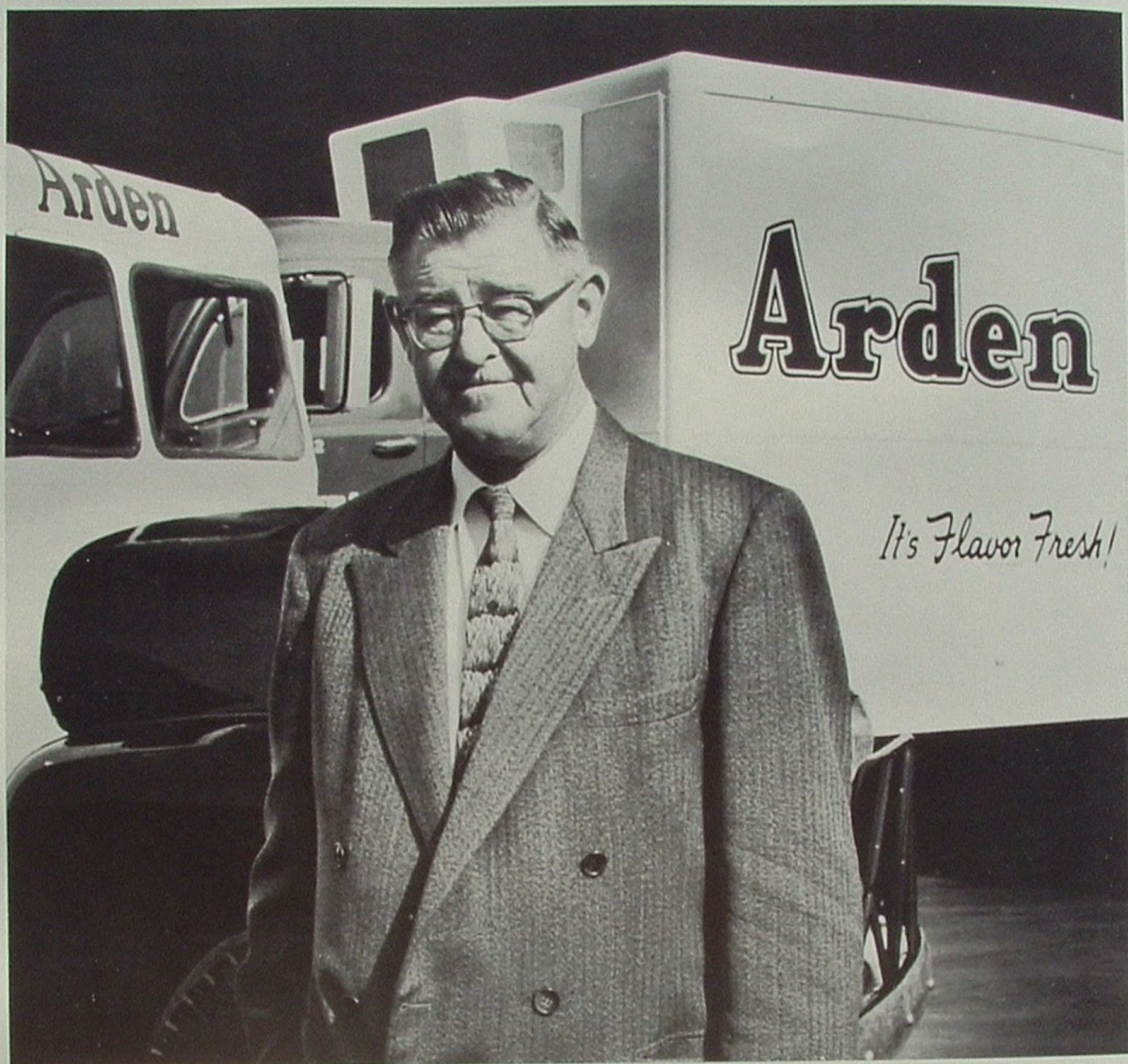


SEVENTY ⁷⁶ SIX

JUNE 1959

Union Oil Company of California





Chris Nielsen, transportation superintendent, Arden Farms Co., Los Angeles, California

UNION OIL...dependable products and service

"The success of our operation, as with every farm producer, is vitally dependent upon reliable transportation.

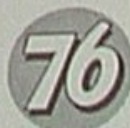
"Moving fresh milk from farm to market requires us to maintain split-second schedules 'round the clock. That's why we at Arden Farms keep our trucks in top condition with rigid preventive maintenance, and high quality fuels and lubricants.

"Our entire fleet of more than 1,500 gas and diesel trucks has been on Union Oil Products for more than 10 years.

During this time our 'down-time' has been extremely low for motor overhauls, some of our units logging as much as 150,000 miles between majors. We're certainly well satisfied with Union Oil products."

Dependability of product and service is what has made Union Oil products the favorite of Western farmers and ranchers for more than 50 years. If you're not yet using them, we'd like to suggest you give Union Oil products a try.

UNION OIL COMPANY OF CALIFORNIA



Union Oil Center, Los Angeles 17, California, U.S.A.

This advertisement is appearing in the following publications - Arizona Farmer-Ranchman, California Farm Bureau Monthly, California Farmer, Farm Journal, Farm Management, Nulaid News, Pacific Granger Farm Group - total circulation 162,933.

JUNE 1959

THE COVER: Thirty fifth graders, including Kitty Forno and Leroy Gallegos, of Rodeo have created this fine mosaic impression of Oleum Refinery. For the story, Page 8.

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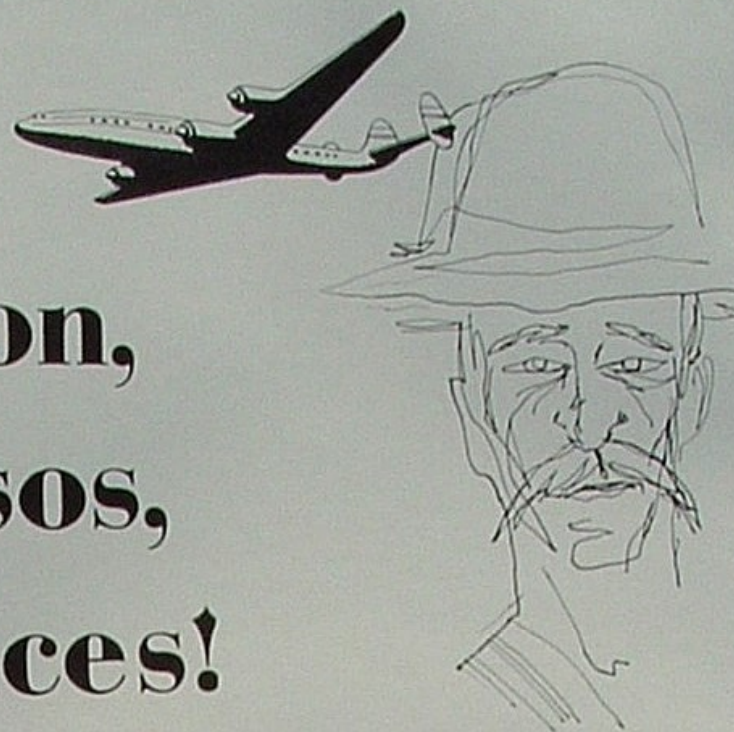


is a Union Oil Company of California trademark. It also symbolizes the American freedoms won in 1776, which made possible this nation's industrial development and abundance. Our SEVENTY-SIX magazine, published monthly, mirrors industrial freedom through the thoughts, skills, accomplishments and appreciations 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.

EDITORIAL BOARD

Jerry Luboviski and Earl M. Welty

Thiel D. Collett.....Editor
 Robert C. Hagen.....Assistant Editor



**peon,
pesos,
prices!**

THE true inwardness of collectivized cheating, known as inflation, is dramatized by the frustrating experience of a peon from Ecuador.

His strange story was learned by a fellow passenger on an airplane operated in Latin America by a Nicaraguan company.

The peon, dressed in simple garb, boarded the plane with his baggage in a white bag tied with a string. He continued to wear his hat while aloft.

At the request of a fellow passenger the stewardess probed what was behind the peon's trip. More than a quarter of a century ago the peon left Ecuador on foot hopeful of eventually getting to the United States in easy stages. He worked, saved a little money and then moved afoot and as a hitchhiker. Eventually he reached the border at the Rio Grande, but he had no passport and no medical credentials. He was turned back.

Currency Slashed

Disappointed, the peon decided to save his money so that he would have enough for fare to return to his native land, Ecuador. Each time, as he husbanded his slim financial resources and was within hailing distance of his goal, he was victimized by currency devaluation. This happened to him five times over a quarter of a century.

This is the meaning of inflation in terms of one simple person who had more faith than expert knowledge. This peon was unaware of sophisticated hedges against inflation such as the purchase of common stock and real estate. He had no facilities for putting funds in far-away foreign places out of reach of the domestic inflators.

Finally, after five frustrating major episodes, he, as an old man, accumulated \$74 and invested it in a plane ticket home.

New Light Shed

President Eisenhower's current effort to stem inflation through balancing the federal budget and fiscal prudence takes on a new humanitarian hue in light of this simple tale of what inflation did to one primitive man from Ecuador.

While as individuals we are under obligation to adjust ourselves to whatever we think may be coming, we as voters and citizens can improve the economic climate by strengthening the hands of public servants who are on the side of forbearance, as contrasted with extravagance.

This account, related in M. S. Rukeyser's newspaper column "Everybody's Money," is reprinted through courtesy of the author and McNaught Syndicate.

Stationwagons



Northwest!

Oregon is celebrating its Centennial of Statehood

FIRST of the West's great overland wagon routes was the Old Oregon Trail. It stretched from Independence, Missouri to a point near present-day Salem appropriately named Independence, Oregon. The man believed to have blazed the trail, from west to east, was Robert Stuart, who after helping seaborne fur traders establish a John Jacob Astor trading post at Astoria returned overland to St. Louis in 1812-1813. Thereafter for 30 years his route was generally followed by hunters, explorers and mountain men, who undoubtedly discovered many a shortcut and pass to make the trail easier.

