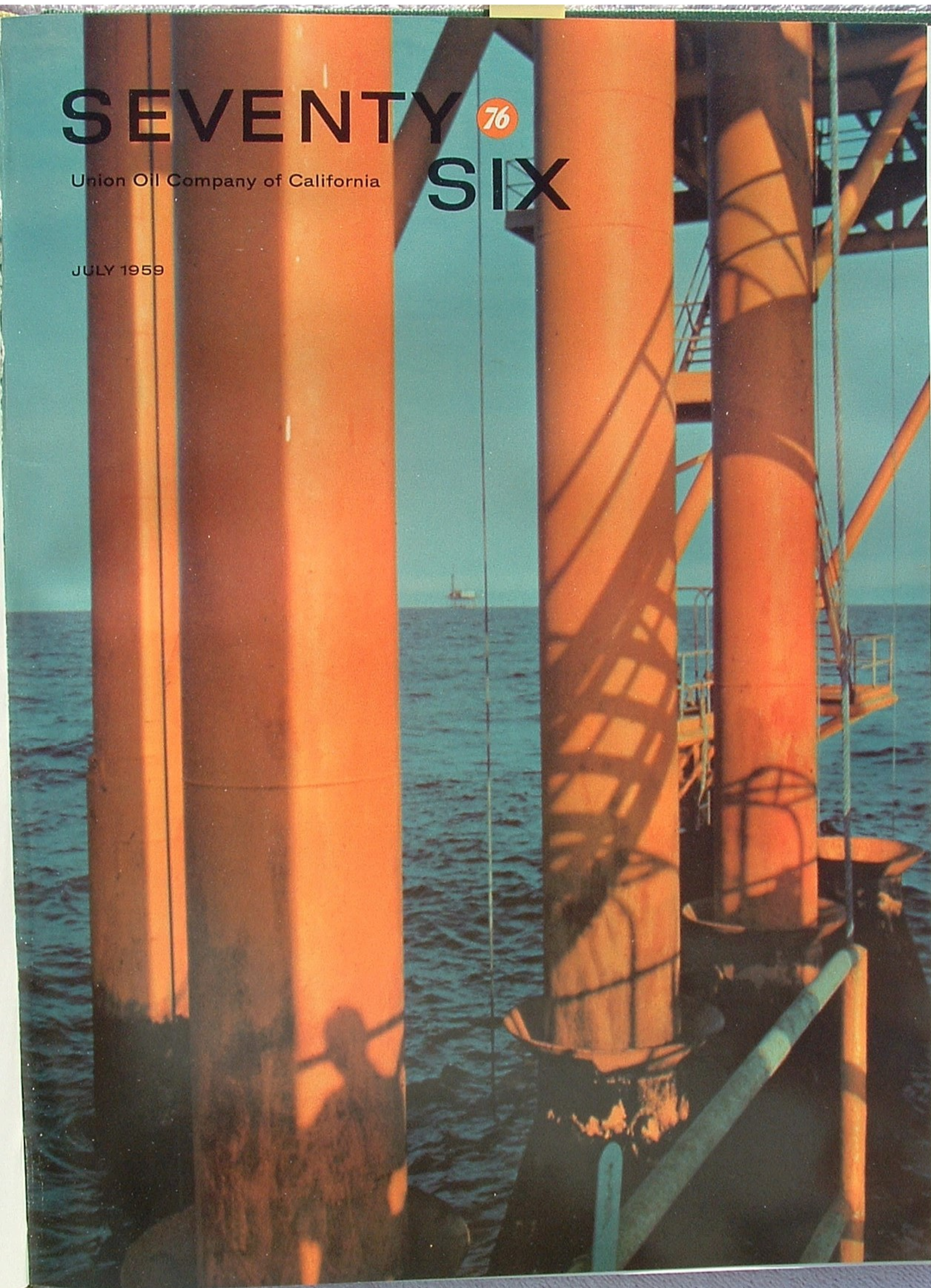


# SEVENTY <sup>76</sup> SIX

Union Oil Company of California

JULY 1959





## *Happy vacation to you!*

*(the SPARKLE CORPS won't take one this summer)*

Wherever you drive—especially on the family's vacation trip—you want to find clean, safe service stations with spotless rest rooms. So Union Oil's new Sparkle Corps is on the job, and will be all summer long.

The Sparkle Corps member at left is typical of these Service Station Inspectors. They—plus a corps of men—regularly visit Union Oil Stations. They check the rest rooms, to make certain they are as clean as you expect

them to be. And they inspect the entire station, to make sure it is clean and safe for your visit.

This important new service reinforces the Minute Man's day-to-day housekeeping. It reassures you that—on your vacation or around town—at the sign of the 76 you know you always get *The Finest*.

P.S. Have you tried the West's highest-octane regular gasoline, New 7600?

UNION OIL COMPANY OF CALIFORNIA

JULY 1959

THE COVER: Immense steel pipes rising from the Gulf of Mexico support Union Oil's production platform on Block 76 and supply natural gas for the eastern seaboard. For an air visitor's tour of the field see Page 4.

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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



**EFFECTIVE IMMEDIATELY?**

1. Office employees will daily sweep the floors, dust the furniture, shelves, and show-cases.
2. Each day fill lamps, clean chimneys, and trim wicks. Wash the windows once a week.
3. Each clerk will bring in a bucket of water and a scuttle of coal for the day's business.
4. Make your pens carefully. You may whittle nibs to your individual taste.
5. This office will open at 7 A.M. and close at 8 P.M. daily, except on the Sabbath, on which day it will remain closed. Each employee is expected to spend the Sabbath by attending Church and contributing liberally to the cause of the Lord.
6. Men employees will be given an evening off each week for courting purposes, or two evenings a week if they go regularly to Church.
7. After an employee has spent 13 hours of labor in the office, he should spend the time reading the Bible and other good books while contemplating the Glories and building up of the Kingdom.
8. Every employee should lay aside from each pay a goodly sum of his earnings for his benefit during his declining years, so that he will not become a burden upon the charity of his betters.
9. Any employee who smokes Spanish cigars, uses liquor in any form, gets shaved at a barber shop, or frequents pool and public halls, will give me good reason to suspect his worth, intentions, integrity, and honesty.
10. The employee who has performed his labours faithfully and without fault for a period of five years in my service, and who has been thrifty and attentive to his religious duties, is looked upon by his fellowmen as a substantial and law abiding citizen, will be given an increase of five cents per day in his pay, providing a just return in profits from the business permits it.

BE WORTHY OF YOUR HIRE!

(signed) *Zachary U. Geiger, Sole Proprietor  
 Mt. Cory Carriage & Wagon Works*

April 5, 1872



*It's an incredibly, swift journey to*

# ...Oil Islands

**R**OUGHLY it is 200 miles from our Gulf Division offices in Houston to Union Oil's Block 76, 20 miles off Louisiana's shore in the Gulf of Mexico. Ten years ago it took most of one day to reach coastal Abbeville, Louisiana, by car and half of another day to reach the offshore exploration sites by boat.

But at 11 a.m. on Monday, June 1, 1959, Division Manager Basil Kantzer casually announces: "We can get you there this afternoon. Dan Mitchell's flying the Mallard over to Lafayette; he can drop you off at Intracoastal City. Then, if you don't mind riding a helicopter, we'll have you out to the drilling platform in 30 minutes. That'll give you a few hours to look around and plenty of time to get ashore before dark. We'll reserve a room at the Town House in Lafayette."

Even though you experience them, the next 12 hours seem impossible:

You check out of the air-conditioned Shamrock a little reluctantly, grab a cab ride to the municipal airport. There Pilot Dan Mitchell and Co-Pilot Earl Davis are sweating over the final tests of a new engine just installed in the Mallard. Promptly at 1 p.m. they make the last adjustment, welcome you to your choice of 10 empty seats, and take off into a massive cloud-splotched Texas sky.

As soon as the airplane is aloft and on course, the pilots alternate in keeping you entertained and plied with either hot coffee or ice-cold soft drinks. The marsh of Texas-Louisiana a mile below may be full of discomfort and reptiles, but you'd never know it up here.

Just before 2 p.m. Mitchell picks up the radio-telephone and carries on a brief, private conversation. The Mallard, now down to fairly intimate elevations with winding bayous and straight canals, picks one of the latter as a landing. There's a hail-on-a-tin-roof sound as the craft's belly touches water. Then the Mallard, with wheels down to simulate its web-footed namesake, swims gingerly toward the stern of a waiting canal boat.

Louisiana's Cajun country and people, you soon note, have acquired big industry's drive as well as tools. You're hardly aboard the boat before somebody shakes your hand and says, "The Bell's ready to go."

"What's the Bell?" you ask.

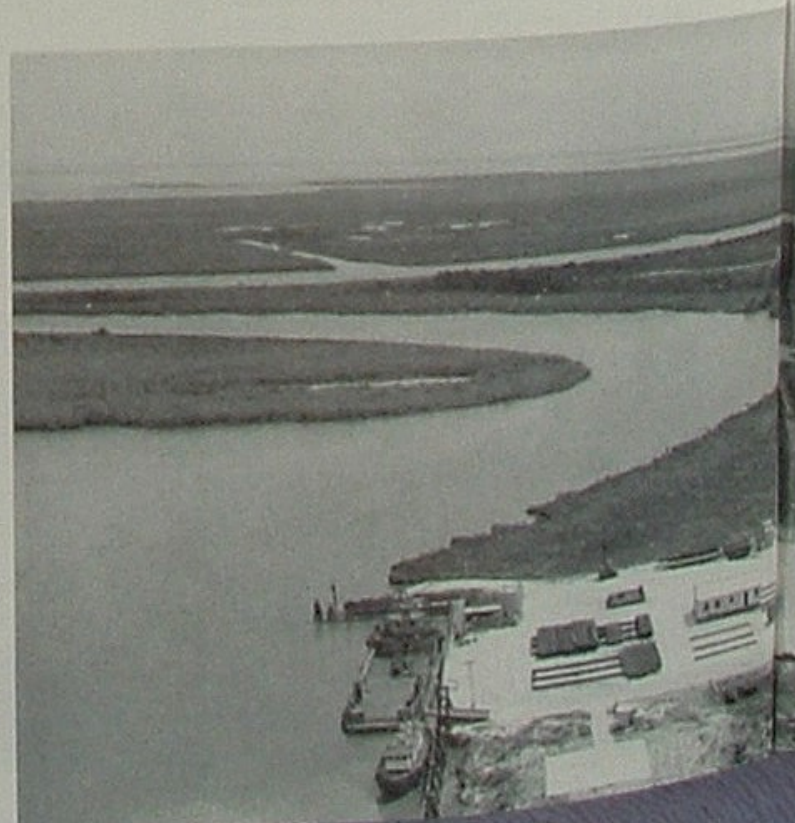
He looks at you a little incredulously. "The Bell, sir, is a helicopter. Houston said you want offshore."

A 10-minute ride down Intracoastal Canal brings you to a semi-circular tributary and alongside a shell-paved embankment known as Union Oil's Intracoastal Terminal. It's a busy place. Several workmen are finishing a small house, soon to be barged offshore as living quarters for the pumpers at Block 76. In a similar building nearby, two or three Union Oilers are glued to desk work or a talkative communications system. From the district drilling engineer's corner emerges Irion Lafargue. "Welcome to Louisiana," he smiles. Then, "The Bell's waiting. While we ride we can talk."

Your initial ride in a helicopter is a bit nerve-wracking the first 10 minutes. Pilot Owen Guidry has thoughtfully removed the two doors of his plastic-bubble cabin, either to accommodate cool air or photography. So here you sit, suspended under a flimsy-looking blur of propeller and restrained from falling out only by a seat-belt, fear or self-control. But after the first threat of panic, you're capable of comprehending Lafargue's explanation of Block 76:

"What we're doing out here," he shouts above the wing-beat of the Bell, "will mean about a 40% increase in the Division's natural gas sales:

"Our Vermilion Block 76 Field actually includes two platforms, A and B. A Platform with three wells, one of them a dual completion, is good for about 20 million cubic feet of gas a day. On B Platform we have three dually-completed wells; a fourth well is now being



# in the Gulf

completed; and we plan to drill a fifth. Our gas production from B Platform will amount to about 40 million cubic feet a day by January 1st.

"Production from both platforms is being purchased by Transcontinental Gas Pipeline Company. They'll probably ship it east and north as far as the New England states.

