



SEVENTY ⁷⁶
SIX

Union Oil Company of California

May - June 1961

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May-June, 1961

Volume 5, Number 5

THE COVER: On a sheep ranch in Australia, Union Oilers are drilling a wildcat. For the complete story, see page 2.

In this issue:

"Fair Dinkum"	2
Business Highlights	7
We Report To The Owners	8
Apple Blossom Time In Wenatchee	10
\$2000 Saving	11
Union Fuels For Japan Airlines	12
Are We Majoring In Illiteracy?	14
Detective With A Microscope	16
Knighthood's Still In Flower	18
Pick of The Shovel Jobs	18
In The Saddle With Fred Ash	19
In Focus	22
Service Birthday Awards	24



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 Editor, SEVENTY-SIX, Union Oil Center, Los Angeles 17, California.

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Sky Line

When the accompanying photo of Los Angeles Refinery's new flue-gas pipeline arrived in the Seventy-Six mail without explanation, we began to speculate. Why was the pipe installed on those tall, steel footstools? Why not in the pipe trench underneath? Or underground where pipelines are usually hidden from view?

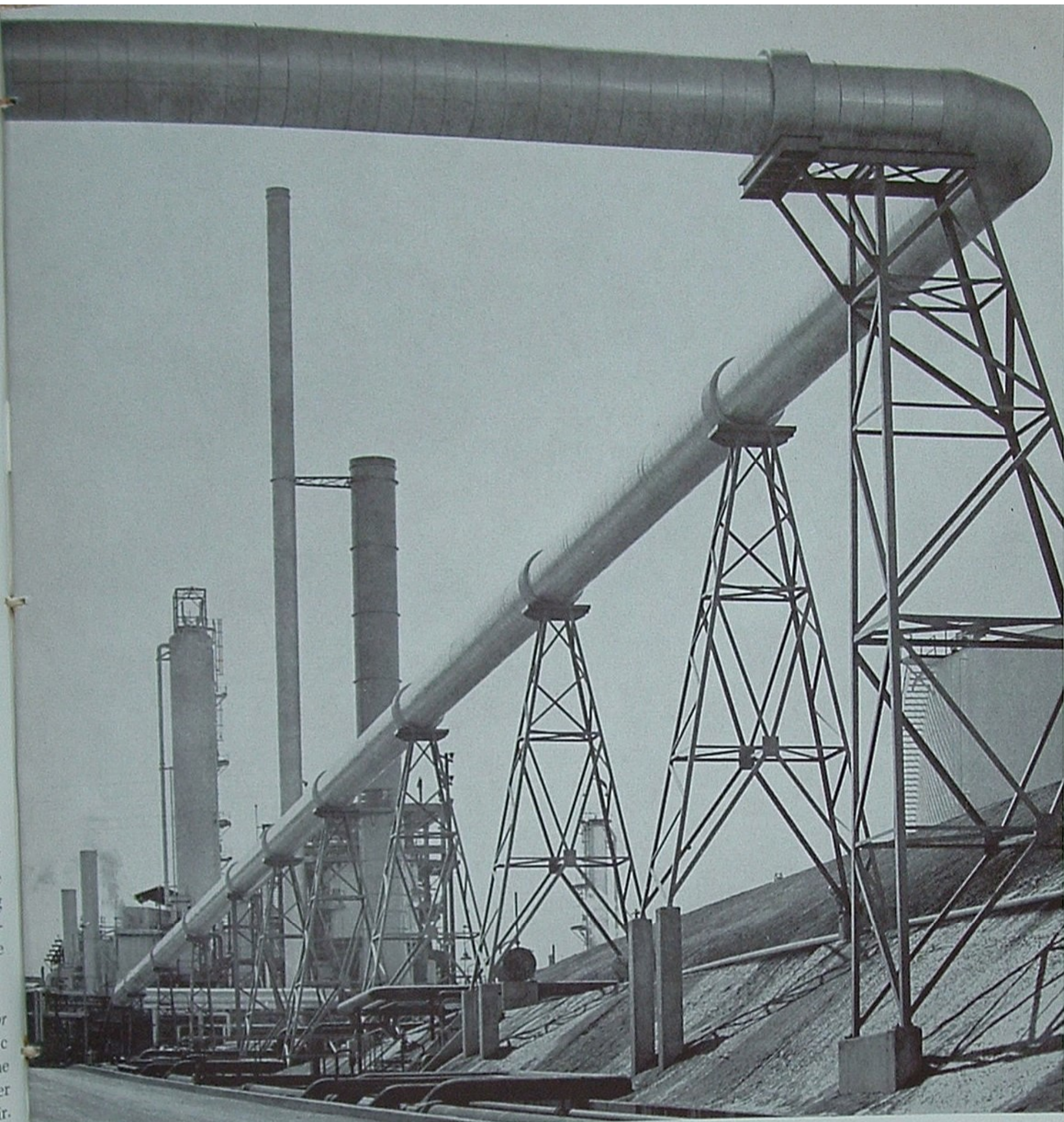
Three of us risked a dime each on an uneducated guess. Our engineer-at-heart, an artist, bet that the pipe was hung on sky hooks because there wasn't enough space available in the pipe trench or underground. Our member of the opposite sex thought it was placed there for aesthetic reasons; "It looks prettier up there!" Being much older and wiser than my two associates in oil industry lore, I clung to the infallible theory that the line was built that way to save money.

Then we called the refinery engineers.

The pipe, according to its authors, carries *regenerator flue gas* from Los Angeles Refinery's Fluid Catalytic Cracker to Boiler Plant No. 2, in background. The flue-gas is composed largely of carbon dioxide, water vapor and nitrogen — harmless constituents of pure air. But in the FCC's 4,500 tons per day of flue gas is also found about 270 tons of carbon monoxide. The latter has been classified by smog authorities as a contaminant of the atmosphere and so has to be eliminated.

"But the pipeline, sirs — why is it up in the air?"

We're coming to that, the engineers confided. You see, carbon monoxide is flammable, burns, has heat value. And since a refinery always has need for heat, we decided to kill two birds with one stone, as you would say. We could burn the carbon monoxide to satisfy smog authorities and use its heat to help pay the bill. So a new Boiler No. 7 was built at Boiler Plant No. 2. It generates 240,000 pounds per hour of 400 psig saturated steam and puts several less efficient 150 psig boilers at Plant No. 1 on a standby basis. About



one-third of the heat energy requirement for Boiler No. 7 comes from the 270 tons per day of carbon monoxide.

"But we're still in the air on that pipeline, sirs. Apparently it was too big to fit in a pipe trench," the artist suggested hopefully.

Not so at all, the engineers replied. You see Boiler Plant No. 2 sits on an elevation above the Fluid Catalytic Cracker. But the line connecting them has to slope downhill to carry off the liquids that are condensed inside. And the only way to make a pipe go downhill uphill, if we may coin an uncommon phrase, is to elevate the intake above the outgo. Hence the stilts.

"In view of all that steam generated, the line must be quite a money saver," I hinted triumphantly.

Say, the men laughed, the AFE for the new boiler, pipeline, and attendant equipment was \$2,500,000. It'll take a lot of steam before you can start saving money out of that pipeline, brother!

"But it *is* pretty and it *will* help to keep the atmosphere sparkling clean over our refinery," exclaimed the opposite sex.

Indeed it is and indeed it will, they echoed.

All of which proves that you can't reason or bet with a member of the opposite sex.

/THE END

*From Australia, where Union Oil people
are exploring for oil, the report is*

“FAIR DINKUM”

By Doyle Graves, Resident Manager

In Australia's vast Artesian Basin, Union Oilers are working side by side with the most friendly people on earth. Bonds formed during World War II are not forgotten in "Aussieland" where the American is still regarded almost as a blood brother. "Good on ya, Yank" and "You're fair dinkum" are expressions often heard on the Queensland frontier these days. The phrases are Australia's most complimentary; they mean "Well done, Yank," "You're genuine, authentic, okay."

Union Oil and Kern County Land Company joined as partners late in 1959 to explore the oil possibilities of Australia. Two geologists from our Regional Studies Group devoted almost a year to the geological reconnaissance of 50 million acres in southeast Queensland and northeast New South Wales, an area about half the size of California. Following an agreement with the Australian Oil & Gas Corporation, other Union Oil experts from both North and South America came to conduct an intensive geophysical and geological program. The studies led in a few months to the location of our first drill site, Cabawin No. 1.

As operator of the joint venture, Union Oil spudded the initial exploratory well on October 6, 1960. Gas shows occurred at several depths and, at nearly 10,000 feet, a blowout occurred, surfacing free gas and condensate. The well was controlled after an anxious week of waiting for delivery of a heavy mineral additive to increase mud density. As soon as drilling could be resumed, the hole was continued to a depth of 12,035 feet.

Currently, as this report is being written, we are testing several zones to evaluate their content of gas and liquid fractions. Of particular interest is the blowout zone, where testing will determine whether the high-pressure gas is limited to a small area or may have the potential of a productive field.

