. The working parts are principally steel, the bearings are bronze. On the forward speed all parts are locked together and revolve with the shaft like a solid coupling. On the reverse the case is held against rotation by the brake band; motion is transmitted by an eccentric which is a part of the motor sleeve (see Fig. 2), which co-acts with an eccentric ring (see Fig. 3). The crank-like motion of this ring rotates the two driving or equalizing gears, which revolve on their axis. These in turn rotate the central gear (which is attached to propeller sleeve) in the opposite direction at two-thirds the engine speed. This construction distributes the driving strain equally between the two driving gears and the opposite sides of the central or propeller gear.

The fewness of gears and the fact that none of them run faster than the engine speed makes the device noiseless and long-lived. Fig. 4 shows all the internal working parts, and the positive lock for the adjusting collars which insures against loss of adjustment. The multiple disc friction on the forward speed engages so powerfully that it cannot slip, but at the same time it may be so gradually applied that the load is picked up easily and without shock.

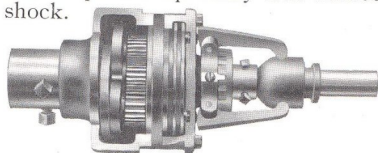


Figure 4.



Figure 3.

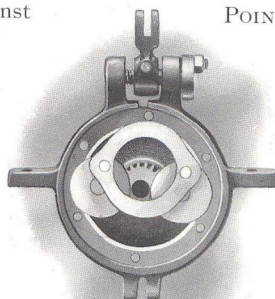


Figure 2.

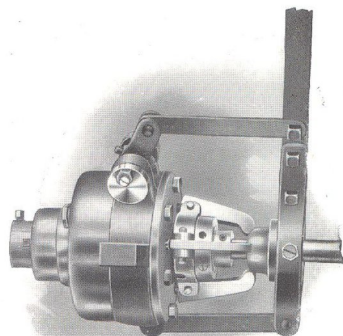


Figure 1.

POINTS OF SUPERIORITY

Strength and compactness, best of materials, high-class workmanship, oil-tight case, few and slow running moving parts, noiselessness, promptness and smoothness of action, interchangeable

parts, easiness of installing, lubricating and adjustment; which are all accomplished without taking the gear apart. This reverser has but three gears, all slow running. Some makes have six or seven gears, a part of which run from two to three times the engine speed. This gear has an original and powerful means of transmitting the motion to the gears. This gear has all spur-cut teeth, some makes have cast-iron internal gears, which turn the intermediate gears at a high rate of speed, and which reverses at one-half of engine speed or even less. For prices see page 51.

MULLINS PRESSED STEEL BOATS

UNITED STATES REGULATIONS FOR MOTOR BOATS

Motor boats operated on the navigable waters of the United States (this does not include small inland lakes and streams) must observe government regulations for motor boats as to certain equipment in the way of whistles, bell, life preservers, etc. These regulations necessitate the division of our line into two classes as follows:

CLASS I — LESS THAN TWENTY-SIX FEET IN LENGTH.

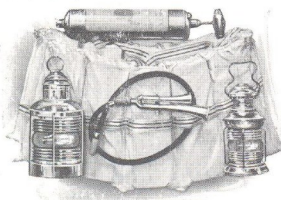
CLASS II — TWENTY-SIX FEET OR OVER AND LESS THAN FORTY FEET IN LENGTH.

The following equipments have been approved by the United States Government Inspectors and we will furnish you the complete sets or any part of a set at prices quoted below which are lower than the same grade of equipment can be secured from any other marine supply house.

CLASS I BOATS UNDER TWENTY-SIX FEET IN LENGTH

MULLINS OUTFIT — QUALITY "A"

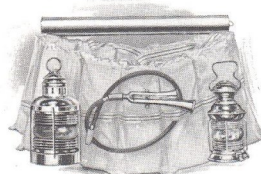
Combination Light (Brass)	Price Each,	
White Anchor Light (Brass)	"	Complete
Life Preserver	"	Set
Whistle	"	
Fire Extinguisher (Liquid)	"	



Quality "A" Equipment for Boats Under 26 Feet in Length

MULLINS OUTFIT — QUALITY "B"

Combination Light (Galv.)	Price Each,	
White Anchor Light (Galv.)	"	Complete
Life Preserver	"	Set
Whistle	"	
Fire Extinguisher (Powder)	"	

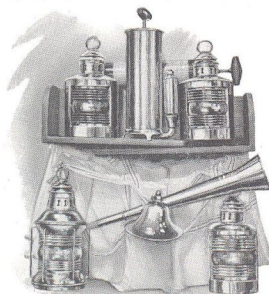


Quality "B" Equipment for Boats Under 26 Feet in Length

CLASS II BOATS TWENTY-SIX FEET TO FORTY FEET IN LENGTH

MULLINS OUTFIT — QUALITY "A"

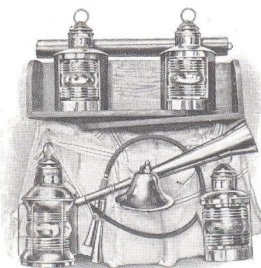
Chime Whistle (Brass)	Price Each,	
Pair No. 6 Side Lights (Brass)	"	
One No. 12 Bow Light (Brass)	"	
Anchor Light (Brass)	"	Complete
Pair Screen Boards	"	Set
Fog Horn (Brass)	"	
Six-Inch Bell (Brass)	"	
Life Preserver	"	
Fire Extinguisher (Liquid)	"	



Quality "A" Equipment for Boats 26 Feet in Length

MULLINS OUTFIT — QUALITY "B"

Whistle (Brass)	Price Each,	
Pair No. 6 Side Lights (Galv.)	"	
One No. 12 Bow Light (Galv.)	"	
Anchor Light (Galv.)	"	Complete
Pair Screen Boards	"	Set
Fog Horn (Tin)	"	
Six-Inch Bell (Galv.)	"	
Life Preserver	"	
Fire Extinguisher (Powder)	"	



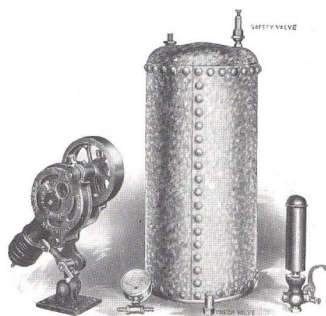
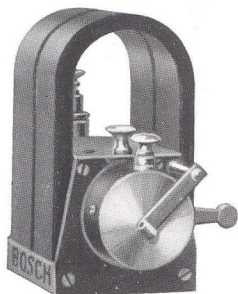
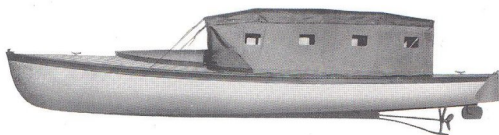
Quality "B" Equipment for Boats 26 Feet in Length

We furnish the celebrated Kenyon Life Preserver Cushions, filled with KAPOK, or silk floss, possessing floating qualities superior to cork cushions, and they can, when ordered, be used in lieu of life preservers, in which event a reduction will be made in the price of the regular equipment outfit.

All motor boats carrying passengers for hire must carry one life preserver of the sort prescribed by the regulations, for every passenger carried.

MULLINS PRESSED STEEL BOATS

LAUNCH EQUIPMENT



No. 1. KENYON AUTO TOP — This top adds immeasurably to the pleasure of boating, serves as a top when needed or by dropping the side curtains is a well-lighted cabin; if desired, can be folded up on rear deck and is entirely out of the way when open air

riding is preferred. Curtains extend around forward coaming making a perfect spray hood. Side curtains are equipped with Fiberloid windows. Light in weight, yet strong and substantial, easily attached and removed. (Tops for Auto Boats best artificial leather; for Leader and Special launches, heavy duty water-proof duck.)