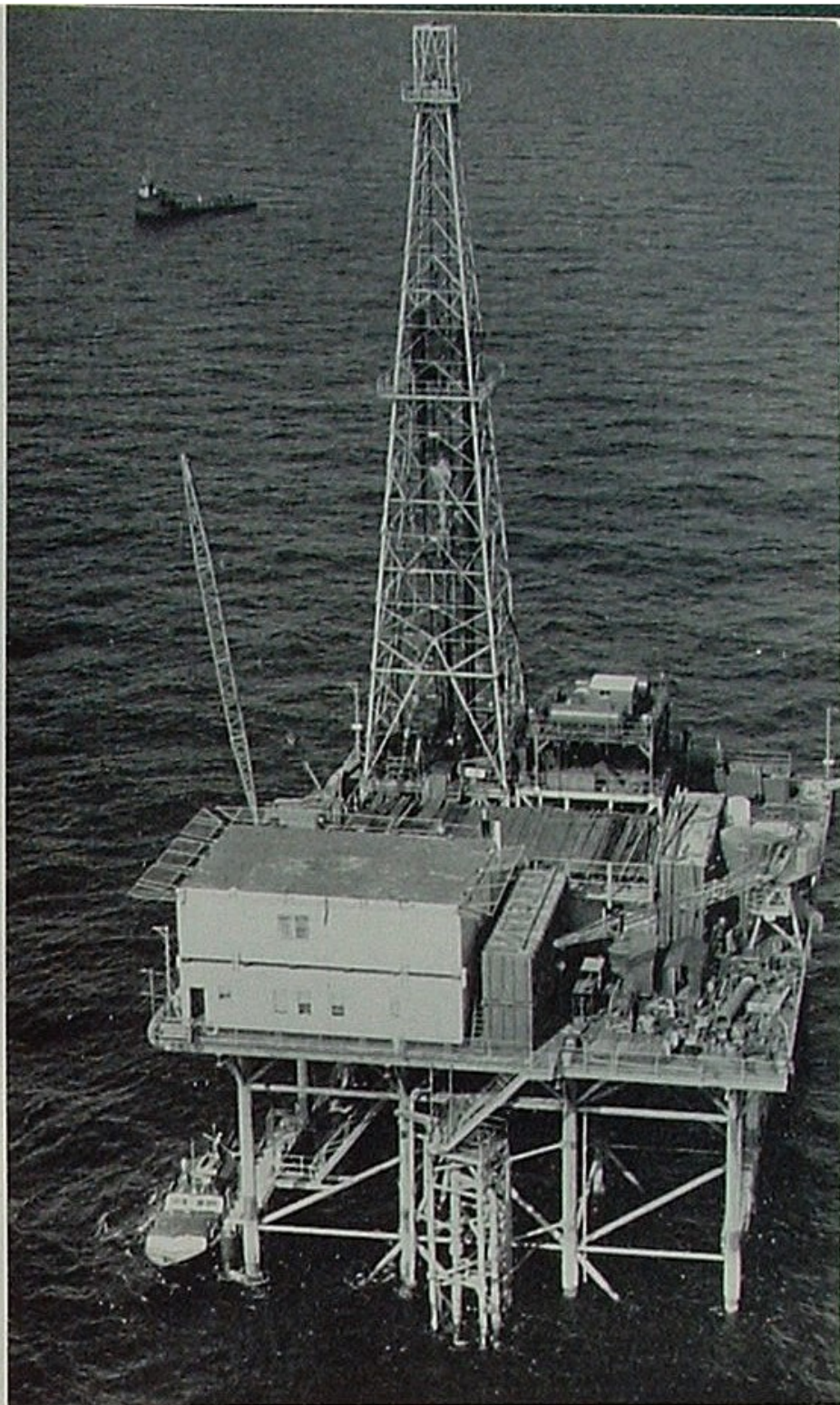
"On each of the platforms we've installed *scrubbers*. This equipment removes liquid fractions — water and condensate — from the gas stream; then separates water from the condensate; and finally recombines the condensate and gas for pipeline shipment to shore *scrubbers* 35 miles from Block 76. Without such water removal, pipelines would freeze up with ice-forming hydrates (water and hydrocarbons). Under high pressures used to transport the gas, this freezing takes place at 65 degrees F."

While Lafargue offers these *nuts and bolts*, the Bell passes a line of breakers and moves toward blue waters of the Gulf. From five to 20 miles ahead, a score of steel islands begin to take form in the afternoon haze. Guidry seems to be making a beeline toward one supporting a tall drilling rig. Presently over a tiny landing field atop B Platform's living quarters, you'd swear he applies the brakes. The Bell sits down on its two pneumatic pontoons, taking interminable minutes, it seems, to bring its big propeller to a safe standstill.

Aboard B Platform the drilling crew is busy installing

*continued*

This Union Oil supply terminal near Intracoastal City, Louisiana, serves offshore Block 76 by air or boat. The small, shell-covered square, foreground, is a helicopter landing pad.



"Over a tiny landing field atop B Platform's living quarters, you'd swear the pilot applies his helicopter brakes."

At Intracoastal terminal (l-r) Irving Broussard, Pilot Owen Guidry and Sherman Ditch get weather report by radio.





"Aboard B Platform the crew is installing tubing."



"Pumpers" Raymond Noel and Don Hoffman have the job of servicing wells in Union's Block 76 Field — spend week at a time on offshore islands.

District Superintendent Irion Lafargue tells you "What we're doing out here in the Gulf."



## OIL ISLANDS — *continued*

tubing in No. 4 well. While Lafargue and Drilling Foreman "Buck" Jones put their heads together on technical details of the well's completion, you follow your nose into the offshore mess hall. Just leaving after their dark-roast-coffee break are two Union Oil pumpers. Having a job to do on A Platform they say, "If you're interested, come along."

Aboard a seagoing "Bateau" you cross more than a mile of rough water to a brightly-painted, steel platform rising 48 feet above the tide. Both color and height, the pumpers advise, were soberly calculated — orange-yellow paint as a visual warning to the Gulf's shipping, 48 feet of height to keep equipment above wave crests during the area's most violent hurricanes.

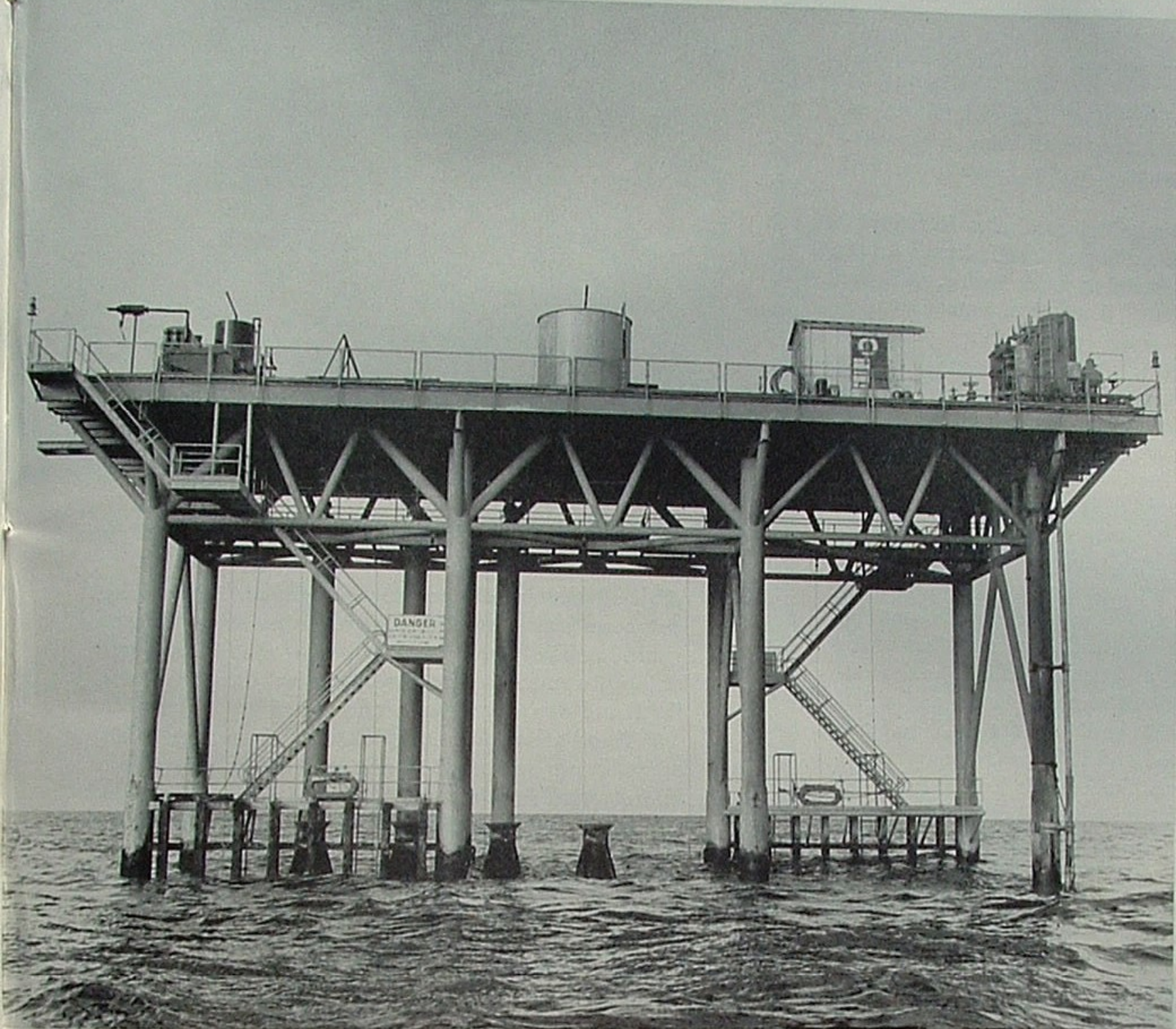
While the pumpers make preparations for a well-servicing job next day, you inspect their staunch man-made island. The *scrubbers* mentioned by Lafargue

occupy one end of the upper deck, along with a small tank and tool shed. Below deck are the *Christmas trees* of three producing wells — one of them a dual completion, which is the equivalent of two wells. Through steel grating, your eye follows the steel casing of each well down to water level. There imagination has to take over.

A few years ago oil men were thought to be *off their rockers* when they suggested drilling in the open ocean. But here at your feet in steel is the tangible substance of their genius. As one of the pumpers puts it:

*"Gas from west of New Orleans  
Is helping Boston bake its beans."*

A moment later the pumper draws your attention to a dark cloud forming on the northern horizon. "A squall," he announces without humor. "They can get



On A Platform the natural gas production from three wells is dehydrated before moving by pipeline to shore scrubbers.

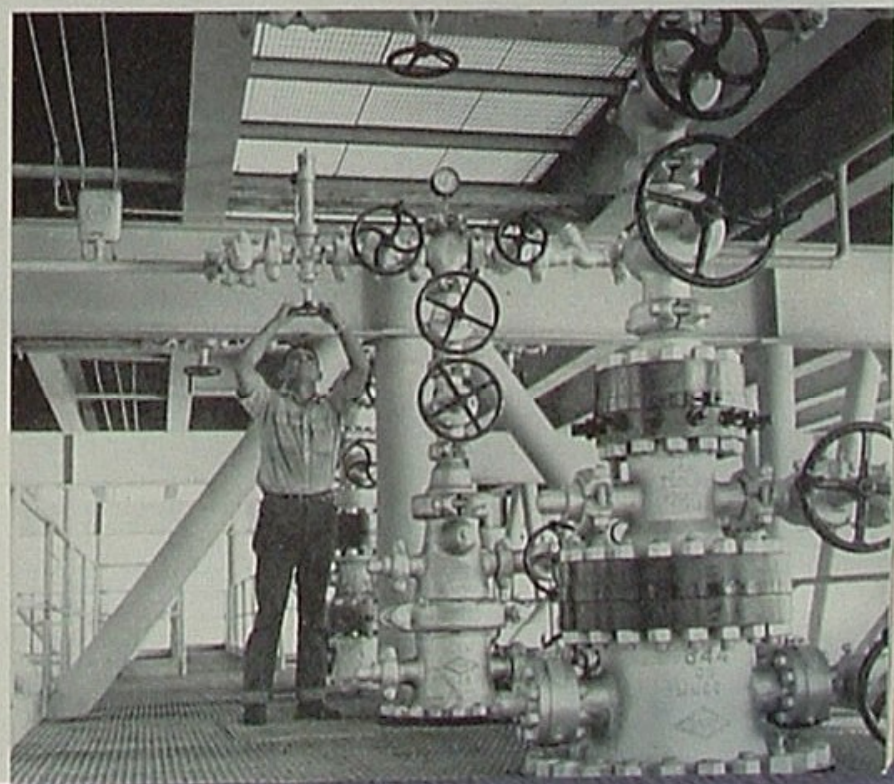
real nasty out here. I'll bet the Bell pilot is worried."

Guidry and Lafargue, you find upon returning to B Platform, are anxious, not worried. They hurry you to the roof-top landing field. In two minutes the Bell is warmed up and off — giving the squall a wide passing berth of at least 10 miles.

While re-crossing the coastal marsh, you wonder aloud whether wild game is still abundant in this great wilderness of grass and mud. The pilot answers convincingly without saying a word; he brings the Bell down to within 100 feet of the water table. Immediately you see hundreds of nutria, muskrats, maybe a few otter swimming in the ponds or running for cover in the tall grasses. Deer bound back and forth to escape the awesome whirlybird. Among thousands of waterfowl are a few ducks that have either delayed or abandoned duckdom's annual northern migration. Several pools,

*continued*

Well-head Christmas trees on offshore platforms are installed high-and-dry above any wave crests measured during the Gulf's severest hurricanes.



## OIL ISLANDS — *continued*

noticeably muddier than their neighbors, are pointed out by Lafargue as being the private domain of alligators. Good old helicopter, don't fail us here!

It's sunset as the Bell returns to Intracoastal Terminal — just getting dark as Lafargue drives you the few remaining miles to Town House Motel in Lafayette. Your room is exquisite. A swim in the motel pool further whets a neglected appetite. Your rib-eye steak is just as you ordered it — medium-rare and tender. But the day's meaning hardly sinks home until you've *hit the sack* around eleven. Then you wonder, "By what incredible magic can a man travel so far and see so much in a single afternoon?"