(Editor's note: In initial testing early in May, Cabawin No. 1 produced 51 gravity oil at the rate of about 65 barrels per day. Data are still inconclusive and the well's potential cannot be accurately assessed until extensive and time-consuming production tests are completed. However, it is considered encouraging that we have "shows" in the first well we and our partners drilled in Australia.)

The success of Cabawin No. 1, or of subsequent wells we intend to drill, will be watched with great interest by all Australians. To date there have been

Continued

Along the Condamine Highway in Queensland, Australia, our geophysical crew prepares to "shoot a new reflection profile" for what may become new oil resources in "Aussieland."





Geophysicists Doug Gray, Syd Kahanoff and Fortis Fitting examine record.



Core samples taken during drilling of Cabawin No. 1 give Geologists Eric Mack and Dave McGarry the well dope.

"Fair Dinkum"—*continued*

no oil or gas discoveries of commercial significance anywhere on this continent.

Our current oil search in Queensland is being carried out in a flat and featureless area checkered with grain fields and large grazing pastures. The horizon is interrupted here and there with an isolated grove of gum trees where usually is located a farmhouse with its wide veranda, corrugated iron roof, and extensive rain gutter system to conserve the scarce water supply.

Sheep drovers on horseback — with their herd of a few thousand sheep and several talented dogs keeping the

flock intact — are a familiar sight to our drilling crews. When the property owner, Mr. Gordon Henry, rides herd, he is likely to stop and have a "yarn" with our superintendent or invite him home for "tea," which is supper in Australian. Conversation during tea or on the veranda may then bring an invitation to join in the forthcoming kangaroo shoot.

Visitors to Australia are always impressed with this soulful eyed, hopping marsupial. But to the farmer and grazier he is an expensive pest. The kangaroo will eat four times as much as one sheep, which is serious

At Toowoomba, Queensland's garden city, 100 miles from the drilling site, Union Oil families conduct a picnic in Webb Park.





Rig Mechanic "Smitty" Smith holds Cabawin, a wild-pig mascot.



Snake "done in" by Syd Kahanoff is venture's worst peril.

business in an area of scarce pasturage. So in many parts of Australia, bounties are paid for kangaroo, also for wild pigs and dingoes (wild dogs). "Joey" is quite a road hazard too—especially at night when, confused by engine noise and headlights, he will blunder into the side of a car, causing extensive damage. The "roo" disdains both collision insurance and public liability.

Poisonous snakes are another menace most Australians and Americans do not take lightly. The Cabawin No. 1 rig occupies a favorite lounging area of the death adder and black snake, and their lethal sting inspires cautious walking. So far our boys have accounted for a good score of the reptiles and received no damaging bites. But foremen are well trained and supplied with antivenoms in case the battle should go the other way.

Drilling crews are quartered in the town of Tara, 26 miles north of the rig. Jim Murphy's Commercial Hotel, where Australian beer is a favorite attraction, is generally the first stop made by thirsty roughnecks after a tour change.

In Toowoomba, the "Garden City" of Queensland, just 100 miles from our drilling operation, the families of Union Oilers have "settled in" nicely. A prosperous farming community of 50,000, the city affords all the amenities of good family living. This being our district headquarters, there is plenty of work to do, but Toowoomba also provides favorite recreational opportunities including golf and parks for family outings.

In Australia, where commercial oil is yet to be discovered, the search for petroleum is strongly encouraged by both federal and state governments. In fact, the Commonwealth subsidizes oil exploration activities up to 50% of their actual cost, thereby providing a forceful incentive to the search. Officials of both government bodies are most cooperative and helpful. Their technical staffs are of the highest order and have contributed greatly to our exploration effort.

Headquarters of our entire Australian program is located in Sydney, capital of New South Wales, and Australia's largest city. Offices are shared with our fine

Continued



After "tea" at home of rancher Gordon Henry, right, Supt. Del Pyle is invited on kangaroo shoot.



After tour change at well, crew pauses at Murphy's "Pub" in Tara, where beer is "extra grouse," meaning it's tops.

"Fair Dinkum"—continued

and helpful associates, the Australian Oil & Gas Corporation, who have an enviable reputation among local oil exploration companies. Through A. O. G. cooperation, our activities have been carried on with an ease not usually experienced in foreign operations.

The enthusiasm of our team appears to be increasing, not only for the operation but also for Australia. As a matter of fact, if you were to ask one of our local Union Oilers today how he feels about the situation, he might just reply, "It's fair dinkum, mate!"

/THE END



In Brisbane, Resident Manager Doyle Graves, center, confers with Deputy Director Allan Condon, left, and Chief Petroleum Technologist Harry Taylor-Rodgers of the Commonwealth's Bureau of Mineral Resources.



From their office headquarters in Sydney, Chairman of the Board Sir Kenneth Coles, left, and Managing Director Bill Dee of the Australian Oil & Gas Corporation take a very helpful interest in our efforts to drill country's first oil well.

Meetings between government and Union Oil representatives in Brisbane have invariably been most friendly and constructive.



BUSINESS HIGHLIGHTS OF THE MONTH

THERE'S NO BUSINESS LIKE MORE BUSINESS

Sales activities in one of our fastest growing markets, Arizona, were climaxed during recent weeks through our acquisition of three large fuel accounts — L. M. White Contracting Co., Farmers Investment Co., and J. W. Jones Contracting Co.

In Alsaka, our contract with Kodiak Electric Association has been renewed for a two-year period. The contract provides that we supply their total requirements of Diesol and lubricating oil.

In the California Central Division, Union will supply the petroleum requirements of Britz Chemical Co. at Five Points, a volume estimated at 500,000 units annually.

Marketing, from C. H. Finnell

Military Petroleum Supply Agency has awarded the Company a contract for the period April 1 to September 30, 1961, covering jet fuel JP-4 in the amount of 97,000,000 gallons from California refineries, and 1,000,000 gallons from the Cut Bank, Montana, refinery.

Marketing, from F. K. Cadwell

BUSINESS AS USUAL DURING \$16,000,000 CONSTRUCTION

During the past 18 months, some \$16,000,000 has been invested at Los Angeles Refinery in order to improve the quality of our gasoline, jet fuel and mid-barrel products. In addition, \$4,000,000 was required for a new fuel gas treating system and for a boiler to recover heat formerly lost

in stack gases from the Fluid Catalytic Cracking Unit. As many as 600 construction workers were in the refinery working on this program.

During construction, it was necessary for all regular operations to continue. Our branded products had to be supplied in normal volume and in *finest* quality. Besides, many special products were on order by our customers. However, construction and transition were accomplished without interruption of product supply. Both employees and construction workers are commended for a difficult job well done.

The Edeleanu Plant at Los Angeles Refinery is one of the key processes in the manufacture of S-76 Solvent, kerosene, and 76 Turbine Fuel. The Edeleanu process, named for its inventor, Dr. Lazar Edeleanu, uses liquid sulfur dioxide as a solvent to remove undesirable materials from the feed stocks. It is quite a tribute to the inventor and his plant, which was fabricated in Germany and installed at LAR in 1930, that the process has maintained its position of quality leadership for over 31 years.

Refining, from J. W. Towler

TO PRESERVE "76" HAS REQUIRED ETERNAL VIGILANCE ALSO!

When R. D. Matthews first suggested "76" as the name for Union's premium gasoline introduced in 1932, he had in mind the pioneering spirit of 1776 which formed and preserved our Union of independent

states. But Uncle Sam, represented by the United States Patent Office and supported by the Court of Customs and Patent Appeals, took the dim view that "76" described either the gravity or octane number of the product. Our federal trademark registration was refused after a five year battle. Incidentally, if we had convinced Uncle Sam that "76" was not descriptive of either of these characteristics, he could have refused registration on grounds that it was deceptively mis-descriptive.

But we had faith in the mark and continued to use it. Finally in 1946, Congress changed the trademark law to permit registration of even a descriptive mark, providing that after long use it had become distinctive in the market place. At this time a survey of thousands of West Coast people showed that 82% recognized our emblem as a trademark of Union Oil Company of California, and we obtained federal registration in 1950.

To preserve the distinctiveness of our trademarks we must make sure that other people do not use them, and that we do not misuse them in such a way as to dilute their distinctiveness. This requires close cooperation between our marketing and advertising people and the Patent Division. While we feel that "76" is our most valuable trademark, our "housebrand" as it were, we have 65 other trademarks registered in one or more of over 50 countries, as well as in the 50 states. It is no small task to preserve their distinctiveness.

Research, from W. E. Bradley

We Report

It is a legal requirement as well as a good custom for the officers and directors of a corporation to make a report of their stewardship regularly to the owners — the shareholders.

Union Oil Company of California makes such accountings three times each year through printed quarterly reports and once through the printed annual report together with the Annual Shareholders' Meeting.

Our earnings picture, as reported by Chairman Reese H. Taylor to the assembled shareowners at Union Oil Center on April 24, was stimulating: Earnings for the first quarter of 1961 were 66% higher than for the corresponding period a year ago — \$9,164,026, or \$1.05 per share, compared with \$5,529,859, or \$.63 per share for the first quarter of 1960. Mr. Taylor predicted a continuation of the trend if there is no prolonged decline in product prices and the national economy does not deteriorate.

