



UNION OIL COMPANY OF CALIFORNIA

SEPTEMBER 1958

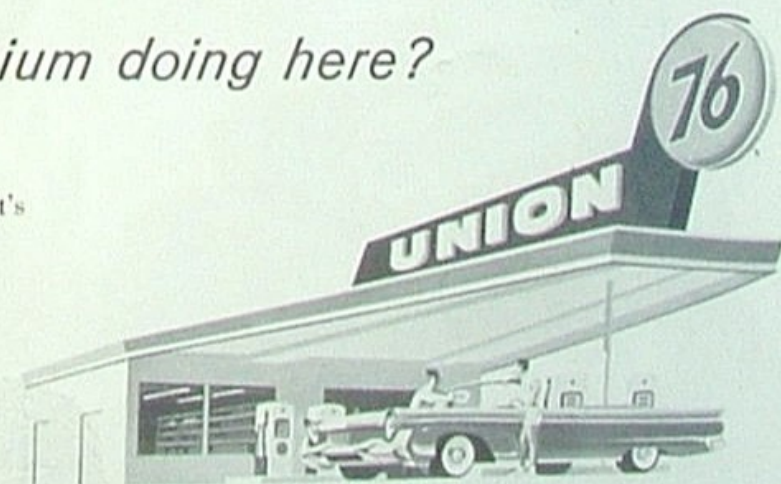




JACK KRAMER OF LOS ANGELES, CALIF.

What's the West's most powerful premium doing here?

We've put it in the picture simply to remind you that, wherever your pleasure takes you, Royal 76 gasoline can make driving there part of the pleasure, too. It's "The Finest." You get it at the sign of the big 76 where—customers tell us—the Minute Man Service is as good as the gasoline.



TUNE IN: THE 76 SPORTS CLUB EVERY WEEK ON TV • ASK FOR: FREE SPORTS BOOKS AT YOUR NEIGHBORHOOD UNION STATION

THE COVER: At new Pacific Ocean Park, Santa Monica, kids, young and old, are practicing to become Union Oil customers. See Page 12.

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76 is a Union Oil Company of California trademark. It also symbolizes the American freedoms won in 1776, which made possible this nation's industrial development and abundance. Our SEVENTY-SIX magazine, published monthly, mirrors industrial freedom through the thoughts, skills, accomplishments and appreciations of Union Oil people. We invite readers to participate with us in an exchange of ideas and information. Address correspondence to The Editors, SEVENTY-SIX, Union Oil Center, Los Angeles 17, California.

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Cure Country's Economic Ills With Plenty Of Hard Work

By MAURICE R. FRANKS

(EDITOR'S NOTE: Maurice R. Franks is President of the National Labor-Management Foundation and Editor of its official publication, PARTNERS.)

The consumer, by and large, is never under any permanent obligation to buy anything. With him, once his basic wants are satisfied, it is mainly a matter of personal desire. He is seldom concerned as to HOW any cost worked its way into a selling price.

What he wants is the most of the best for the least whether the chosen article comes from Toledo or Tokyo, Walla-Walla or Hong Kong. He doesn't care whether the workers who made it were paid 22 cents an hour or \$2.22 an hour. What counts with him is quality merchandise with a low price tag.

The flood of imports—from cars to cameras, from sewing machines to shears, from typewriters to toothpicks—and the way they're selling should be proof enough of the customer's attitude when he goes to the buyer's market.

In a nutshell, what's happening is that American industry, paced by American labor, is well on the road to pricing itself out of its own markets—on home grounds as well as abroad—and the customer is shedding no tears.

If the labor leaders who are doing so much hollering about this recession were to sell a bill of goods to their members that it's not how much they receive in wages but how much they can exchange those wages for in goods, they wouldn't continually have to throw the entire economy out of gear with wage demands that must be added to the cost and final price of commodities and that therefore appeal less to the person on the buying side of the counter. If our labor leaders were really smart they'd be in there pleading with their members for higher productivity, spelling lower competitive prices, instead of yelling over the air to their constituents, as Walter Reuther's morning radio program does, "Take it easy, pals, but take it!"

This take-it-easy pals line of bunk has been helping lower our American productivity by 11 percent over the past year, even as the Russians have been upping theirs by precisely the same percentage. Those figures, adding up to a 22 percent gain for

our country's most dangerous economic competitor, are worth carrying about in our minds—and I say that, not only to American labor, but to American management as well.

The time has come for our country's labor leaders—and our country's business leaders—to put their heads together as a team, as true partners in production, and lay plans to approach the consumer with merchandise worth its selling price, that is fully competitive both in price and value with merchandise now entering our market from abroad.

Needed today, from one end of our country to the other, is American-made goods produced in good faith and worth buying—also American-born salesmen capable of pushing merchandise worth selling.

Boosting the tariff against competitive goods from abroad is no long-term answer to our problem, as some hysterical people believe. Such a short-sighted procedure is like stopping a clock to save time. Furthermore, it is contrary to the very precepts of our American free-enterprise system. Finally, it can easily lead our allies abroad to desert us in favor of economic ties with the Soviet Union—the very nation that is out to "get" us.

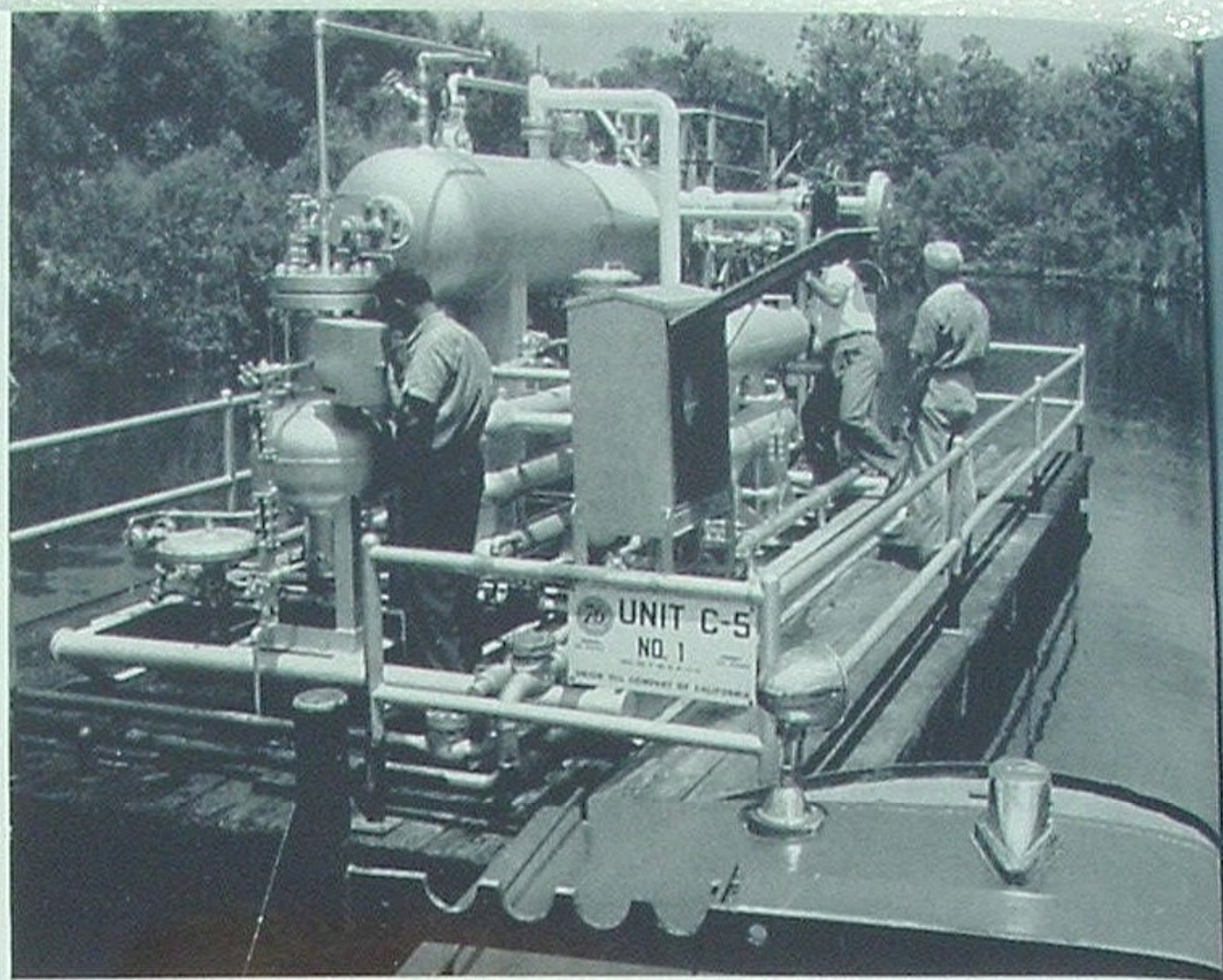
The game isn't lost by a long shot. We've got plenty of American labor with the backbone and guts the job calls for, if only the union leaders will shut up and leave them be.

We've got the technological skill and the managerial savvy. We can bring back our salesmen and, through offering them proper incentives, can put them where they belong—in there making real sales and thereby stepping up the pace of production as no order taker is capable of doing. We've got everything and everybody we need, if only we'll get together.

The real cure for unemployment, recession and all that presently bothers us in our outlook on the future of our economy is simply for all of us to get off our fannies, stand on our feet, take our hands out of our pockets, use the brains the good Lord endowed us with and get **BACK TO WORK.**

Reprinted through courtesy of San Marino Tribune

Unit C-5 is typical of our natural gas wells in the East Lake Palourde Field. The well-head equipment separates gas and liquid fractions.



*We've helped convert
a waste product
into a national asset.*

OUR NATURAL GAS FIELDS OF THE GULF COAST

In 1940 Union Oil Company made its first oil discovery in Louisiana, a wildcat producer in the East White Lake Field. This discovery was followed by many more until, today, the map of coastal Louisiana is rather heavily dotted with fields being produced by our Gulf Division.

Throughout this exploration program we had the slight *misfortune* of penetrating gas sands nearly everywhere we drilled. However, the Company foresaw changing times, hoped that attractive markets and prices would reach the Gulf Coast, and treated our gas *pains* with a grain of salt.

Prior to the 1930's, the discovery of natural gas production anywhere along the Gulf of Mexico was only a trifle more encouraging than a *dry hole*. There was then little use for the gas locally, no means of shipping it to potential users elsewhere. Gas wells were shut in and it was common practice to *flare* the gas production from oil wells.

The factor that began to change this picture soon after 1930 was the long-distance, natural-gas pipeline. Engineers wanted to pipe the commodity hundreds or even several thousand miles to market; and a few investors were found willing to risk money on the economic outcome of such a venture. Pipeline construction crews

began the gigantic task of installing gas mains, as large as 30 inches in diameter, from Gulf Coast gas fields to the East and North.

