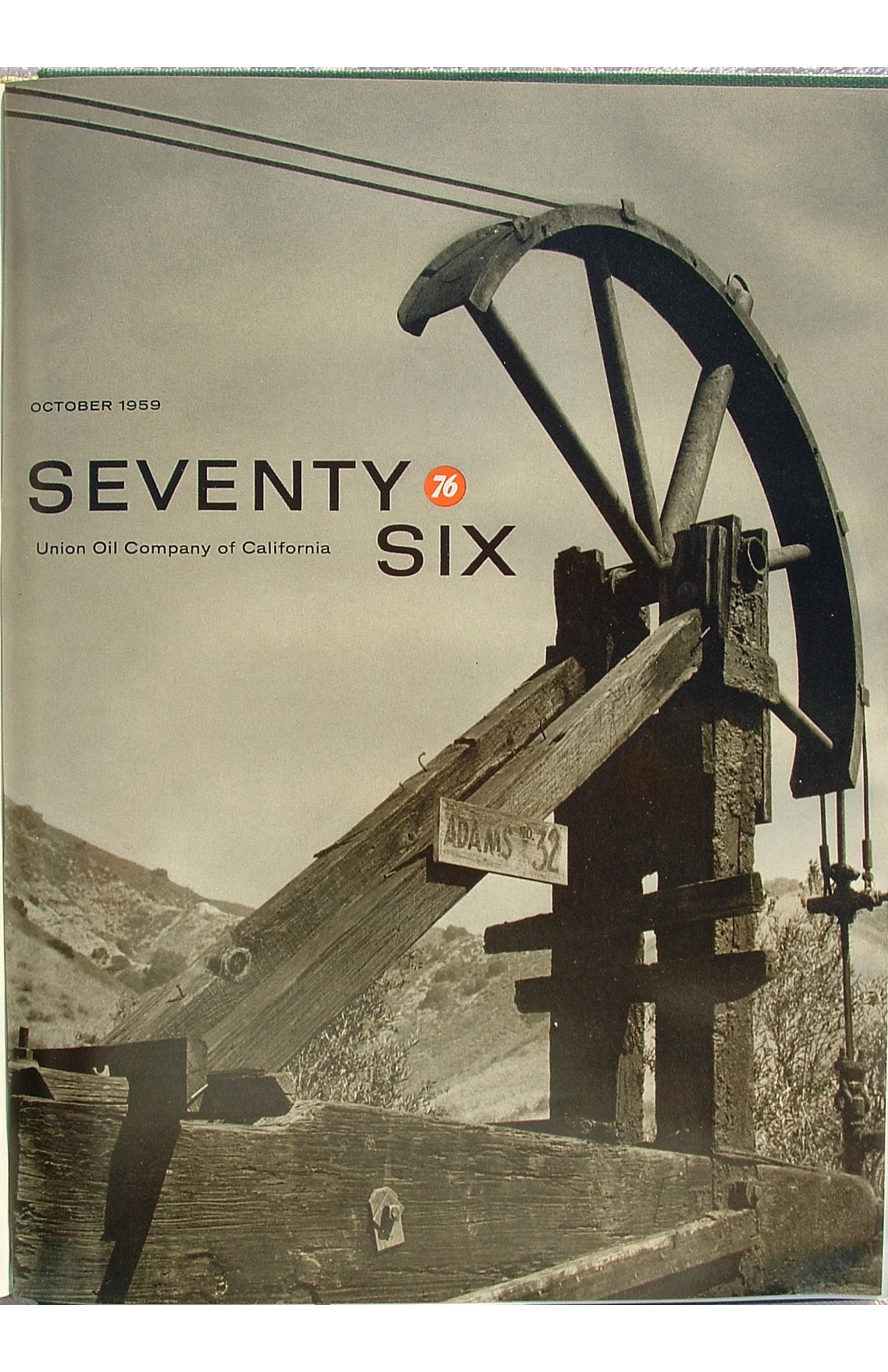
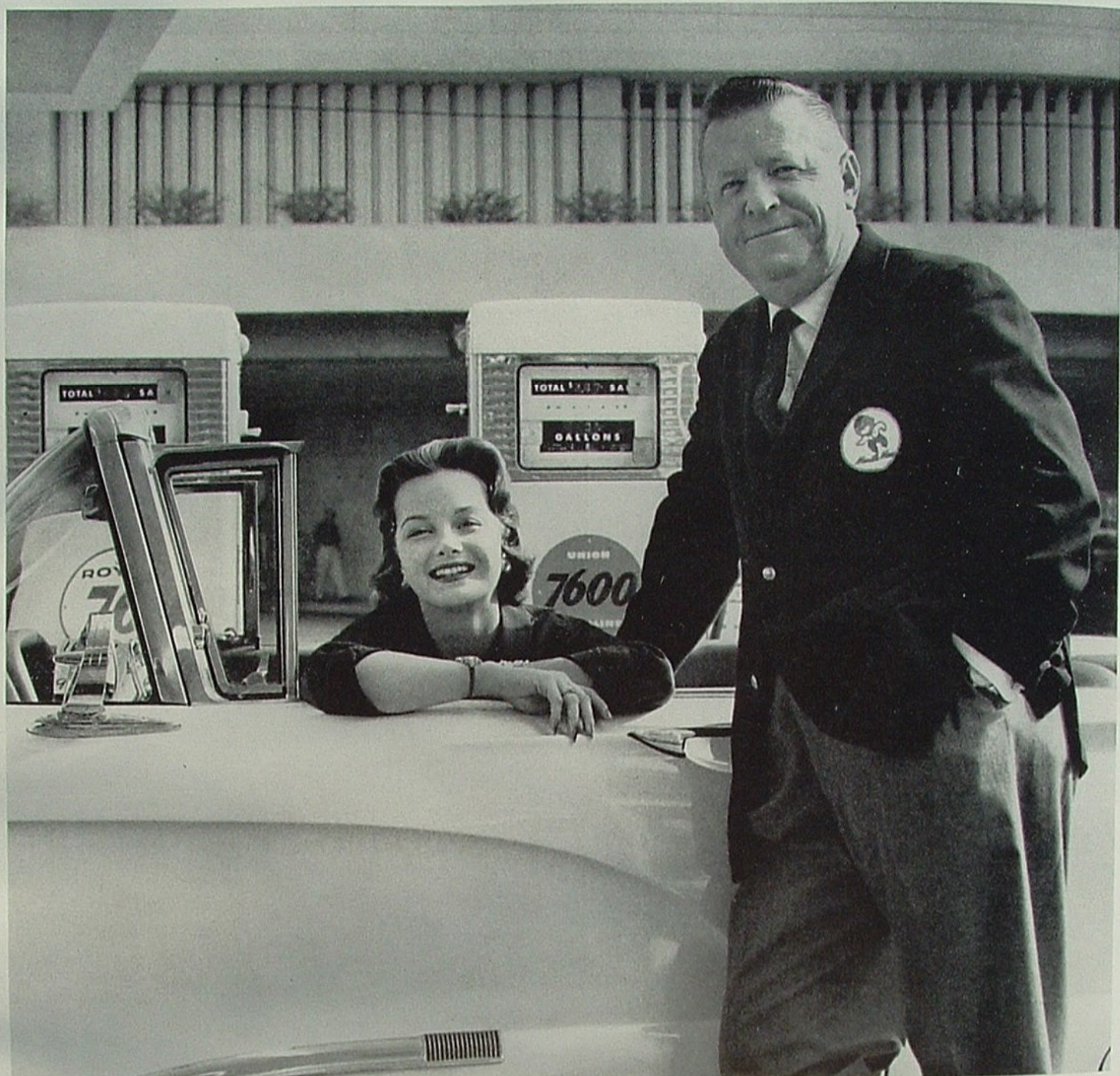


OCTOBER 1959

SEVENTY ⁷⁶ SIX

Union Oil Company of California





MRS. DON DRYSDALE, AND BEN ALEXANDER, UNION OIL DEALER FOR 13 YEARS

“I’ve found a man I can trust...”

“I wouldn’t trust anyone with my new car except the Minute Man down at the Union Oil station.

“You see, this car is my anniversary present from Don, and I promised him I’d always take the very best care of it.

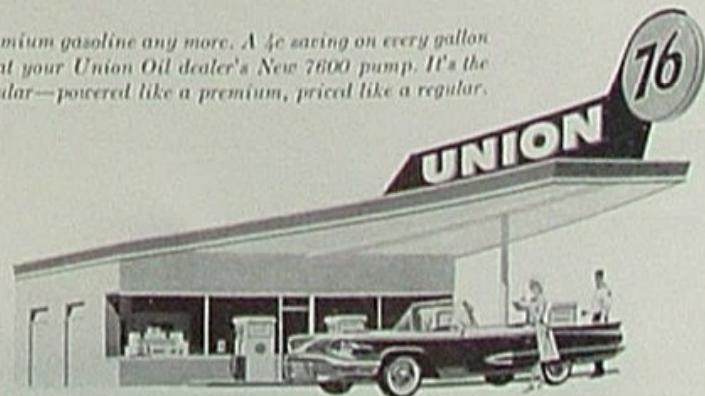
“The Minute Man knows exactly what to do when you drive in. Fills the tank with New 7600 gasoline.* Cleans the windshield. Then he checks the oil, tire pressure, water and battery. And he always lets me know it whenever any little

thing needs attention—things I wouldn’t even know about.

“That’s what’s so nice about the Union Oil Minute Man. You can always trust him in *any* Union Station, no matter where you stop. He always treats your car like it was his own.”

*4 cars in 5 don't need premium gasoline any more. A 4¢ saving on every gallon may be waiting for you at your Union Oil dealer's New 7600 pump. It's the West's most powerful regular—powered like a premium, priced like a regular.

UNION OIL COMPANY OF CALIFORNIA



OCTOBER 1959

THE COVER: Adams No. 32, one of the Company's oldest producing oil wells, was drilled in the 1890's, shortly after Union Oil's founding. For the story of Adams Canyon 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.

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Labor Boss' Threats Only Fanned Flames Of Anti-Union Forces

By Inez Robb

Whom the gods would destroy in these up-to-date times, they first make too big for the britches. Of course, James H. Hoffa and James B. Carey aren't destroyed yet.

But Mr. Carey went a long way toward destroying his effectiveness to his own union, the International Union of Electrical Workers, and to organized labor when he wrote his stupid letter — and there is no other adjective for it — to all members of the House of Representatives who voted for the Landrum-Griffin labor bill.

Yes, there is another term for the Carey letter; it was as threatening as a switch-blade knife in the hands of a tough, over-confident juvenile delinquent. Mr. Carey informed the Congressmen who didn't jump to his bidding that he and organized labor would soon liquidate them at the polls.

Never mind the merits of the Landrum-Griffin bill at the moment. But one thing is as certain as God made green apples: If a "tough" labor bill passes this session of Congress, organized labor itself can crown Mr. Carey as the man who put the cherry on the sundae. And that is probably the exact thing labor longs to do to Mr. Carey without delay.

For the arrogance, the vindictiveness, the assumption of power and the sheer gall of the Carey letter are the very aspects of organized labor, as exemplified in some of its leaders, that have caused the voter back home to demand of his Congressman legislation to (1) curb such assumptions and (2) protect the general public from such lordly pretensions.

* * *

When he penned his letter, Mr. Carey obviously gave the slip to all his public relations counselors. Anyone with an atom of common sense could have told Mr. Carey, if anyone can tell Mr. Carey anything, that such a blast would be poison to labor's cause.

Americans don't like to be threatened, and the average voter despises a Congressman who can be intimidated. All Mr. Carey has succeeded in doing is to put more starch in the backbone of both voter and Congress in regard to labor legislation.

By what means other labor leaders measure public opinion, I do not know. But it is obvious that Mr. Carey hasn't been doing any gauging recently. Or, if he has, he is contemptuous of the result. It has been obvious for the past two years, as the tale grew of labor corruption and racketeering as well as its sheltering of ex-cons, that the public was getting more and more fed up.