Then in 1841, six wagons, known as the Bidwell-Bartleson party, pointed west. They followed the North Fork of the Platte River to the famous prairie landmark of western migration, Chimney Rock in Nebraska Territory — struggled over the high Wyoming plateau between Fort Laramie and Fort Bridger — turned northwestward along Bear River and the Snake — and eventually arrived at their Oregon destination near the Columbia.

Remarkably, those first wagon tracks remained the safest and swiftest wagon route to the Pacific Coast. They were followed successfully, though not without great hardship, by hundreds of wagon trains — most of Oregon's pioneers — by the Mormons to Utah — by the Forty-Niners to California — and by early settlers in Washington, Idaho, Nevada and Wyoming. The worst tragedies of western migration, like that of the Donner

party, happened to those who ventured off the beaten path.

Much of the Old Oregon Trail is in use today — straightened, bridged and macadamized. Better known as U. S. Highway 30, it still brings thousands of settlers annually to the Northwest. And during 1959 the cry of "Stationwagons West!" will resound as never before over its entire length. For this is the Centennial of Oregon's Statehood. More than two million visitors are expected to join the year-long celebration.

However, thanks to the Old and hundreds of New Oregon Trails, there will be none of the pioneering hardships of a century ago:

A big uprising of Indians and their teepees during September will culminate in the world-famous Pendleton Round-Up — a battle to single out the champions of early Western ranch skills and sports.

Portland, with its Rose Festival in mid-June, its Oregon Centennial Exposition and International Trade Fair running from June 10 to September 17, and an endless round of other festivities, will offer the modern urban conception of "roughing it."

In August a replica of the first wagon train to Oregon will complete its trek from Independence to Independence, a journey consuming genuine "horse" power and taking four months.

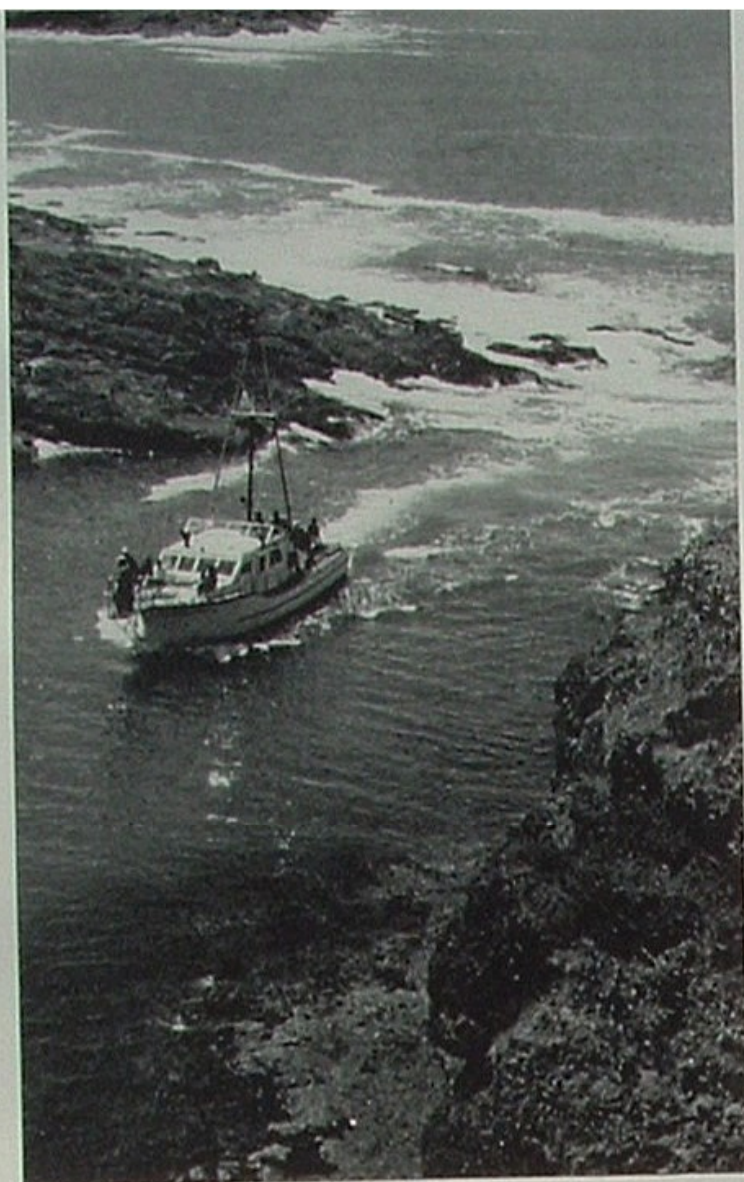
At Salem, Medford, Eugene, Bend, Coos Bay and every other city and hamlet in the state, each day of 1959 will mark an important fair, contest or festival.

continued

Attracting Oregon's first wagon-borne settlers were rich farm sites, ample water, endless timber resources and, among some of the world's most magnificent mountains, Mt. Hood.

Visitors near Crown Point today admire Columbia River, whose navigable waters provide unmatched resources of power, irrigation, salmon fishing and outdoor recreation.





River trails to Oregon pass from a spectacular coastline into the country that so inspired Lewis and Clark.

Stationwagons Northwest!—*continued*

Oregon has outlawed dull moments at least for the duration of their Centennial.

Even getting from one event to another over Old and New Oregon Trails will be something to write home about:

Motorists will follow a smooth, divided, asphalt highway down Columbia River gorge — through the historic Celilo Indian fishing reservation — past immense hydroelectric projects — and at Crown Point speculate how this incomparably beautiful sight must have impressed Lewis and Clark during their 1804-1806 epic of exploration.

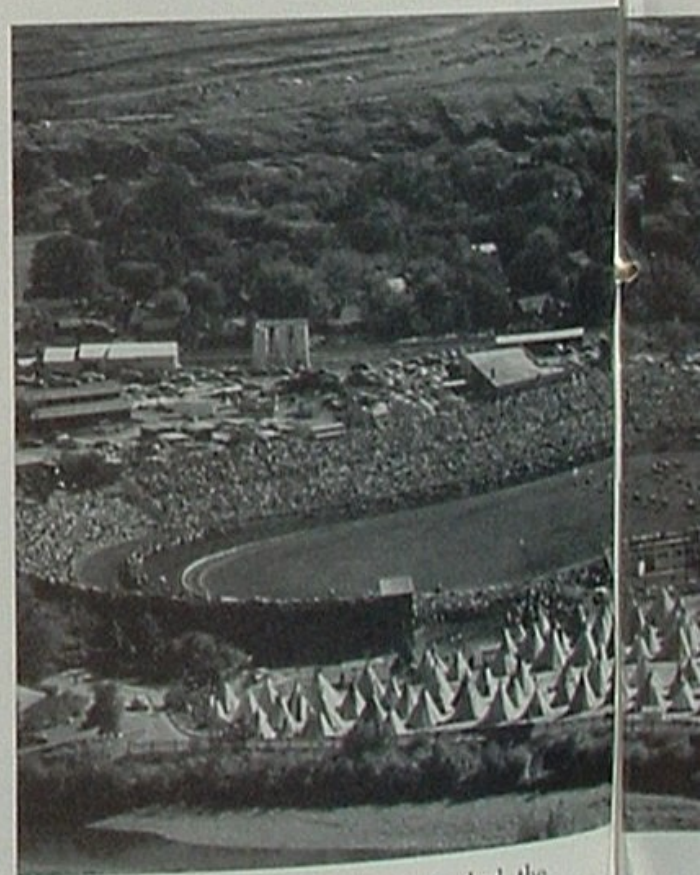
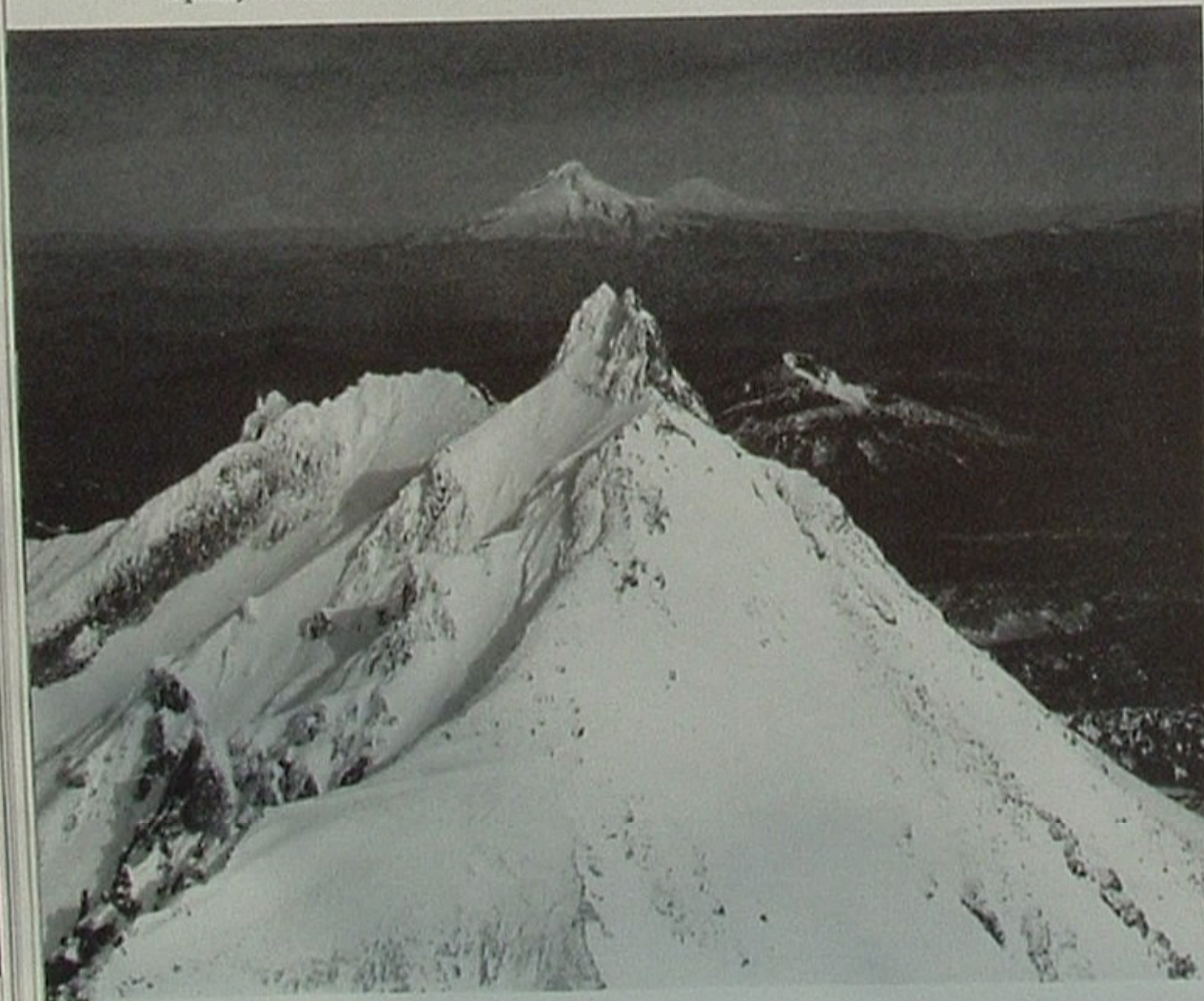
In mid-summer, motel guests will breakfast in a rose garden, take a morning swim, then motor up the slopes of a magnificent mountain for an afternoon of skiing.