Pipeline work was halted in 1941 and throughout the war years. But as soon as the major conflicts were resolved, construction was resumed. Several large gas transmission companies were formed, each pointing its pipelines and pumping stations toward the nation's great industrial and population centers.

Gradually this petroleum resource found acceptance in distant markets. Prices began to inch up. Oil explorers, instead of being disappointed with gas fields, began to look for them. Today the production and transmission of natural gas are classed as the nation's sixth largest industry.

Surprisingly, oil and natural gas have nearly changed places in the past 10 years. Oil production, affected by shipments from overseas, is being rigidly curtailed. Natural gas—demanded by thousands of new consumers annually and unavailable from overseas sources—is experiencing unprecedented development in North America.

Two contracts signed in 1946 by Union Oil Company and United Gas Corporation marked one of the pioneering beginnings of this great nation-wide fueling develop-



Repairing a gas pipeline near Houma, workmen contend with the water table, which in the marsh adjoining the Gulf of Mexico is seldom more than a foot underground. Pipe corrosion is a serious problem in gas fields.

From Arch Dawson
Division Production Engineer, Louisiana

ment. The contracts called for delivery of natural gas from our Gordon and Houma fields at the low price of three and four cents respectively per MCF (thousand cubic feet).

What has happened since that date is best told by the following tables:

Table 1 shows the year initial deliveries were made from gas fields currently producing in our Gulf Division; also the transmission-company purchasers.

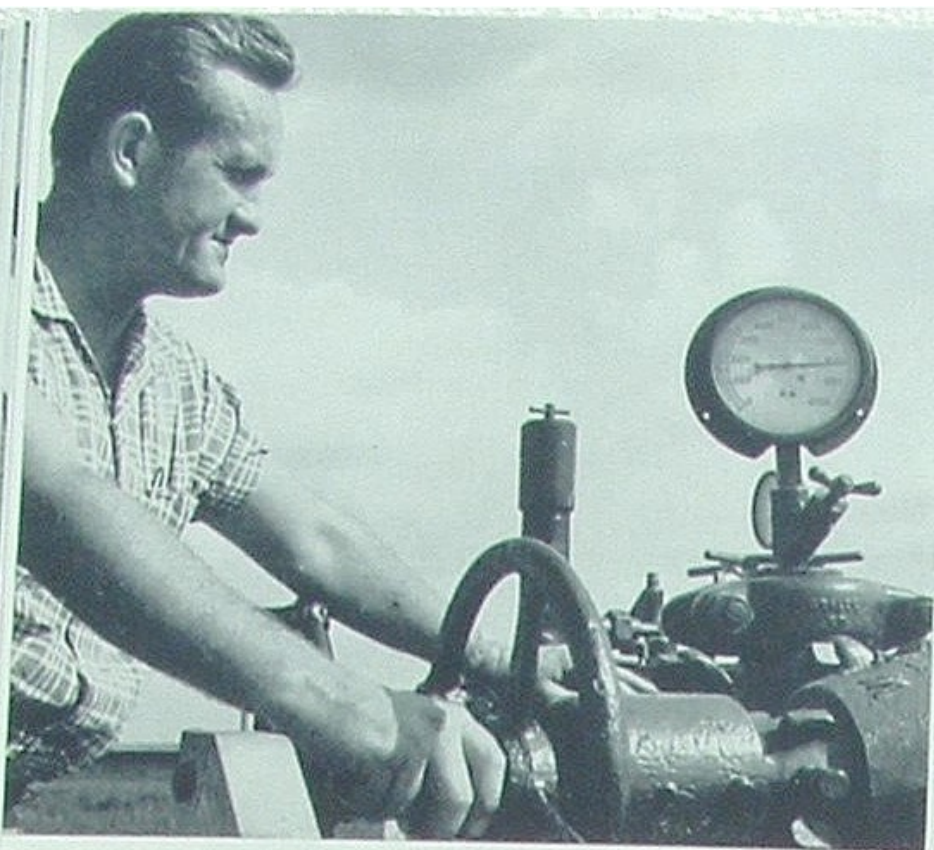
TABLE I

Field	Year	Purchaser
Gordon	1946	United Gas
Houma	1946	United Gas
West White Lake	1950	Transco
Fresh Water Bayou	1950	Transco
Tigre Lagoon	1950	Transco
Vinton	1951	Transco
East White Lake	1951	Transco
South Tigre Lagoon	1951	Tennessee Gas
East Moss Lake	1953	Texas Gas
Lake Hatch	1956	United Fuel
East Lake Palourde	1956	Texas Gas
Live Oak	1957	Transco
Colquitt	1958	Ark.-La. Gas

continued



At this East Lake Palourde shipping point, condensate and heavier crude are stored for barge transport; natural gas, completely dry, enters pipeline of the transmission company.



Production Foreman Gene Griffin operates a number of high-pressure wells in the Houma area. This one, with 8,000 pounds pressure, puts strain on toughest metals.

Holding engineering conference aboard speeding launch are, from left, John Turk, Ed Sands, Hal Finney and Kenneth Ditch, four of the Union Oil field men who are responsible for gas operations in Gulf Division.



Our Natural Gas Fields —continued

Table II shows the growth of our Gulf Division natural gas sales during the past 14 years. Our production of *condensate*—light oil fractions produced with the gas—increased proportionately.

TABLE II

Year	Gross Gas Sales—MCF
1944	84,835
1945	141,121
1946	652,170
1947	4,516,757
1948	7,620,858
1949	8,031,614
1950	11,797,192
1951	37,116,829
1952	44,400,124
1953	52,040,818
1954	46,793,060
1955	48,546,279
1956	51,831,960
1957	75,678,425

This sales growth has continued during 1958, with natural gas averaging more than 8,000,000 MCF a month. Union Oil Company, in fact, is close to being the leading natural-gas producer in Louisiana and may take the leadership if contracts are signed, as anticipated, for some of our shut-in production.

HEADACHES

Contrary to popular thought, the problems and risks of natural gas production do not end with discovery. For example:

The possibility of uncontrolled blow-outs is always present. Union Oil's Gaidry H-1 was completed in August, 1957, at a completion cost of \$507,000. The well has a shut-in surface pressure of 9,000 psi (pounds per square inch). Despite use of the best available casing and tubing, two strings of casing failed after four months, permitting the well to blow wild. The cost of killing and repairing this well was \$312,000, and could have been much greater.

The corrosive nature of many gas wells is a constant problem and hazard. In many cases tubing has failed after being in service only a very short time, placing great strain on the casing strings and necessitating costly repairs. Union Oil has taken an aggressive part with the industry in developing metals, chemicals and coatings to resist corrosion. But, despite significant improvements, the problem may always be present.

Control of formation sand is as important in gas wells as in oil wells, for even a small amount of sand entrained with the produced gas causes severe and rapid cutting of control devices on production units. In one instance we had the two-inch-thick shell of a steel pressure vessel sandblasted through in only a few hours. Recently most of the sanding conditions have been controlled by the use of plastics.

Active water drive in Gulf Coast formations permits an operator to produce a gas reservoir with only a small loss of surface pressure during the life of a well. But when salt water reaches the producing interval, it begins to emerge in large volume with the gas. Furthermore, the water brings the subsurface heat of the reservoir to the wellhead, causing metal to expand and greatly increasing the danger of its failure. High temperatures also make it quite difficult to dehydrate the natural gas. A



Above, tugs leave Palourde with a two-barge tow of condensate and crude oil; at left is the meter house where gas begins its transcontinental journey to homes and industries of Atlantic states.



A number of the Gulf Division's gas wells, such as the offshore location above, are shut-in awaiting contract approval. Sale of this shut-in product may make Union Oil the leading gas producer in Louisiana.

recent test of a well at Tigre Lagoon showed 170° F. salt water being produced at a rate of 3,500 barrels from a well yielding 2,500 MCF daily. To deplete our reservoirs it will be necessary to produce many wells with high volumes of salt water.

Mixtures of water, carbon dioxide and hydrocarbons, frequently encountered in Gulf fields, are known as hydrates. Under producing conditions of 4,000 pounds pressure, these hydrates will freeze at temperatures between 70 and 80° F., obstructing production facilities and pipelines. Costly automatic controls must be installed in fields producing the hydrates, and the compounds have to be removed before gas is shipped to colder climates of the East and North.

Unlike gasoline, natural gas follows sharp fluctuations in demand, due principally to the weather. In Louisiana there are no means, under or above ground for storage of large quantities during seasons of low consumption. Our only recourse is to produce the wells in keeping with demand—an irregular course that requires constant watch and supervision.

At the same time, various owners having royalty interests in the gas fields must be protected; that is, each owner must receive his fair share from gas sands that may extend under several different properties—another delicate operating problem.

Furthermore, a great deal of time and money is spent regularly in engineering developments, by the Company alone or in cooperation with others. Since 1949 we have developed low-temperature glycol injection equipment for the improved processing of natural gas; also an efficient condensate stabilizer. Union was one of the first companies to successfully produce gas accompanied by large volumes of water. We helped pioneer a

sand-treating technique to permit high rates of gas flow. Other efficiency and conservation programs are under development.

The natural gas transmission companies also have their problems. They cannot, for instance, justify constructing costly pipeline gathering systems to fields with limited reserves. They are vitally concerned with gas quality in a product that has to be shipped hundreds of miles and distributed to thousands of customers; a *sour* gas can cost them untold difficulty. Even the pressure at which gas is produced into transmission company lines has an important bearing on its value.

Since gas fields of the Gulf Coast vary greatly in regard to reserves, pressure, cost of operation, cost of discovery, quality of product, accessibility, etc., it is apparent that nearly every gas contract must be tailored to conditions and circumstances. Sellers and buyers are best able to arrive at a working agreement that recognizes all the variables involved. Certainly no governmental formula of pricing would be likely to make allowances for dry holes, water problems, hydrates, blowouts, etc. A far simpler and fairer system for owners, producers and consumers is open competition. With many companies competing in all phases of this industry, prices, profits, services and fuel will always be very close to right.

Given the proper incentives, our natural-gas future along the Gulf Coast looks even more promising. Contracts have been negotiated for the sale of gas from offshore Block 67 and Block 26 in the Vermilion area. With this additional volume, probably within 18 months, consideration is being given to the erection of a gasoline plant capable of handling up to 500,000 MCF daily. The gas business is good down South!

/THE END

There was dancing in Juneau's streets

When Alaska Joined



News that the United States Senate had passed the Alaskan statehood bill set off jubilant celebrations throughout the Far North. At Juneau, destined to be capital of the 49th state, everybody convened on this Union Oil service station lot—and danced!