* * *

Granted that organized labor boasts 18 million members, there are still more than 100 million Americans of voting age. Any group that represents 18 million voters is a powerful minority. It can swing its weight and make it felt.

But occasionally, when the majority gets up on its hind legs, it can crack the whip and call the tune, too. It is this American majority, so often badgered and buffeted by powerful minorities, that is now on the move in the matter of labor legislation — just as it was on the move three decades ago to curb the abuses of capital.

continued on page 19



In the beginning was

Adams Canyon and Sulphur Mountain today show hardly a trace of the oil excitement loosed here in the 1890's. But oil seeps (black patch on canyon bottom) continue to ooze oil.

ON THIS PLEASANT SUMMER DAY of 1959 we dropped in unannounced at the Santa Paula District field office. Our purpose was to inquire the way to Hill No. 1, the Company's newest discovery well in that area.

But the perfectly preserved corner building whose doorway reads "Birthplace of Union Oil Company - October 17th, 1890" tugged at our minds for attention. Its escalators à la the Gay '90's had us breathing faster as we gained the second floor. We noticed "Mission Transfer Company" still preserved on the building's old walk-in safe. In a corner office, once occupied by founder Lyman Stewart, several engineers were poring over maps and electric logs - their fluorescent lights glowing in ridicule of the room's sun-lighted cupola. A handsome old fireplace in Paul Wilson's office made us forget Hill No. 1 completely:

"Why was Union Oil founded in Santa Paula?" we inquired.

In answer, Paul asked Receptionist Nancy Lutts to bring a copy of "The Black Bonanza." Leafing through the "life and times of Union Oil Company," they came to a significant passage:

"The property covers an area of 18,000 acres of land in one body, on which there are 20 natural oil wells, some of them of very large size. The oil is struggling to the surface at every available point, and is running down the rivers for miles. Artesian wells will be fruitful along

a double line of 13 miles, say for about 25 miles in linear extent. The ranch is an old Spanish grant of four leagues of land, lately confirmed and of perfect title. It has, as I have stated, 18,000 acres of land well watered by four rivers, but its great value is in its almost fabulous wealth of the best oil."

This was part of a letter written in 1864 by Professor Benjamin Silliman, Jr., who had instigated drilling of the Drake well in Pennsylvania in 1859 before coming west to inspect oil seeps in California. Some of the natural oil wells he described are in Adams Canyon, a deep recess in the mountains behind present-day Santa Paula.

Virginia McCutcheon and Betty McKinney represent the newest of several generations to work in the office building background, first home of Union Oil.





"In a corner office, once occupied by Lyman Stewart, several engineers were poring over maps."

Adams Canyon



Leafing through "The Black Bonanza" Paul Wilson and Nancy Lutts came to a significant passage.

His report brought men, drilling equipment and quite a lot of speculative capital from the Pennsylvania fields — among them Union Oilers Lyman Stewart and Wallace Hardison. Certainly one of the best chosen words in the professor's glowing description was "fabulous."

"The old rancho must have been quite a sight in those days," we speculated as Paul finished reading.

"Would you like to see it exactly as the professor found it?" someone asked. We turned to shake hands with District Superintendent Ben Blanchard, Union Oil's chief rancho hand in Adams Canyon. Although smiling, he was sincere about the invitation. Within 30 minutes we were through a padlocked gate in Santa Paula Canyon, up a winding dirt road, and looking across Adams Canyon at the broad slopes of Sulphur Mountain.

Here Silliman, Bard, Scott, Stewart, Hardison and most of their pioneering contemporaries must have stood and debated and decided in another century.

Yonder Josiah Stanford and his crews of pick-and-shovel men tunneled almost in vain to tap the "fabulous" oil wealth of Sulphur Mountain. There also in 1890 Harvey Hardison and two companions were killed by an explosion in Boarding House Tunnel — a thousand-foot hole that then yielded and now yields only a trickle of oil.

Below, on an oil seep in the canyon bottom, Stewart and Hardison had drilled three wells as early as 1884 — getting mostly experience for their money and trouble. Other Adams ventures, Nos. 4 to 15, were pretty much the same. But in 1888, Adams No. 16, purposely drilled at some distance from the seeps, came in with a roar, flowing oil down the canyon at 800 to 900 barrels a day.

It was California's first gusher — the beginning of commercial oil production in this state — and the temporary salvation of two desperate wildcatters who were destined to found Union Oil.

Down there in the following years evolved an industry — geology and geologists — new drilling techniques — pipeline gathering systems for crude — the need for our first refinery at Santa Paula — the beginning of the West's first pipeline to tidewater.

But from the canyon's rim in 1959 not a scar or scrap of those vigorous accomplishments was in evidence. Tunnels were caved in and forgotten. Oil derricks had disappeared. Brush, grass and trees covered the old camp sites and wagon ruts. A few cattle grazing on the banks of Adams Canyon Creek were little different from the Spanish stock that thrived on the same natural forage more than a century ago. Oil "struggled to the surface" from old seeps exactly as it had in Silliman's 1864.

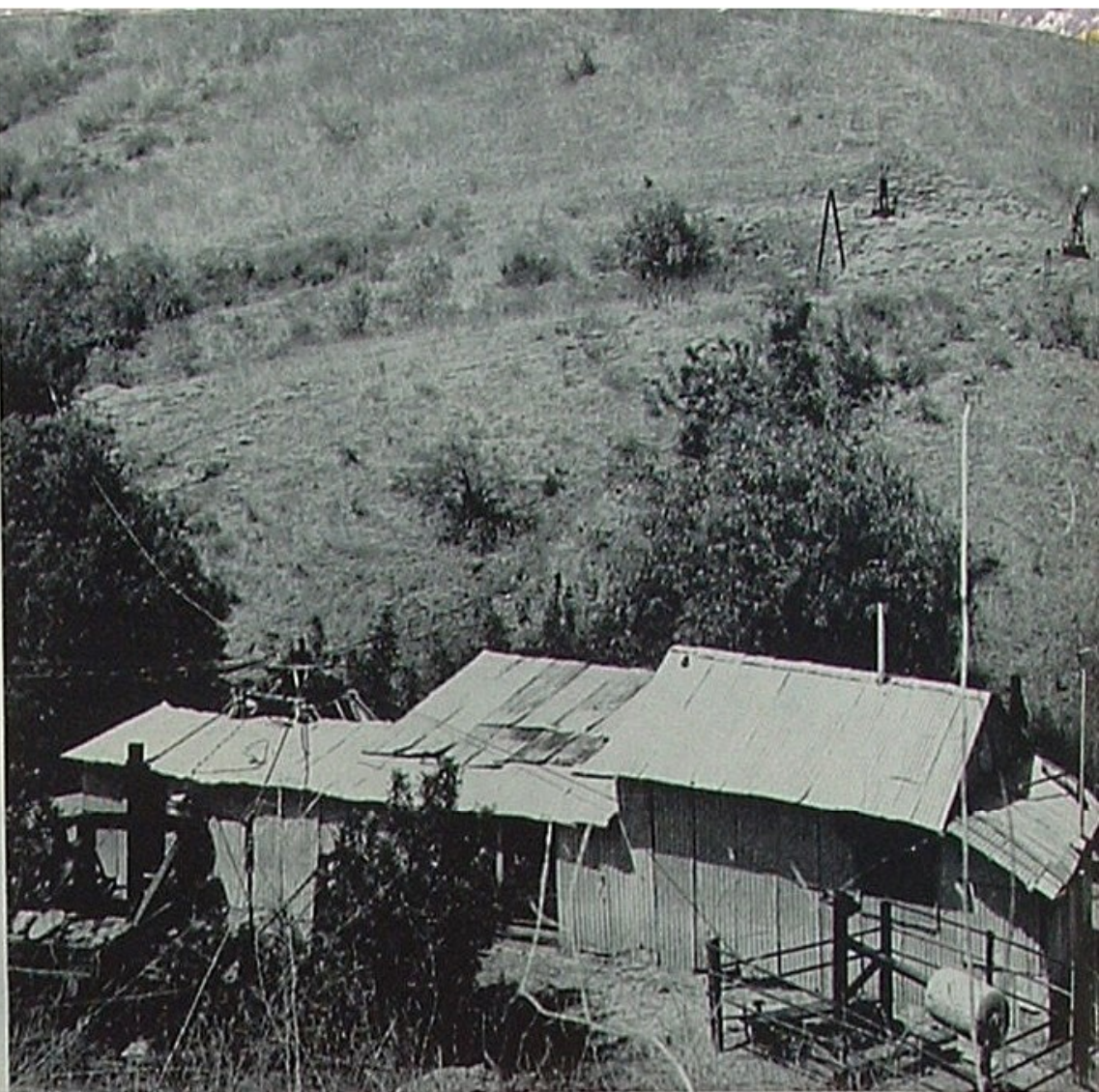
"Adams Canyon is back to its beginning," we commented.

"Well, not quite," Ben confided. "Down there in the brush we're still producing some of those old wells drilled in the '90's. And oil keeps seeping out of the Sulphur Mountain tunnels.

"Then the canyon still yields a profit?" we probed.

"Well, I wouldn't go quite that far," Ben parried. "Actually we get only about 600 barrels of oil a year out of the Adams wells and tunnels combined. But there's hardly any operating expense to these old jack-line units. Besides, by cleaning up the water that runs down the creek we can keep on good terms with cattle ranchers

The Adams Power Plant is a Rube Goldberg contraption harnessing five pumps to a single engine. Below, jack lines are seen keeping a firm hold on the unit's eccentric turntable. In bottom photo, Ben Blanchard checks the two-barrel-per-day yield of old No. 12 by removing a pipe plug and watching the oil flow. This is the area of Union's famous "Wild Bill" well.



ADAMS CANYON—continued

who own the surface rights. Their cows do well on the water but not on the oil."

"Wouldn't it be smarter for the Company to quit-claim its mineral rights and get out of Adams Canyon?"

Ben's "Who knows?" wasn't very convincing, and his subsequent drive along the canyon bottom — past amazingly durable jack-lines and water separators — through excellent deer country — through another padlocked gate — alongside beautiful citrus groves — across town to Hill No. 1 — was calculated, we believe, to help us answer the question for ourselves.

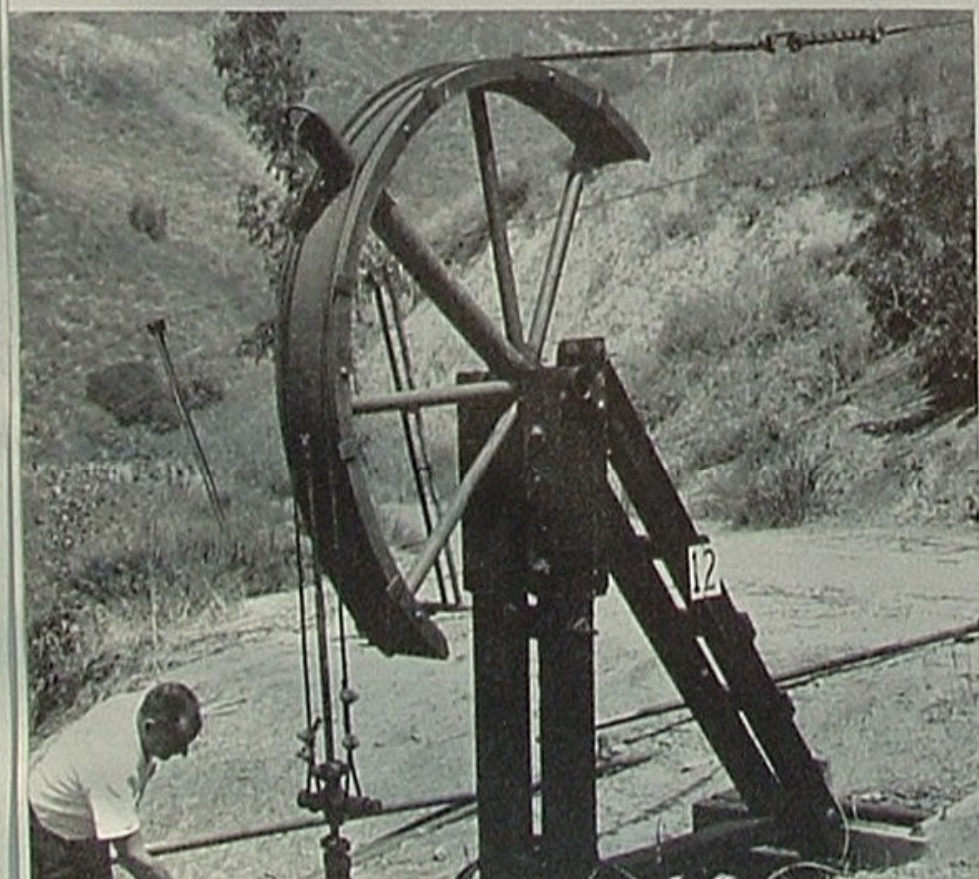
Hill No. 1 is one of California's few and most interesting oil discoveries of 1959. It was drilled on the assumption that oil is trapped deep under a fault or earth-crack adjacent to Santa Paula. The drilling test located oil sand at 9,400 feet and another commercial zone at 10,800 feet. Now operating as a dual completion, Hill No. 1 is pumping 40 barrels a day of oil from the first sand, while from the deep zone oil is flowing at a rate of 480 barrels a day.