No matter which way your train of impressions carries you, the answer always boils down to petroleum. Oil brought the petroleum industry to Louisiana. Oil built most of the service roads and canals. It industrialized and modernized hundreds of southern towns and cities. It powers the Mallard and the Bell and the pumpers' "Bateau" and Lafargue's Chevrolet and millions of others like 'em. It has made craftsmen out of common laborers, eliminating most of mankind's fatigue and backstrain in the bargain. It has revolutionized whole nations, their economies, and their way of life. It's "helping Boston bake its beans." It fuels the power plant that generates the electricity that runs the air-conditioning system that lulls you to sleep . . .

/THE END

At Heymann Oil Center in Lafayette, Louisiana are excellent office and living accommodations, including the Town House Motel, for oil men who work in the Gulf.



## *Retail Representative Academy graduates first class*

**O**f all the schools pouring out graduates this June, none has a smaller campus, won fewer football games, and had less alumni troubles — or a higher record of job placement — than the West's newest: the Union Oil Retail Representative Academy.

These are really sneaky claims, because the Academy has just completed its first session, and its students already work for Union Oil. They're young men training to take over one of the industry's most peculiar jobs, that of Retail Representative.

If you've never met a Retail Rep — and if you work outside of Marketing, you probably haven't — he's the Company's contact man with the people who run the 76 stations. Realize: of the nearly 4,000 stations under the 76 sign, only 40 are operated by Company employees. The others are either leased or independently owned.

Now, this puts the Retail Representative in a strange position. His salary is paid by Union Oil, but his assignment is to help a local merchant do all the things he must do to outsell his competitors. And with service stations blooming four to the intersection, you've got real competition.

He may recommend a service station site, find the lessee to run the place after it's built, and advise him on such varied matters as bookkeeping, sales methods, products, hiring employees, and the best way to keep restrooms clean. The Representative is a salesman — of ideas.

The first group of 17 men who went through the Academy's six-week course are all professional service station men. They're managers, such as Art Weber from Pasadena and Joseph Salazar from San Francisco; inspectors, such as Pete Jepsen and Dan Piro of Los Angeles. One is already a Retail Representative, Gale Newton of Fresno.

Take Gale. Last May, he probably kissed his wife goodbye and told her for the forty-fifth time that his trip really wasn't a vacation. He took a plane south and joined the rest of the class in El Monte, California.





Sounds indigestible, but for a solid week, Academy students lived on a diet of gasolines, oils, and grease. Absorbing product information at Du Pont Lab are (L-R) Tom Terry; Ken Meade and Gale Newton; Mike Burko, Paul Lovegren and Paul Carroll.

## SCHOOL'S OUT!

He checked into a motel with the fellows on a Sunday. Monday morning, early, he and the others were driven over to the Petroleum Chemicals Division Laboratories of the E. I. du Pont de Nemours and Company for a week-long "products knowledge conference." That week, Gale lived gasoline, oil, lubrication, engines, and service station management from nine in the morning until the homework was done late at night.

At the end of the first week, Gale and the other men from northern California went to San Francisco for the remaining five weeks. The others stayed in Los Angeles. Their chore during those five weeks: to assimilate a course that, in outline form, takes 75 single-spaced typewritten pages. It covers everything from installing a new dealer to setting up window displays.

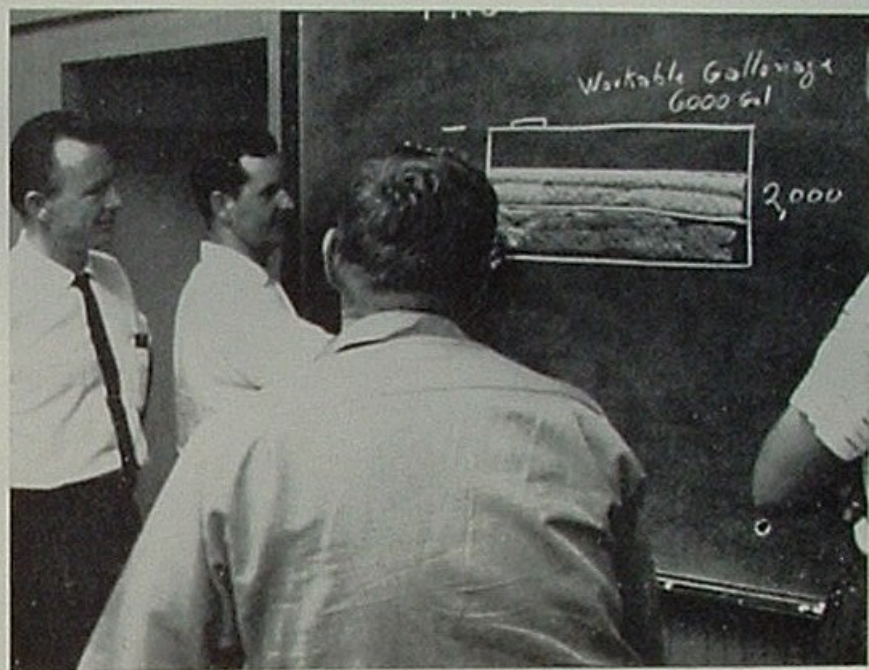
This first group were really guinea-pigs: teaching methods and subject matter were tried out on them.

Normally, the Academy will be in session seven months of the year, from October to April. The students will attend school only one day a week. The remainder of the time they'll apply what they've learned on the job and work on "field problems."

Once the men complete their training, they'll either move right in as Retail Representatives (as will Gale, who's really on a leave of absence from his regular assignment), handle vacation relief, or return to their original job until there's an opening. The decision to undertake this type of training was logical:

Union Oil has handsome stations and we sell quality products, products we can honestly advertise as "The Finest". But the other oil companies are no slouches. They've got good-looking stations and first-rate products, too. So whether or not we attract more buyers than *they* do usually comes right down to people. If we have better people, better trained with better ideas — we have a bulge on competition. The purpose of the Academy is to give us that bulge.

/THE END



ABOVE: From the lab, the men moved into Union Oil classrooms for postgraduate work in service station operation. (L-R) Instructor Glenn Parker, Burko, Pete Jepsen, Barlow Thompson. BELOW: They got on-the-spot instruction in such things as installing new dealers. Taking inventory: Dan Piro, Carroll, Gerry Chappell.





Leo Zarn came dressed for the occasion.



Among cars derailed in this train wreck near Cut Bank, Montana is a tetraethyl-lead tankcar. Union Oil refinery men sensed the potential danger and warned workmen away.

*Union Oilers commended for*

## Vigilance at Cut Bank

**T**HE COLLISION of two freight trains in April, several miles from Union Oil's Cut Bank Refinery in Montana, resulted in the derailment and wrecking of about 25 boxcars and tankcars.

Among the first to reach the scene were Leo Zarn and John Bercovitz from Cut Bank Refinery. Spotting a distinctive tetraethyl-lead tankcar in the wreckage, they immediately warned all railroad workers and spectators out of the danger zone. Zarn, an experienced handler of tetraethyl lead, suited up in the protective clothing and gas mask he had brought along—checked the car for possible leaks—and stood guard until the arrival of Du Pont representatives from Billings. Bercovitz attended to the "leg work" and telephoning.

Tetraethyl lead, in the extremely diluted amounts contained in gasolines, is not hazardous to the general public. People are warned, however, not to expose the skin

unnecessarily to leaded gasoline or inhale carelessly of its vapors. Concentrated tetraethyl lead, on the other hand, as manufactured by chemical plants and shipped to refineries, is highly toxic. Utmost precautions are taken to keep it securely contained.

The effectiveness of these precautions was demonstrated at Cut Bank. The specially constructed tankcar did not rupture or release any of its toxic vapors despite derailment and damage. Though cost of the train wreck was estimated at a half-million dollars, no lives were lost.

Among those who have praised Union Oiler vigilance during the emergency are the people of Cut Bank, railroad officials, and particularly Du Pont management. Wrote Du Pont: "What you did was certainly far beyond anything we could anticipate—and be sure that we do greatly appreciate it."

/THE END

*It's Only  
55 Minutes  
from Los Angeles  
to San Francisco  
via*



## **WESTERN AIR LINES' ELECTRA-JET**

**Z**OOMING off the runways of world airports today are some exciting new advancements in flying:

Just ahead of you at International Airport in Los Angeles is Western Air Lines' new Electra-Jet, built by Lockheed. Its four big flat-tipped propellers seem to differ from older models only in size. But behind each propeller is a huge turbo-jet engine capable of developing 3,750 horsepower. Airmen refer to the airplane as a prop-jet.

Two charming hostesses quickly relieve you of extra wraps and carry-on baggage. They seat you comfortably on soft cushions between large arm rests. The cabin interior is as bright and cheerful as a luxurious living room.

Now the stairway you just ascended is magically folded and becomes a closed doorway in the ship's fuselage. Propellers begin to turn and motors start to hum—not roar. There's no long delay for warm-up; as soon as the airplane reaches its starting point on the airstrip and gets a signal from the tower, you're off.

You sense a strong surge of power, a short run, and an unhesitant take-off. Yet there's less sound and vibration than usual.

Buildings recede and familiar landmarks fall behind at about twice the former speed. You've hardly finished marveling at the improvements before refreshments are served. Then, when it seems you've just about reached the half-way point of your journey, a surprising announcement comes over the *intercom* system. You're only minutes away from your destination. "Fasten Seat Belts." From Los Angeles to San Francisco has taken only 55 minutes.

There are faster airplanes in service than the prop-jets. Compared with their cruising speed of about 400 miles per hour, there are propellerless jets that span a continent or an ocean at speeds up to 600 miles an hour. Experimental military craft have whistled through the upper atmosphere at better than 1,500. But such speeds call for great altitude, long distances, heavy fuel consumption, and special runways.

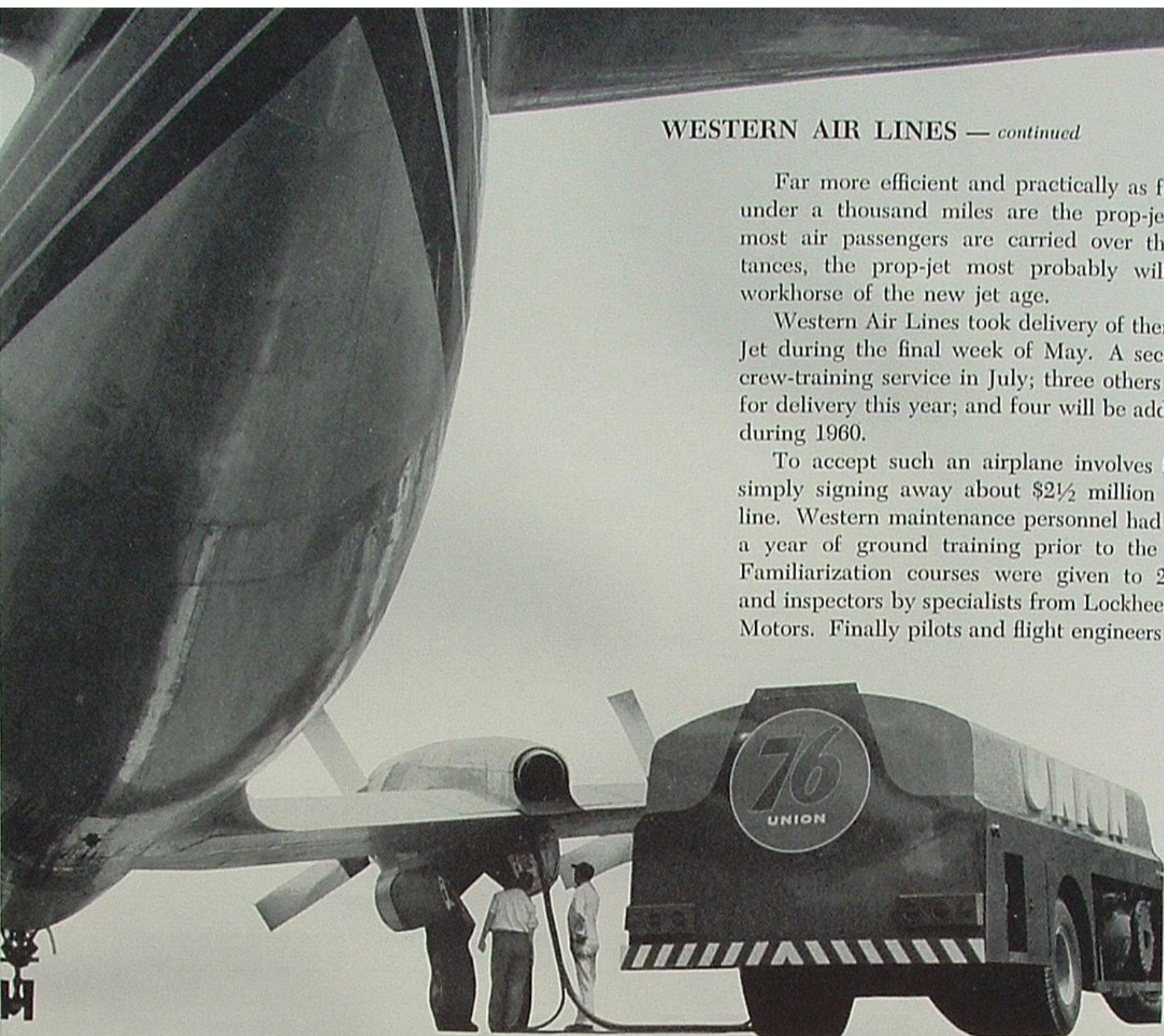
*continued*

WESTERN AIR LINES — *continued*

Far more efficient and practically as fast on hops of under a thousand miles are the prop-jets. And since most air passengers are carried over the shorter distances, the prop-jet most probably will become the workhorse of the new jet age.