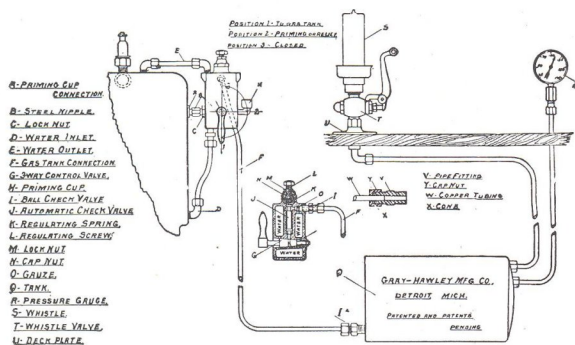
No. 2. KENYON LIFE PRESERVER CUSHIONS — Cover is standard artificial leather, filling is of best quality Kapok. After extensive tests we have proved that this filling will float under more weight and stand up under more use than anything that has been found for marine use. Cushions filled with this will make excellent life preservers — will float under weight longer than any of the cork products. Automobile seats and lazy backs luxuriously upholstered with these materials.

No. 3. REVERSE GEARS — We consider them indispensable and refer you to illustrations and descriptions on page 46.

No. 4. HIGH TENSION MAGNETO — We furnish the BOSCH High Tension Magneto directly connected and gear driven. Engine can be started on this magneto though we always furnish extra coil, battery and timer as an independent source of ignition should you have trouble with the magneto. The BOSCH Magneto is in a class by itself. We do not recommend nor do we furnish a low grade magneto.

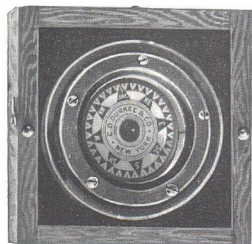
No. 5. MOTOR WHISTLE — Double chime whistle, (tone can be adjusted) attached to drawn, seamless steel tank, 6 in. x 18 in. Tank opening is automatically closed against back pressure by an automatic ball check valve, preventing tank from losing its pressure.

MULLINS PRESSED STEEL BOATS



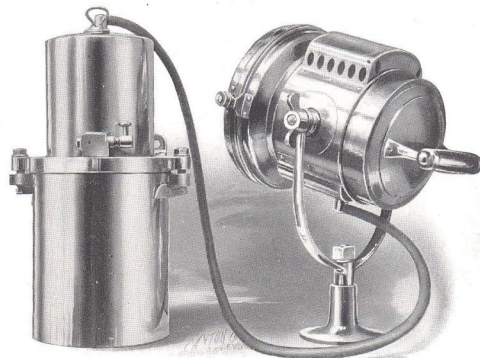
GRAY AUTOMATIC COMPRESSOR AND WHISTLE OUTFIT

No. 7. ALCOHOL COMPASS — This is a liquid compass, 2 inches in diameter and we recommend them especially in long cruises

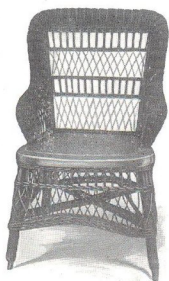


No. 8. SEARCH-LIGHT (ACETYLENE) — Polished brass body, best ground magnifying mirrors in headlight. Diameter of

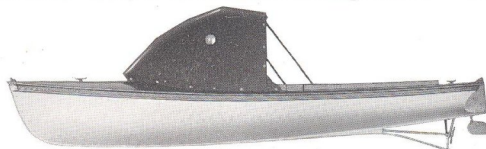
flange, 8 inches; length, 9 inches; extreme height, 14 inches; mirror, 6 inches. A special generator furnished for this lamp.



No. 9. BRASS RAILS — Best polished brass tubing, supported by cast bronze stanchions placed on both bow and stern decks, lend great tone and finish to the boat.

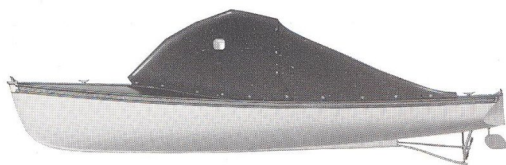


No. 10. WICKER CHAIRS — The side seats can be left out of the 24 and 26-foot Auto Boats if desired and wicker chairs furnished, making a very handsome and at the same time, a comfortable arrangement. We have one regular pattern but will be glad to forward illustrations and quote special prices on any particular wicker furniture you might want.



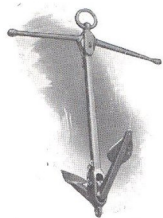
No. 11. KENYON COCKPIT COVER — Heavy water-proof duck; sets snugly over cockpit, supported by ridge pole to shed water; protects inside of

MULLINS PRESSED STEEL BOATS



Cover is a brand new and strictly up-to-date idea. Note that when the cockpit cover is not in use, it can be rolled up and placed under seat. The spray hood is indispensable, when you strike rough water. When not needed it can be folded over on the deck.

No. 13. OARS AND OARLOCKS — Any Mullins launch can be equipped with oars and oarlocks and while not absolutely necessary, yet will at times be doubly appreciated, particularly when you have forgotten to fill the gasoline tank and must work your way home. Oarlocks of polished bronze, handsomely patterned. Oars best selected ash, leatherned for oarlocks.

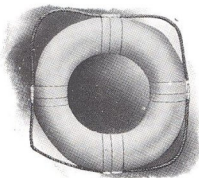


No. 14. ANCHOR — We furnish the "DIRIGO PATTERN" folding anchor, constructed of the very best material — can be folded up and placed in the locker when not in use. There is not another anchor in the market of the same weight that has the strength and holding qualities of the "Dirigo Pattern."

Nos. 15 and 16. KENYON FENDERS — Heavy canvas bow fenders filled with Kapok. Side fenders of heavy canvas filled with Kapok. These fenders thoroughly protect wood-work when boat is at moorings. We recommend that every purchaser see that his launch is provided with fenders.



No. 17. RING BUOYS — Each passing United States inspection. Small, compact and insure safety. A necessary addition to any launch.



No. 18. BILGE PUMP — In a Mullins launch a bilge pump is only necessary where water breaks over the coaming, but it is a convenient article to have, especially if you have friends who own wooden boats. It is small, compact — can be stored away in a locker. Made of seamless brass tubing, with long length of hose.

No. 19. SALT WATER FITTINGS — Every launch used in salt water should be equipped particularly for salt water. We have a special method of fitting these boats, which in a large measure does away with all possibility of damage to the hull.

No. 20. BRASS LUBRICANT GUN — For readily and economically applying lubricant from oil can to oil cups (on small engines). Made of heavy gauge seamless brass tubing. Can be placed under locker when not in use.

No. 21. BRASS FITTINGS — This item refers to the flag-pole sockets, chocks and bow cleats for the 16 and 18-foot Special launches.

No. 22. BACK-REST OR LAZY BACK — A small, compact and very comfortable folding back that can be applied to any row boat or launch and can easily be removed and placed in a small package which you can carry in your pocket; just the thing for fishing or pleasure.

MULLINS PRESSED STEEL BOATS



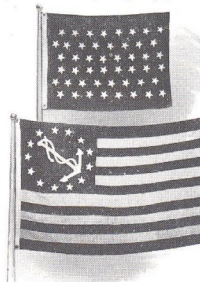
No. 23. FOUR-POST AWNING — For Special and Leader launches only. Heavy water-proof canvas held in position by stanchions placed in sockets on bow and stern decks. Braced by guy ropes to bow and stern chocks.

No. 24. KENYON PILLOWS — Covering is of standard artificial leather, filled with Kapok. They are not only a source of great comfort but will insure against accidents as they are virtually life preservers.

No. 25. FUNNEL — For filling gasoline tank or oil case. Every launch owner should have one of these. Made of the very best materials, equipped with strainer. No possibility of leaking.

No. 26. STEERSMAN'S CHAIR — This is a folding chair and can be folded up, placed out of the way when not in use. All metal parts oxidized; upholstering of the best artificial leather. Will be found particularly desirable in the 20-foot Auto Boats.