Hill No. 2, a development well drilled to 12,065 feet, is flowing 640 barrels per day of clean oil. It and No. 1 are both within sight of the old office building where Union Oil Company was born.

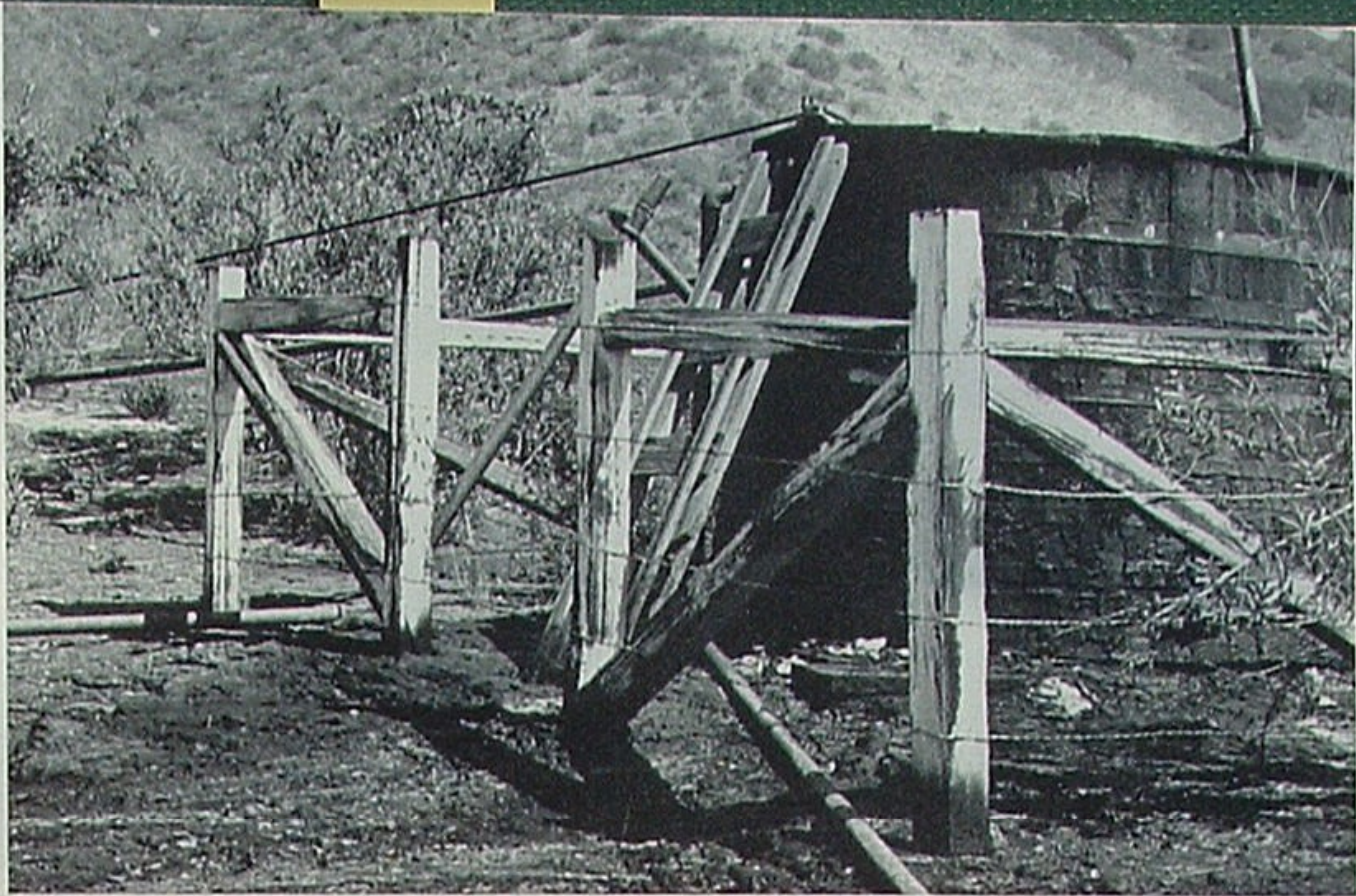
Somehow, as we turned homeward with Ben Blanchard, we too began to wonder where all that oil in Adams Canyon and Sulphur Mountain is seeping from. Maybe just a few feet beyond the deepest wells ever drilled there is the biggest *black bonanza* of them all.

We like Ben's way of putting it — "Who knows?"

/THE END



Outranked in age only by Sulphur Mountain, an ancient oil-water separator hides in the brush of Adams Canyon. Its function is less to capture seepage oil from old tunnels than to provide good water for range cattle.



In contrast to Adams Canyon wells, Hill No. 1 is one of the most interesting California discoveries of 1959. Located only a short distance from the Company's first office and oil field, it is nearly a century older in terms of experience and progress. Yet, Adams No. 32 may outlast it.



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, wooden 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 continuously 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.

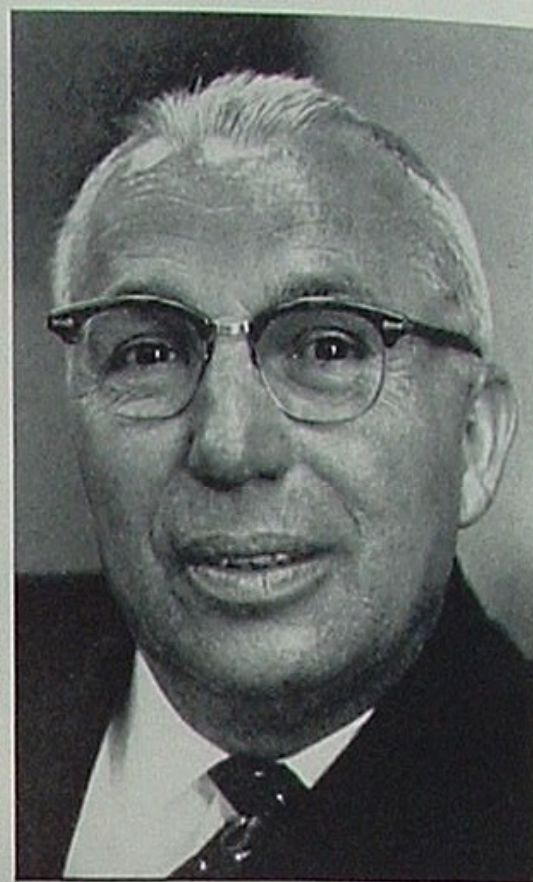
"It makes you wonder: If we price ourselves out of world markets, what's next? If we don't stay competitive, isn't that the same as pricing you and me and all of us right out of our jobs?"

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

In five years U.S. imports climbed 75% 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 76

MANUFACTURERS OF ROYAL TRITON, THE AMAZING PURPLE MOTOR OIL

*Our institutional ad
reached Washington
and was printed in
the Congressional Record.*

Congressman Porter was nettled

CONGRESS OF THE UNITED STATES
HOUSE OF REPRESENTATIVES
WASHINGTON, D. C.

July 30, 1959

Mr. Reese H. Taylor, Chairman
Union Oil Company of California
Union Oil Center
Los Angeles 17, California

Dear Mr. Taylor:

In the July 13 issue of *Life*, the Union Oil Company of California, of which you are the distinguished chairman, inserted a full page advertisement which appeared also in many other magazines and which included an invitation for comments to be directed to you. I am pleased to accept this invitation.

Your advertisement is entitled, "Charlie Perkins, how wage hikes and taxes threaten *your* job." Charlie Perkins, as you note in the advertisement, is the Manager of the Purchasing Department of your company.

Your advertisement is in many respects misleading and unfair poppycock. It suggests:

- (1) that our nation is being flooded with foreign imports to the detriment of the American economy;
- (2) that the United States is faced with wage hikes not based on increased productivity and that other countries do not have this "handicap;" and
- (3) that the United States, unlike other countries, "is faced with growing taxes."

Each of these contentions is spurious. Let's look at the record.

Certainly we find a lot of items manufactured in other countries in our stores. But let me ask you a few simple questions, Mr. Taylor. Don't you believe that a lot of our manufacturers are mighty eager to sell some of their output in other countries? Does it disturb you when American-made sewing machines, typewriters, and farm machinery are sold abroad? How do you think foreign countries are going to pay for these goods if they can't sell their wares in this country?

Did you forget, if you ever knew, Mr. Taylor, that in no

year since 1936 have our imports been as great as our exports and in recent years the excess of exports over imports has been most substantial?

Your Mr. Perkins is correct in his statement that merchandise exports were lower in 1958 than in 1957; in fact they were lower by \$3.1 billions. But, in spite of this fact, 1958 merchandise exports were still \$3.4 billions more than merchandise imports. (In 1957 merchandise exports were \$6 billion greater than merchandise imports.)

I am sure that you must recognize, Mr. Taylor, as well as I do that the available data on productivity for industry as a whole is not very satisfactory. This is an area on which much more accurate information is needed. What information there is, however, does not point to any general conclusion that wage increases have been outstripping the productivity of American labor.

For example, based on statistics released by the Joint Economic Committee on February 9 of this year, it can be seen that in 1958 total manufacturing production was 32 per cent greater than in 1948, while the number of man-hours of work in manufacturing was actually 10.3 per cent lower. This indicates that output per man-hour was 47.2 per cent greater in 1958 than in 1948. At the same time payrolls were 41.6 per cent greater, and real average hourly earnings were 31.5 per cent higher. Thus, while hourly earnings have more than kept pace with increases in the cost of living, real hourly earnings have increased only about two thirds as much as output per man-hour. The broad generalizations of your advertisement hardly seem justified.

In fact, Mr. Taylor, you as a leader of industry should be proud of the high wages which prevail in this country. In no other respect does the economic superiority of the United States over the standard prevailing in the rest of the world stand out more clearly than in the high wages paid here.

Where else does the average factory worker have the automobiles, the electric appliances, the comfortable homes, the leisure and the luxuries that are commonplace here?

Who, if I may ask, paid for most of the 24.6 million barrels of gasoline your company marketed last year?

Where would your company be if the average American worker had to content himself with wages prevailing in Britain, France, or Germany?

Where do you think the \$125,000.00 salary you earned in 1956 and again in 1957 (as reported in Business Week for May 24, 1958) came from, if not primarily from the markets created by the earnings of the American working man?