Union

from W. L. Martin

JUNEAU is quite a close-packed city of narrow streets and tall buildings, wedged between steep Alaskan mountains and the navigable Gastineau Channel. Down its winding thoroughfares, on June 30, came torrents of happy people, converging finally at Union Oil Service Station No. 4377, largest traffic catch-basin in the city's downtown area. Dealer Gerald Godkins not only welcomed the jolly flood but became a part of it. Cars were moved off a paved portion of the parking lot. A band of musicians gathered. And the whole city of Juneau danced.

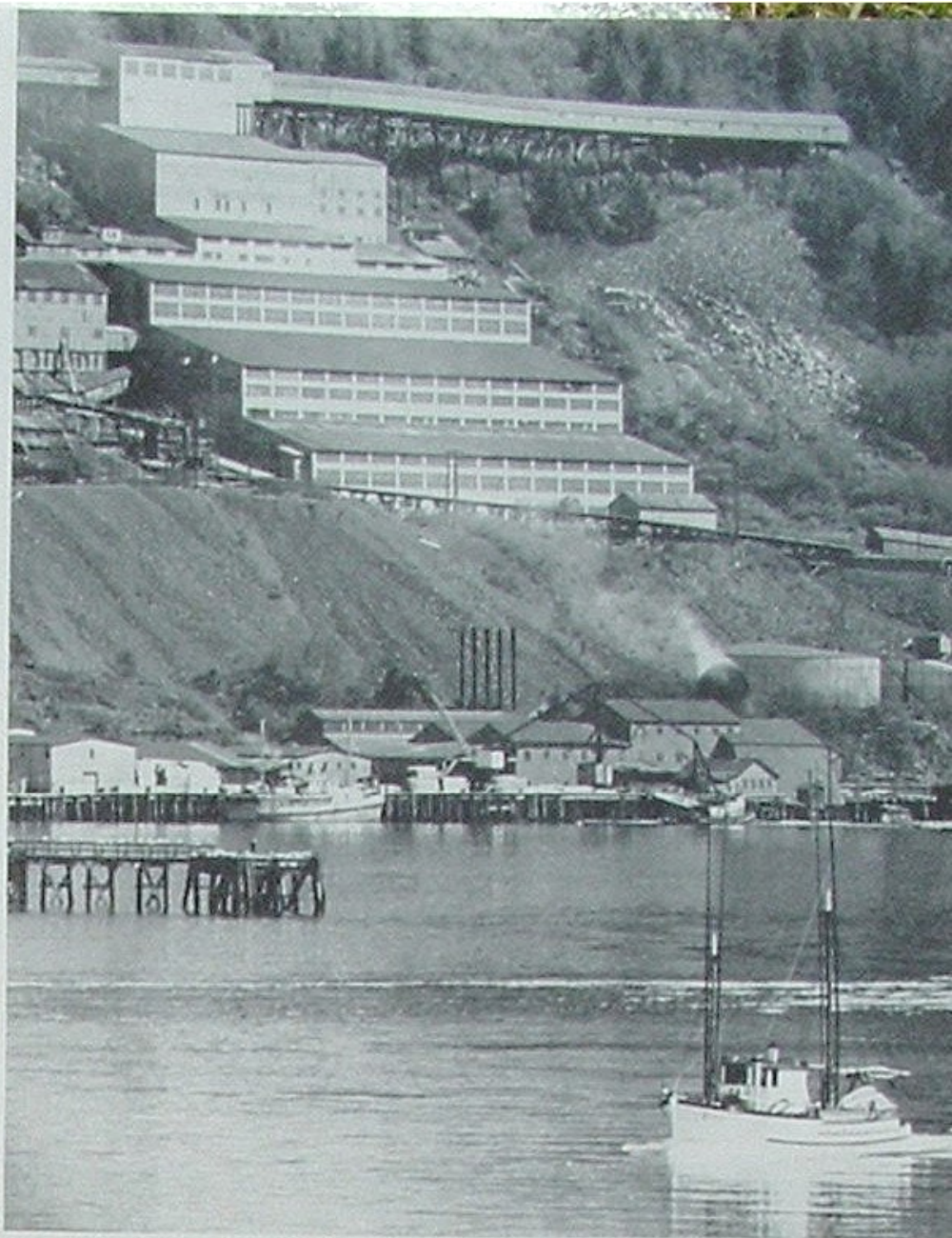
It was an evening that will be remembered in history books. The crowd grew to several thousand. There were speeches, shouts and laughter. Some folks felt so good they cried. "Union"—"76"—"Minute Man" on the service station canopy made the setting a most appropriate one.

The occasion of course was Alaska's first breath of statehood. Announcement that the United States Senate had passed the Alaskan statehood bill by a vote of 64 to 20 touched off jubilant excitement throughout the Far North. In every town or city—wherever a trapper met a miner—probably between the Eskimo and his sled dog—there welled a new feeling of cordiality and festivity. After 42 years of hoping and trying, Alaskans were full-fledged citizens of the Union—not yet officially but practically.

Juneau, capital city of the Territory and destined to become capital of the Union's 49th state, heard the good news June 30 with almost reverent calm. But, when the Liberty Bell of the Federal Building began to toll, folks took up its call to celebration. Kids and housewives hurried to town. Offices released hundreds of stenographers, clerks, professional men, business people—all brimful of emotion and needing "Union Square" to let off steam.

Just 47 years ago, in 1911, the Union Oil tankship LANSING dropped anchor in Gastineau Channel with a 44,000-barrel cargo of fuel oil for the Alaska Gold Mining Company. We have been Alaskans ever since that memorable day, sending a steady flow of petroleum products to every point in the Territory that could be reached by tankship, barge, tankcar, tanktruck, airplane, and sometimes even dog team. We have given much to Alaska's development, received something of its great material and spiritual resources in return. So, to have participated in the birth of the Union's 49th and largest state is regarded as a pleasant service, a great honor and a serious obligation.

/THE END



We have been Alaskans ever since Union Oil's SS LANSING made a 44,000-barrel delivery of fuel oil to Alaska Gold Mining Company in 1911. Mine, above, is now a power plant.

Juneau, close packed between towering mountains and Gastineau Channel, connects largely by air and sea with immense state.



To improve
business,
says Dealer
Bob Gomez,



Dealer Bob Gomez offers every service in the book, including free newspapers, to his patrons.

“We ask for it!”

Just a year ago, Bob Gomez leased one of the Company's best service stations in the city of Long Beach. It had been an employee-operated unit—a spic-and-span model of good service where young men were trained in the fundamentals of being Minute Men, and where critical eyes from the Division Sales office next door often looked in to check on things. Bob obtained the lease only because he wanted a chance to improve on past performance—and *asked for it!*

In fact, *asking* seems to be the main pillar of this dealer's success. Our Company pool car had been on the service station lot less than five minutes before one of Bob's crew spotted a lubrication service nearly due. We pleaded lack of time, so the salesman countered, “Your gasoline tank shows half empty. Shall we fill it with Royal 76 or regular?”

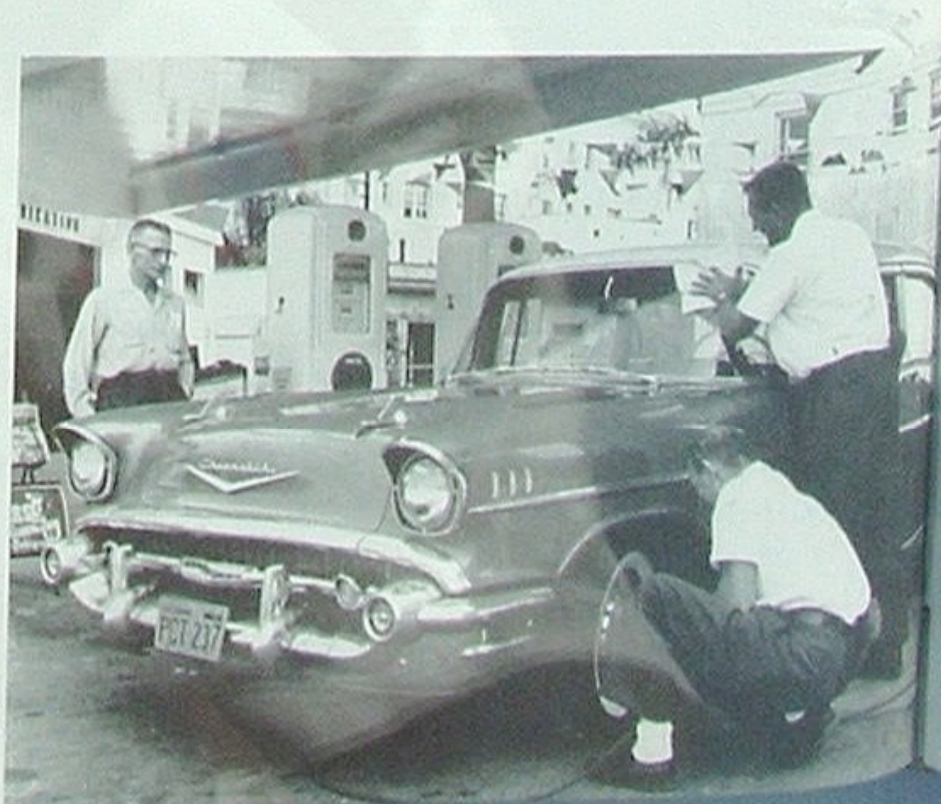
On the back-lot another man was installing a set of new white-sidewall tires on a Thunderbird—the station's fourth sale of a complete set in 24 hours. Explained Bob: “We're not a discount house. We simply check the air pressure on every tire within reach of the air hose. That gives us a chance to examine the tread. If the customer needs new rubber, we tell him so—point out the cost and danger of waiting—and *ask* him to let us install new tires or retreads right now.”

The pump-island bell system suddenly began ringing like a fire alarm. Five cars drove in almost simultaneously. With only four Minute Men on the job, that left one customer with about five minutes of waiting time. He hadn't waited more than 30 seconds before



Confidence, hustle, know-how and thoroughness are evident in the pump-island procedure of Gomez and his well-trained crew.

Free services include tire check, glass cleaning all around, dusting bumper to bumper, whisking floor mats, litter-bag disposal, etc.



Bob put a morning newspaper in his hand, saying, "Here, have a look at the Miss Universe contest; we'll be with you in just a minute." This was the first time we had ever seen newspapers given gratuitously at a service station. Bob later explained that he gives away about 50 a day, at a cost of around \$1.50, by special arrangement with the newspaper distributor. In return, he *asked* the newsmen to patronize his service station. They do!

The waiting customer merely glanced at the headlines, then toward me, exclaiming: "Best service I've ever received anywhere. I own stock in several big oil companies—don't happen to own any Union—yet this is where I always get the tank filled and the car serviced. These boys know their business."