Nos. 27, 28, 29 and 30. FLAGS AND FLAG POLES — We handle only the very highest grade of this equipment. Pennants can be furnished with any names wanted.



PRICE LIST OF EQUIPMENT

See Page		16-Ft. Special	18-Ft. Special	18-Ft. Leader	24-Ft. Leader	26-Ft. Leader	20-Ft. Auto	24-Ft. Auto	26-Ft. 25-H.P. Auto	26-Ft. 30-H.P. Auto	Code Word
47	Mullins Marine Outfit, Class I, Quality "A"										ZIM
	Mullins Marine Outfit, Class I, Quality "B"										ZAD
	Mullins Marine Outfit, Class II, Quality "A"										ZUD
1	Mullins Marine Outfit, Class II, Quality "B"										ZED
2	Automobile Tops										OP
	Cushions										ON
3	Reverse Gears			3-H.P.							FA
4	Bosch Magneto, High Tension			3-H.P.							BE
				6-H.P.							
5	Moto Air Whistle										IT
6	Gray-Hawley Power Whistle										GH
7	Alcohol Compass (2-in.)										OX
8	Searchlight and Generator										AX
9	Brass Rails										AH
10	Wicker Chairs										AT
11	Cockpit Cover										OY
12	Combination Spray Hood and Cockpit Cover										CH
13	Spray Hood										SH
14	Folding Anchor										OH
15	Bow Fenders (each)										EW
16	Side Fenders (each)										ER
17	Ring Buoys										AN
18	Bilge Pumps										UM
19	Salt Water Fittings										AL
20	Brass Lubricant Gun										AD
21	Oars and Oarlocks										OL
22	Brass Deck Fittings										OR
23	Back Rest or Lazy-Back										NO
24	Four-Post Awning										IN
25	Leather Pillows (Life Preservers)										IP
26	Funnel for Gasoline Tank										NU
27	Steersman's Chair										AM
28	Flag Poles (each)										AF
29	Union Jack (each)										AG
30	Yacht Ensign (each)										ED
31	Pennants (including names)										EM
32	Extra Propellers (each)										FW
	Boat Hook and 7-Foot Pole										BH

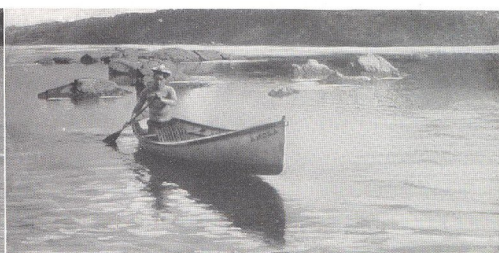
SELF-STARTER FOR 26-FT., 30 H. P. AUTO BOAT, EXTRA,

CODE WORD, ST.

MULLINS PRESSED STEEL BOATS



The Greatest Ladies' and Children's Boat in the World



The Ideal Boat for Pleasure Resorts — Easy to Paddle or Row

MULLINS PRESSED STEEL ROW BOATS

Why are there over 25,000 Mullins Pressed Steel Row Boats in use?

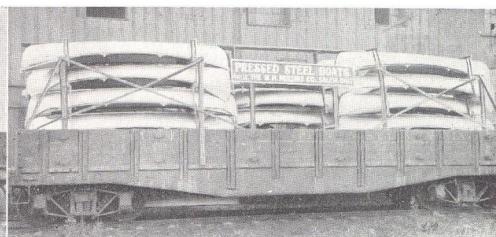
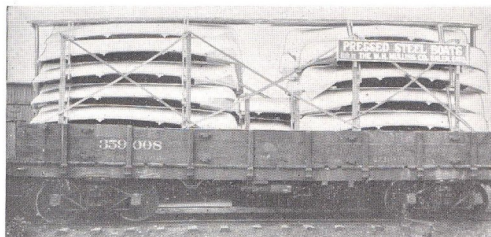
Why are there in the neighborhood of 12,000 Mullins Pressed Steel Row Boats in public parks and pleasure resorts all over the world?

It is because we have demonstrated that the Mullins Pressed Steel Boat is superior to all wooden boats. Hundreds of pleasure resort owners who were looking for the most durable and trustworthy boat they could find, would not have taken up this steel boat as an experiment. They did not discard their wooden boats and replace them with Mullins Pressed Steel Boats until comparative tests had thoroughly convinced them that the Mullins Pressed Steel Row Boat was what we claimed it to be — **THE BEST BOAT IN THE WORLD.** The safest boat ever placed on the market. The lightest, most durable, the easiest to row, the trimmest and most graceful row boat afloat.

We will give you a few reasons why Mullins Pressed Steel Row Boats are the most popular and widely used row boats in the world.

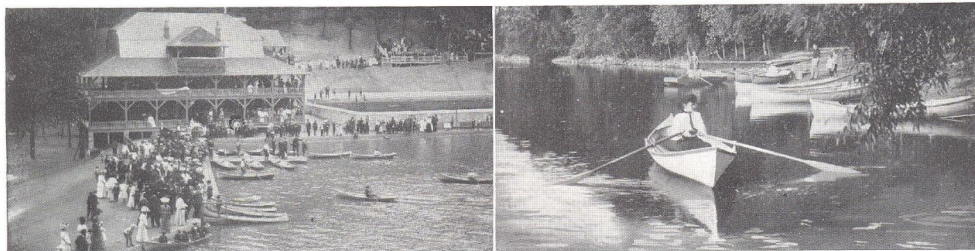
LIGHTER THAN A WOODEN BOAT — Because in our construction we do away with the bulky and cumbersome wood hull with its heavy framework. The longer you use a wooden boat the heavier and harder it becomes to row, a Mullins Steel Boat remains light, clean and is always easy to row.

MORE DURABLE THAN A WOODEN BOAT — Because they are constructed of strong



Over 100 Carloads of Mullins Boats Shipped to Boat Liveries Last Year

MULLINS PRESSED STEEL BOATS



Finest Boats in the World for Parks and Pleasure Resorts — Cannot Sink

galvanized steel plates, pressed to perfect and rigid form in immense dies. The method of fastening these plates insures a hull as strong, rigid and secure as though pressed complete from one large plate of steel. The hull is thoroughly braced and strengthened by a frame of the best oak keel and steam-bent oak ribs.

EASIER TO ROW — Because they are lighter, more buoyant, and the smooth steel sides offer no resistance to the water.

DO NOT WATERLOG — Because steel cannot absorb water, which is the greatest trouble with all wooden boats. The Mullins Pressed Steel Boats do not gain in weight; do not become wet, disagreeable or unfit for use.

DO NOT LEAK — Because the few joints in the boats are made by countersinking, riveting and soldering, practically a welded joint, making a leak impossible. This insures a dry, clean and comfortable boat, always ready for instant use.

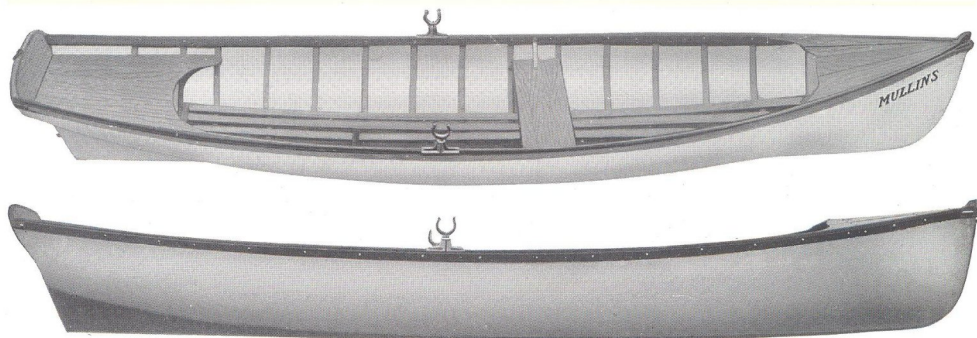
REQUIRE NO CARE — Because steel does not dry out, warp or open at the seams and joints as wooden boats will when exposed to the weather. If you have not a boat house, turn them up-side down on the bank so as to keep the interior clean. An occasional coat of paint is the only attention necessary.