Mr. Taylor and President Dudley Tower explained the company's soundness in terms of broadened activities and lower operating expenses: "We are aggressively seeking profitable opportunities for expansion through diversification and acquisition. We believe it advisable to con-

tinue both geographic and product diversification compatible with our present business. Acquisitions will be made only if we are confident they will add to the company's future profits and growth."

Attention was called to the growth and increasing importance of Collier Carbon & Chemical Corporation, Union's major subsidiary. Their sales have risen 33% in the last two years. Their manufacturing assets have increased recently with a new sulfuric acid plant in Los Angeles, an anhydrous phosphoric acid plant at Kellogg, Idaho, and a new naphthalene plant now under construction on the East Coast.

At the meeting, where 90% of the company's outstanding common stock was represented, all directors were re-elected. At the organization meeting of the board, subsequent to the shareowners' meeting, all officers of the company were re-elected. Dr. W. E. Bradley, director of Research, was elected vice president of Research.

As is customary at such annual meetings, shareowners were invited to stand, identify themselves, and exercise their vocal rights. Several did. Without exception their comments were constructive and highly complimentary to the management, employees and dealers of Union Oil.

/THE END

At the annual meeting, officers and the Board listen attentively while, as a sequel to their reports, the owners voice comments.



to the Owners



Dr. W. E. Bradley, Company's newest vice president, answers a Research inquiry from audience.



And from one of the gentlemen who responded came words of hearty thanks to the management, employees and dealers of Union Oil for their outstanding work.



A lady shareowner stole the show by thanking Union Oil from the bottom of her heart for our wonderful sponsorship of professional baseball broadcasts.



In springtime near Wenatchee, hearts of future Queens turn to apple-blossoms.

Apple blossom time in Wenatchee



The 1961 Festival Queen Kathy Whiteman started her tour of the Northwest with "Royal," compliments of Robinson and Kleinsmith.

From the state of Washington annually comes about 34,500 carloads of apples, or 40% of the total United States crop. Of this trainload a day from the state, over half of the crop, or an average of 18,000 carloads yearly, is grown in the vicinity of Wenatchee, properly titled the "Apple Capital of the World."

During the first week of May each year, therefore, all eyes of the Northwest are turned toward Wenatchee. In this beautiful Columbia River setting of green, snow-capped mountains, billions of apple blossoms turn the orchards into a floral paradise. And for three happy days of celebration, 125,000 visitors and local residents convene in Wenatchee for the Washington State Apple Blossom Festival.

The most charming high school girl in the area is chosen as Festival Queen. Two other high school beauties accompany the Queen as Royal Princesses. They not only rule over the festival but make official tours of the Northwest and British Columbia, paying homage to King Apple and inviting everyone to visit his beautiful realm.

Enthusiasm generated by the blossoms and their lovely ambassadors is felt by everyone in the state and shared to the fullest degree by "Royal" citizens of the



Climax of the toast to King Apple is Wenatchee's annual big parade, watched by a throng of 125,000 spectators.

Apple Capital.

This year was no exception. No sooner had the Queen and Princesses been chosen than they were supplied with a new Cadillac limousine and launched on their two months' tour of goodwill. Their first stop was at the Union Oil service station of Dealer Bill Robinson. While Bill filled the limousine's fuel tank with "Royal 76", Sales Supervisor L. W. Kleinsmith stepped forward to congratulate the Royal Party. To the Queen he presented a Gold Credit Card — good anywhere on her journey for more Royal horsepower, for Minute Man Service of every kind, or even for tires, batteries and accessories if the need arose.

And in smiling gratitude to Union Oil, the girls gave Kleinsmith three of Washington's most delicious apples.

On your list of communities worthy of a vacation or weekend motoring adventure, remember Wenatchee. It's beautiful anytime. It's a place you'll always remember if you go there at apple blossom time.

/THE END

\$2,000 Saving

At Oleum Refinery's Coking Unit 200, a costly type of chrome-ring gasket is needed and used between certain types of pipe flanges. The chrome-ring, being highly resistant to corrosion, justifies its extra cost through longer service and less possibility of failure.

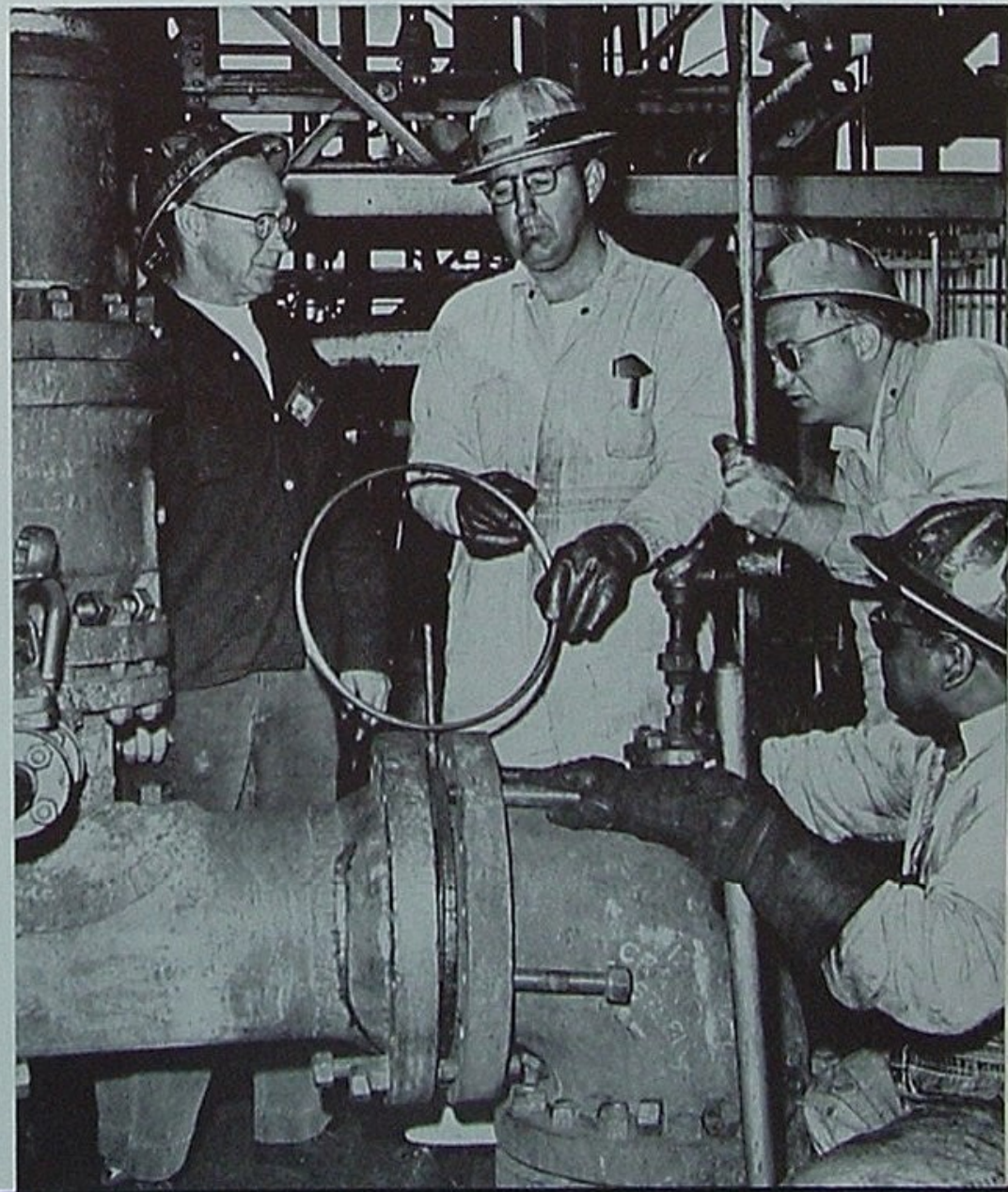
Quite a few of the Coking Unit flanges, however, are opened each day as a part of the normal operating procedure. This results in considerable physical wear of the gaskets and their frequent replacement.

When the problem of material costs was brought up during a Unit conference, M. D. "Doc" Roe, who is Operator No. 1 Special at the Coker, offered a suggestion: "Why not substitute less expensive carbon-steel-ring gaskets at locations where the flanges were being opened daily? The carbon steel has good wearing qualities, and daily inspection would eliminate corrosion failures."

"Doc's" suggestion was approved by the several departments involved. More than a month of testing proved the idea to be sound. The estimated saving that will be realized through substitution of the carbon-steel ring will be about \$2,000 per year at this one unit.

Our photograph of the operating crew making a gasket installation introduces, from left, M. D. Roe, Norman M. Forcum, James A. Phillips, Jr. and Jesse C. Avila.

/THE END



UNION FUELS

FOR JAPAN AIR LINES

Union Oil has added an important name to our list of commercial aviation customers—Japan Air Lines. On April 1, 1961, we made our initial delivery of 76 Turbine Fuel to the "Nikko" in San Francisco. This was the start of a regular fueling schedule for all JAL passenger and cargo aircraft calling at San Francisco International and Honolulu Airports.