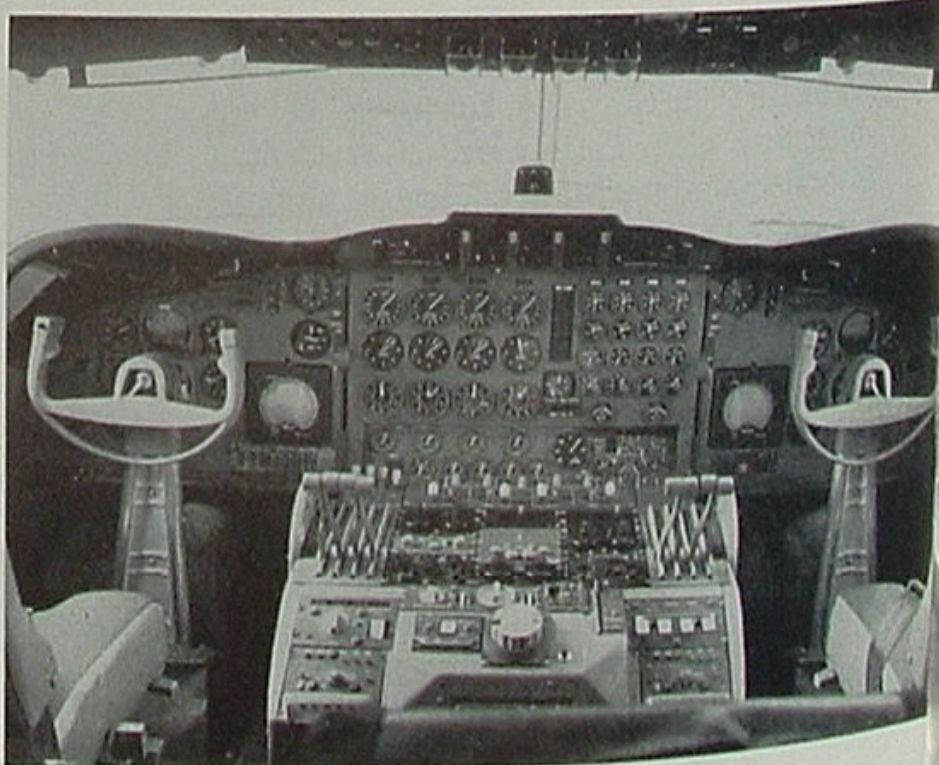
Western Air Lines took delivery of their first Electra-Jet during the final week of May. A second will enter crew-training service in July; three others are scheduled for delivery this year; and four will be added to the fleet during 1960.

To accept such an airplane involves far more than simply signing away about \$2½ million on the dotted line. Western maintenance personnel had to go through a year of ground training prior to the first delivery. Familiarization courses were given to 250 mechanics and inspectors by specialists from Lockheed and General Motors. Finally pilots and flight engineers had to master



Union Oiler Ed Keightley, left, and Western's General Foreman Joe Fogarty check new jet-fuel truck.

This is the Electra-Jet instrument panel, which keeps two pilots and a flight engineer occupied during 400-mile-per-hour flights.



all of the airplane's new control devices and accustom themselves to the *feel* of flying a prop-jet.

Union Oil Company also had to make some changes, both in products and in airport service equipment:

The Electra-Jet at cruising speed burns about 670 gallons per hour of 76 Turbine Fuel, a high-grade, kerosene-type product. At Los Angeles, San Francisco, Seattle and Salt Lake City we installed new Turbine Fuel storage to provide up to 80,000 gallons of fuel at each airport. The tanks are specially lined to prevent chemical action or scale, are equipped with floating suction, and have filters both at their inlets and outlets to guard against moisture condensation and other types of contamination.

Special trucks provided by Union at each of the airports are equipped to refuel the Electra-Jets with 4,000 gallons of product in 12 minutes. The truck's hose is

swiftly attached to an under-wing connection. Using an electric *dead-man control*, the operator stands beside the airplane's fuel gauges while making delivery. An automatic brake-locking device prevents any movement of the truck until its delivery hose is properly re-wound on the reel. The trucks also have scale-proof tanks and water detecting devices to guard against these forms of contamination.

Despite the great effort and expense that has gone into this aviation development, passenger fares are not expected to increase appreciably. Speed means more efficiency—a greater number of passenger-miles per hour of flying time. Hence the new Electra-Jets will pay for their refinements by getting the transportation job done in jig time.

And you'll have an extra hour to work or relax in San Francisco, Los Angeles, Salt Lake or Seattle!

/THE END



Among Western's people who have spent many weeks learning to fly and maintain the jets are, from left, Maintenance Inspector Jack Wadem, Director of Engineering Richard Ault, System Chief Pilot Stanley Cavill, Chief Flight Engineer Robert Gallagher, Director of Operations H. W. Caward, Instructor Pilot C. M. Horn, Vice President Operations Stanley Shatto, Los Angeles Chief Pilot Les Holtan, Vice President Judson Taylor.

Startup of each 3,750 horsepower engine is done with the aid of airport equipment. Warmup is immediate.



Headed north toward San Francisco, the new Electra-Jet takes a swift forward stride in U. S. aviation.



In 20 years Union Oil has anted

# Over a Billion

By L. C. Glendenning, Asst. Mgr. Tax Division

**T**HE DOMINANT role played by taxes in corporate affairs is well illustrated by Union Oil Company's tax payments over the past 20 years—\$1,007,355,000!

If it's hard for you to comprehend a billion dollars, listen: That tax bill exceeds by quite a few million the amount Union Oil has spent during the same two decades for finding and developing new oil fields and in purchasing new equipment for refining, marketing and transporting the oil.

It represents nearly twice the Company's invested capital and nearly three times its net worth.

It exceeds by more than \$¼ billion the total amount paid by Union during those 20 years in wages and salaries. It is more than five times the amount we paid our owners in dividends. In fact our taxes exceeded by nearly \$100 million the total amount paid out to employees and shareholders combined.

Certainly taxes took the lion's share of everything Union Oil has produced since 1939.

## Direct Taxes — \$147 million

Taxes that directly burden the Company's business expense have increased during the 20-year period just ended from slightly under \$3 million to over \$16 million per year, totaling over \$147 million for the 20 years. Included in this category are *ad valorem* taxes on real and personal property amounting to \$109 million, severance or production taxes of \$18 million, and Social Security taxes of \$14 million.

The *ad valorem* tax on property increased during the 20 years from a low of about \$2 million during the first six years to nearly \$13 million for 1958. This six-fold increase is attributed one-third to higher tax rates and changes in assessment procedures, two-thirds to the Company's increased properties and growth.

Production taxes have risen from a few thousand dollars per year during the first three years to well over \$2 million in the last two years. The increase stems from the Company's increased production of crude oil and natural gas in areas where so-called severance or production taxes are levied.

Our outlay for unemployment and old-age benefits taxes for employees during this period reached a low in 1949 of approximately \$438,000 and a high in 1956 of \$967,000. The old-age benefits portion of this tax shows a steady increase from \$160,000 in 1939 to a high of over \$767,000 in 1957, due to increased base and rates as well as larger Company payrolls. The unemployment tax reflects a substantial decline from \$500,000 per annum

during the first four years to a low in 1955 of \$129,000. This decline results from excellent management-employee relations and consequent low turnover of staff throughout Union Oil.

## Income Taxes — \$74 million

Union Oil's 20-year income-tax payments, measured by net income, have amounted to \$74 million—90% going to the Federal government and 10% to various states.

The following corporate income tax rates for the past 20 years show a fairly consistent increase, the present rate being 2¾ times the 1939 rate:

1939	19%
1940	35%
1941	31%
1942-1945	40%
1946-1949	38%
1950	42%
1951	50¾%
1952-1958	52%

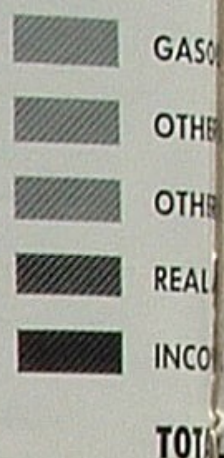
The present 52% rate, enacted by the Revenue Act of 1951, is comprised of a normal tax rate of 30% and a corporate surtax rate of 22%. Under said Act, the normal rate was to be reduced to 25% effective July 1, 1958. However the reduction date was extended by Congress to July 1, 1959, and, again this year, to July 1, 1960.

## Levies Collected — \$785 million

Taxes levied upon the distribution, sale or use of various products—and required by law to be paid directly by the consumer, purchaser or distributee—were collected by the Company and paid to taxing authorities in the 20-year total amount of \$785 million. As seen on the chart, there has been an almost continuous increase from year to year in this tax burden borne by petroleum products.

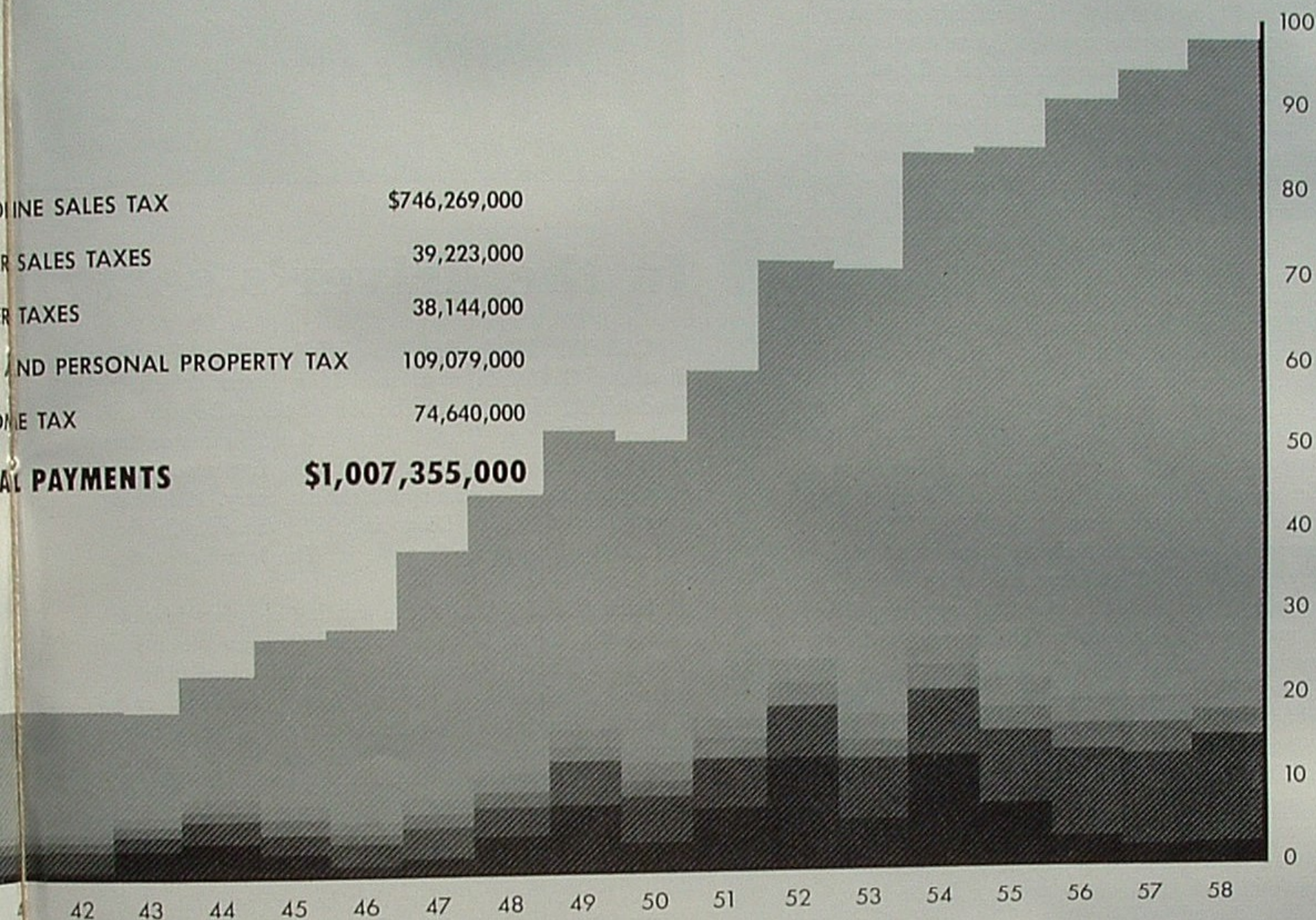
Added together, Union Oil's tax contributions to Federal and state governments during the 20 years amount to \$1,007,355,000.

However, Union Oil Company and other corporations of America are not the only victims of tax strangulation. More to be pitied is the individual American citizen him-



1939 40

# Dollars in Taxes



self. For a clue as to who actually carries the heaviest tax burden, please consider the following Saturday Evening Post editorial, published June 6, 1959. Then let's go home and look in the mirror!