DO NOT SINK — Because in every boat we build there are thoroughly tested air chambers, similar to those in a life boat, and your boat **CANNOT SINK**, insuring the safest and most desirable boat for family use, for public parks and pleasure resorts.

BEST BOATS FOR SUMMER RESORTS — Because you can use them during your vacation, store them away during the winter, and upon your return the following summer, your boat is ready for immediate use. It requires no calking or filling of joints.

BEST LIVERY BOATS — Because they are light and easy to row. They are dry, clean and comfortable, and best of all, they are absolutely safe. Boat liverymen will find that the Mullins Pressed Steel Boats will increase the revenue from their boating, as the public will enjoy and use a boat that is easy to row, comfortable and safe, in preference to the old-fashioned boats. **FINAL** — We have thousands of letters in our files from satisfied owners in all parts of the world, and we will be glad to send these original letters upon request.

MULLINS PRESSED STEEL BOATS



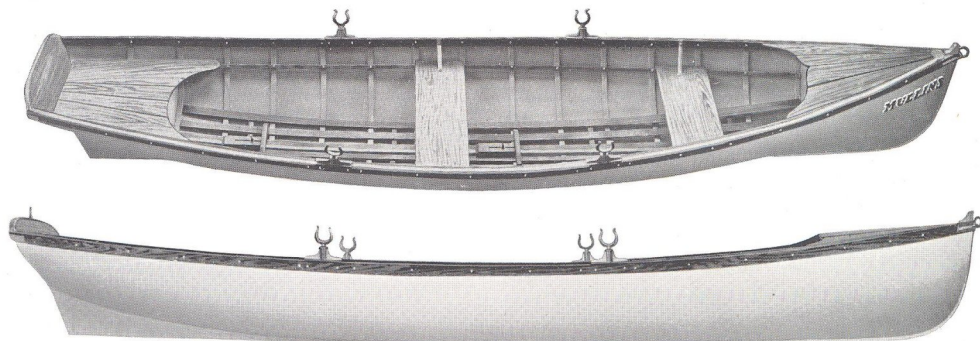
THE SPECIAL FOURTEEN-FOOT LIVERY

Price, with Bottom Boards, Rowing Braces, one pair Oarlocks, Tying Rings at bow and stern, Air-Tight Compartments and one pair 7½-foot Straight Ash Oars

See Price List of Equipment, Page 57

Our SPECIAL LIVERY boat was designed for boat liverymen. It is arranged for two passengers and consequently the liveryman will usually let out two or more boats to the same party, greatly increasing his revenue. It will stand the hard wear and tear to which all livery boats are subjected. One hundred of these have been used by the Omaha & Council Bluffs Street Railway, Omaha, Nebraska, since 1902, without repairs or replacement.

SPECIFICATIONS—Length, 14 ft.; beam, 44 in.; height at bow, 22 in.; stern, 21½ in.; amidship, 13½ in.; weight, about 170 lbs.; crated, 200 lbs.; crated for export, 300 lbs.; cubic measurement for export, 120 cu. ft. Code word, ROM. Finished in aluminum outside, light blue inside; natural wood trimmings; air chambers under decks like a life boat.



THE FOURTEEN-FOOT PRINCE

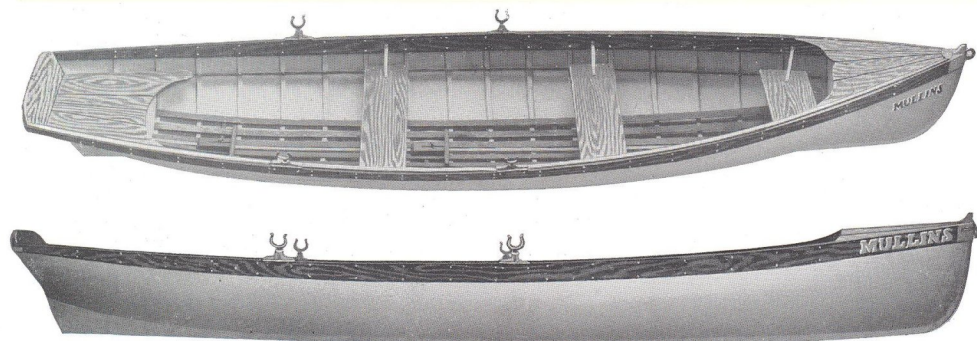
Price, with Bottom Boards, Rowing Braces, two pairs Oarlocks, Tying Rings at bow and stern, Air-Tight Compartments and one pair 7½-foot Straight Ash Oars.

See Price List of Equipment, Page 57

The PRINCE is a very fine family and pleasure resort boat. It is modeled on perfect lines, insuring ease in rowing. It is a first-class fishing boat, and after a vacation spent in one of these perfect steel boats, you will never be satisfied with any other. We have sold more than 10,000 of this model and they always MAKE GOOD. Handsomely finished. Seventy-five of these have been used in Zoological Park, New York City, since 1905.

SPECIFICATIONS—Length, 14 ft.; beam, 44 in.; height at bow, 22 in.; stern, 21½ in.; amidship, 13½ in.; weight, about 170 lbs.; crated, 200 lbs.; crated for export, 300 lbs.; cubic measurement for export, 120 cu. ft. Code word, RID. Finished in aluminum outside, light blue inside; natural wood trimmings; air chambers under decks like a life boat.

MULLINS PRESSED STEEL BOATS



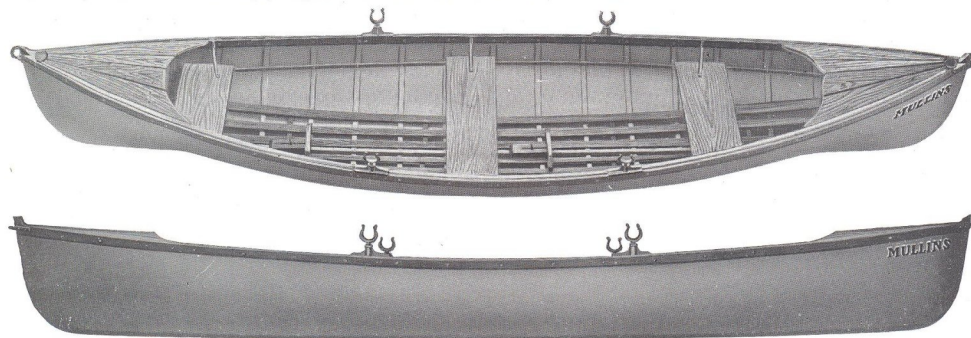
THE SIXTEEN-FOOT SULTAN

Price, with Bottom Boards, Rowing Braces, two pair Oarlocks, Tying Rings at bow and stern, Air-Tight Compartments and one pair 7½-foot Straight Ash Oars

See Price List of Equipment, Page 57

The SULTAN is modeled on perfect lines, and will make an admirable boat for family use where a good capacity is required; the boat for children, as it is roomy and very steady and with ordinary care should last a life time. It is easy to row. It will appeal to summer resorters on account of its durability, comfort and safety. Fifty in use in Electric Park, Kansas City, Mo., all of which have been used constantly for many years.

SPECIFICATIONS — Length, 16 ft.; beam, 50 in.; height, bow 25 in.; stern 23½ in.; amidship 15 in.; weight, about 225 lbs.; crated, 260 lbs.; crated for export, 350 lbs.; cubic measurement for export, 180 cu. ft. Code word, RUM. Finished in aluminum outside, light blue inside, natural wood trimmings; large air chambers under decks like a life boat.