You could easily see what the customer meant. Four cars were all receiving the same thorough, complete pump-island treatment. The gasoline order was filled first. Glass was cleaned—front, back and all side windows. Crankcase, radiator and battery were checked under the hood. A whisk-broom was used on floor mats, particularly under the driver's feet; this gave the salesman a chance to check the speedometer reading against lubrication entries on the doorjamb record. Every tire was checked for pressure—and rubber. Finally, with a clean, king-size cloth, the car was dusted from bumper to bumper.

Do all those things without being asked and you place the customer in an excellent listening mood. All four customers listened appreciatively while Bob or one of his lieutenants reviewed the operating condition of their cars. Three of the vehicles checked out okay. The fourth was overdue for lubrication; Bob promised to do the job while his customer was reading the morning paper; he *asked* for the job and got it!

Meanwhile three men had hustled over to the waiting customer's car and serviced it in jig time. As he drove out, he smiled in our direction, "Ever see anything like it?"

In the lubrication room Bob called attention to a blank space on the car's doorjamb record opposite "Transmission." "Looks like your automatic transmission's never been drained and refilled with fresh oil. The manufacturer specifies this service at least every 15,000 miles. A change now might save you a hundred-dollar

repair bill later on. Shall we take care of it?" Bob *asked* and the customer consented.

Later the alert lessee confided to us that automatic transmissions are one of the most neglected parts of the modern automobile. Either people don't read the manufacturer's service manuals or they forget what they read. "Even *we* used to neglect the automatics," Bob confessed. "Now we check every transmission that comes in—sell more transmission service in a day than we used to sell in a month.

"We have no success secret at all," Bob continued in answer to one of our questions, "We just keep *asking, asking, asking.*"

"When business slows down here at the station, one or two of us will go out on a glass-cleaning expedition. We clean every windshield on a parking lot or round the block—always leaving a free map under the windshield wiper. The front page of the map tells 'em who cleaned the glass. The two inside pages show the Long Beach area and, in colored circles, the city's 16 most interesting attractions—including of course our service station. The back page *asks* 'em to come in and get acquainted.

"Every room in that big hotel down the street mentions our location and pickup service. The desk-top ad costs us a few dollars a year but we get a good return on the investment. Our hotel customers include guests, managers, bellboys—everybody we've ever *asked* for business.

"See that blackboard record on the wall. I *asked* the crew to see who could sell the most oil, tires, batteries and accessories in 90 days. The winner got an expense-paid, three-day trip to Las Vegas. We're cooking up a contest now that will take somebody to Honolulu. You see, the boys *asked* for it!"

That, briefly, is the success story of Bob Gomez, dealer at 801 E. Ocean Avenue, Long Beach—who, incidentally, introduced himself to the city last year by conducting a ticket drawing—the prize, what every lady *asks* for—a beautiful mink stole. His gasoline pumps are delivering around 50,000 gallons monthly. His tire, battery and accessory sales are highest in the station's history, amounting to a ratio of \$162.00 for every thousand gallons of gasoline sold.

He didn't volunteer this story. We *asked* for it.

/THE END

Checking of spare tires leads to many tire sales and well pleased customers.



Neglected lubrication, says Gomez, is costing the American public millions of dollars annually in needless repair bills. He's waging a maintenance crusade at Long Beach.



"Oceans of fun" await patrons who pass through Starfish Arch and Neptune's Courtyard into the wonderland of Pacific Ocean Park.



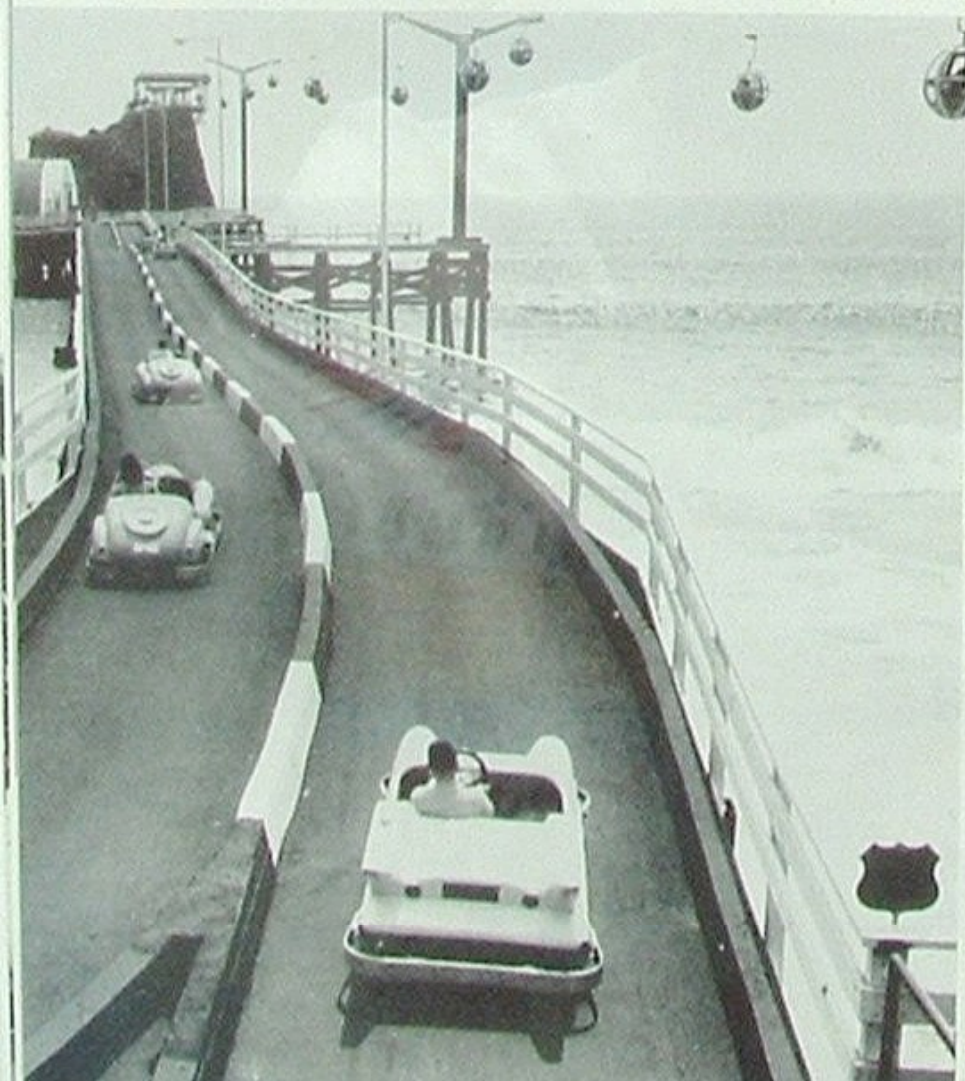
Most popular ride at Santa Monica's
new Pacific Ocean Park follows the

"76" OCEAN HIGHWAY

Two of youth's most venturesome ambitions—to drive a sportscar and put to sea—are being realized in a single package by thousands of youngsters at Pacific Ocean Park. The price is right—25 cents. And a steady line of waiting patrons from morning until midnight attests to the pleasure and popularity of this auto ride over the *bounding main*.

Pacific Ocean Park is America's newest answer to the ocean-resort type of recreation. Here where the cities of Los Angeles and Santa Monica meet, the Los

The divided 76 Ocean Highway accommodates two lanes of real gasoline-powered sportscars for kids young and old.



Angeles Turf Club and Columbia Broadcasting System have built a multi-million-dollar oceanic wonderland. Patrons enter the resort through a spectacular Starfish Arch in Neptune's Courtyard—take an elevator down to the undersea wonderland of Neptune's Kingdom—and finally *surface* in the midst of a trouble-free fun zone. More than 40 attractions—some as old as the merry-go-round, others as new as the "76" sea-going auto ride—vie for attention. Restaurants and snack bars, representative of the world's gayest vacation spas, cater to every whim of appetite. Musicians entertain in the broad promenades. Ocean waves roll under the immense pier, sea breezes caress the air above. There's little hope for anyone—young or old—who can't have a barrel of fun at Pacific Ocean Park, already nicknamed POP by its builders and patrons.

Union Oil Company, of course, has not gone into the resort business. Rather, we are taking advertising advantage of the popular ocean-highway auto ride. The highway itself is No. US-76. Turnstiles at the toll-road entrance are flanked by Union Oil gasoline pumps and a Company canopy. Attendants are decked out in Minute Man uniforms. "76" Sports Club books are handed out to the youngsters as souvenirs. Cars bearing the "76" numeral undoubtedly respond to the urgings of a million drivers via *The Finest* gasoline.

Official opening of the resort on July 22 was declared jointly by Mayor Russell Hart of Santa Monica and Mayor Norris Poulson of Los Angeles. Union Oil Director Leigh M. Battson, who is also board chairman of the Los Angeles Turf Club, and Vice President James T. Aubrey, Jr. of the Columbia Broadcasting System, took prominent part in the dedication ceremony. Scores of internationally-famous entertainment personalities came to a preview of the attractions, naming it one of the most enjoyable evenings of their lives.

/THE END

Emblazoned in Union Oil signs and colors, the ocean auto ride is attracting waiting lines of drivers through day and night.





"I christen thee SANSINENA!" said Mrs. Reese H. Taylor in the legendary rite of sending a new ship to its first trial on water.

SANSINENA IS L

At 11:30 a.m. on August 7, 1958, at Newport News, Virginia, Mrs. Reese H. Taylor broke a bottle of champagne over the bow of the largest tankship ever built in the United States—Union Oil's new chartered supertanker the SS SANSINENA. The immense tanker slid down Shipway 8 of Newport News Shipbuilding and Dry Dock Company into the James River. Tugboats immediately took her in hand, towing the 60,000-deadweight-ton island of steel to a southside berth for additional construction, outfitting and painting. In about two months she will begin her trial run.

To a dozen Union Oil people, over 100 invited guests, and several hundred shipyard workers and their families who witnessed the launching, the SANSINENA seemed nearly to dwarf Virginia's historic James River. She is 810 feet from bow to stern—longer than the passenger liner America; and has a 104-foot beam—a dimension that barely enables her to use the Panama Canal. Her cargo tanks have a capacity of 500,000 barrels (21 million gallons), in 36 separate liquid-carrying compartments. She is more than three times the size of our SANTA MARIA.

The SANSINENA's 24-foot propeller, two feet larger than those of the Forrestal-type attack carriers, is also the largest ever built in this country. Driven by a 25,000 horsepower steam turbine, it will push the ship at a working speed of about 17½ knots.