The important contract was arranged through the mutual efforts of Maruzen Oil Company, with whom we have enjoyed a long and pleasant business association on both sides of the Pacific, and our own National & Special Accounts Division headed by W. L. Spencer. The latter was on hand at the bid opening in Tokyo and was first

to learn that Union would serve the account at Honolulu and San Francisco while Maruzen would supply similar service at Japan Air Lines' home base in Tokyo.

JAL's fleet of DCS's, with their oriental motif, kimono-clad hostesses and deluxe service, are considered among the topmost travel conveniences of our air age. To fuel their trans-Pacific flights will require an estimated turbine fuel volume of nearly one million gallons a month. Additionally, their cargo planes will consume over 2½ million gallons of aviation gasoline annually.

Concurrent with the service start at San Francisco and Honolulu, Lockheed Air Terminal refueler trucks, in Union letters and colors, were placed in operation.

Among those present at fueling takeoff in Honolulu were, from left, R. H. Rath of Union, George Mastalka of Lockheed, unidentified hostess, A. C. Rubel of Union, unidentified hostess, Mr. Morimura and Mr. Kunitomo of Japan Air Lines, and E. Keightley of Union Oil.





JAPAN AIR LINES

UNION
AIRCRAFT FUELING SERVICE

Fueling service for Japan Air Lines was initiated April 1st in San Francisco when the big "Nikko" DC-8 filled her 21,000-gallon capacity tanks with 76 Turbine Fuel for the return flight to Tokyo.



Fueling service for Japan Air Lines was initiated April 1st in San Francisco when the big "Nikko" DC-8 filled her 21,000-gallon capacity tanks with 76 Turbine Fuel for the return flight to Tokyo.

Each of the trucks, with over 8,000 gallons capacity, has a delivery rate of 600 gallons a minute. Delivering simultaneously through two hoses, two trucks at each of the locations can fuel at the rate of 1200 gallons a minute. Pumping speed is important, as a large airliner of this type will carry as much as 21,000 gallons of fuel at the start of a trans-ocean flight.

"Contract launching" formalities at Honolulu were led by Division Sales Manager R. H. Rath, whose honored guests included Mr. and Mrs. A. C. Rubel. In San Francisco, Division Sales Manager John Grunewald and several of his Company lieutenants saluted Japan Air Lines with a promise of nothing but the *Finest*.

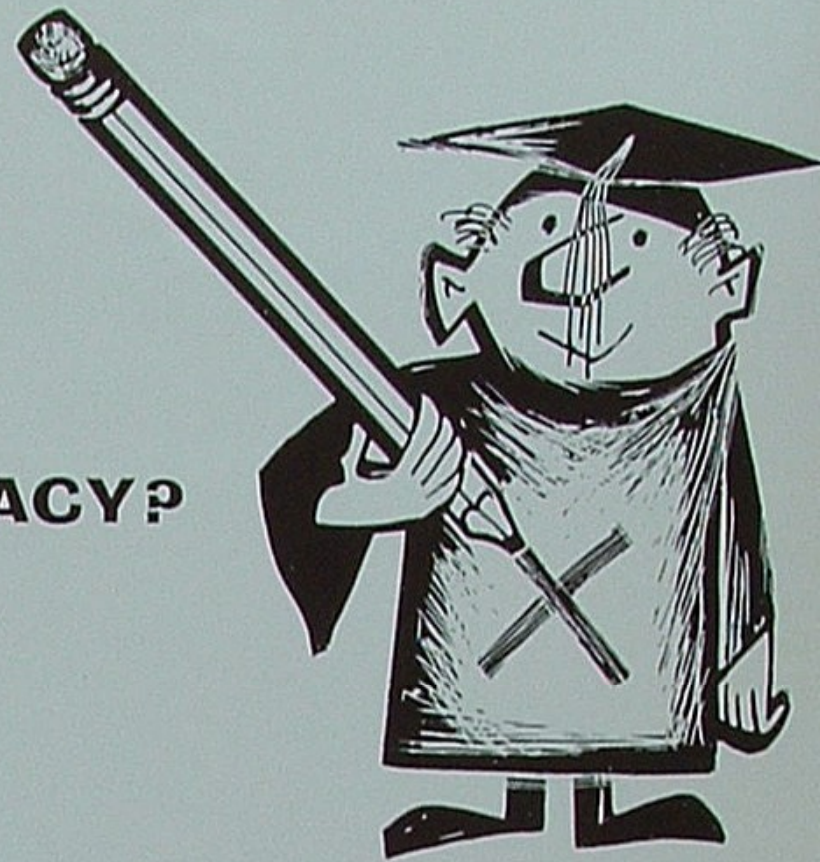
/THE END

In San Francisco, Division Sales Manager J. J. Grunewald says "Welcome aboard!" to the "Nikko's" captain and pretty hostess.



The Lockheed refueler trucks in use at both airports can load in tandem at 1200 gallons a minute. The operator, with control valve in hand, contacts jet's engineer by telephone.

Are we majoring in ILLITERACY?



Practically nobody objects to education. But there is evidence that many high school and college graduates embarking on careers today are not well educated. Sadly a lot of them haven't learned properly even to read or write. Perhaps the trouble lies in the ease and softness of our let-the-machine-do-it lives. Perhaps modern educational methods are at fault. At any rate, the following quotations from U. S. publications hint as to the seriousness of the problem and suggest that we return to the fundamental Three R's as taught in the Little Red School House if we intend to be a literate nation.

education. Proper spelling is a sign of a well *disaplined* mind. In our *oppinion* a graduate who can't write a *defnite*, precise *analisis* may turn out to be a type with a *tendencie* to split atoms that will *assend* us all through the *cieling*.

In the spirit of progress a student should be encouraged to "throw the book out the window" once in a while — but never the dictionary!

Reprinted from Newsweek

**what
ever
happend
to the
liberry?**



**winesap variety,
no doubt!**

"Core Curriculum"

A core curriculum is one in which the children bring apples to school and eat them and plant the cores in the school grounds. They watch them sprout and grow into leaves and blossoms, and then fruit. This is *Science*. They paste pieces of bark and twigs and leaves on paper and they paint pictures of the apples in a dish. This is *Art*.

The children sit around under the trees singing "In the Shade of the Old Apple Tree." This is *Music*. The story of Johnny Appleseed is told them. This is *Library Study*. They climb up in the tree and pick the apples. This is *Physical Education*.

They count the apples, "taking away" the wormy ones. This is *Arithmetic*. In their own words, they tell what a tree is and what they felt when they saw the cores turn into trees. They also write letters to the National Apple Growers Association. This is *Language Arts*. The gifted children do enriched research by reading Kilmer's "Trees"

There are eighteen misspelled words on this page.

They were not *writen* by *parints*, *kindergarten puples*, *enimy sergaents* nor *amature authers*.

They were taken from the examination papers of young men and women who have just had the *benifit* of one of the best things in American life . . . a college

or by finding out about Isaac Newton, the Apple of Discord, the Garden of Eden, William Tell, and other apple-y events.

They learn such words as *arbor*, *farbre*, *Apfel*, *Baum*, *manzana*. This is *Foreign Language*.

The boys build boxes to store the apples. This is *Industrial Arts*. And the girls bake them and sauce them and pie them. This is *Homemaking*. Then everyone eats them and learns about their nutritional value. This is *Health Education*.

These activities have been performed without a textbook or a workbook.



(When all the apples are gone, they take the cores once again and plant them in the school grounds and watch them grow and flower and fruit. Pretty soon, you cannot see the school for the trees. This is called *The End of Education*.)

Reprinted from Council for Basic Education Bulletin

• • •

The enriched curriculum in upstate New York:

According to the January issue of the Magazine *New York State Education*, the Lockport High School gives a course in Family Living which includes units in which "each girl plans, either alone or with her boyfriend (sic), a home that would be possible to build and furnish on a limited budget." Other units consider the problems of

"mate selection" and "learning to be livable, lovable and datable." The classes are also addressed by a panel of grandmothers — who presumably have learned to be livable, if not lovable. The magazine states that "one of the purposes of the work is to provide an outlet for informal classwork and sincere friendships between pupils and teachers."

nonsense applied

Statement by Congressman H. R. Goss

Here's where your money goes: R. E. Springwater was a trainee of the U.S. Information Agency. For training, he and his wife were shipped from the U.S. all the way to Ceylon, an island in the Indian Ocean southeast of India. Although the government well knew this trainee would be in Ceylon only 10 months, \$3,660 was spent on airfare and transportation of furniture. Furthermore, the trainee received \$443 in post differential, \$121 in post allowances, \$770 in quarters allowance, \$117 for temporary lodging, and \$125 transfer allowance.