Somehow you think wage hikes are a handicap that foreign manufacturers don't have to contend with. There must be millions of foreign manufacturers who just wish that this were true. Let's look at the facts. From 1952 to 1958 average hourly earnings in manufacturing in the United States increased 27.5 per cent; in Canada they increased 28.2 per cent; in West Germany 36.5 per cent;

in Great Britain 43.9 per cent; and in France 52.5 per cent.

You also appear to be under a similar misapprehension with regard to the American's tax burden. You speak of "growing taxes" in the United States as a second handicap to American business that foreign manufacturers do without.

The facts are practically the reverse.

The Federal tax rates on corporate and individual incomes have been remarkably stable since the end of World War II. In fact corporate tax rates have been cut back since 1953 with the expiration of the excess profits tax. Canada is increasing its corporate and income taxes this year. In France, tax increases amounting to \$626 million were approved at the end of 1958. The Dutch have recently raised taxes. Of the major industrial nations of Western Europe, only the British have had a significant tax cut, and that was from a tax level that had been retained from the high rates of World War II. As a recent article in the *United States News and World Report* (April 13, 1959) points out, high as U. S. taxes are getting, they remain among the lowest of all major nations. Many have higher income taxes than the United States and most have higher sales taxes. A table in this article shows the total taxes, national, State or provincial, and local as a per cent of gross national product for eleven major countries in the world. Only three, Canada, Belgium-Luxembourg, and Denmark rank lower than the United States, based on 1958 data (Canada's data is for 1957). Compared to the United States taxes of 25.2 per cent of gross national product, West Germany has taxes of 32.5 per cent of GNP, Netherlands, 32.4 per cent; Austria, 31.3 per cent; France, 31.1 per cent; Norway, 29.2 per cent; Great Britain, 29.2 per cent; and Italy, 28.0 per cent.

Certainly I don't like high taxes any more than you do. In fact, I suspect that comparing our two annual incomes, the burden of taxes weighs more heavily on me and my family than on you and yours. But there are a lot of things that to my mind would be far worse than the high taxes I am paying. It would be a lot worse to jeopardize the security of our country by cutting back on essential defense expenditures. It would be a lot worse to increase our deficit in a time of general prosperity and thereby add fuel to the danger of inflation. It would be a lot worse to forego the needed expenditures for schools, highways, and hospitals on which the future health and welfare of our nation depend.

I don't know, Mr. Taylor, how much of your business depends on the defense activities of our nation, but I suspect it is a considerable portion. You speak of the danger to Charlie Perkins' job from wage hikes and taxes. I say to you that Charlie Perkins' job, and much more than Charlie Perkins' job, is endangered if we as a nation put our primary emphasis on holding down taxes and wages. It is the initiative, the vigor, and the know-how of millions of Charlie Perkinses throughout this nation that have made it possible for them to get and to

continued

CONGRESSMAN PORTER—continued

justify the high wages which prevail in America today and of which we should all be proud. It is the willingness of the Charlie Perkinses to pay taxes and to support the nation's needs in times of peace and of war that has made our nation strong. Let none of us in our search for greater sales and higher profits for our companies forget these facts.

Businessmen belong in politics, but they need facts and intelligence in this area as well as in business. I doubt

that such advertisements as the one under discussion deserve tax deduction as a business expense. I know it utterly fails to do credit to the great ability you must have demonstrated to qualify for your present very responsible position.

I, in turn, invite your comments.

Sincerely,

/s/ Charles O. Porter
Charles O. Porter
Member of Congress

Chairman of the Board Taylor replied...

Union Oil Company of California
Union Oil Center
Los Angeles 17, California

August 14, 1959

Honorable Charles O. Porter
Representative in Congress
252 House Office Building
Washington 25, D. C.

My dear Mr. Porter:

Thank you for your extremely detailed letter commenting on our advertisement in the July 13 issue of *Life* magazine. One of the aims of this series is to encourage thinking and discussion about important economic problems facing our country. From the many hundreds of letters we have received, we feel confident that we are succeeding in this.

I wish to say at the start that we are proud of our country, proud of its people, and proud of its accomplishments. However, we are not content—and this was the message we were driving at in the ad—to sit back and reflect on our *past* accomplishments; we are not content with the knowledge that our standard of living has long been the highest in the world. Rather, we are extremely concerned with the possible consequences of our becoming a high-cost nation in the world trade picture. We believe this is a real possibility, with consequences far more serious than generally realized. This we wished to call to the attention of the American people.

In our effort to keep our message short, simple, and direct we did not completely cover all aspects of the problem in the text of the ad. Although we anticipated some criticism because of this, we believe your lengthy comments hit us somewhat harder than we deserve.

You ask many questions, although most of them, I suspect, are more rhetorical than interrogatory. However, the three principal issues—foreign trade, productivity, and taxes—can be answered as follows:

1. On page 2 you wrote: "Did you forget, if you ever knew, Mr. Taylor, that in no year since 1936 have our imports been as great as our exports and in recent years the excess of exports over imports has been most substantial." Foreign trade statistics are used to measure a great variety of things, and in proving a point such as this one you can no doubt find supporting statistics. However, if we limit ourselves to *merchandise* exports and imports—the major component of our "balance of payments"—the facts do not support your complacency. The following table shows, for the last nine quarters, a significant and alarming trend:

U. S. Merchandise Exports and Imports
(Millions of Dollars, Seasonally Adjusted)

Quarter	Exports	Imports	Difference
1957-1	\$5,122	\$3,229	\$1,893
2	4,899	3,366	1,533
3	4,918	3,380	1,538
4	4,451	3,316	1,135
1958-1	4,065	3,076	989
2	4,019	3,187	832
3	4,143	3,218	925
4	4,000	3,432	568
1959-1	3,773	3,525	248

Source: *Survey of Current Business*, June 1959, p. 17

In the past this merchandise surplus has helped offset our government's direct payments abroad. However, as the surplus has shrunk, we have seen dollars and gold flow out in order to restore the necessary "balance" to our balance of payments. This outflow cannot, of course, continue for very long without seriously affecting our national economy.

It has been estimated that some 4 to 5 million people in this country are employed in jobs supported by foreign trade. We are not concerned with what those people did in 1936. We *are* concerned about what might happen to them in 1959, 1960, and beyond.

2. While we agree with your remark that "the available data on productivity for industry as a whole is not very satisfactory," we do not agree with your further assertion

that there is no evidence that wage gains are in excess of productivity gains. The data you cite, in our opinion, are not directly related to the productivity problem. Your figures cover only part of the manufacturing labor force and include only direct payroll costs. Further, by considering *real* wages you are bringing into the picture the effects of all inflation in the economy — irrespective of how it was generated.

The issue is this basic one being faced continually by businessmen: Suppose product output per man-hour (commonly called "productivity") rises by, say, 2% in a given period and total labor costs also rise by 2%, then labor cost per unit of product would be unchanged. In this circumstance, labor, by itself, would contribute no direct pressure for a product price increase. However, if output per man-hour rose by 2% and labor cost by 4%, then labor cost per unit of product would be higher and there would be pressure for a price increase. This has been happening throughout much of the postwar period and describes what is commonly meant by the expression: "Wage gains are in excess of productivity gains."

Actually, since the definition of productivity as "output per man-hour" ignores the enormous role played by capital investments in bringing about our expanded output, it is, in fact, only a partial definition. The broader, correct concept of productivity (called "total factor productivity") has been studied at length by Dr. John W. Kendrick, of the National Bureau of Economic Research.

In a recent report of this work (reported in *Business Record*, June 1958), Dr. Kendrick presented the following data for the U. S. private economy for the period 1948-1957:

	<i>Average Annual Rate of Change</i>
Total factor productivity.....	+2.1%
Factor "prices": Labor.....	+5.2
Capital.....	-1.0
Product prices.....	+1.6

These data point out the fact that during the postwar period the rate of return on capital has actually declined, thus offsetting, in part, some of the inflationary effects of labor's gains of more than 5% per year. This trend has continued during 1958 and 1959.

In your last sentence on page 2 you ask: "Where else does the average factory worker have the automobiles, the electric appliances, the comfortable homes, the leisure and the luxuries that are commonplace here?"

We may enjoy this favored status today, Mr. Porter, but unless we start substituting old-fashioned hard work for this continued "pointing with pride," a great many nations may soon overtake us. This possibility is suggested quite clearly by data included in a recent study of international productivity trends by Dr. Marvin Frankel, of the University of Illinois. In this study he estimated annual growth rates in industrial output per employee for 15 nations for the period 1950-57 to be about as follows:

<i>Country</i>	<i>Annual Growth Rate (%)</i>
Japan	13.1
Poland	8.2
Italy	7.4
Czechoslovakia	6.2
France	6.1
Soviet Union	6.0
West Germany	5.2
Austria	5.0
Norway	4.5
Denmark	2.9
Sweden	2.9
Belgium	2.8
Canada	2.1
United States	2.0
United Kingdom	1.9

Source: American Statistical Association, Proceedings of the Business and Economic Statistics Section, December 1958, p. 265.

A 5% growth rate (such as in West Germany) means a doubling of output per employee in 15 years; a 2% rate (such as in the U. S.) means a doubling in 35 years.

3. Admittedly America's tax burden is not the highest in the world, yet its rate of advance certainly is enough to cause alarm. For example, consider the following data published by The Tax Foundation:

<i>Year</i>	<i>Tax Receipts — Federal, State, Local</i>	<i>Taxes as % of Net National Product</i>
1938.....	\$ 14,180,000,000	18%
1948.....	57,548,000,000	24
1958.....	110,300,000,000	28

This upward trend *has* contributed to the nation's inflationary pressures and, we fear, will probably continue to do so. In a situation such as our country faces today, every dollar added to the price of our products — whether because of higher labor cost or taxes or any of the costs of production — can make us less able to compete in world markets. You imply, Mr. Porter, as do many politicians when someone complains of high taxes, that I am demanding fewer schools, roads, hospitals, and a sharp curtailment of our national defense effort. This is so absurd as to require little reply. Surely you must be aware that there exist ample opportunities for reducing government spending through greater efficiency, less government in business operations, and the elimination of waste.

A final comment, Mr. Porter, is this: You accuse me of being anti-foreign products and against high wages. Neither of these charges has a grain of truth in it. Free trade has long been recognized as a means whereby two or more countries can both gain by concentrating on producing goods for which they have a special advantage. We do not oppose high wages, as such; however, we do oppose today's trend toward unearned wage advances accompanied by increased featherbedding and other labor wastage. We fear that if these things are not

continued

Congressman Porter — *continued*

halted we could well find ourselves at a substantial disadvantage in the competitive markets of the world. The result could be the loss of many jobs and the lowering of our standard of living.

We believe the time to be concerned about these things is now — while there is still time for corrective steps.

Yours most sincerely,

/s/ Reese H. Taylor

P. S. — You might be interested to know that we have received thousands of letters regarding this ad and other similar ones. Only slightly under two per cent are critical, the balance being extremely complimentary and expressing appreciation.

and Union member Jones wrote two letters...

245 East Broad St.
Elyria, Ohio
Sept. 6, 1959

Mr. Reese H. Taylor, Chairman of the Board
Union Oil Company
Union Oil Center
Los Angeles 17, California

Dear Sir:

I have noted with approval your company's ads in *U. S. News* and other publications regarding government fiscal policies. Being a member of the International Association of Machinists I also read the weekly paper of that organization, "*The Machinist*." You have probably seen the full page feature in the August 20 issue of the latter paper, reporting a letter written to you by Rep. Charles Porter of Oregon purporting to refute the Charlie Perkins ad.

I felt impelled to inform Mr. Porter that not all working people subscribe to socialism, his brand or any other. On the theory that you, too, might be interested in knowing the reaction of a wage-earner, I am enclosing a copy of the letter to Mr. Porter.

I know it to be a fact that your ads are read by a good many working people and that there is a strong and growing sentiment among workers for a stabilized economy and reduced taxes.

I sincerely hope that your firm will see fit to continue this series of ads indefinitely. It is my opinion that in so

doing, you are making a valuable contribution toward better, more responsible government.