Named for one of our major producing oil fields near Los Angeles, the SANSINENA is the first of three supertankers currently on order by Barracuda Tankship Corporation, for charter to Union Oil. Another, the TORREY CANYON, now under construction on Shipway 9, is scheduled for launching in October. A third, the LAKE PALOURDE, will make its debut in the James River early in 1959. All three ships, of identical size and design,

Union Oil's new chartered supertanker is the largest ever built in the United States

More than three times the size of our previous largest tankship, the SANSINENA exceeds even many passenger liners in length.



S LAUNCHED

will be assigned to the transportation of Mid-East crude to our Pacific Coast refineries.

With an estimated six million tons of worldwide tankship space idle—one million of the total in vessels of U. S. registry—people ask, "Why more tankships?" The answer is simple: Most of the idle tankers are small in comparison with the *supers*. The SANSINENA, for example, with a normal crew of about 52 men, can haul as much crude in a single voyage as three or four of the older ships could handle.

The new ship is scheduled to head eastward on her first voyage, pick up her initial cargo in the Persian Gulf, and continue on around the world to our Los Angeles Refinery. *Bon voyage!*

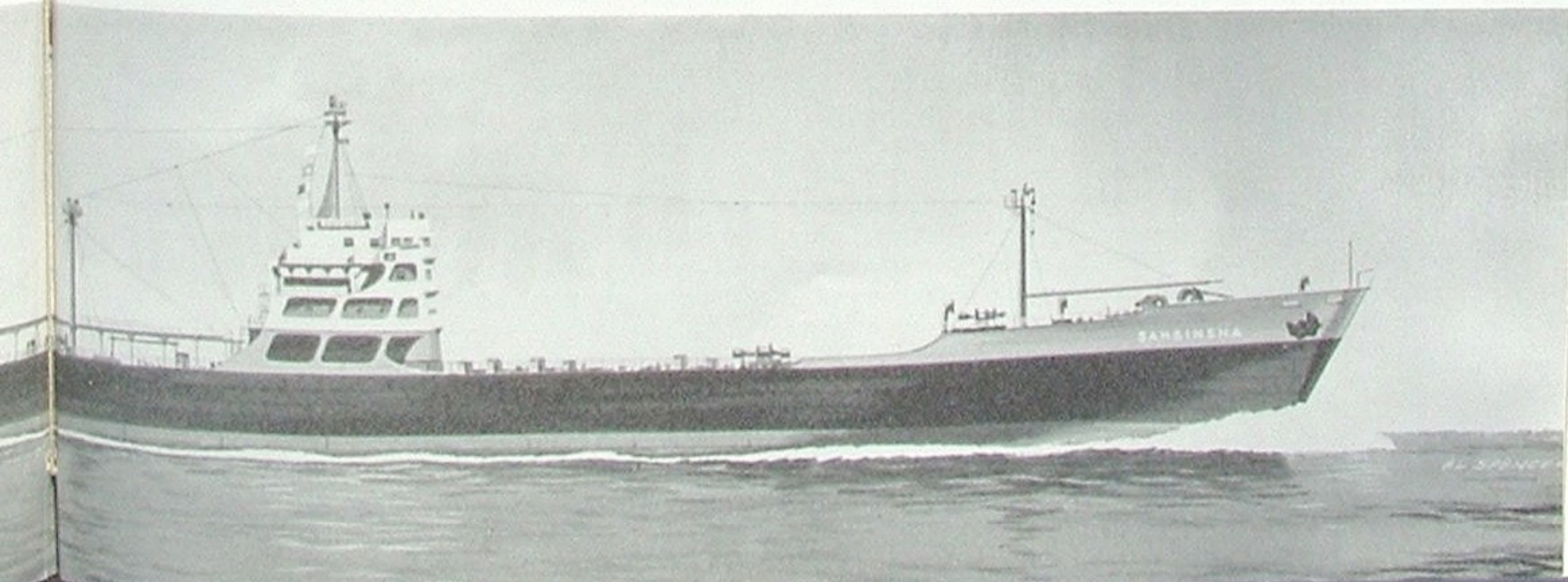
/THE END



Guests and the workmen who built her shared in the thrill of seeing her take to water like a duck.



The official launching committee included, from left, Kenneth E. Kingman, Reese H. Taylor, Mrs. Frederic H. Brandi, Mr. Brandi, Mrs. Kingman, Miss Maggie Taylor, Philip Fell, Jr., Mrs. Taylor, J. M. Taylor, Horace C. Flanigan, Mrs. Flanigan, Mrs. W. E. Blewett, Jr. and Mr. Blewett.



Business Highlights of the Month

EXPLORATION *Drilling with a check-bit.*

The selection of exploratory prospects to be drilled has come under close review recently because of overproduction and the general economic condition of the oil and gas industry. However, the Company continues in an active exploratory program, currently with 11 wildcat drilling projects in all divisions. Greatest activity is noted in the Gulf Division, where seven wildcat wells are carried on the "Daily Drilling Report." With a single exception, all of these projects are located in the coastal parishes of Louisiana.

from Sam Grinsfelder

PRODUCTION *Bargain drilling—2 for 1!*

The Company has conducted a continuous program of development drilling in the Caillou Island Field, Terrebone Parish, Louisiana, since the discovery well was completed late in 1956. To date, 14 producing wells have been drilled, 11 of which were completed dually in separate oil sands, two of them as oil wells from single sands while one is a shut-in gas well. Since each oil zone carries a full well allowable, the program has, in effect, provided the equivalent of 24 oil wells. At current allowable rates, these are producing approximately 3,000 barrels of crude oil per day.

Jointly with Louisiana Land and Exploration Company, Union Oil has 8,320 acres under lease within the Caillou area of possible production, and productive limits of the field have still to be determined. The productive limits may be expanded considerably on completion of two wells now drilling, one of which is a deep test on the northeastern flank of the structure, some 2,000 feet from the closest producing well. The second offsets one of two producing oil wells in the extreme westerly part of the field. These wells, which were drilled by another operator, have proved up quite a number of drillable locations in the westerly part of our lease block.

from Basil P. Kantzer

TRANSPORTATION & SUPPLY *Unbuttoned.*

After nearly 50 years of operation, our Buttonwillow Pump Station in southern San Joaquin Valley has been abandoned. Rio Bravo Pump Station is now pumping direct to McKittrick with no intermediate boosting. Facilities at Buttonwillow have been turned over to Surplus Sales for disposal. The only remaining Pipeline Department equipment at the abandoned station will be an unattended water well, pump and distribution system to supply water for our McKittrick and Middlewater Pump Stations and for some of our producing leases in that area.

For some time, practically all transmission facilities of the Pipeline Department have been under cathodic protection—an electrical method of protecting underground piping against all types of corrosion. In continuance of applying the protection, where economically justified, to all pipeline facilities needing it, installations have now been completed for the three new 175,000-barrel storage tanks at Torrance; also on a small remainder of the Oleum pipeline previously unprotected and on short sections of pipeline in several locations. Some installations are requiring individual studies, due to unusual soil conditions or the possibility of interfering with nearby systems of other companies.

To provide more effective supervision and operation of the Company's rapidly expanding communications system, a separate Communications Department has been established. The new department will be responsible for construction, maintenance and operation of all communications facilities formerly handled by Pipeline Department personnel. The superintendent of Communications will report to the manager, Pipeline and Communications. No numerical increase in personnel resulted from this reorganization.

from E. L. Hiatt

MANUFACTURING *Down to fighting weight!*

The Manufacturing Department's cost of operation for the first six months of 1958, compared with the same period of 1957, showed a reduction of approximately 12%. Significant savings resulted from efforts of all Manufacturing personnel to meet the challenge of current economic conditions. Factors contributing to reduced expenses included the elimination of manufacturing marginal and low-profit products; transfer of non-manufacturing operations to others; more efficient use of manpower; review of the consumption of utilities; improved maintenance procedures and scheduling; improved equipment; and careful scrutiny of material and supplies. Besides reducing costs, this cooperative achievement by all members of the department has developed a manufacturing operation that is second to none.

The July meeting of Union Oil's Board of Directors was held at Oleum Refinery. As it was the first such meeting held at this refinery since 1941, the directors took

the opportunity to tour Oleum and review its operations at close range.

from J. W. Towler

PURCHASING *Ouch!*

All major steel companies have now increased prices to compensate for increased costs of production. To Union Oil Company this means that every completed oil well will require an additional tubular investment of 700 to 800 dollars. Every mile of eight-inch pipeline installed will cost about 400 dollars more than before the increase. Sometime in the near future, manufacturers of valves, fittings, automobiles, and all other items made of steel will be obliged to re-analyze their material costs and adjust prices accordingly.

Producers of aluminum have also increased their prices, which eventually will affect the prices we pay for signs and other aluminum products.

from C. S. Perkins

RESEARCH *In other words?*

The department recently was represented at a conference of scientists from several countries, meeting to consider the latest available knowledge of a new analytical technique called "Nuclear Magnetic Resonance." The new tool, of primary interest to petroleum companies, has taken its place beside other spectroscopy techniques—x-ray, infrared, emission—to help maintain the Company's position of product leadership.

This technique can provide vital insight into the composition of hydrocarbon-containing samples. When such a sample is placed in a strong magnetic field, the field affects the spinning of nuclear particles (protons) within the molecule. Under these conditions, radio waves directed at the affected molecules are absorbed at frequencies specifically related to the magnetic environment of the protons. This in turn is determined by the structure of the molecule, or crystal, in which the protons are located. The technique then gives us the ability to "see" structure. The better we can translate the view into chemical terms, the more useful is the knowledge we gain from magnetic resonance spectroscopy.

With this new analytical tool, our research scientists can speed up their search for new and improved products and processes.

from Fred L. Hartley

MARKETING *Tell us more!*

The City of Los Angeles Department of Water and Power has awarded the Company its gasoline business, amounting to three million gallons, for a one-year period beginning August 1, 1958.

During August, the Company received additional

awards from Military Petroleum Supply Agency for 1,800,000 barrels of Navy Special fuel oil, 10,920,000 gallons of Marine Diesel fuel, and 8,820,000 gallons of JP-5 jet fuel—all for bulk delivery from West Coast points during the remainder of 1958.

Contractor activity is increasing and we are continuing to supply a substantial volume of the petroleum products required. Our Phoenix Direct Sales Division, for example, is serving 13 prime and several subcontractors on projects having a value of \$7,000,000. Our Portland Division recently was awarded the full petroleum requirements of R. A. Heintz Construction Company's \$2,600,000 Emigrant Dam project near Ashland, Oregon.

Portland General Electric Company will use over 5,000 gallons of Red Line Turbine Oil for the initial fill of three turbines on their newly completed North-Fork-Faraday hydroelectric project on the Clackamas River, Estacada area, 35 miles east of Portland.