THE FIFTEEN-FOOT QUEEN

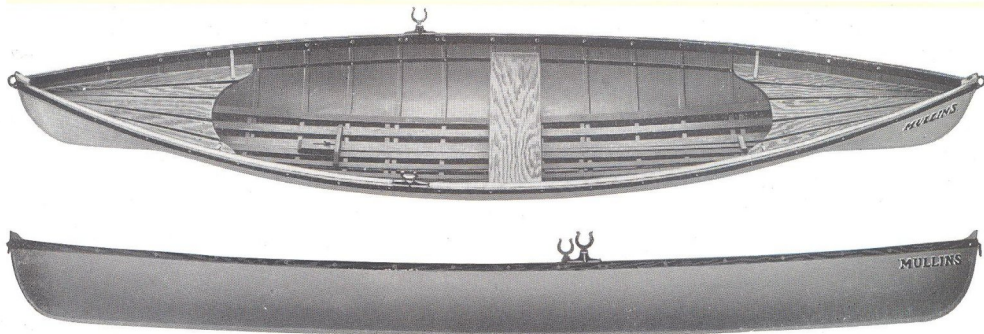
Price, with Bottom Boards, Rowing Braces, two pair Oarlocks, Tying Rings at bow and stern, Air-Tight Compartments and one pair 7½-foot Straight Ash Oars

See Price List of Equipment, Page 57

The QUEEN double-end boat is a magnificent model and is specially desirable where you wish to paddle as well as row. It is light, easy to row, thoroughly comfortable and presents the most graceful appearance. We recommend this to be a perfect fishing boat. We have sold thousands of this model and it has everywhere proved satisfactory. Fifty used in the public parks of Bombay, India,—the hot, dry climate has no effect on them.

SPECIFICATIONS — Length, 15 ft.; beam, 44 in.; height, bow and stern, 22 in.; amidship, 13½ in.; weight, about 185 lbs.; crated, 200 lbs.; crated for export, 300 lbs.; cubic measurement for export, 140 cu. ft. Code word, RUG. Finished in aluminum outside, light blue inside, with natural wood trimmings. It has large air chambers under decks like a life boat.

MULLINS PRESSED STEEL BOATS



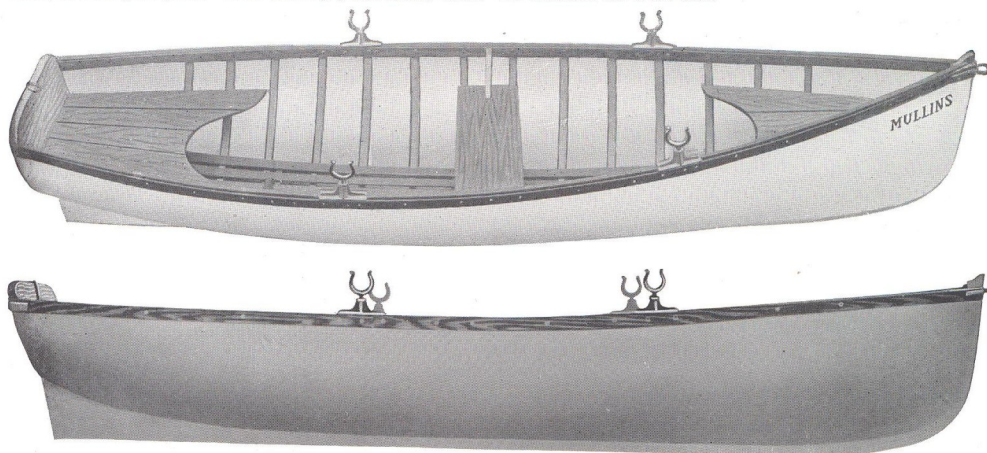
THE FIFTEEN-FOOT BUCKEYE HUNTING AND FISHING BOAT

Price, with Bottom Boards, Rowing Braces, one pair Oarlocks, Tying Rings at bow and stern, Air-Tight Compartments and one pair 7½-foot straight Ash Oars

See Price List of Equipment, Page 57

The BUCKEYE is the best combination hunting and fishing boat made. It has a perfectly smooth-molded bottom, is fitted with a keel. Can be propelled with greater ease than any flat-bottom boat, built exclusively for marsh shooting. Is steady to shoot or cast from. Free from all defects of the wooden hunting boats. Thousands of sportsmen have used this boat and have pronounced it incomparable.

SPECIFICATIONS—Length, 15 ft.; beam, 44 in.; height, at bow and stern, 14 in.; amidship, 12 in.; weight, 160 lbs.; crated, 180 lbs.; crated for export, 250 lbs.; cubic measurement for export, 130 cu. ft. Code word, ROB. Finished in aluminum outside, light blue inside, or dead grass paint. When ordering, please specify finish. Air chambers like a life boat.



THE ELEVEN-FOOT YACHT TENDER OR DINGEY

Price, with Bottom Boards, Rowing Braces, two pair Oarlocks, Tying Rings at bow and stern, Air-Tight Compartments and one pair 7½-foot straight Ash Oars

See Price List of Equipment, Page 57

Our YACHT TENDER or DINGEY, is the safest, has the easiest lines and is the freest running yacht tender ever built. It will not crack open when swung from the davits, exposed to all sorts of weather. On the other hand, it can be left in the water for any length of time, without danger of waterlogging. These features have created a big demand for this model among yachtsmen.

SPECIFICATIONS—Length, 11 ft.; beam, 48 in.; height, bow 25 in.; stern, 23½ in.; amidship, 16½ in.; weight, about 180 lbs.; crated, 200 lbs.; crated for export, 270 lbs.; cubic measurement for export, 100 cu. ft. Code word, RoL. Finished in aluminum outside, and light blue inside, with natural wood trimmings; air chambers like a life boat.

MULLINS PRESSED STEEL BOATS

PRICE LIST OF ROW BOATS

MODEL	Price	Code Word
14-Foot Special Livery Boat, Page 54		ROM
14-Foot Prince Row Boat, Page 54		RID
16-Foot Sultan Row Boat, Page 55		RUM
15-Foot Queen Row Boat, Page 55		RUG
15-Foot Buckeye Row Boat, Page 56		ROB
11-Foot Yacht Tender-Dingey, Page 56		ROL

INSTRUCTIONS FOR CABLING

Use the code word given and if equipment is wanted with the boat, refer to list of equipment on this page, and add to the code word the code letters of the equipment you will want furnished. For example, if you order the 14-foot PRINCE row boat equipped with boat cover, cushions and extra pair of oars, your code word would read as follows: RIDEFEWAZ. For further instructions regarding cabling, refer to page 28.

PRICE LIST OF ROW BOAT EXTRAS

	14-Foot Special Livery	14-Foot Prince	15-Foot Queen	15-Foot Buckeye	16-Foot Sultan	11-Foot Dingey	Code Letter
7½-Foot Straight Ash Oars (Pr.)							AZ
7½-Foot Spruce Spoon Oars (Pr.)							AW
Rudder							AR
Boat Covers							EF
Cushions							EW
Extra Pair Oarlocks							EL
Mast and Leg o' Mutton Sail							IZ
Mast Step							IR
Painting Names							IB
Back Rest							ES
Life Preserver							IP



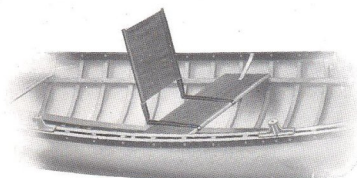
ROW BOAT COVERS — Heavy water-proof duck, protects inside of boat; every boat owner should possess one of these.



LIFE PRESERVER PILLOW — Made by Kenyon of best artificial leather, filled with Kapok, a comfortable pillow, can be used as life preserver in case of accident; water and weather-proof.



KENYON CUSHIONS — Fine artificial leather filled with Kapok. Every cushion is a life preserver. Neatly finished, buttoned, adds to appearance and comfort of boat.



BACK RESTS — Can be attached to any row boat or small launch — no lame back or STIFF NECKS. Can be rolled up in a small package and carried in pocket.