Sincerely,

/s/ Damon Jones
Damon Jones

245 East Broad St.
Elyria, Ohio
Sept. 6, 1959

Hon. Charles O. Porter, M. C.
House Office Building
Washington, D. C.

Dear Sir:

I note in the August 20 issue of "*The Machinist*" that you take exception with one Charlie Perkins and the Union Oil Company regarding published views relating to wages, taxes and imports. With your permission I would like to make a few comments.

I have for many years been a member of organized labor, presently affiliated with Local 1849, I.A.M., of this city. I am a registered Democrat and I take my politics seriously.

I am reliably informed that our federal government has operated at a loss in twenty-six of the last thirty years, has accrued a fantastic national debt approaching two hundred ninety billion dollars, costing the taxpayers of this nation some eight billion dollars annually in interest alone. Our nation, the richest in the history of the world, is mortgaged to the eyebrows. Can you, Mr. Porter, reconcile this situation with common sense?

I will readily agree that new highways going everywhere would be very nice; so would palatial new schools, socialized medical care and multitudes of other projects. But these things will cost unknown billions of dollars. *Where is the money coming from?* From higher taxes? The common wage-earner now works from three to four months of each year to earn tax money. How much more can we stand? Should we borrow (print) the necessary funds? Who will pay, and when?

America was not built on deficit financing by spoon-fed wards of bureaucracy, Mr. Porter, and it cannot long survive under such a system.

America *can* afford all the things necessary for dynamic growth, plus all the weapons and research needed for national security, if we will face realities. We cannot subsidize multi-billion dollar farm surpluses, export jobs wholesale through foreign aid, maintain tax-free, tax-consuming government enterprises in competition with private business, tender doles to able-bodied employed individuals — we cannot eternally tax, spend and elect — and fulfill our destiny as a republic of free men. We must choose socialism and economic slavery, or solvent capitalism and freedom. America's working people do not necessarily choose the former, Mr. Porter.

Sincerely,

/s/ Damon Jones

/THE END



The phantom customer that rumbled into Ernest Wilson's "76" station at West Yellowstone, Montana, turned out to be a rough earthquake.

At West Yellowstone

A ROUGH CUSTOMER

from N. W. Irsfeld, Jr., Retail Representative

TO UNION OIL DEALER ERNEST WILSON of West Yellowstone, the severe August earthquake felt and sounded like the world's biggest truck rolling into his combination motel-service station to "fill 'er up." But when the motel cash register flew off its stand four feet, severely injuring Mrs. John Wilson, his mother, all hope of a big sale vanished.

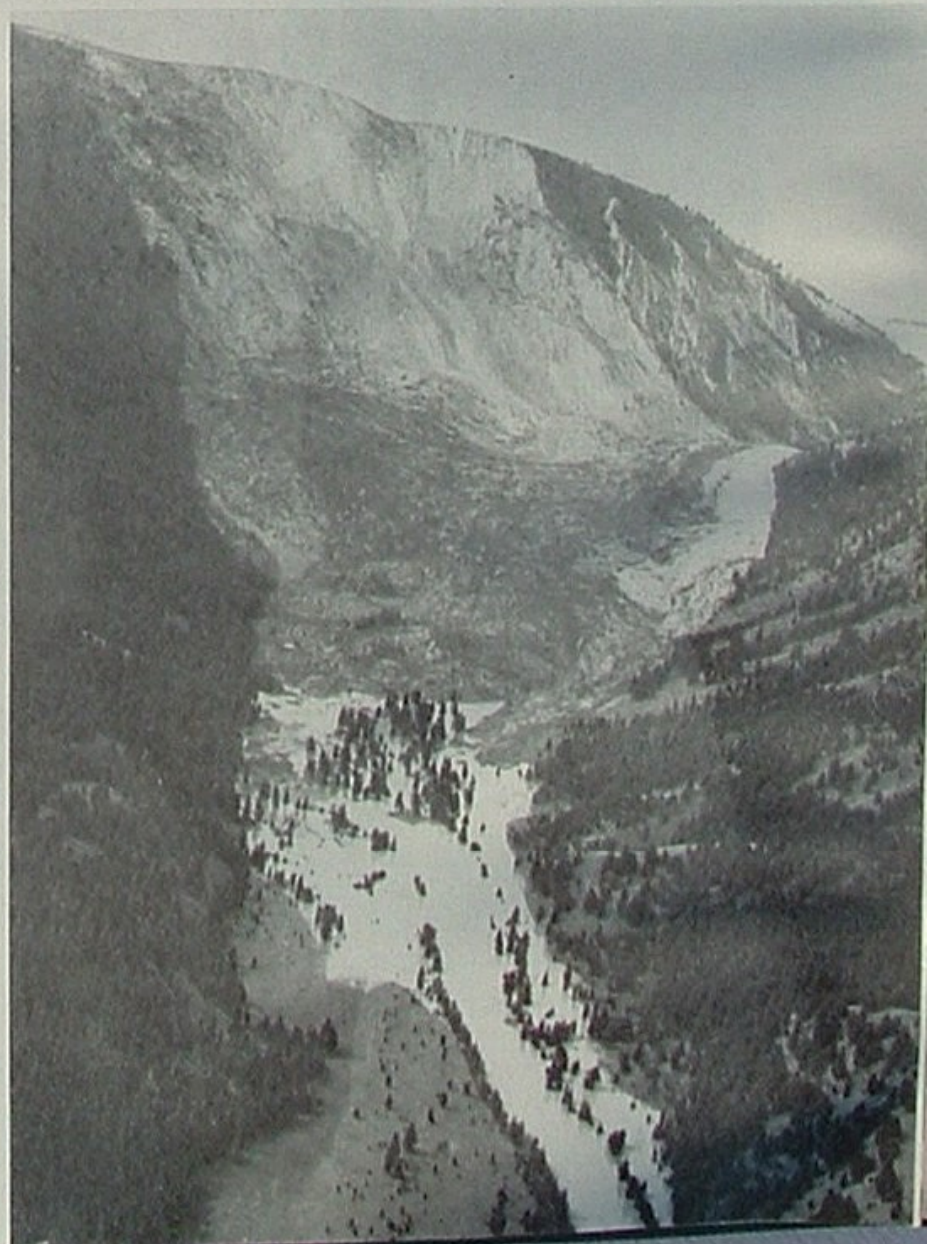
In fact, a glance at the service station next door showed that Ernest was temporarily out of business. Three of his four gasoline pumps were bowled over and the service station canopy had hit the deck. As the Wilsons describe it, "We were a little shook up!"

But as soon as Mrs. Wilson was rushed to an Ashton, Idaho, hospital and assured of recovery, Ernest cleared the debris from his pump island, ordered parts for the three damaged pumps, and put out the "welcome" sign. He is now in business again — without a canopy.

Of course, with the highways cracked or completely erased in several areas, tourist traffic is unseasonably light. But Ernest has confidence in the future. He guesses that a lot of people soon will visit the Madison River area, not only for fishing and hunting, but to see how Nature remodeled the landscape and created a brand new body of water Montanans now call Quake Lake.

/THE END

An immense chunk of mountain slid into the canyon, forming this natural dam across the Madison River, and creating new Quake Lake.



Anti-litter Conquest of Mt. Whitney

THE SIERRA CLUB OF LOS ANGELES, who spend much of their spare time on western mountain trails, watched one of civilization's ugliest blights spread through mountains and forests. And decided to do something about it:

Enlisting the help of citizens at Lone Pine, California, 30 members of the club set up their base camp at Dealer I. O. Burkhardt's "76" service station. Then from August 8 to 16 the intrepid group performed probably the first and greatest mountaineering feat of its kind. They not only climbed to the 14,496-foot summit of Mt. Whitney, but en route picked up every tin can carelessly discarded by the thousands of hikers preceding them.

Believe us, prior to the Sierra Club cleanup, Mt. Whitney trails had taken on the appearance of bypaths to a garbage dump. After the campaign, you couldn't find a speck of debris between Lone Pine



Even lake

Meet some really fine people — these Sierra Club members who removed tons of debris from the hiking trails of Mt. Whitney. In photo above, two climbers reach the summit in their valiant fight to keep the West beautiful.





Even lake bottoms were combed for cans and bottles in the Club's effort to undo the carelessness of preceding mountain climbers.



Serving as the expedition's base-camp crew at Lone Pine, California, were Union Oil Dealer I. O. Burkhardt, Mrs. Burkhardt and their two sons — also among the finest.



Merely to climb 14,496-foot Mt. Whitney takes extraordinary human stamina. With a 50-pound sack of cans to tote out, it's agony.

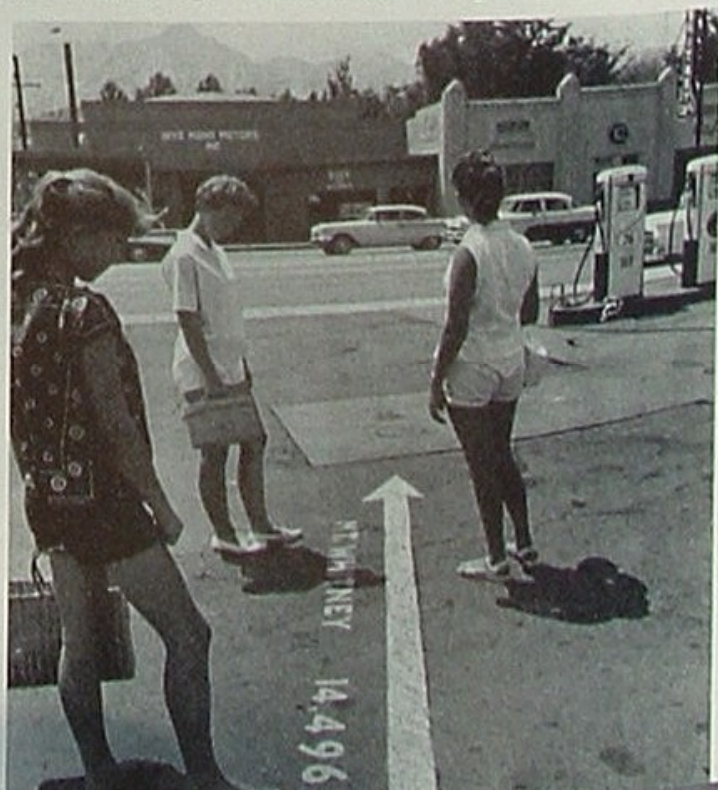
MT. WHITNEY—continued

and the summit. Even the lake bottoms were restored to the tidy condition Nature intended. Literally tons of cans and bottles were picked up—crushed—placed in sacks—and carried to points where pack animals and trucks could get in to finish the job.

Our group picture of the Sierra mountaineers might indicate that they enjoy picking up after others. 'Tain't so! Their August conquest was intended solely as the opening shot of a campaign to keep western trails beautiful. They hope that you, Mr. Hiker, and you, Mr. Scoutmaster, and you, Mr. Boy Scout, will join them in this anti-litter fight. If we don't, future climbers will gain little inspiration in scaling the world's highest garbage dump.

/THE END

Thanks to the fine example set by the Sierra Club, our service station at Lone Pine points with pride toward the West's highest mountain. Keep it clean!





O. W. Martin

Mr. O. W. Martin
San Marino, California
Dear Mr. Martin:

Just a short note to extend to you my sincere appreciation and thanks for your very kind help in correcting the fan belt problem on my M. G. A. last Saturday night. We made the trip back to San Diego without any problems and I am sure that, without your kind consideration, we would have been sitting by the wayside hitchhiking our way home.

I have always had a great deal of respect for the fine Union Oil distributors in our state, and the kindness which was shown to us in your station last week certainly increases my full feeling towards your company.

(Signed) Albert L. Anderson, D. D. S.
San Diego, California

Letters . . .