## It's the Little People Who Pay the Taxes

It is a strange American political phenomenon that, although most of the vocal protest against more Government spending and higher taxes comes from the well-to-do, it is actually the small- and middle-income people who pay the taxes. This is true simply because there are so many more people with low incomes. Even if we raised the income tax to 100 per cent on all taxable incomes; that is, income, after exemptions and deductions, over \$6000 a year, the extra revenue would not pay the

annual interest on the Federal debt, much less take care of the new demands of the spenders.

We are now facing a presidential budget for the year ending June 30, 1960, of \$77,000,000,000 and tax receipts estimated at \$77,100,000,000, indicating a surplus of \$100,000,000 provided gasoline taxes are increased and other tax rates remain the same. These tax receipts are probably over-estimated, and we face the likelihood of another deficit. The deficit for the year ending June 30, 1959, is now estimated at \$13,000,000,000. Regardless of this, many members of Congress are saying that the proposed expenditure of \$77,000,000,000 is too little in view of "human needs."

The same politicians who tell us that we should spend more for defense—and they could be right—also insist on more money for public power and handouts. Going into debt for national defense can be compared to a family's borrowing money to pay doctors' bills, but no prudent family would go further into debt to build a swimming pool in the back yard with more medical bills to be expected.

*continued*

## OVER A BILLION DOLLARS — *continued*

Not only does the "little fellow" pay the bulk of direct taxes, but as the Federal debt continues to mount he faces the prospect of paying an even crueler tax through the medium of inflation.

If we increase our expenditures, we must increase our taxes. The burden will fall on the lower-income people—because the wealthy could not pay a substantial part of our taxes even if we took all of their income. About 53 per cent of our Federal taxes are derived from the personal-income tax, but 73 per cent of the revenue from the Federal income tax comes from people with annual taxable incomes of \$4000 or less. The revenue from taxable incomes in excess of \$4000 is only 14 per cent of the total Federal taxes received.

At present, income-tax rates are as high as 91 per cent. The Tax Foundation has prepared a table showing that, with a maximum tax of 70 per cent, the revenue for the year 1955 would have been reduced by no more than \$145,000,000. This is not enough to operate the Federal Government for one day. But with a 70-per-cent tax on the highest income, an investor in American industry would find it more worth-while to put his money into progressive American industry. If this happened, the Treasury would soon get back the \$145,000,000 which it "lost" because of the lower rate.

On the other hand, if the tax should be increased to 100 per cent on taxable incomes above \$26,000 it would increase the Government's receipts by enough to pay about 1 per cent of the total Federal taxes proposed. Hardly enough gain to justify the liquidation of many of our most productive people!

The idea of "soaking the rich" is good campaign material, but the figures show that the rich cannot help us much in paying off our large debt and meeting the costs of government. Taxes have to be laid where the income is, and that means on the middle-class and the lowest-income groups as well as the millions of people who pay no personal-income tax.

Federal income taxes from corporations represent 28 per cent of the estimated Federal taxes included in the \$77,100,000,000 for the next year, and excise and other Federal taxes 19 per cent. The public has been led to believe that, since these taxes are paid by corporations, the rest of us need not worry about them. The simple fact is that these taxes are inevitably passed on by the corporations to the purchasers of their goods and services. A corporation which didn't include taxes in its cost structure would collapse.

It is a paradox that those who urge reduction of Government expenditures, which would help the tax-ridden "little fellow," are denounced as "reactionaries," while the spenders, whose policies are leading to his ruin, are embraced as his friends.

/THE END



## In the driver's seat

CAR NO. 156 leading the pack 'round an S in this Southern California road race is a Lotus driven by Fredrick A. Newman of the Distribution Department, Union Oil Center. He has competed in 25 races or time trials and has won just about as many first, second and third place trophies as a sports car can carry. His racing career started at San Diego in 1957, where he finished his first try in exactly last place. The humiliation was short lived.

Racing is only one of the exciting chapters in Newman's life. Born 29 years ago of German parents in Shanghai, China, he attended the British School in International Settlement there and later graduated from Shanghai American High School. Caught in the Japanese invasion of China, at 13 years of age, he was put to work driving a charcoal-powered auto for a Japanese colonel.

Following the war he sought a college education in America, but soon was drafted for Army service in Germany. It was in Frankfurt that he received his U. S. citizenship papers. Arriving "home," he spent a year in the USC College of Aeronautics and earned a college degree in business administration at UCLA. Currently he is studying for a master's degree at USC night school while working full time for Union Oil and burning up the race courses weekends.

Racing, he insists, is simply an expensive diversion that he might have to forego presently—unless he can find a well-heeled sponsor. His idea of relaxation is skin diving and foreign travel.

/THE END

Fredrick Newman, left, gives a Monday morning account of his racing activities to C. S. Parker, Jr. and Steve Crosby. All work in Distribution at the Center.





**T**WELVE relatively new employees in Direct Sales have returned to their respective marketing divisions after five weeks of work-shop, conferences and study. All were specially selected for intensive training in Company products, services and operating procedures. During their conferences, they were advised by managers and specialists from nearly every Company department related to marketing. Few Union Oilers ever have received a better tune-up for a business trip.

Selling petroleum products these days is involved, to say the least. You have to know your products and their thousands of applications. Storage and transportation are important considerations. You have to know the limitations imposed by credit, company policy, law. There are countless Company aids, tools and people to assist if the salesman knows where and how to apply for them. A sound knowledge of corporate organization helps you to substitute teamwork for fumbling. With an accurate corporate image in your mind, you can usually step into a sales field well qualified—equipped to better serve customer and company—well launched toward personal success.

This was by no means the first Union Oil trainee schooling or the last. But it was among the most comprehensive ever undertaken by Marketing. Besides learning from some of the Company's most experienced talent, the trainees were taken on tours of Los Angeles Refinery, the Research Center, our distribution terminals, and several large industrial plants where our products are used. It is planned to repeat the training from time to time for other selected Direct Sales employees.

/THE END



An engine that refuses to run is the problem facing these Direct Sales trainees at Research motor lab.

## Tune-up for a business trip



While the boys unscramble some badly scrambled wiring, their instructors plan next mechanical test.

Participants in the "work shop" included, from left (kneeling), W. A. S. Wright, Research, Richard A. Ebert, Tucson, Warren Ritchey, Cornelius, David Jeppesen, Salt Lake City; (standing) Alan Simmons, Pasadena, Raymond Billburg, San Diego, Homer Widener, Honolulu, Jerry Tyhurst, Los Angeles, C. S. O'Meara, Oakland, Darryl D. Newsham, Seattle, Fred Hartmann, San Fernando, and Edward F. Lyon, Stockton.



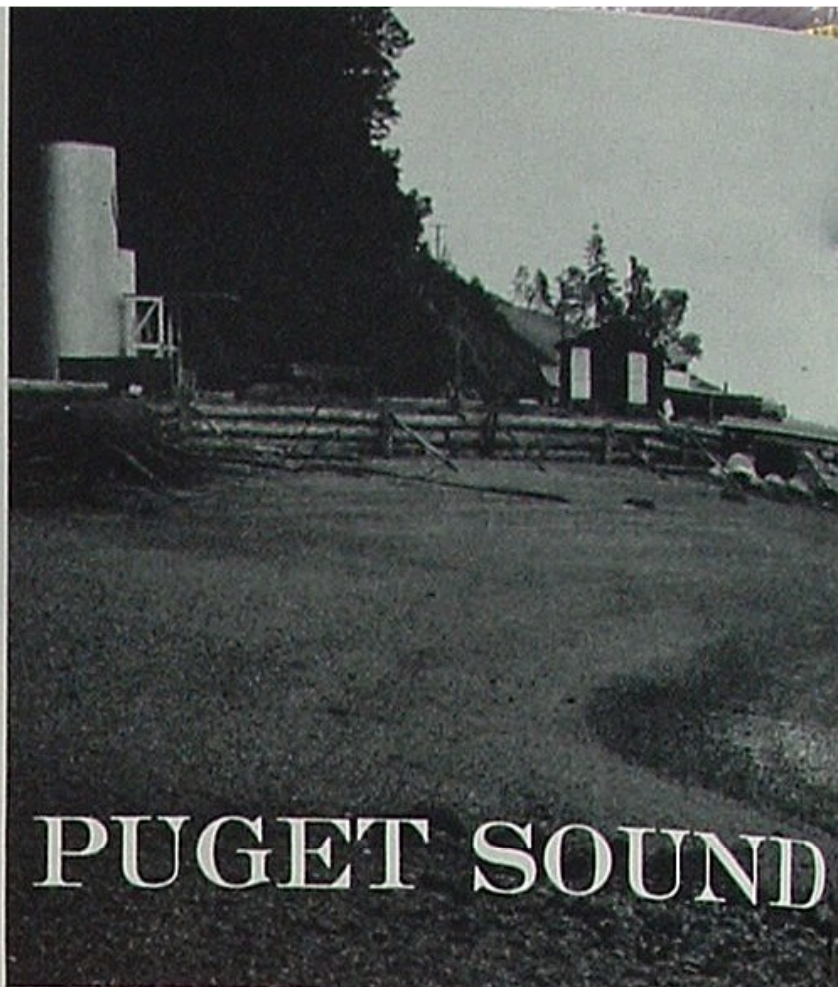
# “RETIREMENT” ISLAND

## ON PUGET SOUND



Ketron commands inspiring view, great fishing.

NEAR THE SOUTH END of Washington's Puget Sound is Ketron Island, a wooded landfall of the type men dream about. Shaped not unlike an immense aircraft carrier, it rises abruptly 100 feet or more above high tide, then levels off to an undulating "deck" commanding one of the world's most rewarding views. Snow-capped Mt. Rainier, forever adjusting its veil of clouds, graces a sky-wall to the east. A mile or more of navigable, blue water separates Ketron on all sides from the mainland and neighboring islands. It is isolated from the sight and sound of cities, airports and highways, yet is less than an hour via ferry and freeway from Tacoma-Seattle suburbs. Almost within casting distance from Ketron's shore is one of the Northwest's favorite sports-fishing areas. Directly northward extend spectacular salt-water passages to Juan de Fuca Strait or behind huge Vancouver Island to Alaska. Several hundred boats can be accommodated in sheltered coves. Imagine owning such an island!



"76" Products are first to take permanent residence on Ketron Island, soon to become the locale of fine homes and the best boating facilities on Puget Sound.

Union Oil Distributor J. C. Morris was not the first to dream of Ketron's possibilities, nor the first to own it. But he certainly was the first to transform the dream into blueprints and concrete:

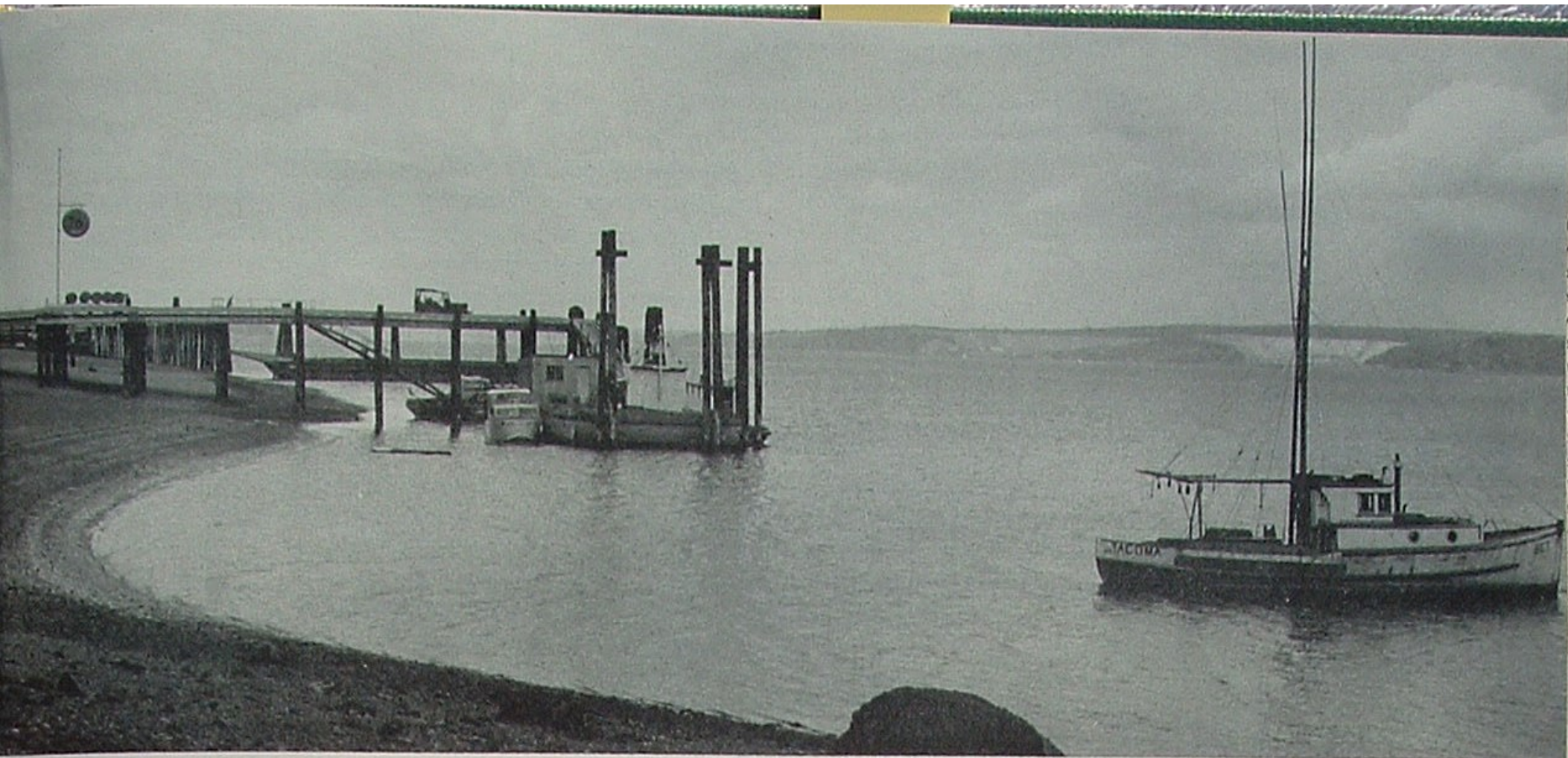
Well known and respected in Alaska for his many years of subdividing and home building at Anchorage, Morris foresaw a possible day of retirement. He loved Alaska but suspected that the long winters might not be ideal for an elderly man with active mind and hands. Why not plan a retirement somewhere near Puget Sound?