Along one of the world's most spectacular coastlines, first observed by Captain James Cook in 1778, there'll be picnics, clam bakes, fishing, sailing.

Streams of every size, flow and dimension will coax boatmen out for a day of cruising, racing, skiing, fishing.

Horsemen, towing their steeds at 50 miles an hour over asphalt trails, will swing into the saddle at trail's end to further explore forests, mountains and lakes. In western Oregon they'll find Douglas fir as tall as the Redwoods, forests so extensive as to constitute the largest volume of saw-timber in America. In central Oregon they'll see some of the nation's best wheat fields and

Sky trails look down upon a snow-capped sentinel, while in the distance stand others equally awesome and majestic. These are Oregon's reserves of water and scenery.



Red man and white man have smoked the peace pipe. Yet each September at Pendleton they battle it out for supremacy in the world's foremost rodeo.

farms. In eastern Oregon are great cattle ranches, one of them now larger than the vast King Ranch of Texas.

Air travelers, led by Western Air Lines pilots and other *wagon bosses* of modern sky trails, will look down on an eternal winter and water supply maintained by Oregon's towering sentinels of a volcanic past.

In fact, no matter how you look at this vast, rich, eye-appealing state, you'll turn homeward, as has every other explorer, with a new zest for living and a deeper appreciation of the West.

Oregon's invitation for Union Oil people to take part in the Centennial is extra-special:

Old timers at Portland recall that Union Oil Company's second tankship, the 8,000-barrel sailing vessel SANTA PAULA, was moored as early as 1904 at the foot of Flander Street, becoming the city's first fuel oil storage unit. Later, permanent storage was installed at Portsmouth on the Willamette, then at East Water and Salmon Streets, and finally at our present Willbridge Terminal location. From this acorn grew an extensive "76" distribution and marketing system, now serving the entire state.

So, Union Oilers are both hosts and guests on this exciting 1959 occasion.

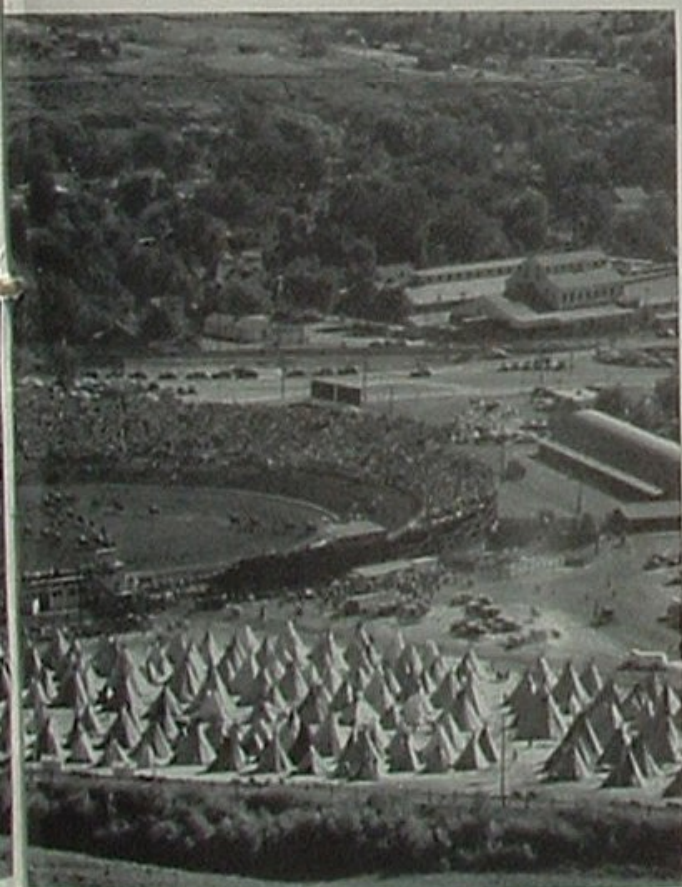
As hosts we recommend that you follow New Oregon Trails this year for the vacation of a lifetime.

As guests we extend to the State of Oregon and its fine people many happy returns of their Centennial.

/THE END



Freeway trails cross the Willamette River at Portland, linking a third of state's population into one city.



Oregon's Capitol at Salem remembers The Pioneer, in golden statue. For nearly 60 years, Union Oil products have helped blaze the Oregon Trails.



*The Fifth Grade Class
of Hillcrest School
creates*



a first-class mosaic

*By Sheryl Mellow
Fifth Grade Student*

THE FIFTH GRADE CLASS of Hillcrest School in Rodeo, California, which is taught by Mrs. Nickles, watched the colors being painted on the tanks at Union Oil Refinery. We enjoyed the bright colors so much more than the black. We decided to try to draw a picture of the refinery as we saw it from our classroom window.

First each child drew a picture on butcher paper. Then the best part of each drawing was selected and a composite picture was made on plywood.

The class discussed what materials would give the best effect on our project. We decided that Italian ceramic tile, rock and coal would give the best effect.

There were 30 children in the room. Each child chose the part he wanted to work on and cut and placed the tile.

We would like to thank Union Oil very much for the colorful and attractive refinery which made our mosaic possible.

/THE END





The Fifth Grade Class, as you can see, are particularly good students and well behaved — artists in addition!

Of course good students are oftentimes the reflection of an inspiring teacher — in this case, talented Mrs. Nickles.



Their mosaic finished, the children invited Mr. McNamara, left, of Oleum Refinery and Principal Claude Tal-
lent to a viewing. Later the masterpiece delighted hun-
dreds of viewers at Oleum.

Invest in America

AS our economy becomes even more complex, we tend to lose sight of the fact that the hardy pioneers who first came to our shores, and those who followed, for many years sought individual liberty and freedom of opportunity — not security. Our country's greatness resulted then from the inventive genius coupled with the hard work and thrift of a free people. Their savings and those of business have made possible ever new and better tools with which to multiply the work of human hands, and thus a record of production and a standard of living which we call "the American way of life."

The patterns of history demonstrate that freedom down through the ages has been difficult to achieve but easy to lose. Our system and our country is engaged in a struggle for survival against the forces of a low-down, miserable conspiracy of tyranny — a nasty political device which has successfully enslaved a large portion of the world's population. It could happen here!

What can we do about it? Just what our forefathers did — hard work and thrift. Every dollar put into United States Savings Bonds helps to preserve the integrity of our dollar. It is a dollar less that the government has to "create" through bank deposits, and it is a dollar less for us to spend on goods and services which might be deferred. In addition, it stimulates thrift and is an expression of patriotism and appreciation for the freedom we enjoy.

Most Union Oil employees have a reasonably well-balanced investment program, made possible, for the most part, by their savings — the Contributory and Non-contributory Group Insurance Plan, Stock Incentive Plan, and annuity savings in the Retirement Plan. Savings deducted from earnings are accumulated in a form which is not as accessible for expenditure on items of less value to their future goals, thus constantly strengthening financial position against uncertainties.

Another "painless" method is available to you in the Payroll Savings Plan for purchasing U. S. Savings Bonds. These are good sound securities to build your liquid funds for the future and offer the advantage of further diversification in your "Investment Portfolio." As a service to our Country and you, we are participating in the U. S. Treasury Department's program for new members in the Payroll Savings Plan. Additional information and an application have been furnished to each employee for his consideration. From this modest start, you can expand your program to whatever degree you feel is best for you and your family, and at the same time invest in the future security of your Country and our way of life!

If you are already buying Savings Bonds, or if you plan to buy them, you will be interested to learn that you are not alone, despite the debate about the value of Bonds. There are forty million Americans who own \$41.5 billion face value of United States Savings Bonds.

FORTY MILLION AMERICANS CAN'T BE WRONG.

from H. W. Sanders



The Bakersfield "Play" was no fun!

FINANCIALLY speaking, nothing in this world is drier than a dry hole!

Invest \$100,000 in a supermarket and the least you'll come out with, even if the business fails, is the wholesale value of your groceries, plus the worth of your land and store and fixtures.

Put \$100,000 into an unsuccessful farm and you stand to get back a pretty good share of each dollar for land, machinery and livestock.

But risk \$750,000 in a wildcat oil well—get nothing except a few barrels of salt water, and . . . what does happen?

Remember the Bakersfield land "play" of a year or more ago? How our Land Department spent 18 feverish months acquiring 13,000 signatures on 6,500 individual oil and gas leases? How an entire city cooperated with Union Oil while we drilled a few exploratory tests right under their homes and business properties?