MULLINS PRESSED STEEL BOATS

MULLINS "GET THERE" AND "BUSTLE" DUCK BOATS



"Can you beat it"

THE Mullins Pressed Steel "Get There" and "Bustle" Duck Boats are the most popular and widely used duck boats in the world. Thousands are in use and they are conceded to be the most satisfactory sportsman's boat ever placed on the market. Mr. W. H. Mullins, originator of the steel pleasure boat and the pioneer in their manufacture, little thought when he designed the first steel duck boat for his personal use that ere many years had passed they would become so universally popular. The first boat, an experiment, gained rapid favor among the men who knew what a duck boat ought to be and it was not many years until there arose a large factory which annually produced immense numbers of these boats.

The demand has increased from year to year and now the celebrated Mullins Pressed Steel "Get There" and "Bustle" Duck Boats are found in all parts of the world.

The model is perfect for the purpose for which it is intended and has not only met with the popular approval of duck hunters but has been largely imitated by many of our competitors among the wooden boat builders but the remarkable advantages and many superior features of our steel construction have enabled us to practically control the duck boat business.

The bottom of these duck boats is "dish shape," offering no obstruction; the draught is light, enabling the hunter to use his boat in shallow water, through tangled grass and weeds and over light shell ice by sliding upon the crust and crushing it, making the best all-around model ever offered for general use of wild fowl shooters.

These boats are built of the same grade of puncture-proof steel used in our highest priced launches, the construction is also similar, the only difference being that instead of using steam-bent oak ribs, the bracing of these duck boats is secured by pressed steel ribs firmly and securely fastened at equal distances, making a light yet strong construction. The sides and bottom are corrugated insuring great strength and rigidity. This also prevents the "buckling action" caused by expansion and contraction of the metal, insuring a boat that is absolutely quiet. The upper parts of the boat, consisting of the decks and coaming, are also of heavy corrugated steel pressed to rigid, lasting form in large dies by powerful drop presses. These boats are free from every defect of the wooden boat and one or two coats of paint a year is the only attention necessary.



MULLINS PRESSED STEEL BOATS

These boats have large air-tight bulkheads at each end sufficient in size to support three men on the up-turned boat, should it capsize, insuring perfect safety. They are very light yet practically indestructible and both of these boats can be easily PORTAGED by one person.



Light, Swift, Noiseless—The Ideal Boat for Sportsmen

Receiving quite a demand for a duck boat of wider beam than our "Get There," we have placed on the market our "Standards" side air chamber or, as it is better known, our "Bustle" Duck Boat and it has become even more popular than the "Get There." It is a modification of the "Get There," being the same model with additional side air-tight compartments or bulkheads, securely fastened along the sides increasing the beam from 36 inches to 46 inches. This additional 10-inch beam accomplished as it is by the air-tight compartments, adds greatly to the buoyancy and stability of this boat, in fact, makes it practically non-capsizable, insuring a perfect boat to shoot or cast from. At the same time it draws no more water and is as light and easy to paddle or row as the "Get There."

Both the "Get There" and "Bustle" Duck Boats can be rigged for sailing by the addition of a Leg o' Mutton sail, folding center board and rudder. They can also be equipped with bow-facing oars, game baskets and other equipment for the comfort and convenience of the sportsmen.

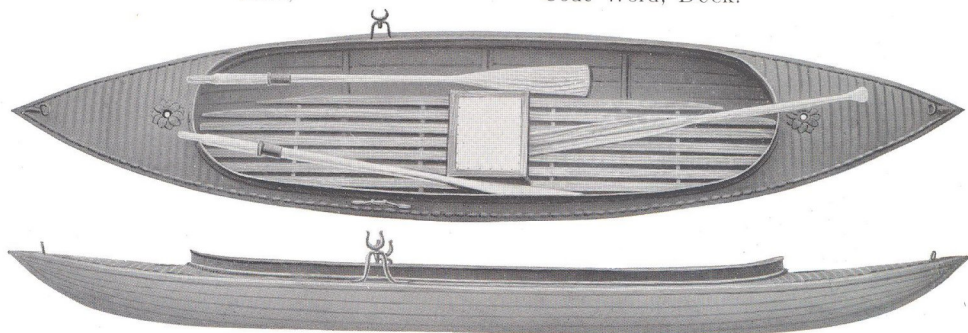
We frequently equip Sportsman's Clubs with a number of these boats, the various members clubbing together and placing an order for a number. If you are a member of a club in which duck boats are used, we would be very glad to make you our special Club Offer, which will secure you quite a reduction from our catalog prices. The Mullins "Get There" and "Bustle" Duck Boats are absolutely water-tight, always dry, clean, comfortable, ready for instant use, never gain in weight, never become wet, unclean and hard to row. At the end of the season simply store them away in your boat house or, if you have no boat house, turn them upside down on the bank in order to keep the interior clean. The duck hunter who has undergone the inconvenience and the hardships of using a wooden boat will appreciate the advantages we offer in the Mullins Pressed Steel Duck Boats.

MULLINS PRESSED STEEL BOATS

THE "GET THERE" DUCK BOAT

Price,

Code Word, Duck.



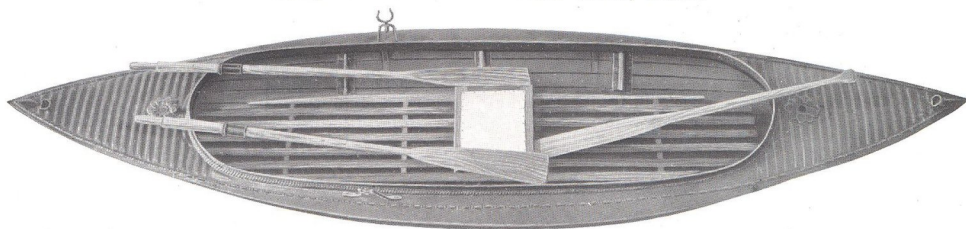
The "Get There" is everywhere recognized as the standard sportsman's boat. Thousands of them are in use and are pronounced by all who have ever had experience with them as the lightest, most comfortable and safest duck boats built. Equipment consists of a bottom board, movable seat, oars and oarlocks and one long or short paddle.

SPECIFICATIONS — Length, 14 ft.; beam, 36 in.; 12½ in. high to top of coaming at ends; 10 in. high amidship; cockpit, 9 ft. long, 30 in. wide; weight, about 100 lbs.; including regular fittings, packed for shipment, 120 lbs.; export weight, 190 lbs.; export measurement, 65 cu. ft. Painted a dead glass color.

THE "BUSTLE" DUCK BOAT

Price,

Code Word, Bust.



The "Bustle," owing to its ample beam, makes a very steady boat to shoot or cast from. Air-tight compartments are placed at the sides as well as at the ends, and it will be found not only a dry, clean and comfortable craft, but one that is absolutely safe. Both the "Bustle" and "Get There" can be rigged for sailing. Equipment consists of bottom board, movable seat, oars and oarlocks and one long or short paddle.

SPECIFICATIONS — Length, 14 ft.; beam, 46 in.; 12½ in. high to top of coaming at ends; 10 in. high amidship; cockpit, 9 ft. long, 30 in. wide; weight, about 120 lbs.; including regular fittings, packed for shipment, 140 lbs.; export weight, 200 lbs.; cubic measurement for export, 75 cu. ft. Painted a dead grass color.

MULLINS PRESSED STEEL BOATS

DUCK BOAT EXTRAS



Game Basket

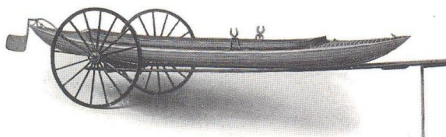


CLOSED

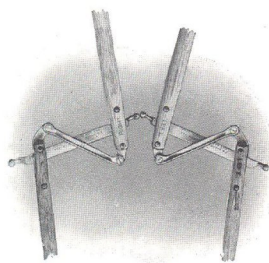


OPEN

Folding Center Board



Mullins Handy Cart



Allen's Bow Facing Oars

GAME BASKETS — Entirely surround the deck of the duck boat, game can be placed in same, allowing it to drain off, thus keeping the interior of the boat dry and clean. Can be attached to any of our "Get There" or "Bustle" boats now in use.