On a trip to Seattle nearly 12 years ago, Morris bought uninhabited Ketron Island. Since then, his gradual "easing" into retirement has amounted to the climax of a busy career:

Ketron, he and his son Don soon concluded, was potentially too great for the selfish enjoyment of any one family. Maybe they could subdivide the "deck" of this anchored carrier into several hundred handsome building lots. They'd allow for a community shopping center with a school, hospital and other essential services. One paved street, shaped like a fishhook, would connect homes with the shopping center and a ferry landing. There was room for stables, pasture, bridle paths for equestrians — a golf course — an athletic club — one of the best yacht basins imaginable. Ferry service and car storage at Steilacoom would speed residents on their trips to and from nearby cities.

But it isn't easy to subdivide an island:

The Morrises had to drill a 762-foot well to tap a sufficient supply of fresh water. They constructed their own electric power plant and transmission lines. Water mains



Making the island habitable for a thousand 20th Century Robinson Crusoes calls for the import of water lines, at left, and all other utilities.

Owner and architect of the unique enterprise is J. C. Morris, left. Our Tacoma Resident Manager W. C. Felker, right, works amphibiously to keep island oiled.

and a sewage plant were started. Morris Avenue, the island's only boulevard, was graded and eventually will be paved. Docks for barges and boats were built at two locations. Temporary housing was brought in to shelter workmen. And the first permanent installation was a Union Oil marine terminal to fuel both the island's development and its ultimate "life of Riley."

Even before Ketron Island lots went on sale, a dozen buyers sailed over and made their down payments. Older people view the site as a heaven for retirement. Salt-water sailors and fishermen regard it as one of the best spots in Puget Sound for thrilling activity. Several doctors in Seattle are exploring the possibility of living on Ketron and commuting to their offices—in 15 minutes—via helicopter.

Meanwhile, Distributor Morris has his hands full of "retirement." When a few of his neighbors are settled, he's going to build that home of his own—right on the bow of Ketron—his bay window flanked by Rainier and looking down on the blue road to Alaska!

/THE END



# Business Highlights of the Month

## EXPLORATION *The up-dip wedge-edge.*

Many of the future major oil and gas discoveries in continental United States probably will be found in elusive, hidden, hard-to-find stratigraphic traps. One such trap is the up-dip wedge-edge pinching out of sands. This is the general type of accumulation occurring in the Anadarko Basin of northwestern Oklahoma and the Texas Panhandle. A new series of trap accumulations of this nature is now being revealed through discoveries down-dip from previous finds and toward the trough of the Anadarko Basin. Union Oil has fortified its lease position in this new area and recently has acquired over 50,000 acres on what apparently is the development of a new productive trend. Wells are now being drilled basin-ward to depths up to 14,000 feet in prospecting for this type of production.

*from Sam Grinsfelder*

**MANAGER E. C. BABSON** of Union's Canadian Division has been elected chairman of the board of governors of the Canadian Petroleum Association, representing 97% of Canada's \$410-million-a-year oil and gas industry. With export markets shrinking and imports mounting, he will tackle one of the critical periods in Canadian oil history.

*from The Financial Post  
Toronto, Canada*



## PRODUCTION *The all-American rig!*

The rig and equipment that will do our initial drilling in Argentina is on its way to Puerto Deseado, approximately 1,000 miles south of Buenos Aires. All equipment is new, but its assembly presented a real job in logistics. The draw works were built in California, the derrick in Tulsa, Oklahoma, the engines in Detroit, the pumps in Chicago, the camp trailers in Denver, the drill pipe in Pittsburgh and smaller parts in many other sections of the United States.

Santa Fe Drilling Company, who will do the original drilling, gathered together a group of experts from their organization to do this work. They set up headquarters in Houston, Texas, port of departure, and started the ordering and planning in April.

All equipment was shipped to Houston and completely assembled just as if a well was going to be drilled at that point. This was done on a specially prepared concrete pad, and was necessary because the lining up and fitting together of all components had to be exact. The machinery was then dismantled and crated for overseas shipment. Its loading aboard a Delta freighter for delivery to Argentina was done in a manner to assure the safe arrival and proper re-assembly of every part. The job involved shipment of over 6,000 component parts.

The climate of our contract area, a region not far removed from the Antarctic Circle, is extremely cold with constant westerly winds during the winter season. For that reason the drilling unit had to be specially winterized for all-year operations. Santa Fe Drilling Company is well experienced in this type of work, having drilled continuously for a number of years in Tierra del Fuego, Chile, some 400 miles south of the Argentine area of operation.

*from Dudley Tower*

## TRANSPORTATION & SUPPLY *First for Valdez.*

The initial 22,000 barrels of bulk products for our new Valdez, Alaska, marketing station has been delivered by barge from Whittier, Alaska Terminal. The products included Royal 76, 7600, Stove Oil and Diesol.

During April, 1959, Company motor transports based at Rosecrans Terminal delivered a total of 3,008 loads, thus averaging in excess of 100 loads per day for the first time in the terminal's history. In addition, 1,138 common carrier transports and 220 smaller trucks were loaded.

The SS TORREY CANYON recently delivered a part cargo of aqua ammonia to Sangi, Philippine Islands, for Collier Carbon and Chemical Corporation. Availability of backhaul transportation on vessels trading between the Persian Gulf and Los Angeles will assist Collier in penetrating the Far East market, and will give us a satisfactory earning for the extra vessel time required.

*from E. L. Hiatt*

#### MANUFACTURING *Oil for juice and steam.*

A 10-year contract between Oleum Refinery and Pacific Gas & Electric Company now provides Oleum with its requirement for electric power and essentially all process steam needed for operations. The P. G. & E. power plant is adjacent to the refinery and has supplied power and steam to Oleum since the generating plant began operations in 1940.

Effective June 1, the managers of Oleum Refinery and Los Angeles Refinery exchanged assignments. W. T. Jameson is now manager at Oleum while M. S. Thomson is manager at Los Angeles Refinery.

People of the Manufacturing Department continue their interest in promoting the use of Union credit cards among their neighbors and other friends. To date over 6,400 Union credit card applications have been initiated through this one department. Two star refinery "drummers," Bill Forbes of Los Angeles Refinery and Howard Lonberg of Oleum, have put a commendable total of over 1,300 credit cards in circulation.

*from J. W. Towler*

#### MARKETING *It takes salesmanship!*

Union Oil products to the tune of over one million units will be used exclusively by contractors A. Teichert & Son, Inc., on a five-million-dollar, four-lane highway job between Baxter and Emigrant Gap on Highway 40. Consignee J. Groto of Auburn has placed a house trailer at the job site so that one of his employees will always be on hand to give immediate service.

Up to May 7, 32 ships had been bunkered through Union Oil equipment at the Port of San Diego's new freight and bunkering facility described in the January issue of *Seventy-Six*. Fuel oil sales of 150,000 barrels as of that date, plus a steady increase of shipping, indicate a marine trade far beyond expectations.

Military Petroleum Supply Agency has awarded the Company one-third of its West Coast requirement of Navy Special Fuel Oil during the last half of 1959. This 1959 demand is considerably below 1958 figures.

Another *first* for Union has been invented in order to provide Western Air Lines the finest service in fueling their new Electra-Jets. To prevent any possibility of fuel mixtures, 76 Turbine Fuel is dispensed through new tanks, loading apparatus and transfer equipment—apart from our aviation gasoline service. Our airport service trucks are equipped with bottom loaders, new devices which appear to be highly practical and comparatively inexpensive. The loaders shut off automatically the instant the commodity rises to the full marker. No meter is required. Further development is expected to make such equipment adaptable to marketing station truck loading.

Union Oil has purchased the tug FAIRBANKS for operation by Island Service, Inc., our consignee, out of Ketchikan, Alaska. The tug with its chartered 150,000 gallon barge will operate as a floating marketing station, delivering products to numerous isolated logging customers throughout southeastern Alaska.

A new marketing station, supplied with gasoline and Diesol via pipeline from terminal storage, has been opened at Ventura, replacing a unit that had to be vacated because of highway construction.

At Idaho Falls, Idaho, C. H. Bennett has become our wholesale lubricating oil and grease distributor. His area covers six counties in the southeastern part of that state.

April sales to Maruzen Oil Company, Ltd., of 1,327,598 barrels of crude oil and finished products reflect their constantly improving business in Japan.

Our recent visitors from overseas included Maruzen's Executive Vice President S. Sugimoto and his assistants, K. Takii and S. Hattori. From Norway came Managing Director Kristin Askvig of Norsk Braendselolje, Oslo; and from Iran, Sales Manager A. Moghavemi of the National Iranian Oil Company.

*from Roy Linden*

#### TREASURER *The Union-Hilton!*

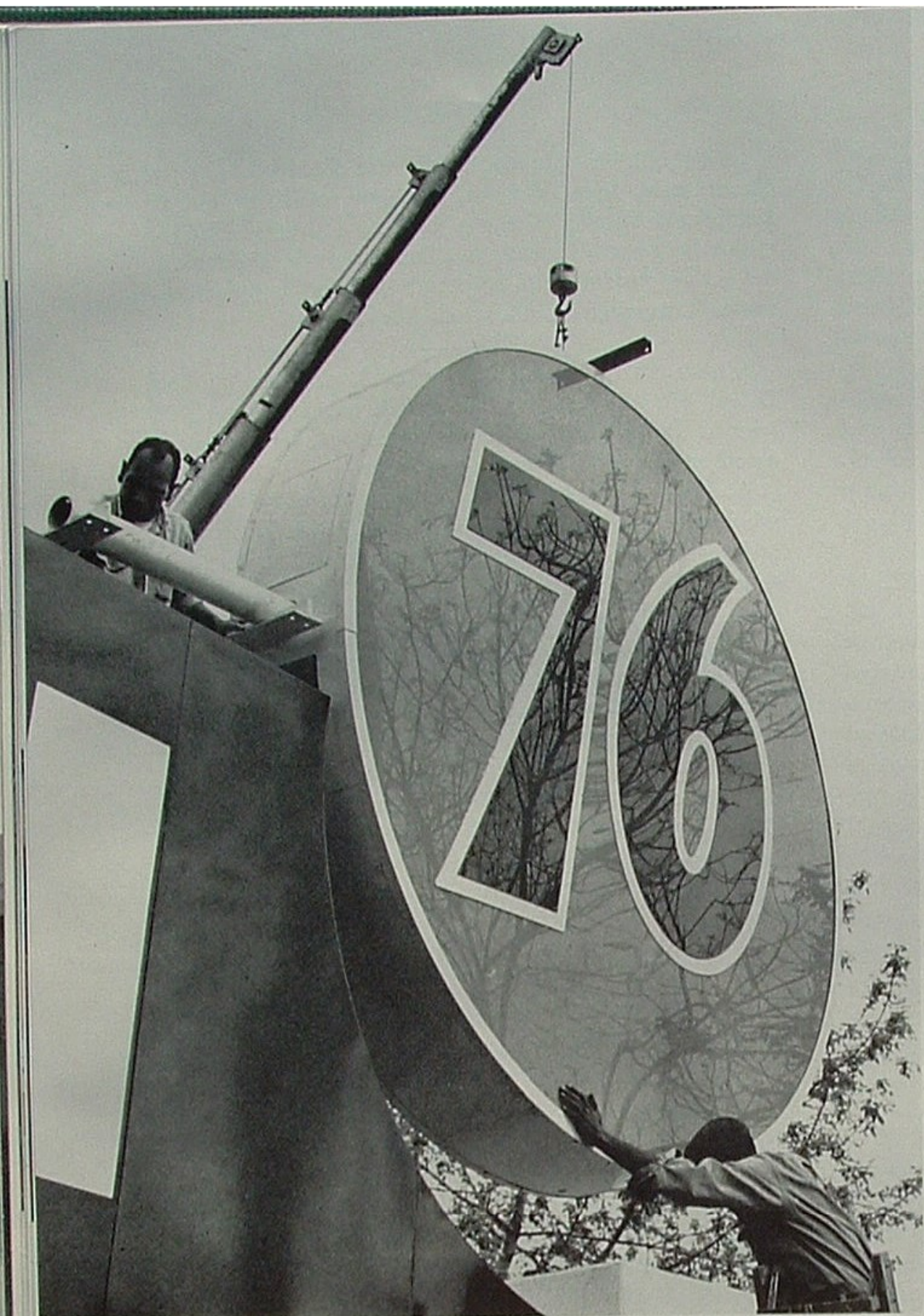
Commencing July 1, Union Oil dealers were authorized to make credit sales to holders of the Hilton credit card—"Carte Blanche." The "Carte Blanche" card holder is entitled to purchase the same products and services presently available to Union Oil credit card holders.