It was one of the most complicated and successful leasing programs ever undertaken by an oil company. We drilled our tests all right—four of them—slanting out in all directions under 2,670 acres of town lots. But 28,000 feet of costly drilling in four dry holes finally stopped us. Manager of Lands Fred W. Bush had to write the 13,000 property owners, saying: "We have regretfully concluded that the area is incapable of producing oil or gas in paying quantities. Also, additional drilling cannot be justified."

Down the drain had gone \$750,000!

What's more, the abandonment of an urban drilling site isn't simply a matter of rolling up your sound-proofing tent and getting out of town:

Our Field men were obliged to fill and seal the dry holes against any possibility of future blowouts or accidents at ground level. Every vestige of drilling equipment and scrap had to be removed—the mud sump drained and leveled—utilities and fences rooted out—even a layer of black-top peeled from the surface of dust. Where spills of oil had soaked into the ground, the earth was removed and replaced. Finally a new layer of top soil was hauled in and neatly leveled for the next crop of lawn grass or tumbleweeds. Everything was left at least as neat as we found it.

Landmen who started the "play" had one of the toughest tasks of all. It was their job to send registered letters of regret to the 13,000 property owners—to quitclaim the 6,500 oil and gas leases in a manner prescribed by law—and, through correspondence and news releases, to break the news gently in town.

The Bakersfield "play" was no fun for anybody.

The people of Bakersfield and Union Oil are old timers in the oil game. We know that the petroleum industry works against frightful odds:

According to national statistics, only one exploratory well in 12 finds oil or gas in commercial quantities. One in 20 taps a break-even field that is good for a million barrels. One in 700 taps a large oil field. And only two large fields have been found in the United States since 1953.

Fun or no fun, you have to keep trying!

Why does Union Oil Company take such huge risks, knowing the odds against success are so great?

The answer is that an integrated oil company—in order to protect its owners, employees and dealers—has to stay in business. To stay in business we have to find each year enough new oil reserves to at least replace those being depleted at thousands of barrels daily in our older fields. And the only sure way to find new reserves is to look for them—in Alaska, in South America, under Bakersfield, or anywhere our geologists and geophysicists say there is a good chance of making a new discovery.

One factor that keeps the oil industry from *throwing in the sponge*, despite round after round of costly beating, is *percentage depletion*:

About 33 years ago, Congress reasoned that the search for underground resources was invariably risky—that people who took the risk were entitled to a return of the capital used in finding and exploiting an ore body—and that an income tax provision recognizing these facts would be America's best assurance of ample mineral and petroleum supplies.



An empty tin can marks the location of a dry hole—one of four drilled under the city of Bakersfield by Union Oil. Landman Herbert Harry, who obtained the first oil and gas lease when the “play began sees that every scar of a \$750,000 exploration test has been erased.

Mrs. Speck, one of the Bakersfield lessors who cooperated with us in the town-lot drilling program and was the well’s nearest neighbor, wondered if we’d ever drill in Bakersfield again. Herb answered: “It is quite unlikely the Company would.”

Accordingly, Congress enacted, and has re-affirmed on several occasions, the *percentage depletion* tax provision. Simply, it permits the producers of ores and other natural deposits to deduct a specified percentage of each year’s gross income from a mining operation as a means of reclaiming their invested capital. The provision applies to all extractive industries, but the *percentage* varies in relation to the difficulties normally encountered in prospecting and *depleting* the natural deposit.

As Congress intended, *percentage depletion* has stimulated oil men to take the big risk. America has never suffered an oil shortage either in war or peace. Neither has the industry been hit disastrously by long continued over-production. The *percentage* allotted to oil seems fair and equitable, even though the oil industry as a whole plows much more than its depletion allowance back into the search for new oil reserves.

Without such an incentive, it is doubtful that the petroleum industry could or would continue taking big risks. With *percentage depletion* at its present rate, we have a good chance of finding all the oil we need.



Extra-Minute Man Service

VERY FEW business men — including Union Oil dealers — limit themselves to an eight-hour working day. Generally their spare-time activities in civic, church, fraternal and other social endeavors demand an equal output of daily effort. And oftentimes it is his use of extra

time that does most to establish a man's value to his community.

This month, from several corners of our retail marketing area, come four reports of such extra-Minute Man Service. The photos tell their own stories:



K. M. T. UNION SERVICE, operated by Ken Killion, Ken Thompson and Ed Marquez at 12 East Montecito Street in Santa Barbara, California, was the scene of a Lions Club anniversary celebration in April. Members of the club washed cars, worked the island, and applied the sales pressure. Their wives baked and auctioned 150 cakes. Gasoline sales for the day jumped to nearly 3,500 gallons. Total profits of \$695 were turned over to the Lions Club for use in charities.



ED KELLAR'S UNION OIL SERVICE at 247 So. Pacific Coast Highway, Redondo Beach, California, is serving as a gathering point for Soap Donations for Korea. Many Korean hospitals and orphanages are almost totally lacking in this abundant American commodity. So the Kiwanis Club has appealed to everyone to save soap remnants and ship them to Redondo Beach. In the photo, Ed Kellar, left, the Kiwanis secretary, and Ollie Shrader, a rival dealer, team up in Dr. C. T. Walberg's church office to package the first overseas shipment.

from M. H. Wachtel

DEALER BILL RYAN serves as a one-man Keep 'Em Honest committee in Bisbee, Arizona. Bill not only supplies scales for the use of all hunters in Cochise County, but offers 50 gallons of the Finest gasoline, plus second and third prizes, for the biggest game bagged during hunting seasons. Weighing in their tuskers during the Big Javelina (Wild Boar) contest were X-ray Technician Gordon Johnson, Highway Patrolman Bill Chewning and Policeman Clyde Dugie. The contests excite community-wide interest and gratitude.

from The Bisbee Review



76 DEALER HAROLD SCHAFER of Cannon Beach Junction, Oregon, designed and built this eye-catching pump-island exhibit commemorating the state's Centennial. Many motorists have stopped to admire his handiwork.

from Gaylord Jackson



The Annual Shareholder



Union Oil C
was the scen
shareholders'
more than 500
auditorium, th
hundred share
ploys attend
vision circuit

“CRUDE OIL RESERVES of the Company reached a peak in 1953 of approximately 510 million barrels and have declined slightly in the last five years to approximately 490 million barrels. There was a moderate increase of approximately one million barrels in reserves in 1958, and the increase in reserves outside California more than offset the decline in California.

“In contrast with crude oil, our gas reserves have increased to nearly three trillion cubic feet and, with further development of Company gas producing properties in Louisiana, Oklahoma, Texas and Canada, these reserves can be expected to continue to grow rapidly for the next several years.

“We now convert almost half of each barrel of crude oil into gasoline. About 16% is produced as diesel oil, stove oil and kerosene. Fuel oil accounts for 22%. The remaining 15% includes asphalt, lubricating oil and grease, solvents, coke, wax, and a small processing loss.

“Since 1952 the continuing change in gasoline quality has required us to improve the knock rating of our gasolines at the rate of 1.0 to 1.5 octane numbers per year . . . We have invested about \$142 million in major refining facilities since 1938.

“Our sales in 1958, representing 12% of the market, were well ahead of our 10.4% share in 1939.

“During 1958 your Company experienced a decline in earnings. The principal cause was depressed product prices, resulting from the combination of over-supply and lower demand in our basic markets. In addition, profits were reduced because of the curtailed crude oil production. Though there has since been some gradual improvement in the West Coast's over-supply and price situation, the near-term outlook remains uncertain.

“The cash dividend of 25¢ per share does *not* establish a permanent pattern. Dividends, both cash and stock, will depend on future developments.”

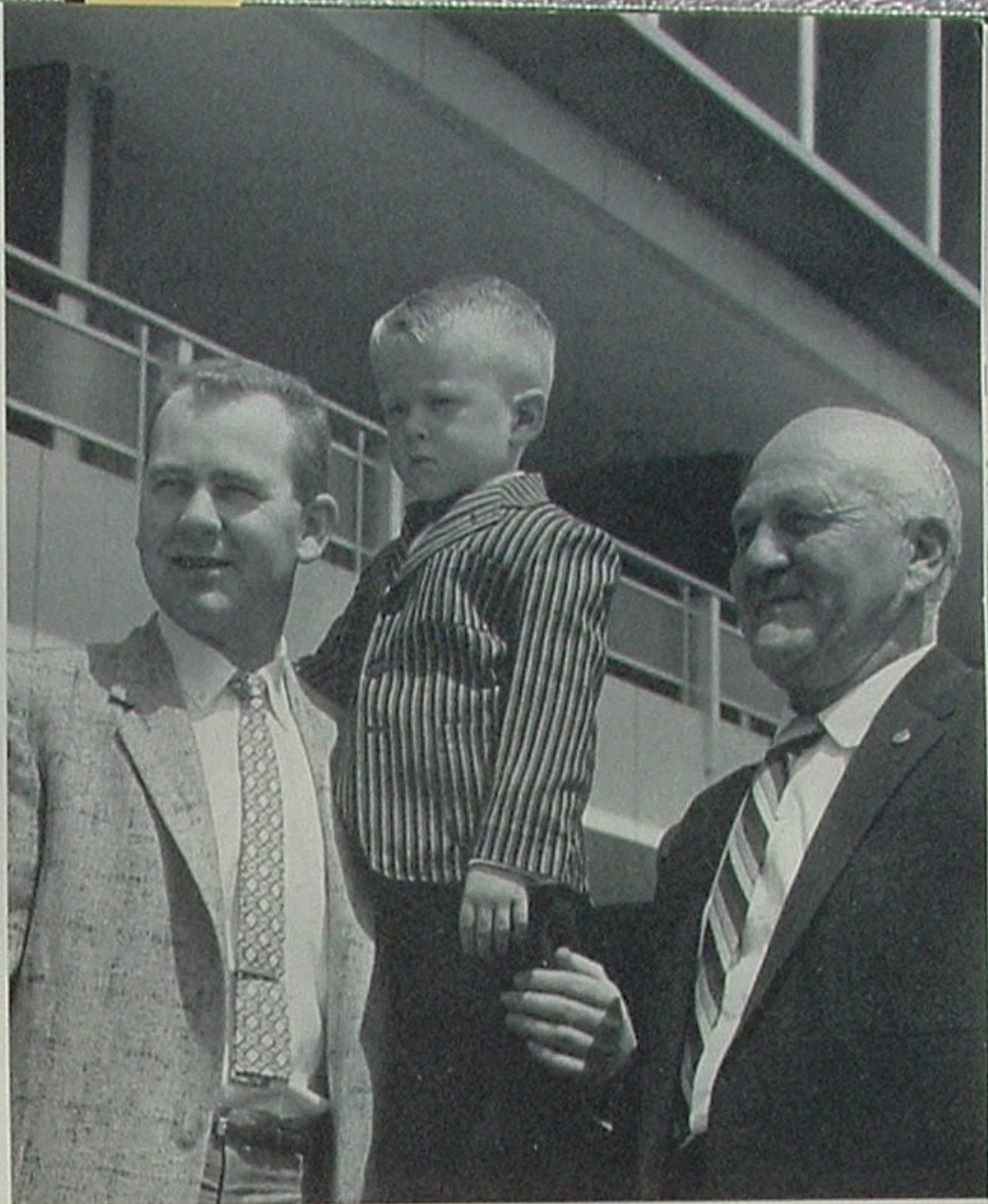
The foregoing statements were part of a comprehensive report made to Union Oil shareholders on April 27 by members of top management. More than 88% of the Company's outstanding common shares was represented at the Annual Meeting by proxies and by the 700 owners who attended personally. The 18 members of the Board of Directors were elected to serve throughout the current year and, following the shareholders' meeting, officers of the Company were re-elected by the Board.