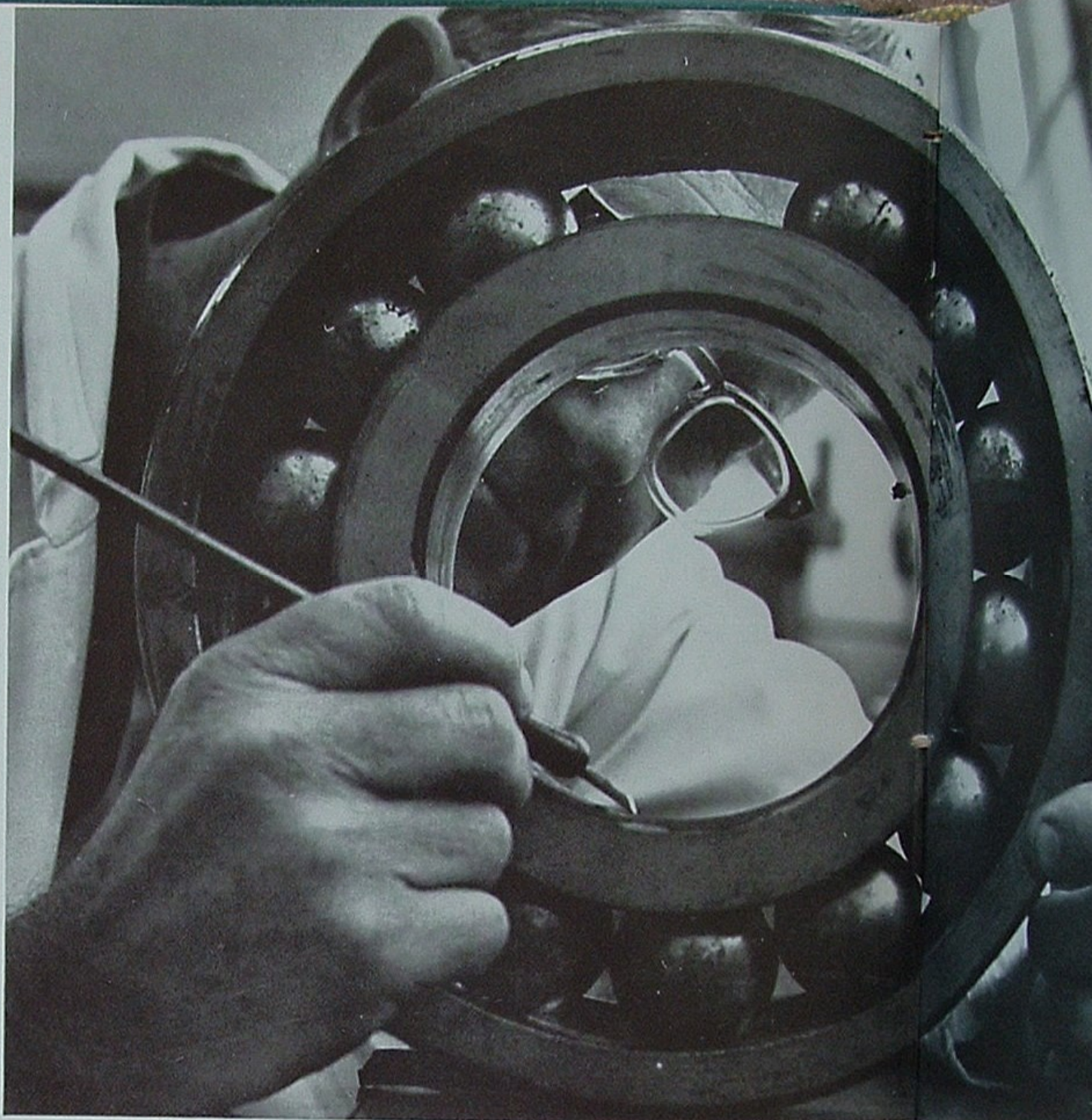
Thus it cost the taxpayers \$5,236 just to send the trainee to Ceylon for 10 months and this in addition to a substantial salary!

If further evidence is needed that Uncle Sugar has more money than common sense, hearken to these items: Your tax dollars maintain a "cultural attache" in Italy who draws \$18,540 a year in salary and allowances, and this government is now in the process of contributing \$2½ million to start construction of Haile Selassie University in Ethiopia. Uncle Sugar is committed to spend \$10 million on this project to please his Majesty, the Emperor, and this despite the fact that less than 2% of the population of Ethiopia is literate, which means that the first need is for elementary and vocational schools rather than a university. (Minus the "core curriculum" of course, Mr. Congressman!)

If the above items are not enough to convince you that Uncle is having a field day in distant places with your money, then try this one on for size: In India, \$20 million of your tax dollars have been obligated for what is known as the Orissa iron ore project. When good old Uncle Sugar gets this project in operation, Japanese industry, which is now flooding this country with imports, has agreed to buy 2 million tons of iron ore from India each year.

Reprinted through courtesy of Human Events

Detective with a microscope



Research backs Marketing with science to give customers service



A tugboat owner puts T5X oil in his big diesel engine. How long can he run the oil before changing it?

Engines of vehicles operated by a large municipal water and power department are showing heavy sludge deposits. Why?

The big ball bearings in a pump lifting water from an Arizona well fail. Why?

A trucker is worried. Should his lubricating oil turn black so fast?

Answering questions such as these as a service-after-sales for Marketing is a specialty of the Product Research Group of Research.

In their role as official guardians of the quality of Union Oil products, the men in this division run a scientific detection bureau, with Research Engineer R. J. (Bob) Tanner as one of the chief "private-eyes". His forte is answering questions that lead to longer or more satisfactory service from the products we make, and ferreting out obscure causes of mechanical failure.

According to Tanner, "Marketing's own Commercial Sales Engineers handle most of these problems. However, when our CSE's need special analysis, or the weight of Research opinion, they call us."

Take the Case of the switched to our oil the "How often shall I change To this question, the of oil from his engine w intervals, and a series of scientists determined th be used - safely.

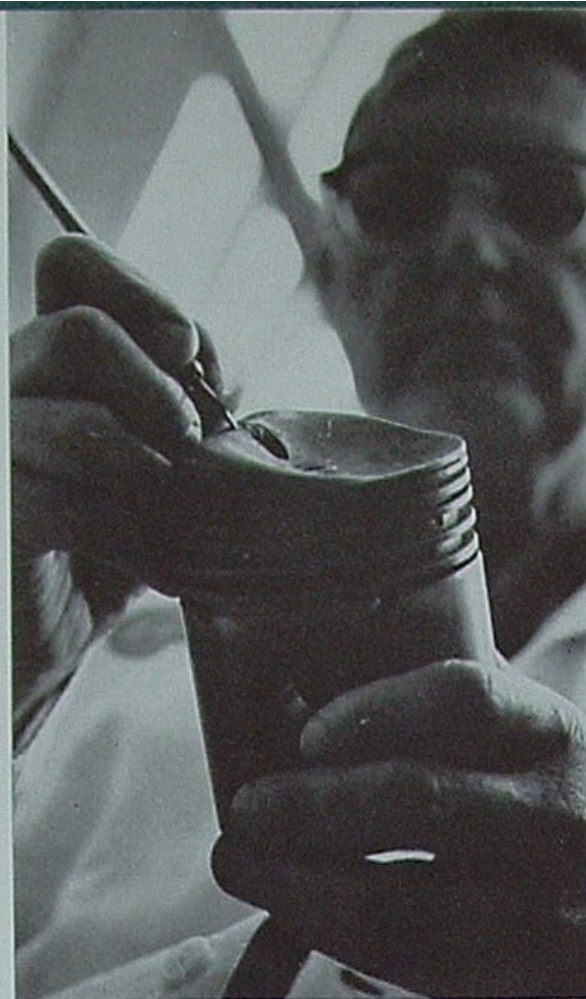
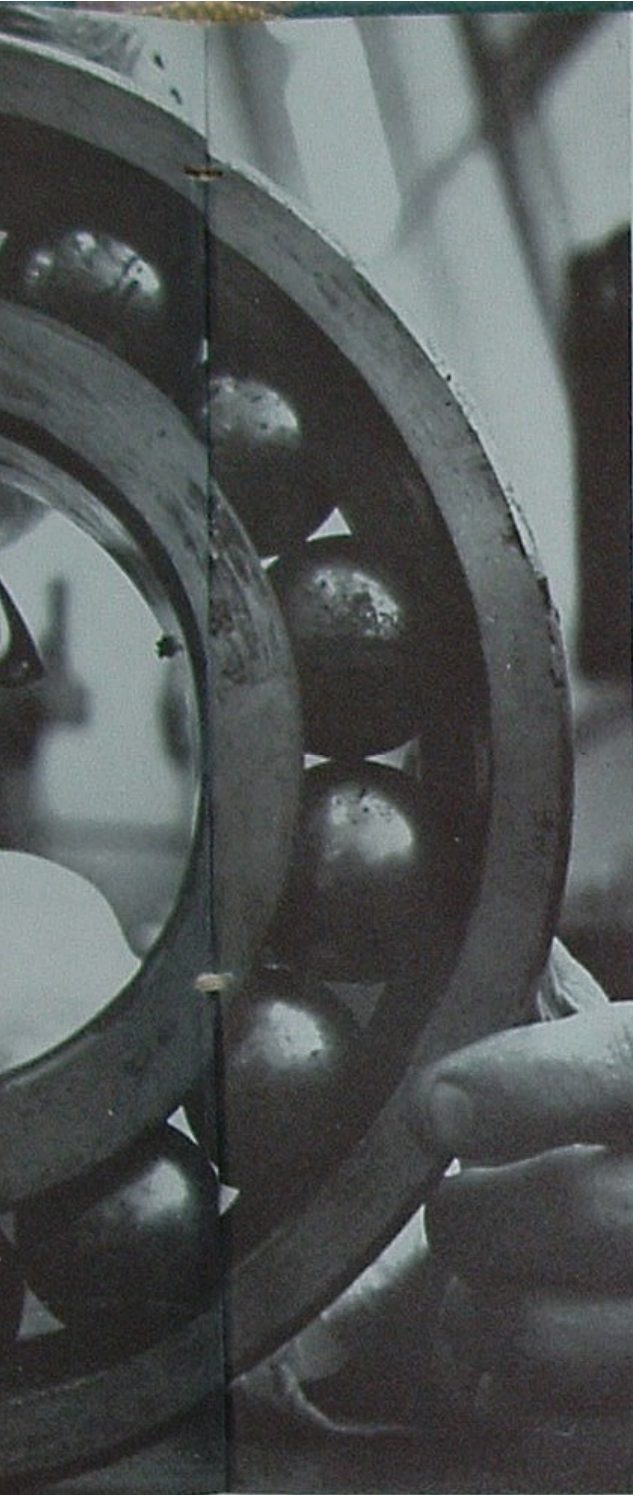
Or the Case of the because our T5X turned