As there are approximately 1.3 million Hilton cards in circulation at the present time, the agreement should be mutually beneficial in service and advertising potential to both companies.

*from L. B. Houghton*

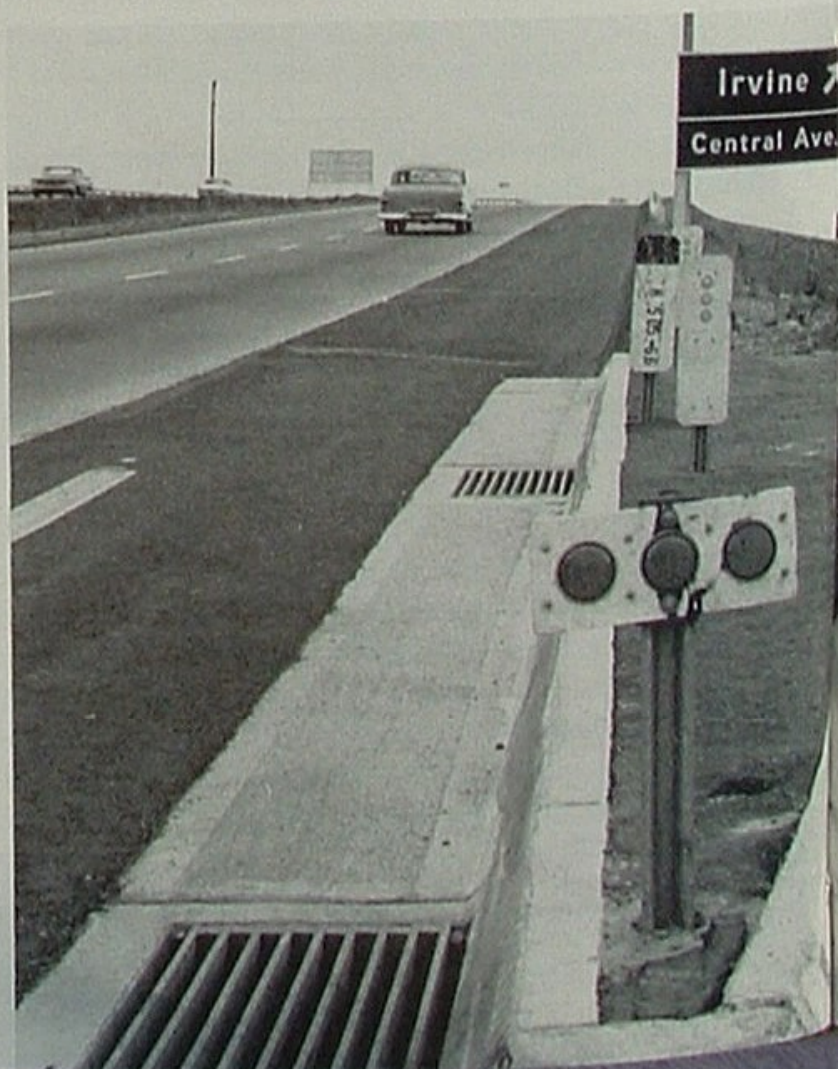
Witnessing Reese H. Taylor's endorsement of the Union-Hilton credit card agreement is Barron Hilton of Hilton Credit Corp.





**We're  
raising  
our sites**

The first king-sized target sign is being installed, above, at an Irvine, California station owned by Union Oil Consignee M. B. Dietrich. Below, the 47-foot-long identification with its 10-foot-diameter circle tops both service station and trees.



ONE of the adverse criticisms directed against modern freeways is that they offer practically no clue to the whereabouts of service stations. Motorists quite frequently run out of gasoline on some of the lengthier stretches and find it a long walk to the nearest exit.

Union Oil is currently experimenting with a promising solution of the problem:

Near most of the freeway exits are one or more Company outlets eager to fill 'er up. The trouble is, however, most service station signs are hidden from the freeways by distance, trees, fences and other such inferior substitutes for gasoline. So the Retail Marketing Department said, "Let's raise our sites."

The initial experiment was conducted at a unit near Irvine turnoff on Santa Ana Freeway in Southern California. A "76 Union" canopy sign several times the normal size was hoisted on two tall steel poles high above the station. It cleared all surrounding shrubbery, trees and structures, and was readable night and day for nearly a mile down the freeway.

Results more than matched our expectations. Immediately the gasoline volume nearly tripled at this one service station. Many a motorist claimed it was the first petroleum oasis he had spotted in a hundred miles.

Due to this excellent public response, other Union stations adjacent to freeways are being similarly identified. Folks may continue to run out of gas, but they'll know which direction to go toward the nearest Minute Man Service.

/THE END

Now visible for more than a mile along Santa Ana Freeway, the sign has tripled this unit's gasoline sales.



At monthly meeting of Employees' Medical Plan administrators are, from left, S. C. Houts of Legal, Administrators J. H. White, T. W. Proudfoot, Frank Heckel, Secretary D. S. Povah, Chairman F. M. Anderson, Dorothy Buswald of Comptroller's, Homer Law of Industrial Relations, Administrator F. H. Billington, Drs. E. R. Ware and Richard Call. Absent was Administrator W. E. Bradley.

## Half-million yearly in EMP benefits

THE EMPLOYEES' MEDICAL PLAN, which has been in operation since 1915, continues to bring Union Oil people unparalleled benefits in return for the small monthly premium each of its 7,336 members is obliged to pay.

According to a report made by the employee-elected Board of Administrators, the Plan during 1958 paid out \$237,174 for medical fees, \$229,925 for hospital and laboratory bills, \$35,221 for drugs, and \$8,955 for transportation and miscellaneous medical expenses—or a total of \$511,275 in medical benefits exclusively.

For these services, members of the Plan contributed only \$471,010, resulting in a loss for the year of \$40,265. An increase in monthly premium from \$5.25 to \$6.50 in December began to overcome the deficit and is expected to keep the Plan on its usual sound footing indefinitely.

Changes effective July 1, 1959 will make membership in EMP wholly voluntary, whereas previously membership was ruled as a condition of Union Oil employment. Also, members employed in California will pay a premium of only \$6 per month, due to the integration in this state of EMP with Voluntary Unemployment Compensation Disability hospital benefits.

Since all overhead costs of EMP—including accounting, travel of Administrators, and employee salaries—are met by the Company, the Plan offers maximum protection per dollar of premium. It is a service we should understand, guard and appreciate.

/THE END

# in focus



MRS. GLADYS BLOXHAM won a \$200 prize for her painting "The Refinery" now adorning one of our office walls in Seattle. The art competition was sponsored to encourage non-professional artists. Presenting the cash award to Mrs. Bloxham is our W. I. Martin.

from Carole Judkins



AT FULLERTON HIGH SCHOOL, two daughters of Research employees have excelled in oratory. Ray Rogers' daughter Jean, left, is California state champion in original oratory and second-place winner in impromptu speaking. Walter Barnett's daughter Elizabeth, right, maintained nearly a straight-A average during four years of high school and was valedictorian of her graduating class.

from Paul K. Doyle



SALES MANAGER J. MUNOZ L. of Petroleos Mexicanos at Juarez, Mexico, has completed 50 years in the oil business. He is a good friend of Union Oil and has been most helpful in aiding the distribution of our products in his country.

from A. D. Gray



PLANNING AHEAD at Portland were, from left, Homer Law of Industrial Relations, Marlin Gramse, Claude Endicott, Pete Olsen, W. S. Newton, Arthur Haymen, Russ Cole, Cliff Covey, Phil Bishop, Fred Bretthauer and Ralph Smith. The Portland men, all within 10 years of normal retirement, were given the "Law" on how to keep out of mischief after 65.

CANTER'S FAULTLESS PRODUCTS include a variety of cleaning compounds that have served the West for more than 25 years. About 15,000 gallons of Union's 210 Oil go into the making of these products annually, while other Company products aid in their manufacture and distribution. The firm is owned and managed by Mrs. Virginia Canter, center, who also fills in at intervals as traveling saleswoman, sales manager and accountant. Most pleased with the firm's long patronage of Union Oil products are Resident Manager F. W. Olsness, left, and Salesman Vince Conley of Spokane. The carload of cleaning compounds was destined for Salt Lake City.

from D. C. Craig







**SECRETARY CORINNE YOUNG** of Salt Lake City came within an ace of becoming "Miss Secretary of 1959." She was runner-up in the nationwide contest sponsored by the National Association of Business Schools.

from Dick Davis



**DEALERS AL BARIAULT AND BILL FETZER** (at right) donated free service and gasoline to all out-of-town cars participating in Yakima, Washington's Horseless Carriage Club Parade. More than 60 vehicles from clubs throughout the Pacific Northwest arrived to take part. Most of them survived a 115-mile tour to Indian dances at Harrah. Al and Bill were enthusiastically acclaimed for their Minute Man service.

from R. G. Chandler



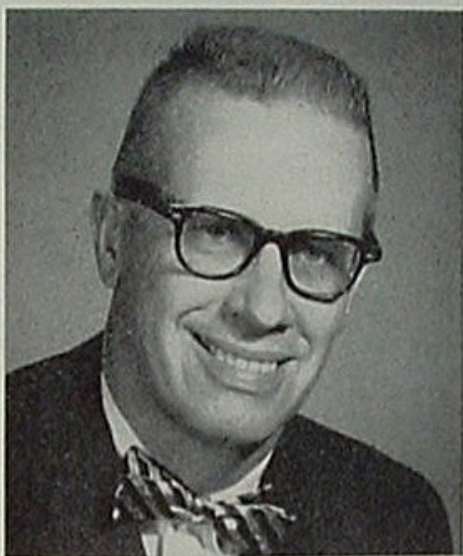
**RESIDENT MANAGER GEORGE ALEXANDER** of Seattle joins Queen of the Seas Judy Paulson in inviting Union Oil vacationers to Seattle's Seafair, July 31 through August 9. Seafair is 10 glorious days of fun, contests and revelry, both on water and ashore. As a Seafair Commodore, George has been arranging for professional sports events and aqua theatre productions, which are scheduled throughout the entire year.

from J. W. White



**UNION OILERS FRANK LORD AND W. I. MARTIN** received from W. A. Feathers, right, the Seattle-King County Safety Council Award, top recognition given to firms for the safe operation of commercial vehicles. The award is a tribute to all drivers of Union Oil trucks in western Washington, 100% of whom drove one year or more without a chargeable accident.

from Carole Judkins



**CONSIGNEE G. A. TOOLEY** of Pasco, Washington, has been appointed district chairman by Boy Scouts of America to administer a year-long program for 1,200 boys in 43 units. Besides having 20 years of Scouting to his credit, Tooley is an ardent Kiwanis Club worker and currently lieutenant governor of 16 Kiwanis groups in Washington and Oregon.

from D. C. Craig



**CONSIGNEE BILL THOMPSON**, left, of Everett, Washington, registered an 835% increase in sales of Unoba Grease to lead Seattle Division during the first month of their Direct Drive Dart sales contest. The Division chalked up a 32% gain. Presenting Bill with a transistor-radio prize is Division Representative Bob Sims.

from J. W. White



**RETAIL REP W. M. CARSON** of Pasadena was installed as Grand Captain of the Hosts of the Grand Chapter of Royal Arch Masons of California at a Masonic convention recently held in San Francisco.

from M. H. Garrett





**KINGPINS OF HOME OFFICE BOWLING TEAMS** are, from left, Glen Powers, Jackie Powers, Ray Hayes, (Emcee Clarence Rode, who awarded the cup), Marge Vincez and, somewhere out of photo range, Bob Dougherty. In a league of 20 Union Oil teams they have triumphed four years in a row.



**DONALD WRIGHT**, foreground, is the operator of Union Oil's Reindeer Service Station at North Pole, Alaska. Between pump-island shifts he is coach and teacher at a school on Eilson Air Base near Fairbanks. So he had the unusual role of presenting and receiving 76 Sport Plaques on behalf of the school's finest sportsmen. from T. B. Cooper

**DEALER BILL ANDERSON** of Colfax, Washington, recently trailed and shot these two cougars, which were taking a heavy toll of deer in his area. The cats brought a bounty of \$75 each. An experienced hunter, Bill has shot bear in Alaska and mountain goats in Canada. from R. G. Chandler



**FIRST ANNUAL ROCKY MOUNTAIN GOLF TOURNEY**, held in May at Salt Lake City, attracted (front, from left) S. H. Hawthorn, J. C. Robertson, Garth E. Smith; (standing) D. C. Hays, C. C. Corsiglia, M. C. Soules, G. F. Hermann, Jr. and R. D. Davis. Robertson did the least work, won the only trophy.