Such bus
have the
do. Their

olders' Meeting

Michael Rode, center, was present to vote his own shares, accompanied by Union Oilers Clarence Rode, Jr., left, and Sr., right, the boy's father and grandfather. Michael is the youngest shareholder ever to attend.

Union Oil Center Auditorium was the scene of this year's shareholders' meeting. Besides more than 500 who occupied the auditorium, there were several hundred shareholders and employees attending via closed television circuit in the cafeteria.



Such business meetings are not cut and dried. Owners have the right to stand and express themselves. Many do. Their views are given serious consideration.



All except two of Union Oil's 18 directors were present. At the microphones were, from left, President A. C. Rubel, Chairman of the Board Reese H. Taylor, who presided, and Secretary R. F. Niven.

DON'T GET A LOAD OF THIS!



by J. E. Hill
Union Oil Safety Supervisor
Member of National Rifle Association

THE sports of target shooting and hunting are obviously older than civilization — and far more likely to survive. But with each generation, weapons have become deadlier, sportsmen have become more numerous, and *expertness* in gun handling has become essential to a long and happy life.

By *expert* we don't mean a man who shoots an apple off his son's head with a crossbow. Or a showman who shoots ashes from one end of a cigarette while his pretty assistant inhales from the other. Such marksmen are rank novices in our book. We define an *expert* as the man who never takes a chance with either loaded or unloaded firearms, and whose killing ambition is quite opposite to that of fiction's infamous gun-slingers.

Here, at SEVENTY-SIX request, are a few simple gun rules and precautions which, if observed by ourselves and taught to the rising generation, will keep a standing army of some 14 million American gun owners safe for democracy:

IN THE HOME:

- 1 Keep all guns unloaded, out of reach of children and irresponsible minors or adults.
- 2 Double-check the unloaded gun to see that it

holds no shells or cartridges and is thoroughly cleaned.

- 3 Store ammunition in a cool, dry place — apart from the gun storage area — and securely locked.
- 4 Dispose safely of ammunition that is corroded, dented or shows other evidence of imperfection.
- 5 Avoid cleaning or handling a gun in the presence of others.
- 6 If molested by prowlers in the house, open an outside window and fire toward the stars; this usually frightens the prowler away and signals for help.
- 7 Have the firing pins removed from souvenir military weapons or antique firearms.
- 8 Treat every gun as if it were loaded.

EN ROUTE TO RIFLE RANGE OR HUNTING AREA:

- 1 It is unlawful and highly dangerous to carry a loaded gun in a motor vehicle, trailer, boat or similar conveyance.
- 2 Guard against jolting, damaging or obstructing a gun's barrel, magazine or firing mechanism.
- 3 Carry the *unloaded* gun in a case, for its protection as well as yours.
- 4 Never start, engage in or permit horseplay.
- 5 If you drive, don't drink; if you hunt or shoot targets, don't even smell the cork.
- 6 Treat every gun as if it were loaded.

IN THE HUNTING AREA:

- 1 Check both gun and ammunition before loading.
- 2 Carry your gun with its safety in locked position — trigger finger outside the trigger guard — gun muzzle pointed at ground or sky so that an accidental discharge will be less likely to cause injury or property damage.
- 3 Avoid fouling the gun with dirt, water, vegetation.
- 4 When following another hunter along a trail, carry your gun with barrel pointed upward toward rear; insist that your companion carry his gun muzzle pointing forward and down.
- 5 When handing a gun to another person, first unload it, then make the transfer with gun actions open.
- 6 When crossing a fence or narrow stream, hand the *unloaded* weapon across to a companion or place it in a safe position on the ground.
- 7 Be sure of your target. Don't shoot because something moves, resembles a wild animal, or appears to have horns. Hundreds of people, cows, horses, dogs and even automobiles are mistaken for game in the hunting seasons. Know what you're hunting for; be sure you shoot nothing else.
- 8 Be careful about shooting either game or targets near rocks or over water; bullets ricochet with deadly force.
- 9 In some states it is unlawful to drink intoxicants while hunting; in all states it is highly dangerous. So keep the hunter *unloaded* also.

- 10 Be courteous to the farmers, ranchers, forest rangers, game wardens and other people who own or guard our best hunting areas. They are your hosts.

ALWAYS:

- 1 Unload and clean a gun after using it.
- 2 Oil and dry it carefully.
- 3 Keep the muzzle under control and in a safe direction.
- 4 Store firearms and ammunition separately — preferably in a cool, dry, locked place.
- 5 Teach your children and neighbors how to be experts.
- 6 And again, regard every gun as being loaded.

/THE END



Fences have claimed the lives of numerous hunters. Here Jay Kauble holds both unloaded, open-action rifles in safe position while companion, Bryan Conover, crawls through railing.



Gary Gilbert, left, ranked 19th among leading junior riflemen of the nation, compares his target with that of LeRoy Bell, rated 13th.



Observing safety rules, Jack Edwards leads the way through hunting country with gun muzzle pointed forward and down; Dennis Brooks follows, gun pointed upward and to the rear.

Practice makes perfect for these Brea Juniors sharpshooters at the Union Oil target range on Stearns Lease. Their first concern always is safety; then they take aim on the bull's eye.



Business Highlights of the Month

EXPLORATION *No. 1 on the Kenai.*

Preparations are going ahead steadily for the drilling of our joint exploratory test, with The Ohio Oil Company, in the Kenai Area, Alaska. The Company, as operator, recently received necessary formal approval from the United States Geological Survey for the designation and delineation of the Kenai Unit Area. The well will be drilled on a tract embracing 61,468 acres. Kenai Unit is located on the easterly side of Cook Inlet on the Kenai Peninsula, some 50 miles southwest of Anchorage. Primary objective of the well is to test the same formation that is productive on the Swanson River Unit to the north, in which Union and Ohio each has a 5.25% interest.

from Sam Grinsfelder

PRODUCTION *120 down, 119 to go.*

An active program of exploration and development has been budgeted for the second half of 1959. In Exploration, the program calls for the drilling of 33 wells by the Company and our participation in 19 wells operated by others. Seventy-nine development wells are scheduled to be drilled on our properties, and we will have an operating interest in 43 wells to be drilled by others. The combined programs represent a total of 119 net Company wells. The first-half program provided for 120 net exploratory and development wells.

All of the operating divisions, including Alaska and Canada, will share in the exploratory program. We

will also be drilling, or participating in, wildcats in Guatemala, Costa Rica and Argentina. A strong effort to increase our oil and gas reserves in proven fields will be made principally in Louisiana, both onshore and offshore, Oklahoma and Canada. Many of the wells planned for these areas are in recently discovered fields, where new wells should add materially to presently assigned reserves. Sizeable expenditures will be made throughout 1959 for the installation of gathering and treating facilities, which will permit the delivery of substantial volumes of gas under several new contracts.

from Dudley Tower

COMPTROLLER *Smoother spending!*

Following certain consolidations made during 1958, over 85% of the Company's disbursing activities—covering materials and services, transportation and utility bills, and miscellaneous other items—are now handled in the Disbursements Division of Comptroller's Department in Union Oil Center. The remainder is handled primarily in out-of-state Field Department offices.

In an average month this Division will now process 23,000 invoices and check requests, requiring issuance of 11,000 checks totaling \$10,000,000.

Consolidation of the work, to the extent practicable, was the first step toward using the most modern methods available in improving efficiency.

Effective with July, 1959 transactions, a new accounts-payable procedure will be installed, which will more closely integrate the purchasing, disbursing and accounting functions. The new procedure is a joint development of Comptroller's, Purchasing, Traffic and Treasurer's departments. The large volume of invoices for processing will permit utilizing modern machine methods at substantial cost reductions, while providing an improved basic system.

from Max Lorimore

RESEARCH *Spreading the word.*

The Department prepared two technical papers for presentation at the Fifth World Petroleum Congress, New York Coliseum, June 1 to 5. Dr. W. E. Bradley, manager of Refining Research, presented "Hydrogenation of Petroleum Fractions," which he co-authored with G. W. Hendricks, Dr. H. C. Huffman and A. E. Kelley. A paper entitled "Oil Shale . . . Energy for the Future," co-authored by Dr. Claude S. Brinegar, supervisor, Economics and Planning, was presented by the undersigned.