Truckers often change Some time after it gets to it. But T5X turns dark s

The answer - and the engine manufacturer's own

Our improved T5X do ing an engine clean and o

engine soot, that it becom



Hole in piston from passenger car was caused by detonation, knocking — car was driven too hard with too low an octane gasoline.

Probe in hand, Research Engineer Bob Tanner examines bearing that failed when oil was run too hot too long. Helping Commercial Sales Engineers identify obscure causes of mechanical failure is an important sideline of the Product Research Group.

with science to give customers service after sales

How long can
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Arizona well
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Oil products,
with Research
eyes". His forte
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Sales Engineers
's need special

Take the Case of the Curious Tugboat Captain who switched to our oil then asked the perennial question, "How often shall I change it?"

To this question, there is no quick answer. Samples of oil from his engine were brought to Research at regular intervals, and a series of tests was run. From these, the scientists determined the number of hours the oil could be used — safely.

Or the Case of the Doubtful Trucker, who worried because our T5X turned black so fast.

Truckers often change oil on the basis of its color. Some time after it gets too dark to see through it, change it. But T5X turns dark sooner than the average oil.

The answer — and Research was able to quote the engine manufacturer's own information:

Our improved T5X does such an excellent job of keeping an engine clean and of dispersing the fine particles of engine soot, that it becomes dark much faster than other

oils. Yet, its outstanding lubricating quality isn't affected. The minute bits of coloring in it are about the size of the particles which color ink — about one six-hundredth as thick as the film of oil itself.

Service to customers goes beyond advice about our own products. Identifying the reason for mechanical failure is an important service to our customers and often takes shrewd detective work.

The question about rapidly sludging engines operated by the municipal utilities department was easy to answer. The engines idled a great deal, moisture condensed in them, sludge formed. Research's solution: Better crankcase ventilation to sweep out the water vapors.

Then there was the Incident of the Jeweled Mainbearings.

The bearings on a truck had failed. Came the usual question: "Why?"

Under Tanner's microscope, a sample bearing glittered with pinpoints of light. He traced the "jewels" back to their source, found that an oil filter packed with spun glass had failed. Again, under the microscope, the filter material showed the tiny glass beads. The beads had been picked up by the oil stream and were forced by the shaft into the bearing, scratching it, and imbedding themselves in its soft surface, a glittering clue to failure.

In another case, a customer who was using a competitive oil began having trouble with burned valves. A deposit was forming on the valve faces, then flaking off in spots. This formed channels through which hot exhaust gases could erode the valve faces.

A Sales Engineer sent a small sample of the deposits to Research. The Product Research Group analyzed the sample — and found it contained material present in the competitive oil. Result: a possible opportunity for sales of Union Oil products.

Helping create opportunities for sales — and strengthening ties with present customers — these are, of course, the reasons for the detectives with microscopes. And Tanner and his Product Research cohorts aren't as alien to a sales force as their white smocks and scientific surroundings might make them seem.

It is here in the Product Research Group that new oils, greases, and fuels originate. From here, come the constant improvements needed to maintain the Company's quality leadership. So it just makes good sense to join science with Marketing and forge the final link to the customer: service after sales to be sure the buyer gets the finest performance from the *Finest* products.

/THE END

Knighthood's still in flower

Mr. Dudley Tower, President

Dear Sir:

A compliment to your personnel and a word to let you know that one of your employees went out of his way to build good will for your company.

Yesterday afternoon on the Long Beach freeway



Kenneth V. Zerda, petroleum engineer, knight of the road.

my tire suddenly went flat. As soon as I could maneuver to the emergency parking area, your representative, dressed in a business suit and a white shirt, stopped and changed my tire. He said he was on his way to Ventura. He was driving a blue car with a small "76" on the door.

The thousands of dollars spent on advertising has not sold me on your product as fast as this gentleman's kindness.

Gratefully,
(Signed) Mrs. Harold Collier
Los Angeles, California

Editor's note:—Upon relaying this letter to Seventy-Six, President Dudley Tower commented: "Someone in this company can take a bow and all of us can take a lesson." Persistent inquiry revealed Kenneth V. Zerda, petroleum engineer at Santa Fe Springs, as the man who takes the bow. Ken was on his way to Ventura for a meeting when the tire incident occurred. "I was only being polite," he explains.

Pick of the shovel jobs

Out Wilshire Boulevard near Fairfax, where William Simpson Construction Co. are building the first authentic Japanese department store in America, our attention was drawn to a five-gallon fuel can labeled "76". A little detective work found the owner, Garrett Jacobs, and his rather old-fashioned title of shovel man. But don't let the shovel "handle" fool you. Jacobs performs astounding feats with a diesel mechanism built by Ford. It used to take three men at least two hours to load five cubic yards of dirt on a dump truck; Jacobs does

the job alone in five minutes. He estimates he can load between 500 and 600 yards of dirt in an eight-hour day. It doesn't take a strong back either; only five gallons of Union's domestic Diesol per eight-hour day. He also follows the manufacturer's recommendation by using our non-foaming hydraulic oil in the shovel's hydraulic system. And he carries a Union Oil Gold Card when he drives out to find some exercise in the evening. That pick-and-shovel job ain't what it used to be!

/THE END

Five gallons Diesol, 500 yards of earth!



The modern shovel has acquired a round handle and rubber tires.





Our consignee at Hayden, Arizona, has many irons in the fire. A day

IN THE SADDLE WITH FRED ASH

The April sun of Arizona was only an hour or two high when we pulled into a San Pedro River cattle ranch to meet the owner, Fred Ash. The owner wasn't on hand to greet us, but one of his hired hands pointed to a long column of dust rapidly approaching from across the river bottoms and assured us, "He'll be here directly." Presently, out of a late-model pickup truck stepped the lean, weather-hardened figure of the boss. Behind the worry-wrinkles of his eyes and forehead, we detected evidence of restlessness combined with a perpetual sense of humor. He wore a new felt hat of the type cattle men buy when beef prices edge upward. "My cowboys found some strays down by the river," he explained, "and I wanted to take a look at the brands."

Fred Ash was ready to start at once toward the new Union Oil marketing plant and service station at Hayden, where he serves as consignee. But our interest was riveted to the spring greenness of

Continued

Rancher Fred Ash of Arizona is an admirer of good horsepower, including the "76" variety.



Fred Ash—continued

nearby pastures and to several acres of ranch buildings, corrals and farming tools. His invitation to "Take your time and look around" pushed the sun rapidly toward high noon.

This man, it soon became evident, loves horses and hates rattlesnakes. We were walking back from inspecting some good saddle horses in the pasture when Fred warned us to step carefully near shaded places and in high grass. His son, he advised, had caught a rattler just the day before and placed it alive in a gallon bottle. "Wish he'd killed the thing!"

Half an hour later the boy, just home from college and two years of church missionary work in Australia, smilingly obeyed the boss's order to "Please get that critter off my front porch." He dispatched the rattler — but not before demonstrating how to pin the reptile with a forked stick and hold it safely in one hand while performing a dental inspection.

The dominant building in this ranch setting was pointed out by its owner as being one of the pioneer structures of southern Arizona. Back around 1870, the house served as a stagecoach stop on the run to Tucson. During uprisings of the tribes, particularly the Apaches, horses and coaches were admitted into the house through heavy doors and barricaded there until departure time. It was one of civilization's loneliest outposts during an era when much of the West was ruled by gun law.

Tilting his hat back and looking thoughtfully toward the hills, Fred Ash reminded us that stagecoaches were

fairly recent in the history of this San Pedro River country. As early as 1540 had come Coronado and his soldiers from Mexico, looking for the seven golden cities of Cibola. Later came the mission builders, Mexican rancheros, American frontiersmen, soldiers and settlers. All struggled fiercely to hold this watering trough in a thirsty wilderness of mountains, cactus and scorching sun. Few held on long enough even to leave a well-marked grave.