On July 15, a new marketing station was opened at Halfway, Oregon. Owner and consignee is Norvell C. Jones. His N. C. Jones Enterprises include heavy construction, heavy hauling, logging, and cattle activities. Halfway is located high in the Blue Mountains of north-eastern Oregon, and is the nearest community to large dam construction jobs at Oxbow and Brownlee on the Snake River. Rich in timber resources and vacation appeal, the area is attracting numerous new highway projects.

Ground-breaking ceremonies were held at Schofield Barracks, Honolulu, on July 23 for a new 12-pump Union Oil service station. It is being built by the Hawaiian Army-Air Force Exchange and is scheduled for completion about mid-November. The outlet was necessitated by the Capehart Development, which brought an addition of 750 homes for service men to the post.

Sacramento and Stockton Marketing Stations are engaged in spirited side-competition based on total Key Accounts acquired and total unit percentage gains per quarter. Thus far in 1958, Sacramento personnel have enjoyed a steak dinner and small cash dividend for each quarter at Stockton's expense. Sacramento is still in the lead with five Key Accounts and a 25.6% increase year-to-date.

Our service station "Traffic Building Program" in conjunction with 76 Sports Club has created wide-spread interest and very favorable customer reaction. Dealer orders for sports equipment have exceeded original estimates. Incidentally, our San Francisco Division has received a request for the complete set of 76 Sports Club booklets from Akure, Nigeria, Africa.

from Roy Linden

*Few people could guess what these
Union Oil customers raise on their*

CRANGUYMA FARMS

“CRANGUYMA” sounds a little like one of those African adventure movies. Actually it’s the name of a thousand-acre farm in southwest Washington, located on a peninsula of alternating peat bogs and sand bars. The Columbia River joins the Pacific Ocean just a short distance from the farm. The weather is mild, varying from around freezing temperature in winter to a high of about 75 degrees in summer. The rainfall exceeds 100 inches annually. There are many overcast days, but when the sun does break through its rays are intense.

If before reaching the end of this story you can decipher the meaning of “Cranguyma” or even tell us what the farm is famous for, SEVENTY-SIX magazine will be sent to you for one full year without cost or obligation.

You’ve eaten this farm product many times and thoroughly enjoyed its unmistakable flavor. But if offered \$5 a pound for all you could grow in your own garden, you wouldn’t know where or how to begin. Chances are your crop would be a dismal failure.

The founders of this unique farm were Guy Myers and his wife Amy; its present owner-manager is Frank Glenn, Jr. Now does the farm name make sense? No!

In picking the moist, cool peninsula at the mouth of the Columbia for their enterprise, these people were attracted by its alternating sand ridges and peat bogs, and one thing more—a super-abundance of water. Several fine duck lakes on the peninsula provide the millions

of gallons of water needed. The product, you see, thrives best in a bog or mud puddle. (No, not rice!) To supplement the 100 inches of annual rainfall, the farm has a large pumping system connected to some 1,100 sprinkler heads. Oddly, these sprinklers serve purposes other than irrigation; they prevent the vines from being frost-bitten during early spring, the crop from being “scalded” during a sudden rise in temperature, and the harvest from being frost-damaged during early winter. Have you guessed it yet?

Of course many types of weeds flourish in a bog. At Cranguyma the weed problem became so serious that Union Oil weed-control experts were called into consultation. We recommended a petroleum product that kills the weeds without harming the crop. In appreciation, Mr. Glenn became not only a 100% Union Oil customer but an enthusiastic shareholder.

Here’s the only farm we know of that requires railroad equipment. Approximately five miles of standard-gauge railroad crosses and recrosses the bog. Rolling stock consists of gasoline-powered speeders, assorted flatcars and other special equipment. During harvest season, rails are completely submerged and the flatcars appear to float across the broad ponds of ripened—what?

The harvester used here also does its work under water. Guided by an operator in hip-boots, it knocks the crop from the vines. The floating harvest is then

Cranguyma Farms, located on a peninsula of duck lakes, peat bogs and sand ridges, produce unusual crops. Can you guess the main one?



skimmed into wire baskets, loaded onto flatcars, and shipped to the packing house. Sorting machines separate the perfect and imperfect produce by having both compete in a broad jump. They race down an inclined board equipped at intervals with baffles. Round and sound berries successfully jump over the baffles, the soft and imperfect fruit stumbles through the baffles and into a cull bin for discard.

Surely you've guessed by now that Cranguyma Farms are the West's foremost producers of cranberries. The name is a composite of cran, Guy and Amy spelled backward. There's nothing else backward or mysterious about the farm. On acreage some folks might consider good for nothing they produce an abundant and excellent crop. In addition to cranberries and cranberry sauce, favorite American delicacies since the days of the Pilgrims, they have developed a score of delicious cranberry jellies, juices, jams, preserves, concentrates, sirups, toppings and fillings. Here too are grown blueberries and raspberries—rhododendrons and azaleas—holly with silvery-edged leaves—products all that add to the richness and beauty of the 1958 harvest.

/THE END



From left, Consignee William Tetz, Owner-manager Frank Glenn, Jr. of Cranguyma and Union Oil Representative G. F. Williams study the farm's weed-control problem—solved with the help of petroleum.

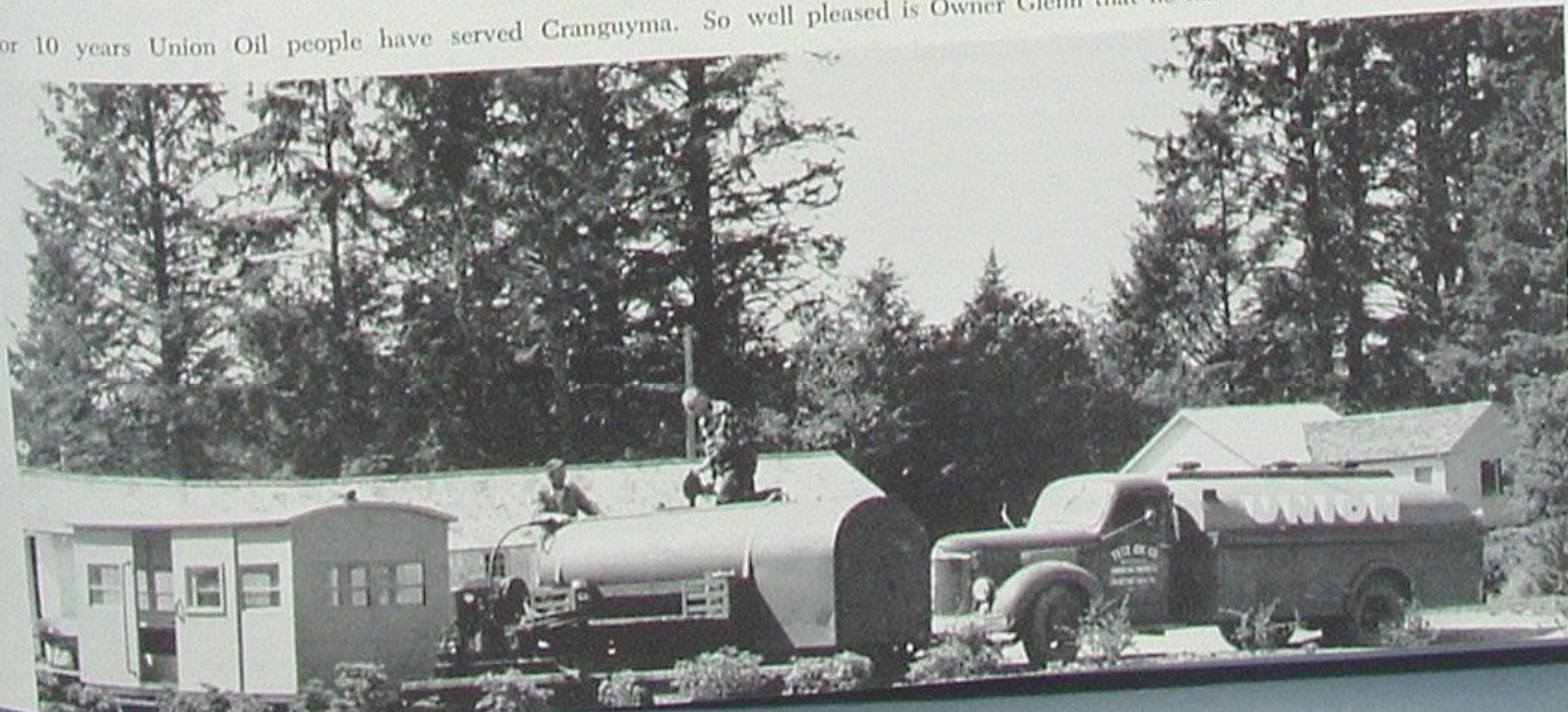


Harvesting of the crop is begun by a man in hip-boots; he pushes a specially-built machine that knocks berries from underwater vines.



Because the berries are lighter than water, they can be skimmed to a pickup machine and taken from the field via submerged rails.

For 10 years Union Oil people have served Cranguyma. So well pleased is Owner Glenn that he has become a Union share-owner.



Letter: Re. RIGHT TO WORK

To the Editor of "Seventy-Six"

July 17, 1958

Union Oil Company
Los Angeles, California

Sir:

You say in your magazine that comments are invited.

I am a union member in the electrical union in the construction trade. Your editorial about the "Right to Work" was a fine article, and no man in his right mind would not want the right to work. But also no man in his right mind would not want a living wage, decent working conditions and a fair standard of living.

Your article cited several cases where persons were upheld by the courts for being martyrs to their cause.

We must face reality and live in a land that was founded on democratic rights—where the majority of the people rule, not the minority group. There has always been a small group who don't favor that working men should get ahead and have a few working rights by uniting as a union to fight and work for their betterment.

If you choose to fall in with a group such as that, you will. But I do not believe the Company, with its fine record in labor-management, would want to bring back the millstone that labor has worked so hard and long to cast off.

It is true that labor unions are in need of some laws to keep them clean and fair in the eyes of business and labor—something like the anti-trust laws that control big business. But laws that would put unions out of business altogether are not right.

The thing that has been proven to be right is the union shop. Let's keep the union shop, but let's clean up the unions that need to be cleaned up.

Yours truly,
Lowell P. Bruce
Downey, California

Dear Mr. Bruce:

This great country of ours was founded largely by *minority* groups—people from Europe who were seeking freedom of several varieties. Many wanted religious freedom, particularly freedom from compulsory membership in government-sponsored religious organizations. Others demanded freedom of speech, freedom of the press, the right to assemble peaceably, the right to petition their government in the event of grievances.

Some of these minorities had been abused in Europe by military rule and seizure. They therefore held out for the right of the people to keep and bear arms, that is, maintain a well-regulated militia of non-professional soldiers, answerable to the people and subject to public discipline both in peacetime and during war. Others sought justice in the courts—speedy and public trials—trial by an impartial jury—freedom from excessive bail—and so on. Nearly all insisted that the powers of the federal government be limited, and that certain powers

be left to the states and to the people.