Chairman of the Board
Union Oil Company

Dear Sir:

Bravo! I heartily applaud your "Insecure Lion" comment. I personally disapprove of the many people I see leaning upon the government in hope that their neighbor will pay for their incompetence in making their own way — this includes everyone from the trash who collect monthly allotments, based on their inability and unwillingness to find work, to those who demand government protection against their business competition because they know they put out an inferior product.

Where is the individual who stands on his own capabilities as a basis for life? I vow to be one such person. I will never cry, "Tax the people and give me sustenance of life." I hope someday to reach the position and location where no other person can take what I earn to support others. *That* is true freedom — when one man cannot take from another by means of government distribution.

Yes, I prefer the freedom you wrote of and I will strive within the area of my life to be an independent.

(Signed) Lorama Malone
Bakersfield, California



Lorama Malone



Chet Mayo

Union Oil Company of California
Gentlemen:

Being aware of the fact that more criticism than praise is often extended, I wish to express our appreciation for the courteous and prompt service extended to us by the men at one of your Union Oil stations.

At the conclusion of one of our very warm days recently, I found that our car would not start. I called our Union Oil station and a boy was sent over promptly to check the car. When he found that he could not start it, he drove me home, and I was informed by phone by the manager of the station that he would tow the car in during the evening and check the trouble.

About 10 o'clock that evening we received a call that a defective part in the starter would have to be replaced; that this part could not be obtained until the next morning. I was assured that the repairs would be completed by 10 a.m. In accordance with their promise, the car was received in good working order at that time.

We particularly appreciated this service as the garage which services our make of car had refused to help me, stating that it was too late in the afternoon to do so.

The service station in question is located at 2390 Huntington Drive, San Marino. Chet Mayo is the manager who provided the very efficient and prompt service I have described.

(Signed) Mrs. Burton A. Van Tassel

Business Highlights of the Month

RESEARCH *The auto-chemist.*

Automation, an increasingly important factor in raising the productivity of American industry, is also taking its place in research. Appropriate applications of new devices and methods are helping scientists and engineers gather the maximum amount of information about natural phenomena at a minimum cost. Automation in research frequently takes the form of automatic instrumentation. An example of this is the recent installation at Union Research Center of an instrument designed to accomplish continuous automatic gas stream analysis. In operation the device monitors, every 20 minutes, the chemical composition of one of three gaseous streams and presents graphically on a chart the percentages of each of eight selected chemical compounds in each stream. Analyses that formerly required two days to produce usable results are now available hourly. This continuous information enables the operator to adjust his pilot plant — a research-scale replica of possible refinery units of the future — to optimum conditions for gathering the essential data.

from Fred L. Hartley

EXPLORATION *Not how deep but how much!*

Profitability is an ever-present problem in oil exploration. It is necessary in the drilling of wildcat wells not only that discoveries are made but that these discoveries are profitable. Recently, at East Timbalier Bay in Lafourche Parish, Louisiana, a joint-interest wildcat well was drilled by Union to a total depth of 17,395 feet and completed as a high-pressure gas-distillate producer. Ordinarily the cost of this well and the fact that it penetrated only 38 feet of producing sand would lead one to placing it in the liability column. An analysis of the economics, however, reveals that, if sufficiently wide spacing practice is followed, a profit will be returned. Excessive pressure in the reservoirs at this depth indicates a substantial volume of gas-distillate.

from Sam Grinsfelder

PRODUCTION *The defiant one!*

Despite our constant striving to increase efficiency and reduce production costs, there is one item that stands out like a sore thumb and keeps swelling. It is the cost of taxes chargeable against oil and gas production.

Taxes of one kind or another are levied against oil and gas production or our production facilities in every state where we operate. Each state has some form of *ad valorem* (value) tax. Severance taxes on production are in effect in Louisiana, Texas and Oklahoma. In addition, Montana also collects a Net Proceeds of Mines Tax, an Oil Producers License Tax, and levies another tax to support the Oil and Gas Conservation Board. California collects an *ad valorem* tax and also taxes production for the expenses of the Division of Oil and Gas.

The increase in taxes over the past 10 years, chargeable against the Company's oil and gas production, is something to think about: In 1948 the Company's production tax bill amounted to approximately \$3,000,000, equal to 10 cents a barrel. In 1958 these taxes had risen to \$8,600,000, or 25 cents a barrel. This year it is estimated they will increase to \$9,200,000, equal to 27 cents a barrel. Thus in 11 years, production taxes (not to be confused with state and federal income taxes and state and federal taxes levied against gasoline sales) have increased 207% in amount and 170% in cost per barrel of production.

from Dudley Tower

TRANSPORTATION *LAKE PALOURDE at sea.* & SUPPLY

The SS *LAKE PALOURDE*, last of the three Barracuda-class tankers built for our service, is now operating on the Persian Gulf-California crude run. On her initial delivery at the new Los Angeles Outer Harbor Wharf the vessel discharged a 418,000 barrel cargo in approximately 20 hours. A peak rate of 34,800 barrels per hour was attained during her unloading.

On August 6 the SS *SANTA MARIA* made the first delivery of bulk stocks to our new Ketchikan Terminal in Alaska. This marked the beginning from Ketchikan of barge shipments to Southeastern Alaska marketing stations and customers. Juneau, the former supply terminal for much of this area, will continue to operate as a consignee marketing station.

Effective September 1, 1959, the Company reduced its posted prices for California crude oil. Reductions range from 10 cents per barrel for 14-gravity and heavier crude up to 50 cents per barrel for 27-gravity and lighter crude. At the same time, our posted prices for 36-to-40-gravity Four Corners crude oil were reduced 30 cents per barrel. The reductions were necessary to make domestic crude oil competitive with low-cost foreign crude and the products made from it.

from E. L. Hiatt

INDUSTRIAL RELATIONS *A steady crew!*

As of July 1, 1959, Union Oil Company had 7,942 em-

employees. Excluding those with less than one year of service, our weighted average of continuous service per employee is 13.1 years. Of this total:

- 48 employees had 40 or more years of service
- 181 had 35 to 40 years of service
- 441 had 30 to 35 years of service
- 409 had 25 to 30 years of service
- 360 had 20 to 25 years of service

from N. T. Ugrin

COMPTROLLER'S *Don't print, imprint!*

A system whereby all delivery invoices originating from Company and consignee operated marketing stations and terminals are to be imprinted with customer name, address and coding has been developed jointly by Marketing Accounting and Systems and Procedures personnel. Substitution of imprinted customer data for handwritten detail will reduce ticket preparation time significantly, and insure accurate and legible customer identification on sales tickets and customers' payments. Coding, automatically imprinted on each ticket, will permit further mechanization in the processing of sales documents and accounts-receivable payments, resulting in accelerated and improved billing services to all wholesale customers.

Prior to the imprinter installation, all wholesale customers' accounts and related tabulating card files are being re-numbered alpha-numerically into a single series, in lieu of the five separate series previously pertaining to territory accounting offices' operation. This conversion will greatly improve handling and research of customer accounts in Data Processing and Wholesale Accounts Receivable and provide a better foundation for producing analytical reports for Marketing management.

The customer number conversion and ticket imprinting system, due to be completed in December, will effect substantial economies in Marketing Accounting and Data Processing units and will provide a much improved system for all operating field personnel.

from Max Lorimore

MARKETING *The Finest is Finer!*

In line with our tradition of maintaining Royal 76 Gasoline as "The West's Most Powerful Premium," a further improvement has been made in this product's anti-knock characteristics. New Royal 76 and New 7600 are now an unbeatable pair and will continue to satisfy both the quality and value requirements of our most discriminating customers.

We have introduced Red Line Z-963 Low Temperature Grease, a multi-purpose product that affords excellent lubrication at application temperatures ranging down to 65 degrees below zero. It will be especially welcomed by some of our customers in Alaska.

In Eastern Continental Territory, distributor agreements covering our branded lubricants have been concluded with Automotive Parts Company, Memphis, Tenn.; Bernie's Automotive Service, Bridgeport, Conn.;



Only two men were present at the official opening of Los Angeles' newest park. Vice President Arthur C. Stewart, left, represented the Company and Councilman Ransom M. Callicott of the Twelfth District acted for the City. The park, nicknamed "Union Isle" by one newspaperman, was bought and developed by Union Oil during the construction of our new Home Office. It was handed over — fully paved and planted — as a gift to the people of Los Angeles.

Muse Buick Co., Richmond, Va.; Louis V. Orr, Kansas City, Mo.; and River States Oil Co., Evanston, Ill. and Duluth, Minn.

A new marketing station, operated by Consignee Sam Kling at Sidney, Montana, will bring our complete line of products for the first time to Richland County.

R. F. Hackett, Inc., holders of a 30-year lease for marine facilities at the new Kern River State Park No. 2, 10 miles northeast of Bakersfield, have elected to feature Union Oil products. The park lake will have slips to accommodate 250 pleasure craft.

Through recent Marketing appointments, F. A. Culling is district sales manager at Osaka, Japan, and J. H. McGee is district sales manager at Hong Kong. Also S. A. Browne is manager of operations, Los Angeles; D. R. Jessup is manager of operations, Phoenix; J. S. Kent is sales promotion and salesman development representative, Direct Sales, Home Office; J. F. Boland is resident manager, Sacramento; and D. A. Russell is resident manager, Oakland. Retail Marketing appointments move R. E. Robbins to division manager, Seattle; C. C. Petray to manager of operations, Home Office; and E. J. Brusher to manager of operations, Fresno.

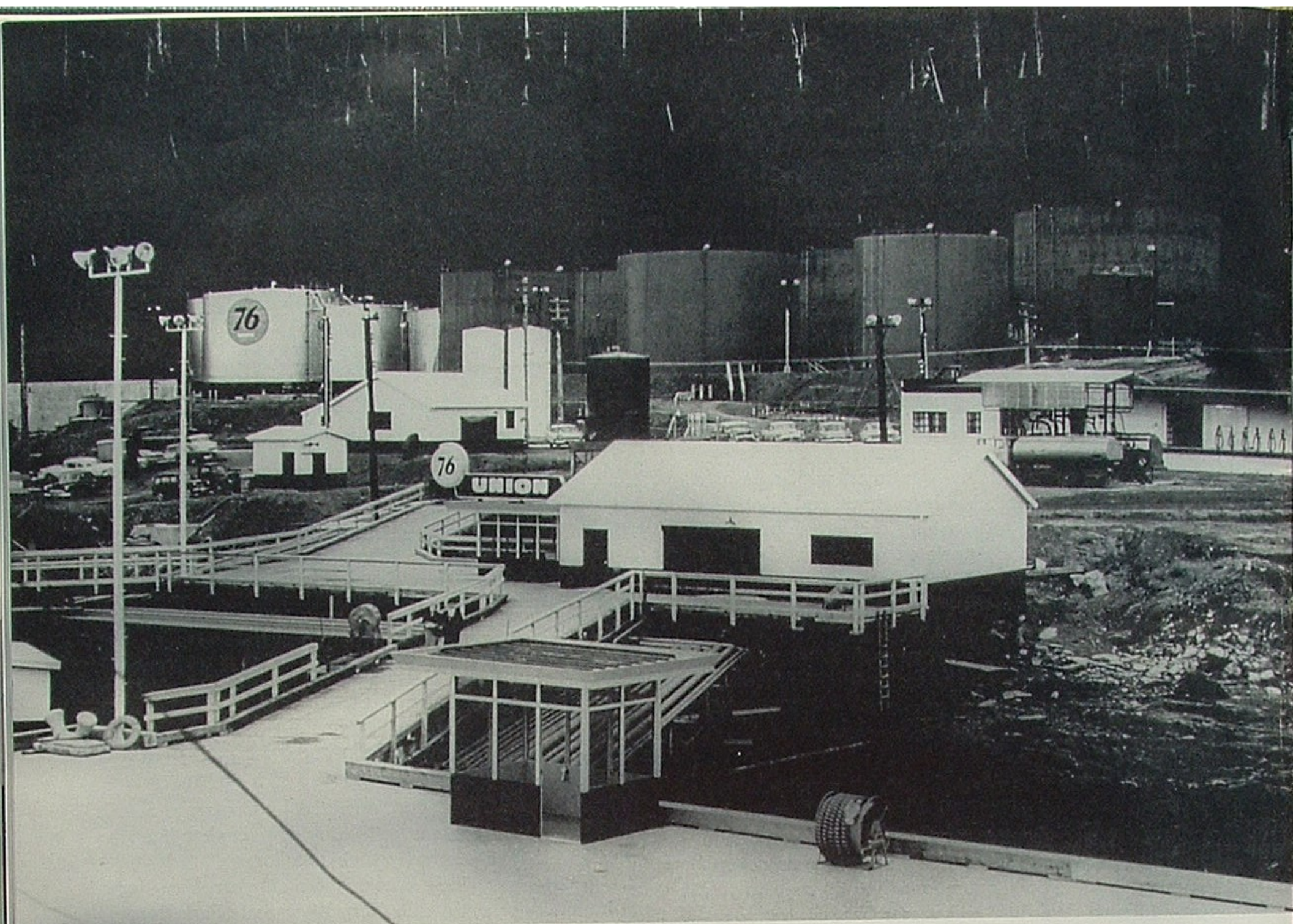
from Roy Linden

Labor Boss Threats — *continued from page 3*

It is the people who are fed up with the arrogant Hoffas; who are demanding that the Careys pull in their horns and stop acting like two-bit dictators.