"And the primitive conditions haven't changed much," Fred smiled. "Off the road a hundred yards is country that no man has ever touched. Only the deer and the javelinas and the rattlers can make a living there. Even our cattle would starve some years if the cowboys didn't singe cactus for 'em."

"Singe cactus?" we inquired.

In response, Fred led us to a cactus-covered hillside and touched a match to the thorns of a bristling plant. Fire neatly consumed most of the thorns, leaving what the rancher claimed was the richest feed in the desert. "Why I have cows up here that are fatter than those horses down on the river bottom."

It was this sort of delaying action on our part that brought us, nearly a half a day late for work, to Fred's Union Oil office in Hayden. His employees of course had the situation well in hand and were busy with customers and reports. But there was quite a lineup of men waiting to see the boss and quite a steady ringing of the telephone. To some Fred spoke in fluent Spanish. Among others he addressed in the official Arizona lingo was a



Newest development at Hayden is our "76" version of a stagecoach stop. The retail-wholesale combination has been an outstanding success under Ash consigneeship.

Fred's son persuaded a live rattlesnake to smile for the photographer. The house in background, dated 1868, was used as a stagecoach barricade when Indian tribes were on warpath.

neighboring rancher who paused at the plant door. "Come on in, Joe," Fred invited, "but leave your hat on so we'll know who you are."

From then until late afternoon, we saw little of Fred Ash but heard a great deal. Here, according to the men who worked for him, was a man so well known and liked that in his territory of big cattle ranches he had acquired a majority as Union Oil accounts. His new service station adjoining the bulk plant had exceeded its anticipated peak gallonage the first month and was steadily improving its score. Next to the station, he was about ready to open a modern restaurant. He had sold his original ranch to one of the mining companies—only to buy a bigger one. Contracts he had successfully tackled in the area included street paving and town moving. All these were sparetime jobs—taken at the request of others or in order to keep the cattle ranch going during lean years.

"You know," Fred commented as we paused to look at one of his mining accounts at Hayden, "the cattle business is like the oil business, only more so. Once you get into it, you can never quite get out of it. After two or three good years a cattleman can walk into the bank with enough money to buy the bankers out. Then he'll hit a bad spell and the bankers'll ride out to the ranch to see him; probably he'll owe 'em so much money that nobody can afford to quit. That's why I figured the oil and cattle business might work pretty well together. If beef prices start going downhill, at least you'll have some-

thing to grease the skids."

Just before sunset we met the mill and smelter managers in their new office building — several of the main-street merchants — Mayor Jane M. Sewell whose "Town Hall" office bears the All America City Award by Look Magazine and the National City League. To these and nearly every passerby Fred exhibited the easy-going friendliness that comes only through long and pleasant association. It would take quite an oil salesman to make a dent in this consignee's customers.

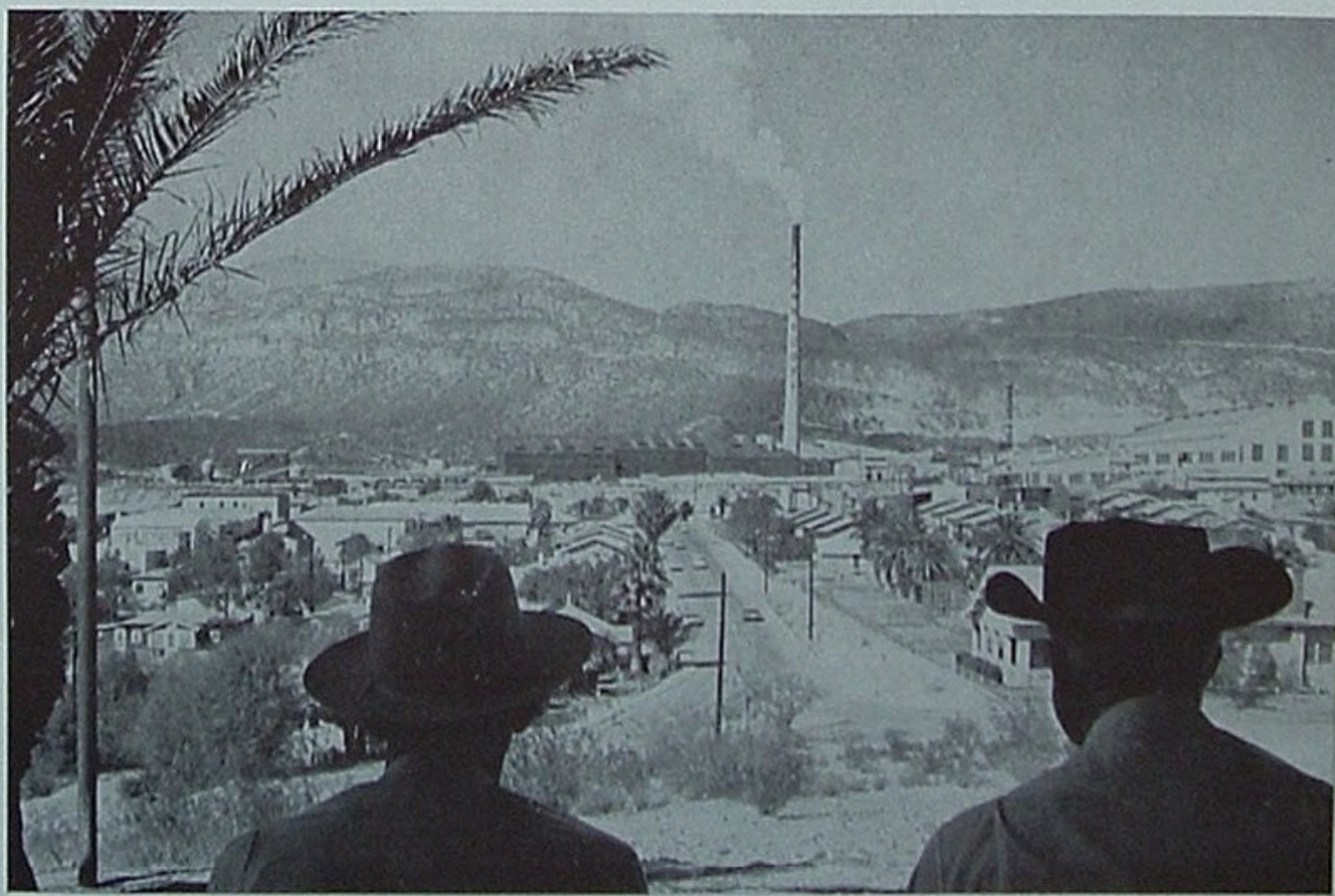
In some men's lives quitting time seems to have no application. Fred Ash, for example, reopened his Union Oil office about 6 p.m. to handle last minute office work and phone calls. Job hunters were still on his trail. At dusk he drove over to "Talk with the best man who ever worked for me" and promptly re-hired him. Then there were some last-minute chores at the ranch — and a change of clothes, except for boots and the light felt hat. Finally we swung into the saddle of a 1961 sedan and headed a hundred miles down the road to Fred's city home in Mesa. Toward midnight he said, "It isn't often when we loaf around all day like this in Arizona. Come back on the San Pedro sometime when we're workin' the cattle. If you're here on Saturday night, we'll take the ladies over to Hayden to a dance."

Come to think of it, most of the West's great conquests over desert and drought have been engineered by men of the Fred Ash stamp — tireless, gambling, good-natured men who never call it *quits*.