Research licensing activities of the Department were depicted in a 20-foot exhibit at the Petroleum Congress Exposition. Representatives from oil companies and governments all over the world were thus made familiar with Union's technological developments.

from Fred L. Hartley

MANUFACTURING *In high gear.*

Our refineries are processing maximum crude runs to stills to meet the current and projected customer demand for petroleum products.

During July and August, Oleum's production units for Triton and Aristowax will be shut down at various times for maintenance and inventory control. The Triton units involved are the DuoSol Treating, Dewaxing, and Clay Fractionation units. For Aristowax, the Vacuum Distillation and De-oiling units are included in this shutdown. Simultaneously, operating personnel will be afforded an opportunity to take their vacations.

The Combination Crude Distillation and Cracking Unit 33 at Los Angeles Refinery will be shut down in June for three weeks of major maintenance and repair. A shutdown of this magnitude takes months of careful planning; delays have to be avoided and the unit has to resume operations on time. It is calculated that 42,000 manhours of work will be needed during the shutdown period. Although this processing equipment was constructed in 1943, good maintenance will extend its efficiency for many years to come.

from J. W. Towler

TRANSPORTATION & SUPPLY *Backhaul!*

The TORREY CANYON, one of our 60,000 DWT super-tankers, will be equipped to carry aqueous ammonia in three of her tanks. This will permit the transportation on a regular basis of aqueous ammonia, produced by Collier Carbon and Chemical Corporation, to Far Eastern customers, utilizing otherwise empty space during the vessel's return voyage from Los Angeles.

Eight city lots adjacent to our Coos Bay Terminal in Oregon have been purchased to provide necessary property for the future expansion of terminal tankage. Construction of additional tankage will enable us to reduce transportation costs into Coos Bay. Installation of an additional tank is also planned to replace leased storage now being abandoned.

With the recent increase in the octane number of 7600 Gasoline, our Company passenger fleet is now operating exclusively on 7600.

from E. L. Hiatt

TREASURER

After 42 years of loyal and productive service, R. D. Roberts, general credit manager, retired May 1, 1959. His entire tenure of service was spent in credit work both in central and southern California. He is well known throughout the local and national petroleum industry through his activities with the American Petroleum Institute, American Petroleum Credit Association, National Association of Credit Management, Credit Research Foundation, and National Retail Credit Association.

from L. B. Houghton

MARKETING *7600 well received.*

New 7600 Gasoline is meeting with favorable customer reception throughout our retail area. Also, reports from Direct Sales divisions, covering the first four weeks since

the product's introduction, reveal the acquisition of many new commercial consumer accounts.

Our Portland Division has been awarded the petroleum product requirements of J. N. Conley and G. D. Dennis & Sons during the construction of jetties on the Rogue River at Gold Beach, Oregon. The \$2,890,000 job is a U. S. Engineers project and will be completed in 15 months.

At Coos Bay, Oregon we have established the only service available for fueling all classes of vessels with bunker and fuel oils. Our service permits ship operators to take on fuel at the same time they are handling cargo, thus preventing the loss of time required if the vessels fueled elsewhere.

We have been awarded a lease and rights for construction of a petroleum outlet to serve the marine trade at Washington's popular sports fishing resort of Westport. The marketing station, designed to handle both marine and land trade, will be in operation during most of the 1959 fishing season.

Nevada recently awarded Union Oil a contract to supply their 1959 maintenance asphalt requirements at several locations in the western portion of that state.

Package and sign treatment require constant re-appraisal to assure maximum customer interest in our products. During the past 30 days two attractive steps have been taken as a result. Purchasers of Royal Triton 10-30 in barrel lots soon will be receiving a new lithographed drum which is a replica of the distinctive one-quart Royal Triton 10-30 can. At marine stations customers will be greeted by new porcelain-enamel name signs identifying our line of gasoline and Diesol.

Total lube oil and grease sales in the Eastern Continental Territory for the first quarter of 1959 show a substantial increase over the corresponding 1958 period.

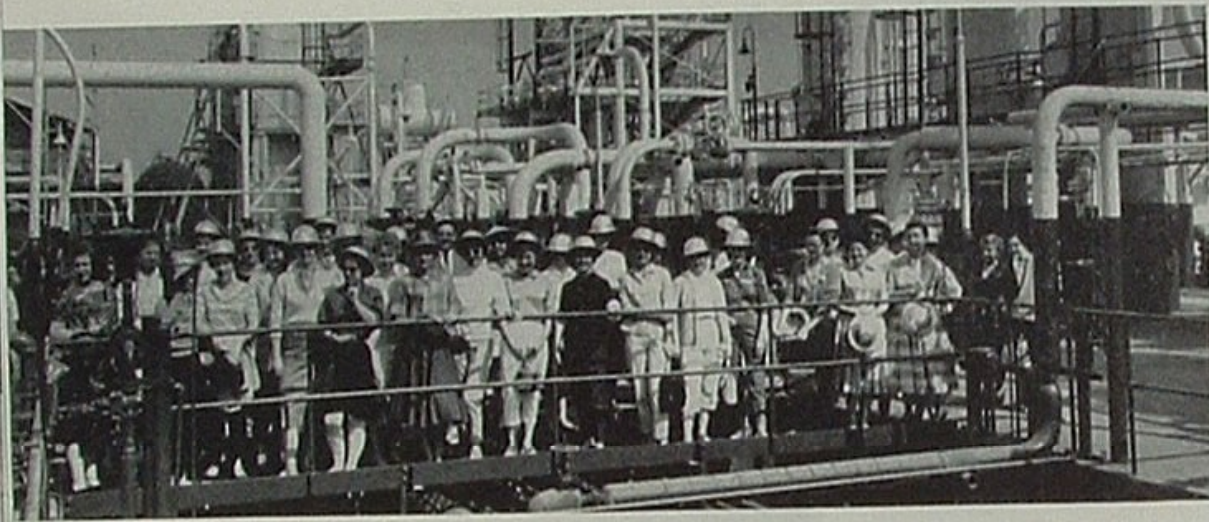
from Roy Linden

Taking credit for a few "tall tales" during a retirement party in his honor, R. D. (Bob) Roberts standing, is joined at the head table, by from left, J. W. Towler, C. F. Parker, H. W. Sanders, L. B. Houghton, K. E. Kingman and Roy Linden.





The finest in Easter bonnets



How to wear a hat, you can see (above and below), has as many versions as there are women. They wore the Safety Department's hardhats tilted forward, backward, side-saddle, on their hands, or wherever the devices seemed most becoming. But if that "coolie" number is ours she used a hammer.



WE anticipated serious trouble around Easter when several dozen girls from Union Oil Center arrived for a Saturday tour of Los Angeles Refinery. The tour was arranged by the Head Office Girls club.

We knew some would ask us embarrassing questions about bubble trays and still-men, that others from Home Office Manufacturing might know more about catalytic cracking and reforming than we do.

We expected our Los Angeles Refinery chef to steal the show with his special buffet luncheon in the cafeteria.

But one thing had us really worried: How could we impose the Safety Department's hardhats, identical and unfeathered, on three dozen gals — at Eastertime?

Well, as so often happens, our chief worry was groundless. Hand a girl a hat and something extraordinary happens. Maybe it's the way she turns it or tilts it or ties it down with a scarf. Off, it may look like a bird's nest, a scrap of felt, or a hunk of metal. On, it's the crowning touch that accents a pretty complexion, outcrops of perfectly groomed hair, and those devilishly devastating eyes.

Ah, Easter!

from A. (Anonymous) Wolff

/THE END

Consignees of the year



At Salt Lake City, Mrs. Herndon and Consignee Frank Herndon join Consignee A. J. Miller on flight to Mexico City.

BY THE indisputable strategy of achieving a higher percentage increase in sales than did other Union Oil consignees during 1958, four men have been named Consignees of the Year in their respective divisions. The initial award consisted of an airplane trip for each winner and his wife to Los Angeles, where all were feted by Direct Sales management. Then the twosomes were given a choice of expense-paid vacations.

Choosing Mexico City as their spot to enjoy the fruits of salesmanship were Mr. and Mrs. Jim Medema of Anchorage, Alaska, Mr. and Mrs. A. J. Miller of Boise, Idaho, and Mr. and Mrs. Frank Herndon of Miles City, Montana.

Russ Renner of Medford, Oregon, whose sales performance topped the field, conferred with Mrs. Renner and decided on Hawaii-for-two.

/THE END

From left, Consignees of the Year Jim Medema and Mrs. Medema, A. J. Miller, Russ Renner and Mrs. Renner, Mrs. Herndon and Frank Herndon, are shown the Center by Jim Boland of Direct Sales. The guests received Company honors, free trips to Mexico or Hawaii.



we're TWO

AS of spring training on the old "U" gridiron, Union Oil has the nucleus at least of a great football team. Latest to join the squad as dealers in Los Angeles and San Francisco are "Tank" Younger, great star of the Los Angeles Rams backfield, and Joe "The Jet" Perry, equally unstoppable ball carrier for San Francisco's 49ers.

"Tank" Younger began his football career at Grambling College in Louisiana where, during four years of lettering, he was twice named All-American fullback. With the Rams for eight years and the Pittsburgh Steelers in 1958, he was twice named All-Pro linebacker, and on two other occasion All-Pro fullback. He is undecided about signing a contract for the '59 season. Meanwhile, Younger's 225 pounds of muscle, molded to a six-foot-three frame, is grinding out gallonage at a considerably

faster clip than the 4.9 yards per carry he averaged in pro football. His Union Oil station is at Western and Santa Barbara in Los Angeles.

Joe Perry has just signed for our "76" station at Ellis and Taylor in San Francisco, and with the 49er's for his 12th year of pro ball. He is one of the game's greatest ground-gainers, having averaged 5.1 yards per carry and moved forward about 8,000 yards during his pro career. Though 1958 was one of his best playing years and he feels like a "kid" at 32, he is planning ahead with a chain of "76" service stations in mind.