Mr. Carey has threatened to liquidate a large segment of Congress. Does he also propose to liquidate the electorate? Or does it ever occur to him and the Hoffas that liquidation is a two-way street?

/THE END



New Terminal at Ketchikan



At the dedication of our newest marine terminal in Alaska (above), the first valve was turned by (below, from left) Vice Presidents E. L. Hiatt and K. E. Kingman and Mayor J. E. Winston who headed a delegation of Ketchikan visitors.

MOST VISITORS by sea or by air to Southeastern Alaska make their first contact with the North Country at Ketchikan. The city, with some of its streets built on planks and piling, clings to a mountainside on the southwestern flank of large Revillagigedo Island. Ships moor almost at curbside in the business area. But air liners are obliged to use landing space several miles away on Annette Island. Amphibious craft serve as airport limousines to shuttle air passengers to and from the landing field.

On all sides of the city is a labyrinth of bays, inlets, channels — islands, mountains, ice fields, forests — mills, mines, ranches, fisheries — public parks and hunks of wilderness that have never been touched. In one of the world's most spectacular settings, Ketchikan serves proudly as the gateway to Southeastern Alaska.

Union Oil's Ketchikan Terminal, which has had a fairly good grip on the mountainside for some 30 years, now enjoys a six-acre foothold. Following recent exca-

vation, leveling and construction, we now have storage for over 5,000,000 gallons of bulk "76" products. A new concrete-block office and warehouse faces a modern truck loading rack and the wharf. Tankships the size of our SANTA MARIA can be accommodated at the concrete mooring built only a few feet offshore, while from a floating portion of the wharf small craft can be fueled and serviced. Installation of the best fire-fighting equipment and of oil-and-water separators to prevent harbor contamination assures the plant a long and welcome residence on Revillagigedo Channel.

Official opening of the terminal on August 6, 1959, attracted many of Ketchikan's leading citizens, including Mayor J. E. Winston. Representing Union Oil were Vice Presidents K. E. Kingman and E. L. Hiatt, Distribution Manager F. K. Lord, and the employees who will operate the plant. The distribution services they initiated will extend throughout the roadways, airways and waterways in this busy portion of our 49th state, lending both speed and power to its great future development.

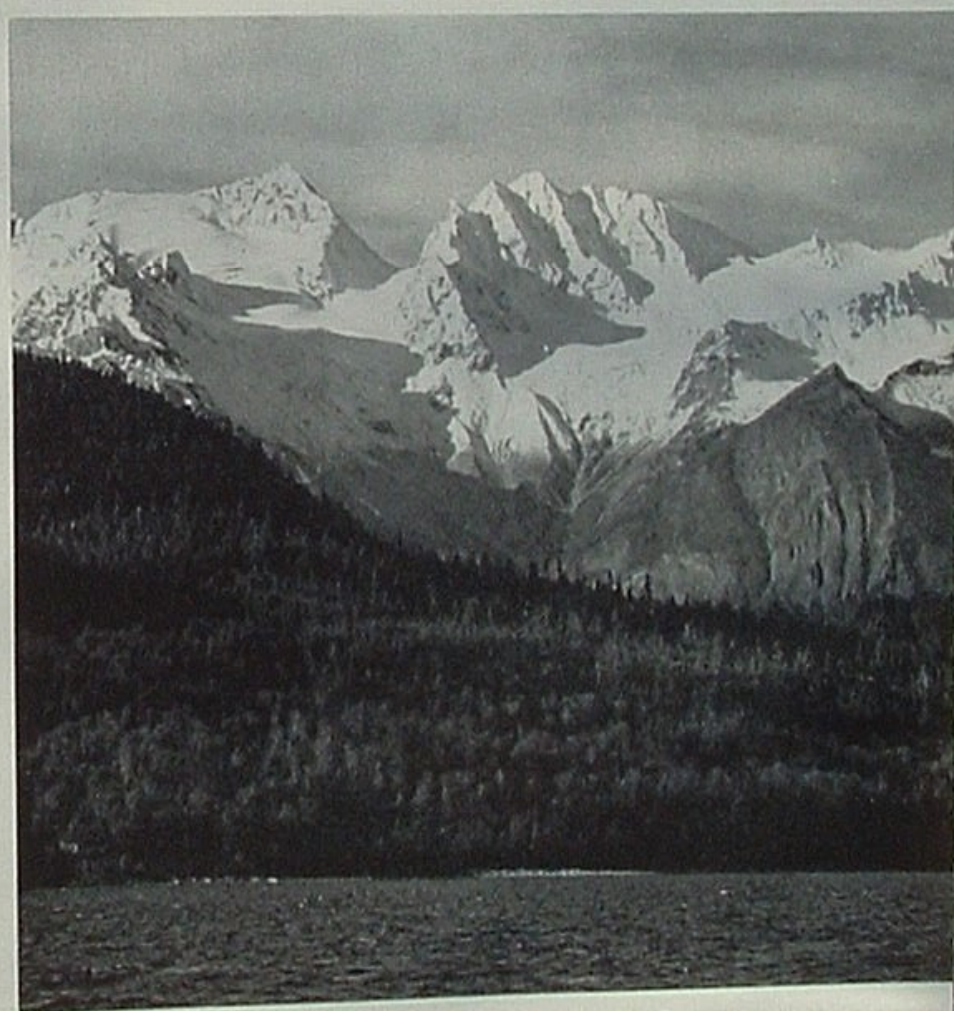
/THE END



Ketchikan is the gateway to Southeastern Alaska's great scenic attractions, including glaciers that ice the Pacific.



Totem poles of the area (at Klawock) tell interesting episodes in the lives of Alaskan Indian chiefs - picture writing at its best.



In the Chilkoot Range to the north, winter and summer struggle eternally to dominate forests and mountains.

*Maruzen Oil Company's
Baseball Team are*

Champions of Japan



By John A. Scott

ON THE EVENING of August 4, 1959, employees of Maruzen Oil Company (prominent buyers and distributors of Union Oil products) defeated Fujii Iron Works in Tokyo to become the 1959 Champions of the Intercity Non-Professional Baseball League in Japan.

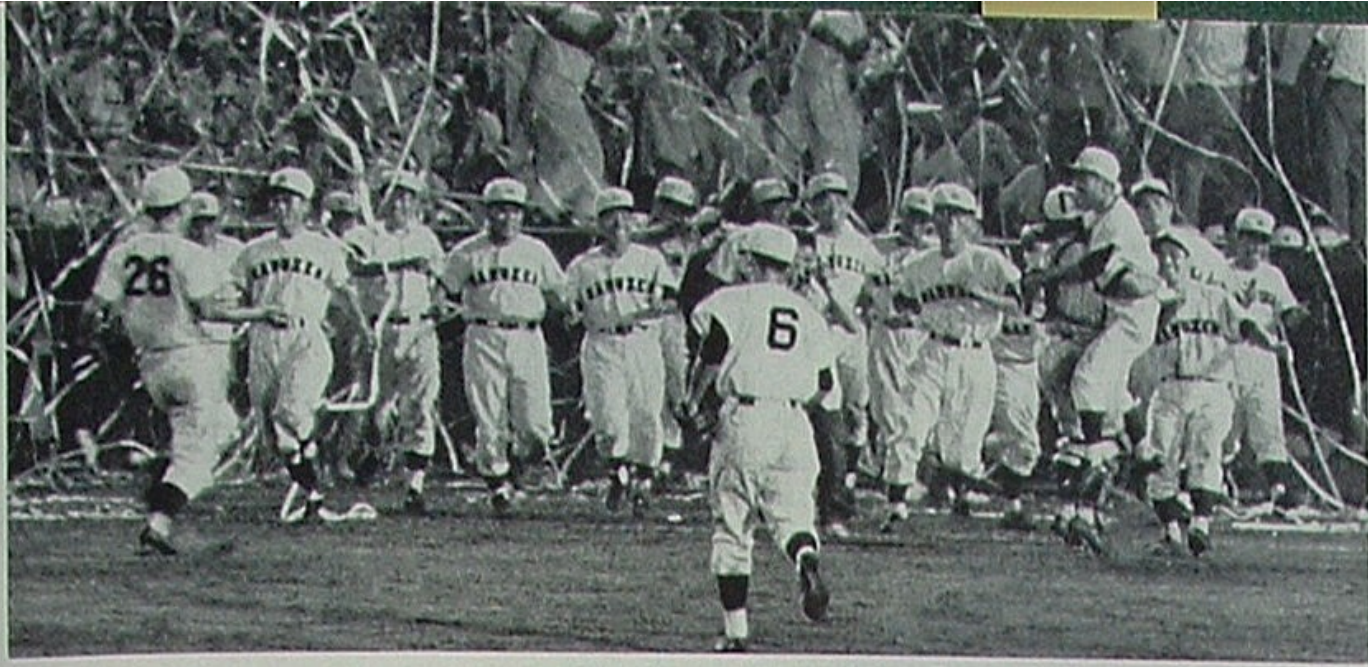
Their victory was a momentous one. The league, established in 1949, is composed of 330 teams representing business houses and industrial plants in all the major Japanese cities. Maruzen entered the league in 1955 and won fourth place in national standings during both 1957 and 1958. This year in the final amateur world series of Japan they triumphed over eight strong contenders, one of them being Caltex, last year's champions. Except for the cancellation of the Global World Series usually held annually in the United States, the Maruzen team would

have gone on to try for the International Non-Professional Championship.

All of the team's 28 players, two coaches and manager are full-time employees of Maruzen. To gain the top of Japan's baseball ladder they had to practice three hours daily on their own time. Their fast fielding, good hitting and excellent team play would give even the professional teams a run for their money.

You may have heard from other sources that baseball fever ascends to quite an exotic "pitch" in Japan. Hopefully our pictures, taken on the occasion of Maruzen's final victory, will reveal something of the ceremony and politeness so characteristic of the Japanese fans. Even the umpires and losers seem to love the game.

/THE END



At moment of victory, Maruzen players and fans reacted like a Yankee Stadium crowd — in downpour of streamers.



Judging by the trophies these players won, the Maruzen team was loaded with league-leading hitters, fielders, base stealers and sportsmen.

National League take note: The best Japanese teams include a brass band and rooting section. Kimonos worn by the dancing girls are adorned with swallows, Maruzen's advertising insignia, and dance was the "Tsubame," meaning swallow. How could the boys lose?



The 33rd Annual Golf Tournament



"And he beat 'em all left-handed," announced Emcee Fred Hartley as he handed the low-gross trophy to Earl I. Lash. Homer Law, tournament chairman, presents a trophy the new champion will proudly display on his mantel.