**MRS. VICKI J. MCKALE** of McKale's, Inc., Union Oil's largest distributor, made history at the Presidio Golf Club, San Francisco, on May 16. Using a No. 3 iron she lofted a "76" golf ball 136 yards off the tee and into No. 6 cup for a hole-in-one. Who's next? from Carlos Knight

**DEALER CARL COMPTON'S 76 TEAM** has just won the major league bowling championship at Eureka, California, for the third year in a row. In the photo from left are (standing) John Gustafson, Don Tulley, Farrell Purcell; (front) Tony Gray, captain, Al Combs and Carl Compton. They're first three-time winners to date. from Joe Garvey

**CLUB 76 CURLING CHAMPS** of the 1958/59 season are, from left, Union Oilers Russ Burns, "Skip" Bruce Freeborn, Rita Alberts and Clem Dumett. The final Bonspiel curling matches were held at the Meadowlark Curling Rink, Calgary, Alberta, Canada. from R. H. Clark



## RETIREMENTS

July 1, 1959	Service Date
LEWIS M. BOLLER Southern Division Automotive	January 1, 1924
OLGA M. BROWN Treasurer's—Credit	June 30, 1930
VINCENT J. GREEN Cut Bank Refinery	March 15, 1941
CHESTER L. McCREARY Research Department	June 9, 1925
PAUL K. McKINSTRY Oleum Refinery	January 7, 1921
MERLE M. MADDY Los Angeles Refinery	November 26, 1923
ARTHUR F. REAS Southern Division Field	November 4, 1922
NORMAN H. ROTHWELL Comptroller's	September 22, 1921
LEE E. S. WASSER Northern Region Distribution	February 7, 1927
PAUL H. YOUNGQUIST Southern Division Field	March 16, 1916

## IN MEMORIAM

### Employees:

WILLIS H. HILTON Oleum Refinery	May 22, 1959
WILLIAM A. FOSTER Northern Division Pipeline	June 12, 1959

### Retirees:

ELIJAH FERGUSON Oleum Refinery	May 17, 1959
GEORGE E. HINIKER Central Division Automotive	May 22, 1959
HERBERT L. MARCY Purchasing—Santa Fe Springs	June 12, 1959

DIRECTOR FRANCIS S. BAER, right, received from Chairman of the Board Reese H. Taylor a lapel pin denoting 20 years of continuous Union Oil service. Presentation followed a May meeting of the Board. Among numerous other business connections, Baer was elected Chairman of the Board of Directors of First Western Bank & Trust Co. in June.



## SERVICE



## EMPLOYEES

### July 1959

#### 35 YEARS

LESLIE E. LARSEN.....Northern Region Distribution  
THOMAS E. TRUESDALE.....Northern Division Pipeline

#### 30 YEARS

GEORGE W. CABRAL.....Oleum Refinery  
ROY F. CLARK.....Oleum Refinery  
ROBERT L. COOMBS.....Southern Region Distribution  
JOHN D. DRAKE.....Northern Division Pipeline  
LEWIS A. FELDMAN.....Central Region Distribution  
JOHN A. LaFLEUR.....Comptroller's—Home Office  
REYNOLD R. MILLER.....Southern Region Distribution  
GEORGE S. NEIL.....Oleum Refinery  
STANLEY G. NEWMAN.....Oleum Refinery  
JOHN L. NICELEY.....Comptroller's—Home Office

#### 25 YEARS

GEORGE H. CASSELL.....Los Angeles Refinery  
JAMES DAVIDSON.....Comptroller's—Home Office  
RAY W. DAVIS.....Los Angeles Refinery  
MILAN A. EASTON.....Southern Division Field  
JAMES M. EAVES.....Southern Division Field  
ROBERT E. HAIRE.....Los Angeles Refinery  
ALFRED G. HILTON.....Southern Division Field  
AZIEL W. HOLLISTER.....Comptroller's—Home Office  
GEORGE H. PHILLIPS.....Retail Marketing—Pasadena  
JOHN D. ROBERTS.....Los Angeles Refinery  
RUPERT C. ROSE.....Oleum Refinery  
RONALD R. WRIGHT.....Los Angeles Refinery

#### 20 YEARS

REGINALD ELLIOTT.....Northern Division Field  
COMLY S. PALMER.....Retail Marketing—Pasadena

#### 15 YEARS

ROBERT L. ABERCROMBIE.....Research Department  
PAUL S. BARTHOLOMEW.....Los Angeles Refinery  
WILLIAM C. BEST.....Field—Louisiana  
CHARLES G. BURK.....Los Angeles Refinery  
ERNEST L. DAY.....Los Angeles Refinery  
JOHN N. DEMSEY.....Los Angeles Refinery  
EARL W. FORBES.....Los Angeles Refinery  
FRANK E. GARY.....Southern Division Field  
MONDO A. GEMIGNANI.....Oleum Refinery  
RAYMOND M. GREENSTONE.....Los Angeles Refinery  
JAMES H. HOWELL.....Los Angeles Refinery  
WAYNE F. KIRKPATRICK.....Los Angeles Refinery  
LORETTA G. KRANICH.....Los Angeles Refinery  
GRADY A. LEDBETTER.....Southern Division Field  
MIRIAM G. McKISSICK.....Retail Mktng.—Home Office  
CHARLES L. NICHOLS.....Oleum Refinery  
ARCHIE C. OWSLEY.....Northern Division Field  
THELMA F. SCUTT.....Exploration—Louisiana  
WILLIAM E. SHOWALTER.....Research Department  
JOHN R. SLOAT.....Exploration—Home Office  
WINN F. STEWART.....Comptroller's—San Francisco  
LOUISE E. STRACK.....Comptroller's—Home Office  
ALFRED H. SWEET.....Oleum Refinery  
ERNEST K. TREAT.....Southern Division Automotive  
FRANCES J. WILLIAMSON.....Comptlr.'s—San Francisco

### 10 YEARS

WILLIAM L. BEWLEY.....Research Department  
ROBERT A. CAMPBELL.....Los Angeles Refinery  
ROLAND G. CARDINAL.....Comptroller's—San Francisco  
ELEANOR J. DAVIDSON.....Field—Home Office  
WILLIAM H. EVANS.....Oleum Refinery  
PETER D. FISLER.....Industrial Relations—Home Office  
ALEXANDER H. JOHNSTON.....Exploration—Canada  
WILLIAM P. KIGGENS.....Retail Mktng.—Los Angeles  
GENE C. KINSER.....Southern Region Distribution  
ROBERT F. KOCH.....Foreign & Refinery Sales  
HOWARD N. LaPIERRE.....Comptroller's—Home Office  
WILLIAM CARL LIEFFERS.....Research Department  
HAROLD R. MARTIN.....Northern Div. Communications  
EDWARD J. MATCHUS.....Exploration—West Texas  
BERTON M. MATHEWS.....Direct Sales—Long Beach  
ROBERT R. ROETHKE.....Field—Canada  
RICHARD K. THOMAS.....Southern Division Field

## DEALERS

### July 1959

#### 25 YEARS

J. PANERO.....Sonora, California

#### 20 YEARS

A. FRIAS.....Newman, California  
J. LOCATELLI JR.....Dos Palos, California  
C. H. OSTLER.....Casa Grande, Arizona

#### 10 YEARS

MAURY BRENNAN.....Arroyo Grande, California  
W. J. EDWARDS.....Everson, Washington  
R. A. GUNZENHAUSER.....Reno, Nevada  
C. R. MUNDELL.....Orting, Washington  
SASADA MOTORS.....Waipahu, Hawaii  
HENRY WERTANEN.....Grayland, Washington  
WILL-O-POINT RESORT.....Lakeport, California

#### 5 YEARS

H. J. ACQUARILLI.....Los Angeles, California  
ALASKA SUPER SERVICE.....Spennard, Alaska  
E. BARTON.....Sonora, California  
ROY BETCHART.....Puyallup, Washington  
R. BRUNDAGE.....Los Angeles, California  
C. W. BURGIN.....Napa, California  
FRANK L. CEY, JR.....Tacoma, Washington  
JAMES M. GORMAN.....Sedro Woolley, Washington  
C. JESPERSEN.....Atascadero, California  
OKIE M. JOHNSON.....Naselle, Washington  
M. H. LINGENFELTER.....Glendora, California  
NEW BROTHERS.....Burbank, California  
PRESTON L. NOE.....San Pablo, California  
H. M. POLSLEY.....Wheatland, California  
M. SNYDER.....Inglewood, California  
C. A. WHITLOW, JR. & SR.....San Manuel, Arizona  
FRED E. WILKINS.....Danville, California

## CONSIGNEES - DISTRIBUTORS

### July 1959

#### 30 YEARS

M. J. KING.....Los Olivos, California

#### 25 YEARS

J. B. JONAS.....Lower Lake, California

#### 20 YEARS

G. I. COUNTER.....Port Angeles, Washington

#### 15 YEARS

E. A. RUCKER.....Barstow, California

#### 10 YEARS

CHESTER MARTIN.....La Crosse, Washington

# Charlie Perkins

How wage hikes and taxes threaten your job

"Walk into nearly any store today with the idea of buying something.

"You'll see products from abroad right alongside our American-made ones. Nails, woolen and cotton fabrics, dinnerware, sewing machines, cameras, cars, bicycles and watches are some of them. And practically in every case, the imports cost less.

"Foreign manufacturers now compete sharply with our own industries. And they do so *without* two handicaps every American business faces today.

"One: Wage hikes *not* based on increased productivity. These result in continually rising prices for U.S. consumers and ever-mounting production costs for our manufacturers.

"Two: Growing taxes. Each year taxes take more of industry's dollars. This, too, is reflected in higher prices to the consumer.

"It makes you wonder. If we price ourselves out of world markets, what's next? If we don't stay competitive, isn't that the same as pricing you and me and all of us right out of our jobs?"

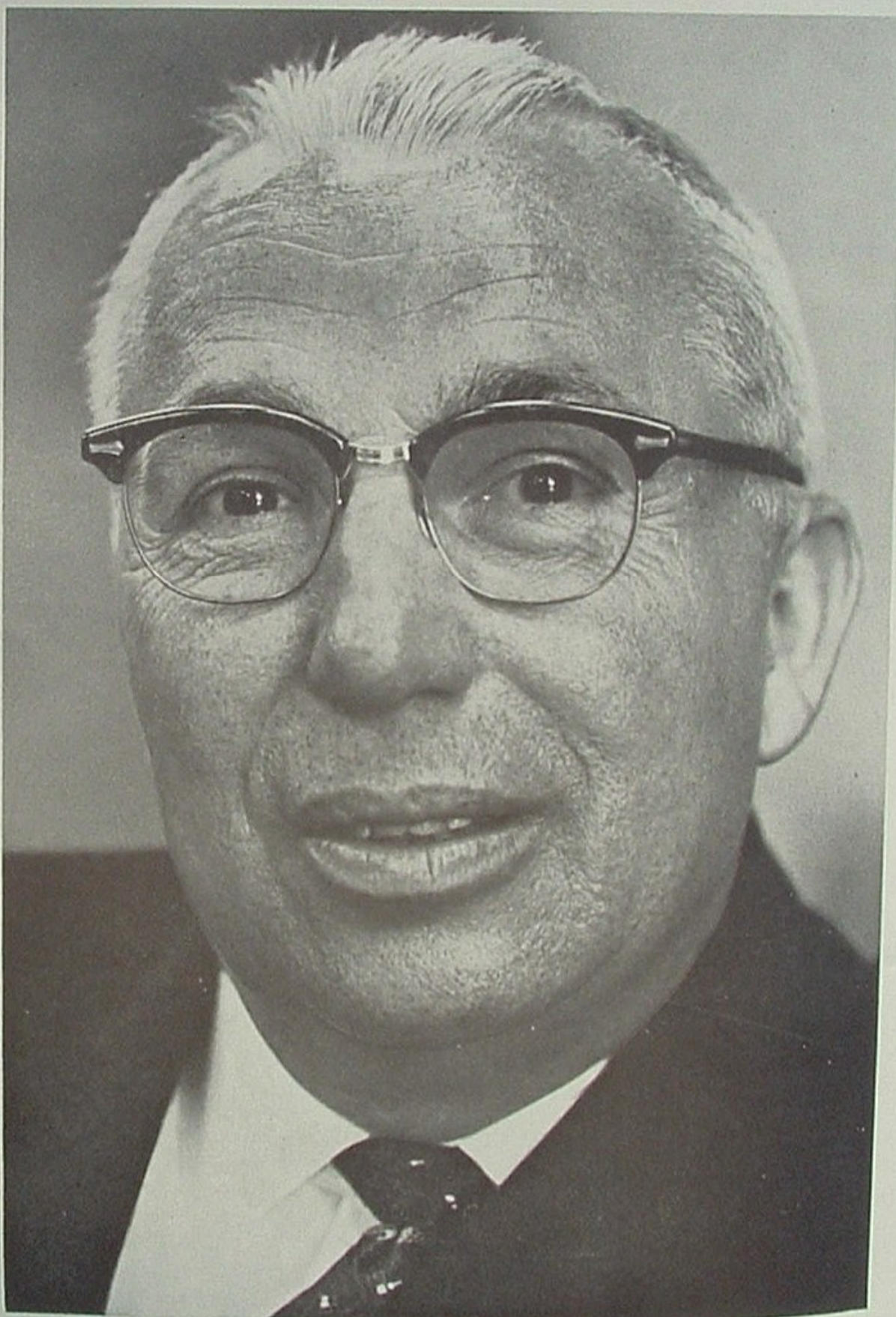
\* \* \* \*


Charlie Perkins, who is Manager of our Purchasing Department, points up some cogent facts.

In five years U.S. imports climbed 77% while our exports rose only 27%. In 1958 our exports were one billion dollars below 1957.

Unearned wage increases and ever-mounting taxes could reduce us to second-rate status among nations—with a *real* unemployment problem here at home.

YOUR COMMENTS INVITED. Write: 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