As you know, it was quite a job getting all of these minorities to agree upon a federal constitution. They finally did, but only after prefacing the United States Constitution with 10 important amendments known as the Bill of Rights.

The Bill of Rights has been described in America and throughout the world as one of the greatest human documents ever conceived and written. It places you and me, individually a *minority* of one, on hallowed ground. It "secures the blessings of liberty to ourselves and our posterity" by defining limitations beyond which armies, religions, governments and other organizations of the majority may not pass.

It is largely through the letter and spirit of the Bill of Rights that every individual American citizen today has the right to vote and campaign for public officials of his own choice. He may organize any type of legitimate business, enter a profession, or contract for any type of employment. He is free to travel in the United States or abroad. He may join countless varieties of clubs and organizations. He may own property, and is assured of privacy in the sanctity of his home. He may speak his mind on any candidate or issue of the day, or he may give heed to the free speech of others coming to him via newspapers, radio, television and other media. He is entitled to the justice and protection of our courts. And there are countless other freedoms written or implied in our great Bill of Rights.

But this is important too—nowhere in the document does it say that an American citizen is *compelled* to take advantage of his rights and freedoms. He may, if he chooses, refrain from voting, or speaking, or listening, or traveling, or working, or joining an organization, or being tried by a jury. The choice is left up to him alone, entirely.

Regarding religion, you and I are free to join any religious organization of our choosing. Or we are free to resign from any church after joining it. Or we may join several churches. Or we may go our way without joining any at all.

Significantly, this freedom of religion in America has not put the churches out of business. Church membership, either in numbers or percentage of population, is reported to be at its highest in history. And religion is performing a highly useful and commendable service for humanity.

Surely, Mr. Bruce, you will place the *freedom to work* high among the basic freedoms reserved for us through the Bill of Rights. How can we expect to enjoy life and pursue happiness without work freedom?

Certainly it is a good thing and a constitutional right for working men to organize in order to assure themselves good wages, decent working conditions, and a fair standard of living. But aren't we destroying the very

foundation of our Bill of Rights by saying that a citizen should be *compelled* to join?

As for so-called "Right-to-Work" laws putting the unions out of business altogether, here are some interesting facts reported by W. L. White in the "Reader's Digest" of August, 1958:

In the strongly unionized countries of Austria, Belgium, Denmark, France, Holland, Norway, Sweden, Switzerland and Western Germany, compulsory unionism is prohibited by law.

In the 18 states where "Right-to-Work" laws are now in effect, union membership has increased or at least held its position since the laws were passed.

From 1934 to 1951, when American railroads were protected from compulsory unionism by the Railway Labor Act, railway unions trebled in voluntary membership.

Samuel Gompers, father of modern unionism, said, "No lasting gain has ever come from compulsion."

Personally, I feel that the "Right to Work," like freedom of worship, is a fundamental principle of American democracy. Its importance transcends political parties, state boundary lines, business organizations and labor unions. We must reinstate and safeguard it or renounce that great document, the Bill of Rights.

On the day that organized labor has the courage and foresight to tell non-union workers . . .

. . . "We do not understand your refusal to join with us in collective bargaining, but we honor with all of our strength your right to work when, where and for what you may" . . .

Then on that day will organized labor enjoy a new birth of freedom. Your leadership will be strengthened. Your membership will be increased. You will discover thousands of new friends from outside the ranks of labor. On the solid foundation of the United States Constitution and its Bill of Rights, organized labor will rise to a merited position of greatness and honor in the ever-unfolding plan of democracy.

The Editor



Careless Hands



These hands didn't mean to harm anyone.

A child, intrigued with the force of air generated by her father's moving car, *carelessly* let a paper sack slip from her fingers.

A man—maybe a leading citizen planning some way to get the Boy Scouts of his neighborhood started on their forest-conservation program—*carelessly* flipped a lighted cigarette from his car window.

Somehow the air current impishly brought the paper sack and cigarette together — near the roadside where tall, golden grasses of the West stayed their progress.

No one meant a particle of harm. Yet see what can happen.....(next page).



Whipped by a strong wind, the cigarette-ignited blaze was out of hand before firemen reached it. Here it leaps across the highway.

Careless Hands —continued

In 1956 a single brush fire in a sparsely inhabited area of the Santa Monica Mountains resulted in the following damage: Over 37,000 acres of beautiful grass land and forest were charred to a crisp. Ninety homes were totally destroyed; 173 other structures were destroyed or badly damaged. One resident lost his life. Property damage was estimated in millions of dollars. It took hundreds of firemen, an army of volunteer fire-fighters, and countless tons of expensive equipment to bring the fire under control.

In California alone during 1957, forest fire-protection agencies fought 3,678 fires, which burned 229,220 acres. Multiplied by similar losses in neighboring states, this

annual fire toll mounts to a staggering Pacific Coast catastrophe. Lost, in addition to private properties, are public forests, grazing lands, water sheds and recreation areas. In their places are left massive black stains to offend the landscape.

Year after year, the foremost causes of brush fires are *careless* smoking and *careless* trash disposal.

The readers of SEVENTY-SIX magazine, estimated to exceed 50,000, can be a powerful influence in diminishing such fire losses. Let's begin by disciplining ourselves and our families—particularly against tossing trash and lighted cigarettes from automobiles.

Hopefully, our carefulness will catch on.

/THE END

Soon a wide area of watershed, forest and grassland was an inferno, consuming public and private resources worth several million dollars.

Nearly a hundred homes were destroyed by a single fire. This one luckily was saved by the firemen.



To control such fires requires an army of men. The fight is long, bitter, hazardous.



The aftermath is not pleasant to look upon—black, tragic, costly, hard to erase. All due to carelessness!



Sports Club in Action



AT DOS PALOS, Merced County, Manager Frank Elkins of the Kaljian Motor Company became a 100% reseller of 76 products and the Sports Club in one breath. Right, 5th from left, he presents Achievement Awards to local park and recreation officials who have provided an excellent baseball park for the benefit of 250 boys and their 1,900 townspeople.

from G. E. Newton



IN LOS ANGELES COUNTY, Dealer Walter Starr, right, is seen presenting 76 Achievement Plaques to the outstanding athletes and sportsmen at Northridge Military Academy.

from Bob Rockwell



AT UKIAH, "The Union Oilers" finished second in the local Farm League but came up smiling (Note the determined grin, front row, center). In back row from left are County Treasurer Sam Roy, Consignee V. H. Jones, Marvin Howard, Retail Rep. C. E. Keeler, Dealer John Kinsler.

from J. E. McCaffrey

AT BERKELEY, tennis is receiving a community-wide boost under the 76 Sports Club banner. Many Union Oil dealers cooperating in the 200-class program include, in background from left, John Loughlin, George Frey and Eric Accomazzo.

Photo by the Berkeley Gazette



in focus



BOWLING CHAMPIONS of the West Valley Men's League, Reseda, were these six keglers sponsored by Dealer Alex De Rostaing, better known to all of his customers as "Dino," extreme right. Sharing in the pump-island victory celebration is Retail Rep. Charles Duncan, left.

from Bob Rockwell



OILEUM'S THREE MARKETEERS are, from left, Guard M. G. Windon, Lab Inspector H. O. Lonberg and Fire & Safety Supervisor H. V. Wilson. As of August 15 they had signed up 141 - 449 - and 123 new credit card customers respectively for a total of 713 new retail accounts. The kind of men we're proud to have on the team!

from Don Probst



J. D. MEDEMA, general manager of Alaska Oil Sales & Service, our Anchorage consignee, is receiving a Golden Sweepstakes award for first-quarter sales accomplishments in the Seattle Division's current competition. Standing are, from left, Jim Vernon of Alaska Oil, Division Rep. F. J. Kerth and Division Manager G. S. Smith.

from J. W. White

CELEBRATING a highly successful first-year run of Los Angeles Refinery's Unifiner-Platformer unit, where excellent Royal 76 gasoline blending components are made, are, from left, Operators Jack Bourdon, Sidney Horton, Harvey Hoffmaster and Morley Pence. Process and catalyst efficiency exceeded expectations—as did the congratulatory birthday cake.

from Stan Reiner





THE O'BRIENS, Dan, left, and his father Bob who is a Union Oil salesman in Oakland, took first and eighth prizes in this year's Pinecrest Carp Derby near Salt Lake City. The vacationers used bow and arrow to catch the big fish, the larger of which weighed 23 pounds.

from M. E. Lamborn,
Photo by Deseret News



BASKETBALL CHAMPIONS of the Olympic Peninsula Athletic Association, 600 members, is this good-looking Union Oil team. The girls were coached by Helen Bannon, right, and sponsored by Consignee B. L. Conan, in background, of Gig Harbor, Washington.

from J. W. White



THE BEST PICNIC EVER was enjoyed early in July by a thousand Union Oilers from Los Angeles Refinery. They converged on Holidayland in Anaheim for a day chock-full of games and amusements, climaxed by loads of delicious food under the "big top."

from Stan Reiner



RETIREMENTS

September, 1958	Service Date
WALTER J. CARR Oleum Refinery	August 17, 1933
ALFRED E. MORRISON Treasury Insurance	September 1, 1923
WILLIAM V. REBELLA Distribution-Central Region	July 12, 1920
DALICE R. SMITH Direct Sales-Oakland	August 20, 1933
HENRY E. WINTER Southern Division Field	February 12, 1921

IN MEMORIAM

Employees:

CHESTER G. FRISBEY, JR. Oleum Refinery	July 16, 1958
MAYNARD R. FAY Oleum Refinery	July 21, 1958
MILAN G. ARTHUR Production-Exploration	July 29, 1958

Retirees:

GEORGE O. DUDDERAR Southern Division Sales	June 30, 1958
CLYDE G. BUSSEY Southern Division Garage	July 24, 1958
JOSEPH T. GARNER Northern Division Pipeline	July 25, 1958

DEALER BILL CARRIGER of Madras, Oregon, is instructing a group of girls in the fine art of car washing. He also donated the use of his wash rack to the girls during their commendable fund-raising campaign to help in the fight against cancer.