WHEN Union Oil golfers had turned in their September 19th scores at the Los Serranos Country Club, it was discovered that Earl I. Lash of Home Office and Eldon Turner of Santa Maria Refinery were deadlocked with 72's for the Company golfing championship of 1959. On the first hole of the sudden-death playoff Turner had trouble with a tree while his opponent was firing a birdie four. Therefore, Earl Lash is this year's champion — with a great 19-hole total of 76 strokes.

Incidentally, Hubert Ferry shot an 18-hole 76 back in 1927 to win first place in the initial Company tournament. And has the old score card to prove it. He attributes the name of our top products to his perfect score!

Not to be outdone by the super-athletes, "Spider" Tidland of Los Angeles Refinery made history in 1959 by sinking a tee shot. The record reveals no other hole-in-one since the series of tournaments began.

Of 246 Union Oilers competing in the 1959 tests, 205 stayed for the awards dinner.



A victim of the landscaping, Eldon Turner settles for the runner-up trophy.

No putter was needed for Spider Tidland to hole out this green; he did it with his driver. There to attest the ace was, from left, Tom Shepherd, Joe Foster, Spider and Gib Halverson.



in focus



"SPARKLE GIRLS" Janet Paull, Kathleen Brick and Lois Trafton included Los Angeles Refinery in their recent see-for-yourself tour of Company properties. They were brought up to date on refining by General Foreman Ed Jenner, left. The girls will cooperate with Union Oil dealers in a continuing program of "Sparkle" maintenance.



NGUYEN LUYEN, left, a radio technician from Vietnam, is studying American communications as a guest of the Federal Communications Commission. He regarded Union Oil's microwave system at the Center as an outstanding feature of his schooling. Tutoring the Vietnamese during his Union Oil sojourn was Trainee Ron Kunzelman, who is studying toward an engineering degree at California Institute of Technology.



IN HAWAII, Union Oiler R. H. Rath, right, had the pleasure of introducing President T. C. Drinkwater, left, of Western Air Lines to Governor W. F. Quinn. All three are working hard to develop the economy of our 50th state.

from Western Air Lines

PUMP HOUSE NO. 1 at Los Angeles Refinery comes down after 40 years of service as the pumping "heart" of the big plant. It has been replaced by two new pumping plants, where dark and light oils are handled separately. At the "retirement party" were (standing, from left) H. O. Miller, Charles Robison, Alex Reckling; (seated) Web Francis and Robert Jones.

from S. D. Reiner





DEALER BILL MOUSSEAU of Kent, Washington, picked up about every trophy offered en route to receiving the 1958 Champion Driver Award. He was president of the Valley Stock Car Racing Association in 1955. His 1937 engine, mounted on a 1934 Ford chassis, winds up to 5,800 rpm's and makes competition eat the dust.
from R. W. Knoll

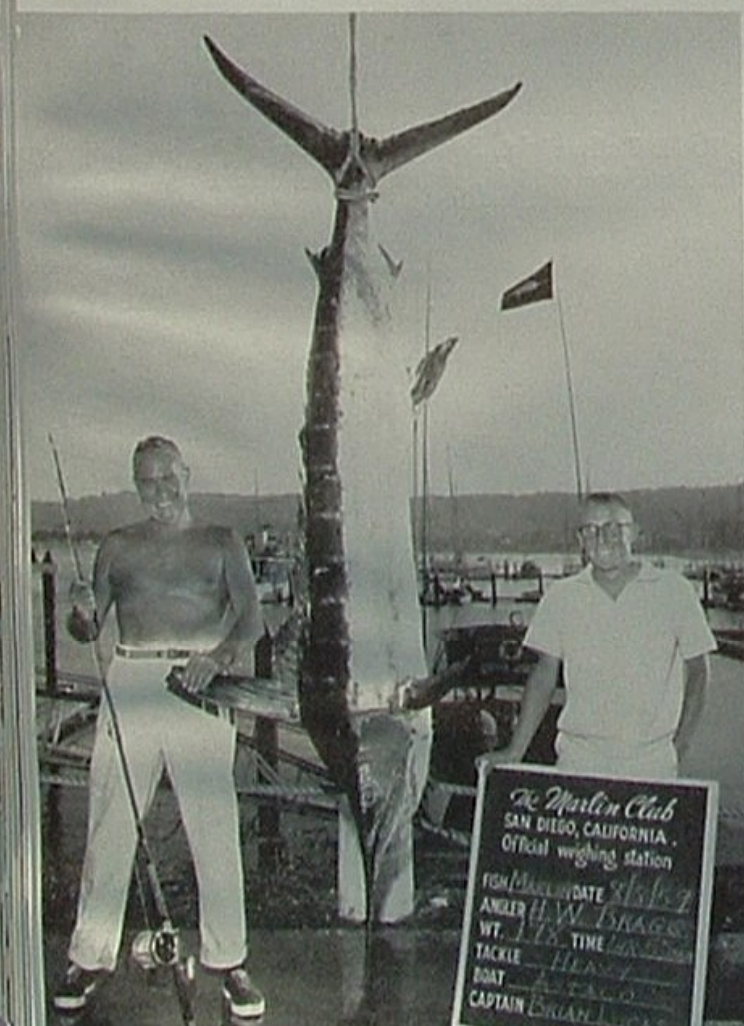


SUE FLEETWOOD, daughter of Auditor H. E. Fleetwood, Seattle, was featured in the July issue of *Ladies' Home Journal* because of the great work she and other teen-agers are doing to help handicapped children. As president of her high school Spade Club and counselor at the Kiwanis Krippled Kiddies Kamp on Whidbey Island, she shared many hours of her free time with unfortunate youngsters who needed a big sister's help.
from J. W. White



BOB ATWILL, chief of our Midland, Texas office, was reported to be enjoying good fishing along a cool Texas stream the hot day this picture was taken. Well, that's Bob sure enough and we'll take anybody's word for it that the day was hot.

"**OLD MAN OF THE SEA**" H. W. Bragg of Pasadena, on the other hand, presents more credible evidence.



DEALER G. W. CHRISTOFF, center, of Downey, California, was congratulated personally by Manager of Operations J. H. Garrison, left, and Retail Sales Supervisor R. D. Burnham on completing 25 years of finest "76" service.
from D. R. Hepburn



DEALER ED BANKS, left, of San Francisco had one of his Minute Men dress in an authentic 1776 uniform and hand out copies of the Declaration of Independence to all customers on July 4th. Everyone was delighted.
from C. C. Corsiglia



CON J. DEASY, consignee at Lodi, was singled out by Postmaster George R. Jahnel, left, to receive the community's first sale of oil industry commemorative stamps. Con recently scored another first—his first hole in one—made on 171-yard No. 3 of the Woodbridge Golf Club—with a "76" golf ball, of course!
from Lodi News Sentinel

RETIREMENTS

September 1, 1959	Service Date
ANTONIO L. PIRES <i>Oleum Refinery</i>	December 9, 1927
October 1, 1959	Service Date
FRANK M. BUTCHART <i>Comptroller's Department</i>	February 6, 1928
WILLIAM J. CENTER <i>Southern Region Distribution</i>	June 27, 1945
JOHN W. CHAPMAN <i>Direct Sales—San Francisco</i>	January 30, 1934
CHESTER E. MacLEAN <i>Direct Sales—Pasadena</i>	January 10, 1919
WILLIAM C. SUTTON <i>Automotive</i>	August 20, 1928

IN MEMORIAM

Employees:

NORRIS V. CHRISTOPHERSON
Marketing—Direct Sales August 24, 1959

Retirees:

W. C. PERRY
Southern Division Field August 29, 1959

JOHN B. PATE
Southern Division Pipeline August 30, 1959

ERNEST V. JONES
Southern Division Field September 7, 1959

RAY F. STINE
Comptroller's Department September 8, 1959

BIRTHDAY



SERVICE AWARDS



EMPLOYEES

October 1959

40 YEARS

EMMET P. KAVENEY.....Los Angeles Refinery
EDWARD J. ZANUSSI.....Oleum Refinery

30 YEARS

RUSSELL P. COLEMAN.....Los Angeles Refinery
DAVID COLVILLE.....Retail Marketing—Mojave
LEO W. DOTY.....Oleum Refinery
L. OLIVER HARGROVE.....Southern Region Distribution
FRED B. KNOWLES.....Southern Division Field
ALBERT L. LATHROP.....Southern Region Distribution
MANUEL C. MENDES.....Oleum Refinery
HOWARD C. NICHOLSON.....Oleum Refinery
HARRY J. RITZER.....Southern Region Distribution
MIKE D. SHEA.....Northern Division Pipeline
LELAND D. WACHTEL.....Comptroller's—Home Office
WM. A. S. WRIGHT.....Research Department

25 YEARS

CHARLES D. BRADLEY.....Manufacturing—Home Office
FLORENCE G. BREITSTEIN.....Exploration—Home Office
JOHN G. BROWN.....Southern Region Distribution
HARRY B. HILL.....Southern Division Pipeline
KEITH V. KAUFMAN.....Southern Division Field
EDWARD P. KEARNEY.....Direct Sales—Oakland

20 YEARS

RAYMOND K. MARUYA.....Terr. of Hawaii—Honolulu
LAWRENCE R. PEARCE.....Oleum Refinery
MABEL L. ROUSSEL.....Retail Marketing—Pasadena
ELMER T. VIGRE.....Oleum Refinery
FRANCIS J. WILSON.....Retail Marketing—Bakersfield

15 YEARS

LELDON L. BEVILL.....Field—West Texas
KELLEY C. CARSON.....Field—Louisiana
FRANK L. DRUM.....Southern Division Automotive
BARBARA J. HAMILTON.....Research Department
MYRLE S. JOHNSON.....Field—Louisiana
WILLIAM H. JOHNSON.....Southern Division Field
GLENN A. LUNDEEN.....Los Angeles Refinery
BERNARD A. MINCH.....Exploration—Bakersfield
LEONARD N. OLSON.....Southern Region Distribution
FRED G. PEARCE.....Los Angeles Refinery
IVAN G. UNDERWOOD.....Los Angeles Refinery
HARLEY D. WAGLE.....Los Angeles Refinery
CHARLES J. WENKEL.....Southern Region Distribution
RICHARD M. WHITE.....Comptroller's—Home Office

10 YEARS

LEIGH M. BATTSON.....Director
PAUL G. BISSIRI.....Santa Maria Refinery
LESTER D. COLLIER.....Exploration—Louisiana
CHARLES H. DIXON.....Field—West Texas
RICHARD L. NOLAND.....Treasury—Seattle

DEALERS

October 1959

15 YEARS

T. H. McCAULEY.....Ontario, California
BUD SHEPARD.....San Francisco, California

10 YEARS

ALASKA OIL SALES & SERVICES.....Palmer, Alaska
TERRY HARRISON.....Stanwood, Washington
STANLEY M. HARTER.....Bakersfield, California
AL KOSKI & SAM DePILLO.....San Francisco, California
FAI MANN.....Aiea, Hawaii
H. A. PFEIFFER.....Lodi, California
JAMES G. SMITH.....Las Vegas, Nevada
R. M. WHITE.....Indio, California

5 YEARS

PAUL BETSCHAT.....Elk Grove, California
CARL FANTOZZI.....Oakland, California
HENRY D. FONG AND ARTHUR W. CHIN
San Francisco, California
R. W. LEONARD.....Tacoma, Washington
GLENN MARTINE.....Chester, California
E. T. MONAHAN.....Yuba City, California
C. CARLYLE NORMENT.....San Jose, California

CONSIGNEES - DISTRIBUTORS

October 1959

30 YEARS

HOWARD C. HANSEN.....Winters, California
J. L. ROGERS.....Prescott, Arizona

20 YEARS

SOUTHWEST FLOUR & FEED CO.....Glendale, Arizona

10 YEARS

H. R. KOTTLER.....Pullman, Washington



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