Now we're two deep in dealer fullbacks and have "Crazylegs" Hirsch holding down an *end* for Advertising. Name your game, boys, and Union Oil will give you some pretty stiff competition!

/THE END



"Tank" Younger's nickname, wished on him years ago by a sportswriter, makes good advertising copy in the oil business. At right, the great pro fullback gives some admiring neighbors pointers on backfield play.



DEEP *in fullbacks*



Joe "The Jet" Perry is welcomed to a dealership in San Francisco by Division Manager Carlos T. Knight. Joe is a 49er

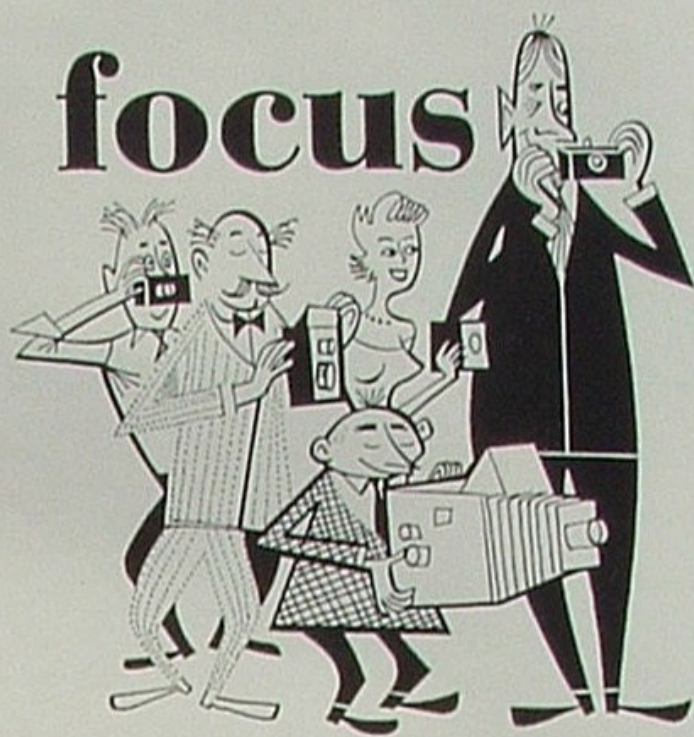


On opening day Joe received fine blocking from Hugh McElhenny (at windshield) and Y. A. Tittle, 49er teammates.



THE OCTANE CLUB, organized 14 years ago to give Comptroller's Department people a broader understanding of Union Oil and the industry, held its annual installation of officers in April. From left, the club's first president, W. R. Griffiths, congratulates Lowell Way, outgoing president, President Ray Harris, Vice President Wallace Crank, Treasurer John Weatherman and Secretary Jim McGhee.

in focus



M. C. CARTER, left, our industrial sales engineer, receives the president's gavel from outgoing Donald T. Wilse. The Union Oiler will head the Executives Association of Los Angeles for one year. Even the gavel is newsworthy; it is made from a tree imported from Portugal and planted by Father Junipero Serra at San Luis Rey Mission in 1798.

from T. W. Proudfoot



HOWARD FRASER, standing at left, is a special clerk in the Field Department, Bakersfield. Not, however, in this raiment. Here he harks back a few decades to old Scotland and instructs King Arthur in one of the native pastimes. "A Connecticut Yankee" produced by the Kern Kiwanis Club found Scotchman Fraser born to the part.

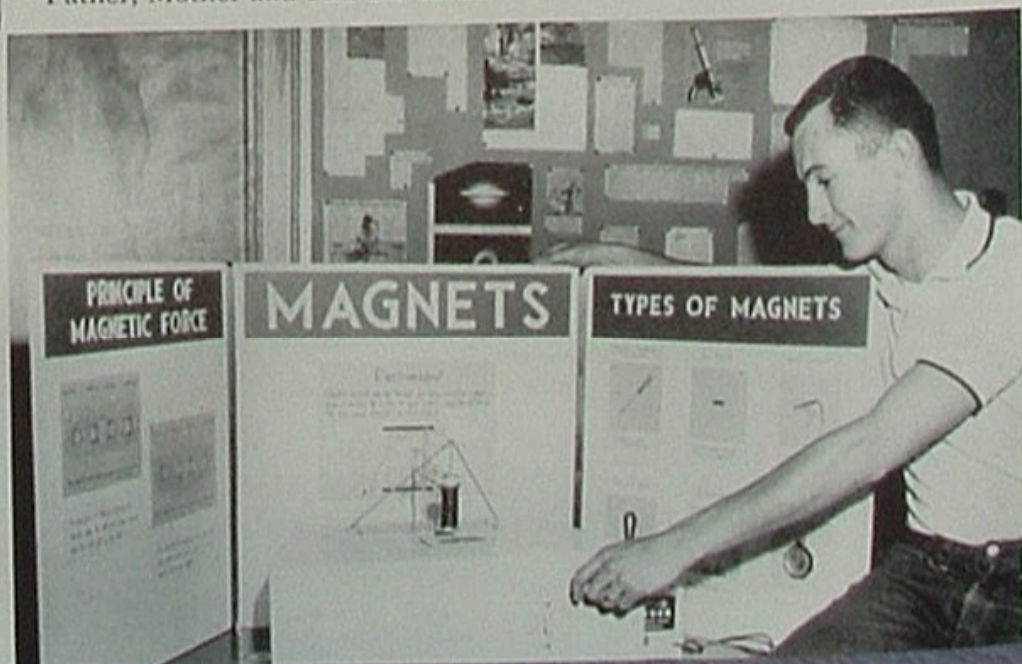
from B. B. Brison



Father, Mother and Phil Davidson

THE DAVIDSONS seem to have a lot to do with education in Bakersfield. Father C. R. Davidson, industrial sales engineer, recently represented Union Oil at the Bakersfield College Science Fair. His son Phil won a Merit Award for his "magnetic" entry in the science competition. Brother Don couldn't attend because he was enrolled at Claremont Men's College on a scholarship. Meanwhile, Mrs. Davidson serves as a chairman and director in the California Congress of Parents and Teachers and has been moderating a weekly panel on parent education via television. All are proud Union Oil boosters.

from Bert Goughnour





TOP SAFETY AWARDS FOR 1958 went to our Research Department and Southern Division Automotive for completing the year with perfect no-disabling-injury records. J. C. Blaycock, center, president of the National Safety Council's Los Angeles chapter, is seen presenting the Research plaque to, from left, M. W. Gould, Dr. R. S. Crog, M. P. Harrington and S. J. Boardman, at Ambassador Hotel.

from John T. King



"MARICOPA COUNTY Chapter National Safety Council hereby presents to Union Oil Company the award for achievement of no industrial injuries in 1958, and commends this organization for its outstanding effort toward making our community a safer place in which to live and work." The above citation was presented by Governor Fannin, left, to Resident Manager Clyde Emerick of Phoenix, Arizona.



YVONNE SNEDDEN of Retail Accounting in San Francisco was the Union Oiler nomination for Maritime Queen, to rule over Golden Gate World Trade Week in May. Our Bill Jamieson, left, and Vincent P. McMurdo of Luckenbach Steamship shared Yvonne's happy sportsmanship even though she was narrowly edged out in the final vote.

AN EXCELLENT PRODUCTS DISPLAY was arranged for Western States Meat Packers Ass'n. during their 13th Annual Convention at the Statler-Hilton Hotel in Los Angeles. Manning the exhibit was Salesman M. E. Harrison, whose field is "meat packers' row" in Vernon.

from T. W. Proudfoot



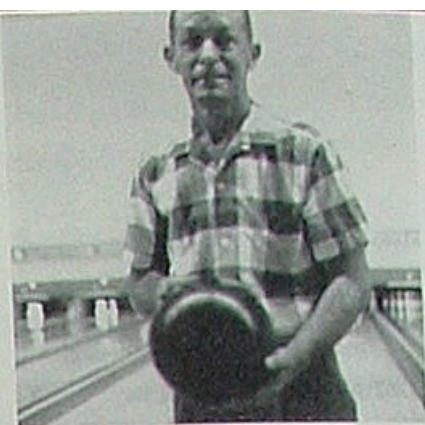
ON THE HONOR ROLL of safe drivers at Los Angeles Refinery are, from left, S. Durham, T. A. Buckle, G. C. Blake, Jr., C. O. Darland, J. H. Miller, J. L. Holt, W. T. Jameson, W. L. Winschell, E. L. Day, A. J. Turner, J. M. Garrett, R. H. DeLay and S. J. Stame. Where's Bert Swearingen? He made it again also, but missed the picture, as did L. Such, R. J. Archuleta, J. M. Metzler, R. Shelton and L. J. Fairman.

from S. D. Reiner



UNION OIL BOWLING CHAMPIONS OF 1959 and winners of the Major Burnham Trophy in the 33rd Annual Play-Off are the Richmond League Team No. 1, claimed by Oleum Refinery. The champs from left are John Lissolo, Robert Herwat, Albert Michelcic, F. E. Anderson and Mondo Gemignani; they bowled a 2686 series. High game honors went to Glade Hall of Los Angeles Refinery for 248 pins. A highest series of 634 was rolled by Dyer Bennett of Santa Fe Springs.

from Clarence Rode



Dyer Bennett



E. R. Friess congratulates Glade Hall.



PETROLEUM LEAGUE BOWLING CHAMPS of Los Angeles are this Union Oiler team sponsored by Dealer Bob Brundage: from left (front), Burt Louks, George Rowe, Earl Grissom; (standing) Johnny Coleman, Rooter Ted McGilliard, Bob Brundage and Captain Joe Blum. In the other photo, Division Manager McGilliard congratulates Betty Blum for her award-winning 278 high game of the year in the Los Angeles Woman's Bowling Association, and Joe Blum for his 671 high series.

from K. M. Wright



THE "THINNER 5" bowling team of Seattle cleaned up on all opposition to take home trophies for league championship, high game and high series. Players, from left, are Bob Speirs, Darryl Newsham, Florence Fisher, Chuck Odenrider and George Sollick.