BIRTHDAY SERVICE AWARDS

September, 1958

EMPLOYEES

45 YEARS

WILLIAM D. SELLERS.....Direct Sales—Los Angeles

40 YEARS

BENJAMIN A. WOODFORD
Direct Sales—Pasadena

35 YEARS

FRANK M. ADAMS.....Coast Division Field
HAROLD G. COOPER.....Sales Services—Home Office
EDWIN G. DELEREE.....Los Angeles Refinery
EDISON A. HUMPHREY.....Oleum Refinery
ALFRED E. MORRISON.....Treasury—Home Office
M. RAYMOND RUEDY.....Distribution—So. Region
WADE A. SPENCE.....Direct Sales—San Francisco
W. L. STEWART, JR.....Director
ALBERT H. WONG.....Distribution—Central Region

30 YEARS

THEO. L. BARBER.....No. Division Pipeline
JAMES C. CARGILE.....Oleum Refinery
ROBERT C. DIEHL.....Oleum Refinery
BENJ. C. EMERTON.....Oleum Refinery
JOHN H. EUSTON.....Comptrollers—Texas
CHARLES A. GOUGHNOUR.....Direct Sales—Pasadena
McCLELLAN HAMILTON.....Coast Division Field
MARK P. HARRINGTON.....Research Dept.
E. MORLEY JOYCE.....Comptrollers—Home Office
EVERTT M. SMITH.....Comptrollers—So. Region

25 YEARS

LOUIS D. ACCOMAZZO.....Oleum Refinery
ANGELO G. BANDUCCI.....Oleum Refinery
EDGAR W. BILLINGTON.....Coast Division Field
WM. ALBERT BLEY.....Property Admin.—Home Office
JAMES M. BLOOM.....Southern Division Field
ROY A. CHRISTIANSEN.....Direct Sales—Oakland
RUSSELL E. COOK.....No. Division Pipeline
EDWARD V. COSNER.....So. Division Automotive
WILLIAM P. DUFFIELD.....So. Division Field
WILLARD S. FORBES.....Coast Division Field
ROBERT A. GREEN.....Coast Division Field
LAWRENCE T. GRISHAM.....Los Angeles Refinery
HERBERT H. HAGAN.....Oleum Refinery
LESTER LaGRAFFE.....Coast Division Field
LYNN H. MANNING.....Direct Sales—Seattle
CHARLES E. MARKEY.....Marine—Home Office
WILLIAM MASSA.....So. Division Automotive
URIAH V. McMAHON.....Oleum Refinery
OLIVER D. MILLER.....So. Division Automotive
THOMAS J. MORASH.....So. Division Field
CARL L. MORGAN.....Coast Division Field
CHARLES L. NARRY.....Oleum Refinery
LEWIS G. SNYDER.....So. Division Automotive
EDWIN A. TOMASINI.....Coast Division Field
KENNETH A. WOODS.....Research Dept.

20 YEARS

ANNIS TULLY.....Purchasing—Home Office
PETER S. ZNAMENS.....Direct Sales—San Francisco

15 YEARS

JOHN ADAMS.....Coast Division Field
ROBERT E. ARANT.....Distribution—Central Region
PAUL E. BLAKE.....Coast Division Field
EUGENE E. CARLSON.....Comptrollers—Home Office
EUGENE W. COMMANDER.....Los Angeles Refinery
DOROTHY M. DYER.....Los Angeles Refinery Cafe
WILLIAM A. GREENWALT, JR.
Exploration—Canada
LILLIAN KEESE.....Research Dept.
CLARENCE J. KOLDOFF.....Direct Sales—Arizona
VICTOR L. LAWRENCE.....Oleum Refinery

ELAINE LAWSON.....Industrial Relations—So. Region
JOSEPH A. LYSLE.....Comptrollers—Home Office
WILLIS E. MASSEY.....Coast Division Field
ROBERT A. McKEAN.....Santa Maria Refinery
MITCHEL PARISH.....Gulf Division Field
WM. C. SCHWEICKHARDT.....Los Angeles Refinery
ANDRIJA J. VUJACICH.....Oleum Refinery
DONALD F. WELTY.....So. Division Field
LEE R. WOODRUFF.....Los Angeles Refinery
HOWARD C. YOUNGMAN.....Research Dept.

10 YEARS

EDMUND C. BABSON.....Field Department—Canada
ELDEN C. BASSI.....Coast Division Field
LYLE A. BEDORD.....Rocky Mtn. Division—Montana
CHARLES J. BERGERON.....Gulf Division Field
STANLEY A. BROWNE.....Direct Sales—Arizona
JAY GENE CLAYPOOL.....Research—Colorado
ROLAND E. DUROCHER
Rocky Mtn. Division—Montana

DUANE A. FOSTER.....Coast Division Field
FRANCIS R. GOODCHILD.....Coast Division Field
DELLA D. HOEMANN.....Dealer Sales—Hawaii
ROBERT T. JESSON.....Comptrollers—Home Office
ARTHUR KACZMAREK.....Los Angeles Refinery
HARRY E. KEEGAN.....Southern Division Field
JOHN P. KLOSTERMANN.....Field Dept.—Santa Maria
KENICHI KUWADA.....Distribution—Central Region
GRAHAM W. LESTER.....Coast Division Field
MIKE G. MATANIC.....Oleum Refinery
HARRY N. McCRAE.....Ind. Rel.—Home Office
GEORGE W. ROBERTSON.....So. Division Pipeline
LEONARD D. SHRYOCK, JR.....Coast Division Field
NORA L. SIEMON.....Field Dept.—Home Office
HAROLD W. STEWART.....Cut Bank, Montana
ROGER M. STRENCH.....Comptrollers—Home Office
CHESTER W. THOMSON.....Distribution—Cent. Region
BURTON D. THORPE.....Land Division—Santa Paula
CHARLES W. WILLIAMS.....No. Division Pipeline

DEALERS

20 YEARS

L. A. STORY.....Upper Lake, California

10 YEARS

FRANK CHIN.....Salinas, California
W. GRAHAM & M. McGLAUGHLIN
Santa Barbara, California

SMITH VALLEY GARAGE
AND IMPLEMENT CO.....Yerington, Nevada
TRANSPORT STORAGE
AND DISTRIBUTING CO.....Seattle, Washington

5 YEARS

ADDINGTON & CLARK.....Red Bluff, California
HAROLD Q. AUSTIN.....Yerington, Nevada
EARLEY TIRE COMPANY.....Aberdeen, Washington
FIRESTONE STORE.....Walnut Creek, California
WAYNE GARVEY.....Los Angeles, California
R. J. HOOVER.....Los Angeles, California
LAURENCE MATHEUS.....Yerington, Nevada
GEORGE E. WILLIAMS.....Rodeo, California

WHOLESALE CONSIGNEES AND DISTRIBUTORS

30 YEARS

R. M. CORBETT.....Livingston, California
J. S. MAY.....Winnemucca, Nevada

10 YEARS

C. HERRERA.....Eureka, Nevada
B. T. SMITH.....Petersburg, Alaska

Y. Frank Freeman

—or how to drill an oil well in the heart of Hollywood

"Not many of us ever have the opportunity to see an oil well drilled in our own back yard.

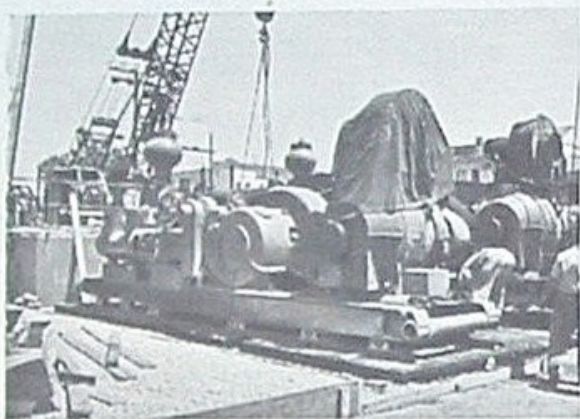
"When Union Oil geologists recently found encouraging prospects of oil on the Paramount Pictures lot here in Hollywood, I got a chance to observe first-hand what happens.

"Usually, drilling can be a pretty noisy operation.

"But to keep from disturbing the community or interfering with Paramount's routine, Union trained a crew to work as quietly as if a baby were sleeping close by.

"Electric motors were purchased for the job, in place of the big-throated diesels.

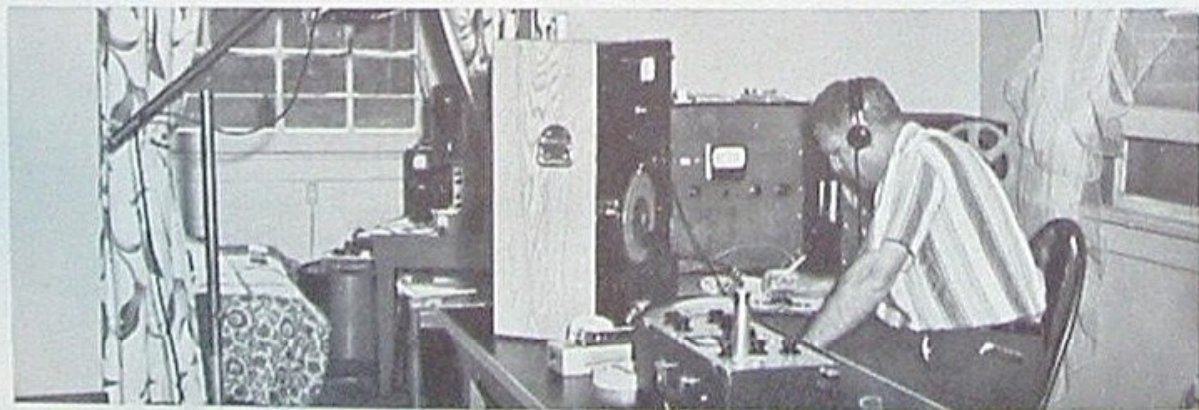
"Giant machinery rested not on the ground, but on springs. Rubber pads



prevented steel rods from knocking together. Deep layers of decomposed granite were laid beneath heavy machinery to reduce vibration.

"Anything capable of making a distracting noise had a sound-proof house built around it. The oil rig itself was wrapped in a triple-layer kimono of fiberglass and plastic—and camouflaged.

"As if this weren't enough, Union Oil rented an apartment overlooking the site and furnished it with sound-measuring instruments. All unusual noises were com-



"WE WERE NEVER BOTHERED BY THE DRILLING IN OUR OWN BACK YARD."

pared with a noise-history made of the area before drilling began. Any new noise originating from the operation was promptly hushed.

"The result? Residents living within ear-shot of the drilling slept undisturbed.

"And our people working on Paramount's sound stages were never bothered by the well being drilled in their back yard!"

Mr. Freeman is Vice President of Paramount Pictures Studios.

We appreciate his comments, because we believe that a company that does a good business in a community also has the responsibility to be a good neighbor.

As it turned out—after all our trouble and expense—the Paramount well resulted in a dry hole. But this is the normal hazard of a business in which only 1 wildcat well in 9 produces oil.

YOUR COMMENTS ARE INVITED. Write: The Chairman of the Board, Union Oil Co., Union Oil Center, Los Angeles 17, Calif.

Union Oil Company OF CALIFORNIA

MANUFACTURERS OF ROYAL TRITON, THE AMAZING PURPLE MOTOR OIL

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