FOLDING CENTER BOARD — Is placed only in the "Get There" and "Bustle" boats. Made of galvanized steel. When not in use is folded together and drawn into small slot or well in bottom of boat; is effective, simple and occupies but little space.

EXTENSION CANVAS GUNWALE — Is very desirable when the hunter is caught in rough water. It extends 8 inches above deck, and prevents the waves from breaking into cockpit. It is made so as to be put in a small roll and carried in boat and can be quickly attached should a storm arise.

MULLINS HANDY CART — For transportation of row boats or duck boats, nothing is so convenient as our Handy Cart. In transporting the boat simply hitch cart to back of your wagon. On your arrival, push the cart down to the water's edge and one man can easily slide the boat into the water. With the cart it is easier for one man to handle the boat than for two or three men without it.

ALLEN'S BOW-FACING OARS — Are invaluable in duck shooting as you see the bird the instant it leaves the water; are perfectly silent, as they are attached to the boat by ball and socket joint with attachments to take up lost motion. No stiff necks, no lame backs, no running ashore or crashing into obstructions. These can be attached to any of our row boats or duck boats.

PRICE LIST DUCK BOAT EXTRAS

	Price	Code Letter
Handy Cart		UL
Standards for Canvas Gunwale		UZ
Folding Center Board		UF
Rudder		UD
Canvas Gunwale		UK
Extra Paddle		UB
Extra Pair 6-Foot Ash Oars		UR
Extra Seat		UG
Keeper on Stern for Sculling		UN
Mast and Leg o'Mutton Sail		UM
Allen's Bow Facing Oars (omitting regular oars)		UP
Allen's Bow Facing Oars (including regular oars)		
Game Baskets (Per Pair)		UH
Extra Pair Oarlocks (Horns only)		UT

PRICE LIST

MULLINS PRESSED STEEL LAUNCHES

DESCRIPTION	ENGINE	MILES PER HOUR	WEIGHT CRATED FOR EXPORT	CUBIC FEET FOR EXPORT	PRICE F. O. B. SALEM	CODE WORD
16 Foot "Special" Launch	3 H. P., 1 cylinder	8½ to 9	900	210	\$ 230.00	HIM
18 Foot "Special" Launch	3 H. P., 1 cylinder	6½ to 7	1300	340	320.00	HOD
18 Foot "Leader" Launch	6 H. P., 2 cylinder	9	1300	340	400.00	HUC
24 Foot "Leader" Launch	8 H. P., 2 cylinder	8 to 9	1450	360	500.00	HAP
26 Foot "Leader" Launch	11 H. P., 2 cylinder	11½	2500	620	930.00	RUT
20 Foot "Auto Boat"	8 H. P., 2 cylinder	12	2900	830	1130.00	RIT
24 Foot "Auto Boat"	25 H. P., 3 cylinder	10 to 11	2500	435	900.00	HER
26 Foot "Auto Boat"	25 H. P., 3 cylinder	14	3000	620	1900.00	HOT
26 Foot "Auto Boat"	25 H. P., 3 cylinder	15	3500	830	1950.00	HAP
26 Foot "Auto Boat"	30 H. P., 4 cylinder (4 cycle)	17	3800	830	2500.00	HIZ

PRICE LIST OF EXTRA EQUIPMENT FOR LAUNCHES

	16 FOOT SPECIAL	18 FOOT SPECIAL	18 FOOT LEADER	24 FOOT LEADER	26 FOOT LEADER	20 FOOT AUTO	24 FOOT AUTO	26 FOOT AUTO 25 H. P.	26 FOOT AUTO 30 H. P.	CODE WORD
MULLINS										
Marine Outfit	Combination Light, Brass.....	\$12 00	\$12 00	\$12 00	\$12 00	\$12 00	\$12 00			UD
Class 1, Quality A	Anchor Light, Brass.....	6 00	6 00	6 00	6 00	6 00	6 00			UG
Price \$35.00	Life Preserver.....	2 50	2 50	2 50	2 50	2 50	2 50			UK
Code Word, ZIM	Whistle.....	6 00	6 00	6 00	6 00	6 00	6 00			UL
	Fire Extinguisher, Liquid.....	10 00	10 00	10 00	10 00	10 00	10 00			UP
MULLINS										
Marine Outfit	Combination Light, Galv. Iron.....	6 00	6 00	6 00	6 00	6 00	6 00			EB
Class 1, Quality B	Anchor Light, Galv. Iron.....	5 00	5 00	5 00	5 00	5 00	5 00			EZ
Price, \$19.00	Life Preserver.....	2 50	2 50	2 50	2 50	2 50	2 50			EP
Code Word, ZAD	Whistle.....	6 00	6 00	6 00	6 00	6 00	6 00			EV
	Fire Extinguisher, Powder.....	2 00	2 00	2 00	2 00	2 00	2 00			ET
MULLINS										
Marine Outfit	1 Pr. No. 6 Side Lights, Brass.....				\$10 00			\$10 00	\$10 00	IM
Class 2, Quality A	1 No. 12 Bow Light, Brass.....				7 00			7 00	7 00	IC
Price, \$47.00	1 Midget Arch Light, Brass.....				6 60			6 60	6 60	IF
Code Word, ZUD	1 Pr. Screen Boards.....				3 00			3 00	3 00	OU
	1 Chime Whistle, Brass.....				8 00			8 00	8 00	AB
	1 Fog Horn, Brass.....				2 00			2 00	2 00	AK
	1 6 in. Bell, Brass.....				1 80			1 80	1 80	CO
	1 Life Preserver.....				2 50			2 50	2 50	DI
	1 Fire Extinguisher, Liquid.....				10 00			10 00	10 00	WU
MULLINS										
Marine Outfit	1 Pr. No. 6 Side Lights, Galv. Iron.....				7 00			7 00	7 00	WO
Class 2, Quality B	1 No. 12 Bow Light, Galv. Iron.....				5 00			5 00	5 00	DA
Price, \$27.50	1 Midget Anchor Light, Galv. Iron.....				5 00			5 00	5 00	DO
Code Word, ZED	1 Pr. Screen Boards.....				3 00			3 00	3 00	DU
	1 Auto Signal Whistle, Brass.....				6 00			6 00	6 00	HI
	1 Fog Horn, Tin.....				80			80	80	RO
	1 6 in. Bell, Galv. Iron.....				1 50			1 50	1 50	RI
	1 Life Preserver.....				2 50			2 50	2 50	MU
	1 Fire Extinguisher, Powder.....				2 00			2 00	2 00	MI
1 Auto Top, with storm curtains.....		\$75 00	\$100 00	\$70 00	\$110 00	\$120 00	\$70 00	\$100 00	\$120 00	OP
2 Cushions, best artificial leather.....		18 00	26 00	34 00	44 00	50 00	30 00	Included as part of equipment	Included as part of equipment	ON
3 Reverse Gears.....		36 00	3 H P 36 00	48 00	60 00	70 00	60 00	115 00	115 00	FA
4 Self-starter for 26 foot Auto Boat, 30 H. P.....			6 H P 48 00							ST
5 "Bosch" Magneto, high tension.....		70 00	6 H P 80 00	80 00	80 00	80 00	80 00	100 00	100 00	BE
6 "Moto" Air Whistle.....		60 00	60 00	60 00	60 00	60 00	60 00	60 00	60 00	IT
7 "Gray-Hawley" Power Whistle.....		40 00	40 00	40 00	40 00	40 00	40 00	40 00	40 00	GH
8 Alcohol Compass (2 in.).....		10 00	10 00	10 00	10 00	10 00	10 00	10 00	10 00	OX
9 Searchlight and Acetylene Generator.....		46 00	46 00	46 00	46 00	46 00	46 00	46 00	46 00	AX
10 Brass Rails.....		19 00	24 00	24 00	30 00	32 00	28 00	30 00	32 00	AH
11 Wicker Chairs; each.....							16 00	16 00	16 00	AT
12 Cockpit Cover.....		14 00	20 00	16 00	22 00	25 00	10 00	13 50	17 00	OV
13 Combination Spray Hood and Cockpit Cover.....		47 00	54 00	44 00	74 00	84 00	30 00	40 00	52 00	CH
14 Spray Hood.....		32 00	38 00	32 00	56 00	60 00	24 00	30 00	40 00	SH
15 Folding Anchor.....		6 50	7 00	8 00	10 00	12 00	8 00	10 00	12 00	OH
16 Bow Fender.....		1 80	1 80	1 80	1 80	1 80	1 80	1 80	1 80	EW
17 Side Fenders, (each).....		80	1 20	1 20	1 20	1 20	1 20	1 20	1 20	ER
18 Ring Buoy.....		4 00	4 00	4 00	4 00	4 00	4 00	4 00	4 00	AN
19 Bile Pump.....		4 00	4 00	4 00	4 00	4 00	4 00	4 00	4 00	UM
20 Salt Water Fittings (bronze shaft, etc.).....		7 00	11 00	11 00	20 00	22 00	14 00	24 00	28 00	AL
21 Brass Lubricant Gun.....		2 00	2 00	2 00	2 00	2 00	2 00	2 00	2 00	AD
22 Oars and Oar Locks.....		9 00	9 00	12 00	12 00	12 00	12 00	12 00	12 00	OL
23 Brass Deck Fittings (instead of iron).....		6 00	6 00	6 00						OR
24 Back Rest or Lazy Back.....		2 00	2 00	2 00	2 00	2 00	2 00	2 00	2 00	NO
25 Four Post Awning.....		18 00	20 00	20 00	30 00	34 00				IN
26 Leather Pillow (Life Preserver).....		3 00	3 00	3 00	3 00	3 00	3 00	3 00	3 00	IP
27 Funnel for Gasoline Tank.....		80	80	80	80	80	80	80	80	NU
28 Steersman's Chair.....		5 00	5 00	5 00	5 00	5 00	5 00	5 00	5 00	AM
29 Flag Poles (each).....		1 00	1 00	1 00	1 00	1 00	1 00	1 00	1 00	AF
30 Painting Names.....		2 00	2 00	2 00	2 00	2 00	2 00	2 00	2 00	PN
31 Boat Hook and 7 foot Pole.....		1 75	1 75	1 75	1 75	1 75	1 75	1 75	1 75	BH
32 Extra Propellers, (each).....		8 40	8 40	8 40	9 80	12 00	9 80	12 00	14 00	PW
33 Pennant (including name).....		3 00	3 00	3 00	3 00	3 00	3 00	3 00	3 00	EM