from J. W. White



IN MOSCOW — Idaho, that is — a recent 76 Sports Clinic attracted 300 youngsters from throughout Latah County. The entire University of Idaho basketball team assisted, from left, Director Don Weiskopf and Union Oil Distributor Jack Wren in the coaching program. Six boys, shown in the picture, excelled at basket shooting and won free basketballs. The two Vandal stars, background, are John Liveious and Whaylon Coleman.

from John Kirkland

RETIREMENTS

June 1, 1959	Service Date
JAMES W. KANNER Oleum Refinery	May 3, 1934
ALBERT J. KUBLER Southern Division Field	December 7, 1942
JAMES MARGAROLI Northern Division Pipeline	October 31, 1922
CHARLES B. REYNOLDS Direct Sales—Pasadena	April 5, 1922
WALDO E. SCHNEIDER Central Region Distribution	May 9, 1930
HAROLD W. WASLEY Southern Division Field	July 14, 1930

IN MEMORIAM

Retirees:

ALFRED F. MALETTE Comptroller's	April 15, 1959
MICHELE PLANTIEDI Marketing Department	April 15, 1959

FRED RAND, tank truck salesman at Baker, Oregon, is earning a "white hunter" reputation in those parts. Union Oilers with a yen for bobcat trophies invariably call on Fred and his two dogs to supply the tracking and backing. The hunter is shown with one of 22 cats he has bagged during the past year.

from D. C. Craig



SERVICE



EMPLOYEES

June 1959

40 YEARS

HERMAN E. BOWIE.....Southern Division Field
LEO B. KEOUGH.....Southern Region Distribution
THOMAS E. PURKISS.....Northern Division Field

35 YEARS

JOSEPH G. HODKINS.....Southern Division Field
JAMES E. TRENBERTH.....Comptroller's—Home Office

30 YEARS

FRANK K. CADWELL.....Foreign & Refinery Sales
DONALD E. CARR.....Southern Region Distribution
HENRY B. CHANDLER.....Comptroller's—Seattle
WILLIAM H. GRAHAM.....Comptroller's—Home Office
AXEL W. KJALLIN.....Distribution—Seattle
STEWART LEIGHTON.....Oleum Refinery
EUGENE S. LOPER.....Purchasing—Texas
DONALD A. REED.....Distribution—Home Office
RUEL L. WANLASS.....Santa Maria Refinery
FRANCIS L. WOOD.....Direct Sales—Portland Division

25 YEARS

HARRY D. AGGERS.....Field—Home Office
CLAYTON L. BERG.....Northern Division Pipeline
MELVIN DOLLE.....Los Angeles Refinery
MARLIN GRAMSE.....Northern Region Distribution
ELMER L. HOLMAN.....Research Department
HERBERT W. INMAN.....Direct Sales—Long Beach Div.
BRADFORD C. JONES.....Exploration—Dominguez
BASIL P. KANTZER.....Executive—Gulf Division
DOYLE KENNEY.....Northern Division Field
FRANK C. LAVIGNE.....Oleum Refinery
MICHAEL LEMUCCHI.....Southern Division Pipeline
ELVIN B. LIEN.....Direct Sales—Oakland Division
HAROLD R. MARTINSON.....Northern Division Pipeline
ZELMA MATTHEWS.....Los Angeles Refinery
ORVEL A. MERRELL.....Northern Division Field
MILTON E. NICHOLS.....Direct Sales—Spokane Division
ALLEN E. OHLSON.....Oleum Refinery
MARVIN S. PAGE.....Southern Division Field
OTTO PEDRO.....Northern Division Field
SAM R. SABELLA.....Southern Region Distribution
FRED K. SHERMAN.....Los Angeles Refinery
EDWARD W. STERN.....Oleum Refinery
HARRY O. STEWART.....Comptroller's—Home Office
IRA E. TRIGGS.....Southern Division Field
ANTON I. TROJO.....Southern Division Field
NICK T. UGRIN.....Industrial Relations—Home Office
RICHARD E. WINTERS.....Southern Division Automotive
CHARLES L. YOUNG.....Prop. Admin.—Home Office

20 YEARS

ALBIN ERICKSON.....Oleum Refinery
DOUGLAS C. GREGG.....Legal—Home Office
JOE F. HICKS.....Northern Division Field
BASIL C. LOFTIS.....Northern Division Field
JOEL H. MINER, JR.....Direct Sales—Phoenix Division
VAUGHN S. MOYER.....Southern Division Field
BLANCHE S. SCHLEICHER.....Legal—Home Office

15 YEARS

MICHELE BARONE.....Northern Region Distribution
BENJAMIN O. BROWN.....Direct Sales—Santa Monica
JUANITA M. CARTMEL.....Research Department
JOHN K. CHRISTIAN.....Santa Maria Refinery
EDWARD A. CONROY.....Northern Region Distribution
TONY DUTRA.....Southern Division Field
GUY FRYMAN.....Northern Region Distribution
EARL W. GOODLOE.....Southern Division Field

ELMER HARDIN.....Field—Louisiana
ROBERT J. HOLLER.....Southern Division Field
JAMES R. HUBBARD.....Los Angeles Refinery
SAMUEL H. JUUL.....Los Angeles Refinery
NICHOLAS L. KAY.....Research Department
FREDERICK S. KEEN.....Los Angeles Refinery
ELLSWORTH J. MATNEY.....Northern Division Pipeline
ERNEST M. MICHEL.....Northern Division Automotive
DAVID L. RUESCH.....Tax—Home Office
ELWYN M. SCHULTZ.....Research Department
LENNIS J. SONNIER.....Field—Louisiana
EDWARD E. ZINSER.....Research Department

10 YEARS

JOSEPH C. BROUSSARD.....Field—Louisiana
BRUCE E. BUELL.....Research Department
FLOYD C. CHURCH.....Retail Mktg.—Long Beach Div.
CONSTANCE Y. DUVAL.....Treasury—Home Office
WINONA S. HARING.....Comptroller's—Home Office
JOHN E. KOINES.....Treasury—Hawaii
JOSEPH F. KUPISZEWSKI.....Northern Division Field
ROBERT C. MAGUIRE.....Comptroller's—Texas
WALTER J. MANSBRIDGE.....Field—Cut Bank
JACK D. McCAWLEY.....Research Department
ASHTON T. PERRY, JR.....Exploration—Texas
WILLIAM L. REED.....Retail Mktg.—Portland Division
WILLIAM N. STARK, JR.....Los Angeles Refinery
HOMER W. WIDENER, JR.....Direct Sales—Hawaii

DEALERS

June 1959

40 YEARS

WILLIAM J. WILSON.....Planada, California

35 YEARS

J. F. McCREARY.....Pasadena, California

25 YEARS

BREIDFORD MOTORS.....Blaine, Washington
F. McCABE.....Lompoc, California

20 YEARS

S. T. ARMISTEAD.....Inyokern, California
HAROLD W. STEINMAN.....Berkeley, California

15 YEARS

BAY BRIDGE GARAGE.....San Francisco, California
OWEN E. CAMPBELL.....Pacific City, Washington
ROSE SCHWOERER.....Vallecito, California

10 YEARS

CLYDE P. CARPINO.....Butte, Montana
JAMES F. CONN.....Downey, California
L. M. ELLISON.....North Hollywood, California
FALLS MOTOR COMPANY.....Metaline Falls, Wash.
MR. & MRS. H. J. HARDER.....Oroville, California
HILLYARD MOTOR COMPANY.....Bellingham, Wash.
MARTEL PETERS.....Ashland, Oregon
A. G. SCHMIDT.....Portland, Oregon
SHACKELTON MOTORS.....Ione, Washington
CHARLES M. STOHLMAN.....Gridley, California
PATRICIA WELLS.....Post, Oregon
J. B. WHITE.....Petersburg, Alaska

5 YEARS

A. J. BAILEY.....Las Vegas, Nevada
C. W. BURNS.....Priest River, Idaho
PETE CHAVES.....Lomita, California
CUT BANK MOTORS.....Cut Bank, Montana
NORRIS ESCH.....Carson, Wyoming
E. P. FILLIUS.....Puente, California
B. A. FREIDAY.....Yucca, Arizona
OSCAR GREENE.....Isabella, California
J. J. KELLY.....Ellensburg, Washington
MAGALIA HEIGHTS GARAGE.....Magalia, California
RICHARD MARKGRAF.....Fairbanks, Alaska
EDWIN A. MATTHEW.....Seattle, Washington
FRED B. NOBLE.....Fullerton, California
GEORGE K. SEBENA.....Orangevale, California
CARL SUMMERS.....Spokane, Washington
R. E. WILLIS.....Chowchilla, California
JOHN WILLMS.....Nice, California
FLOYD WILSON.....Santa Cruz, California

CONSIGNEES - DISTRIBUTORS

June 1959

35 YEARS

J. F. WALLACE.....Merced, California

30 YEARS

W. M. DANIELS.....Montesano, Washington
F. C. PETERSON.....Fort Bragg, California

25 YEARS

JOSEPH M. HEKIN.....Merced, California
K. D. NEYLAND.....Stevenson, Washington

Charlie Miller

He thinks there are no unimportant jobs

"It's no trick at all for Americans today to out-produce their grandfathers industrially—and still have time left for leisure.

"New machines and new techniques have made this possible.

"Yet I wonder if we aren't losing the pride of achievement Grandpa used to have in his job.

"We continue to hope that the laundry man will sew the button back on our shirt and the production line worker will take a personal interest in the finished product.

"And all too often we're disappointed.

"I grant you that, in an age of specialization, few of us do our job single-handedly any more. But the completed product or service is still only as good as our part of it.

"That's why—whatever your contribution—in an industrial society like ours *there are no unimportant jobs.*"

* * *

Charlie Miller is Supervisor of Wage and Salary Administration in our Industrial Relations department.

His comments, we think, are pertinent. For here at Union Oil, we try to help every employee understand the importance of his job to the company and to his fellow workers.

If each of us realized this, think how much better all of us would be served.

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



Union Oil Company OF CALIFORNIA