TERMS: 25% of purchase price with order; balance will be collected by sight draft with shipping documents attached. N.B.—In case of shipments requiring pre-payment of freight, your cash remittance must include a sufficient amount to cover the estimated ocean freight charges

THE W. H. MULLINS COMPANY

DESCRIPTION	WEIGHT CRATED FOR EXPORT	CUBIC MEASUREMENT FOR EXPORT	PRICE F.O.B. SALEM	CODE WORD
14 Foot "Prince".....	340	120	\$68.00	RID
14 Foot "Livery".....	340	120	66.00	ROM
16 Foot "Sultan".....	360	180	78.00	RUM
11 Foot "Yacht Tender" or "Dingey".....	290	100	68.00	ROL
15 Foot "Queen".....	340	140	70.00	RUG
15 Foot "Buckeye" Hunting Boat.....	320	130	66.00	ROE
14 Foot "Get There" Duck Boat.....	200	65	44.00	DUCK
14 Foot "Bustle" Duck Boat.....	225	75	58.00	BUST

PRICE LIST OF ROW BOAT EQUIPMENT

DESCRIPTION	14 FOOT LIVERY	14 FOOT PRINCE	15 FOOT QUEEN	15 FOOT BUCKEYE	16 FOOT SULTAN	11 FOOT DINGEY	CODE WORD
7½ Foot Straight Ash Oars, pair.....	\$ 3.20	\$ 3.20	\$ 3.20	\$ 3.20	\$ 3.20	\$ 3.20	AZ
7½ Foot Spruce Spoon Oars, pair.....	7.00	7.00	7.00	7.00	7.00	7.00	AW
Rudder.....	3.00	3.00	3.00	3.00	3.00	3.00	AR
Boat Covers.....	11.50	11.50	11.50	11.50	12.00	10.00	EF
Cushions.....	10.00	15.00	12.00	12.00	17.00	16.00	EW
Extra Pair Oarlocks.....	.50	.50	.50	.50	.50	.50	EL
Mast and Leg O'Mutton Sail.....	10.00	10.00	10.00	10.00	10.00	10.00	IZ
Mast Step.....	2.00	2.00	2.00	2.00	2.00	2.00	IR
Painting Names.....	2.00	2.00	2.00	2.00	2.00	2.00	IB
Back Rests.....	2.00	2.00	2.00	2.00	2.00	2.00	ES
Fisherman's Pillow.....	1.50	1.50	1.50	1.50	1.50	1.50	IP

PRICE LIST OF DUCK BOAT EXTRAS

	PRICE	CODE WORD
Handy Cart.....	\$32.00	UL
Standards for Canvas Gunwale.....	3.00	UZ
Folding Center Board.....	14.00	UF
Rudder.....	3.00	UD
Canvas Gunwale.....	4.00	UK
Extra Paddle.....	1.20	UB
Extra Pair 6-Foot Ash Oars.....	3.00	UR
Extra Seat.....	1.70	UC
Keeper on Stern for Sculling.....	1.00	UN
Mast and Leg O'Mutton Sail.....	10.00	UM
Allen's Bow-Facing Oars (Omitting regular oars).....	14.00	UP
Allen's Bow-Facing Oars (Including regular oars).....	17.50	
Game Baskets (per pair).....	12.00	UH
Extra Pair Oarlocks (Horns only).....	.50	UT

TERMS: 25% of purchase price with order, balance sight draft against Bill of Lading. N. B.—In the case of shipments requiring pre-payment of freight, your cash remittance must include an approximate amount to cover the ocean freight charges.

THE W. H. MULLINS COMPANY

SALEM, OHIO, U. S. A.

APPROXIMATE FREIGHT CHARGES AND SHIPPING EXPENSES FOR

Launches, Row Boats and Canoes

FROM SALEM, OHIO

To ON BOARD OF STEAMER, NEW YORK HARBOR

LAUNCHES

16 Foot "Special" Launch.....	\$23 00
18 Foot "Special" Launch.....	34 00
18 Foot "Leader" Launch.....	36 00
24 Foot "Leader" Launch.....	55 00
26 Foot "Leader" Launch.....	70 00
20 Foot "Automobile" Launch.....	55 00
24 Foot "Automobile" Launch.....	55 00
26 Foot "Automobile" Launch.....	70 00

ROW BOATS

14 Foot "Prince" Row Boat.....	\$11 50
14 Foot "Livery" Row Boat.....	11 50
16 Foot "Sultan" Row Boat.....	13 00
11 Foot "Yacht Tender".....	10 50
15 Foot "Queen" Row Boat.....	12 00
15 Foot "Buckeye" Hunting Boat.....	12 00
14 Foot "Get There" Duck Boat.....	8 50
14 Foot "Bustle" Duck Boat.....	9 00

CANOEES

16 Foot "Yale" Canoe.....	\$7 50
18 Foot "Harvard" Canoe.....	8 50

January, 1912

THE W. H. MULLINS COMPANY

SALEM, OHIO, U. S. A.

Representante JOSE M. PEREZ Y CHAPULI- Arquitecto Guardiola 9-Ancate