/THE END



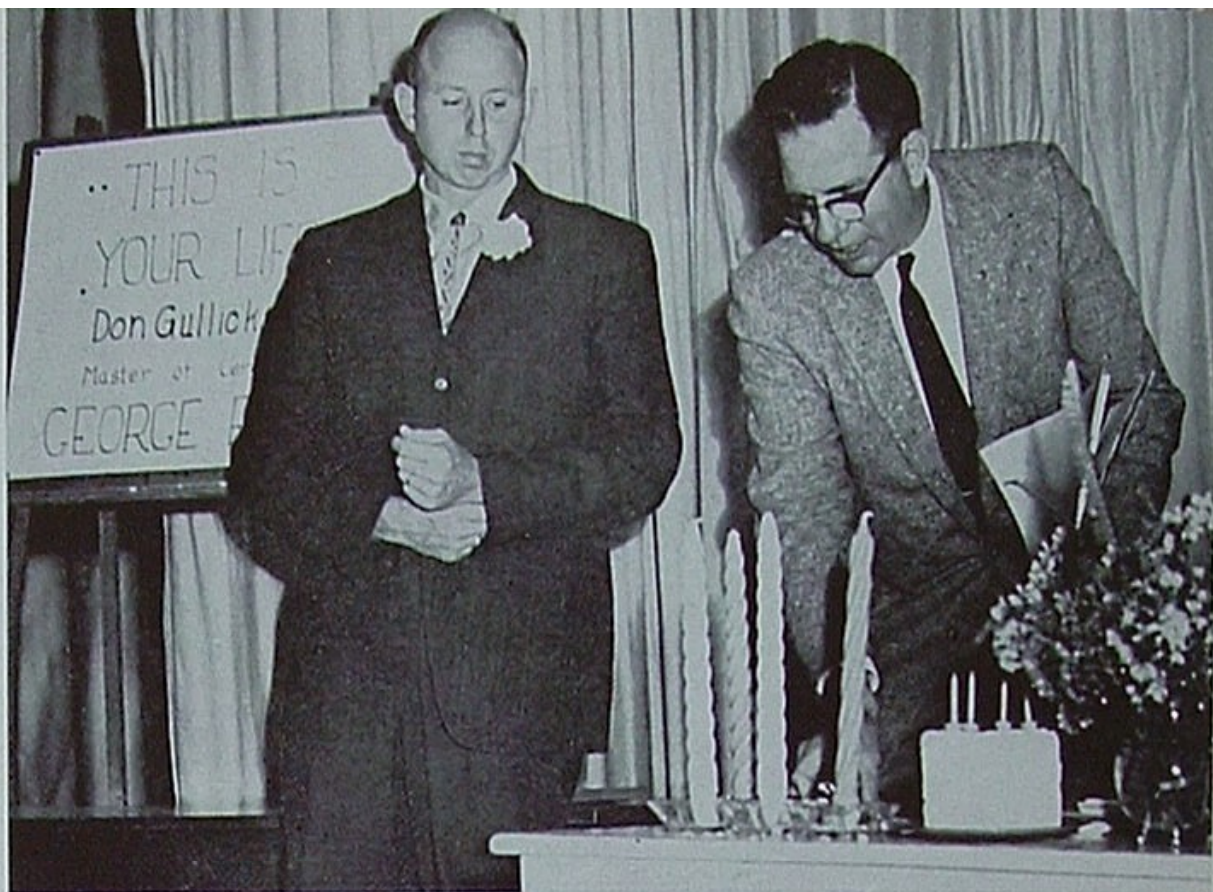
The consignee and Union Oiler Jim Luzedder "get the hang" of plant's new loading rack.



The man in the light, felt hat pioneered this country — aided mining development — paved the streets and helped build the towns — and now handles Union Oil business.



MRS. W. S. CHRISTOPHER, wife of Union's sales manager, retail, in San Francisco, rigged up this prize-winning Easter creation for a competition sponsored by the Millbrae Women's Club. Members were asked to wear hats suggesting husband's occupation. There's little doubt what Chris does.
from Max Small



DON GULLICKSON, left, communications technician for our Northern Division Pipelines, was awarded a life membership in the California Congress of Parents and Teachers for his outstanding work as a school trustee and leader of youth organizations. The presentation was made at Arroyo Grande following a "This is your life" review of Don's accomplishments. George Ford, right, was the master of ceremonies.
from Arroyo Grande Valley Herald Recorder

MIKE FLANAGAN, son of Union Oiler Chuck Flanagan, Seattle, is the national collegiate bowling champion of 1961. His 673 score in the doubles was the highest three-game total in the tournament's history. He added 555 in the singles and 564 in team play to win the all-events with 1,792. The tournament finals in Detroit attracted 60 top college stars. Mike, also an excellent scholar, is working toward his PH. D.
from The Seattle Times



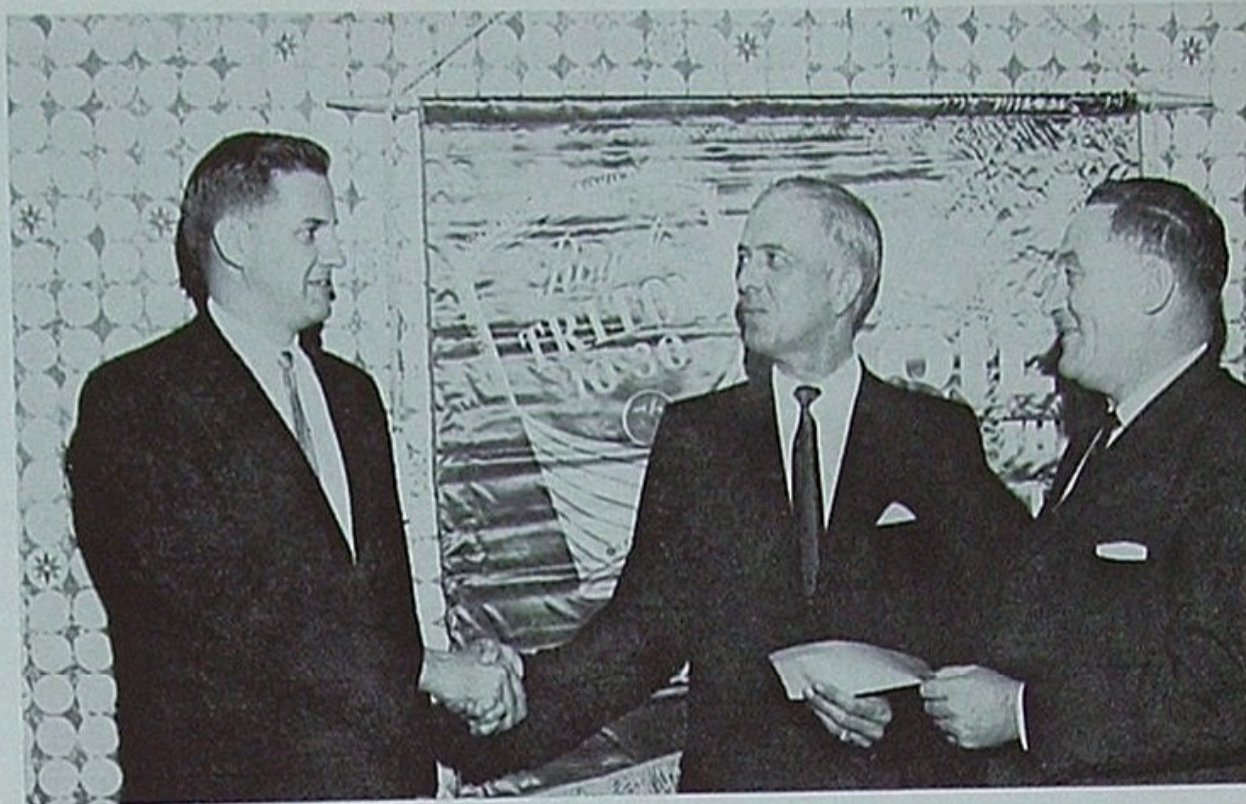
FRANCES KYLE of our Seattle Credit Department was one of 21 girls chosen on April 21 to publicize the Century 21 Exposition scheduled to open in Seattle on April 21, 1962. It so happened that Frances was celebrating her 21st birthday on April 21. And, though it shouldn't have happened, even the thermometer dipped close to the 21 mark as she was being photographed at the construction site of Century 21's Coliseum.
from W. I. Martin (21-plus)



UNION OIL EMPLOYEES OF LOS ANGELES were given the highest Community Chest award for their outstanding community spirit and generosity as expressed through the AID-United Givers charity campaign. Receiving the bronze plaque from Ernest J. Loebbecke at the awards meeting in the Statler Hotel is Senior Vice President H. W. Sanders who inspired the employee effort.
from H. H. Hansen



in focus



DISTRIBUTOR LEE DRYE, center, of the Carolina Supply Co., Thomasville, No. Carolina, receives a congratulatory handshake from Bob Koch of Home Office and cash-on-the-barrel-head from Frank McCarthy for achieving a big gain in Royal Triton sales for the year 1960.

from Eastern Continental Territory



MRS. RICHARD L. NOLAND, standing, wife of our credit manager in Seattle, is president of the Newcomer's Club in that city. The aim of her organization is to extend hospitality to women who become new residents of Seattle and to make them feel perfectly at home. The two Newcomers shown with Mrs. Noland are, from left, Mrs. Vincent P. Whetstone from Oakland, California, and Mrs. Nicholas E. Mitchell from Shreveport, Louisiana. Other Union Oiler wives who are active in the club are Mmes. T. R. McGilliard, J. T. Raabe, M. E. Nichols, T. S. Argyle, R. E. Nicholson, D. B. Fink and H. E. Schmidt.

from W. W. Workman

ANNETTE MONAHAN, secretary to President Dudley Tower, was surprised and thrilled on April 26th at being named the Outstanding Secretary of Southern California. She was one of 12 secretaries nominated for the top honor by the National Secretaries Association (International), Los Angeles Chapter. She is the mother of a 20-year-old daughter. Her Union Oil career began 26 years ago, a week after graduation from high school. From a starting job in the stenographic pool she advanced to corporate secretary for H. W. Sanders. Twelve years of experience in this key assignment, plus the well-planned use of extra hours in study and travel, brought her to the *Finest* rung of the secretarial ladder.

from National Secretaries Ass'n.



VERN MADISON of Union Oil is vice commodore of the Puget Sound Outboard Cruising Club and, of course, a booster of Company products. However, the club commodore works for Shell and the treasurer for Standard. So Vern promptly drafted Mrs. Madison as the club's unofficial lubrication engineer. Her first assignment was to get the *Finest* outboard motor oil in every boat.

from The Seattle Times



RETIREMENTS

May, 1961	Service Date
ARTHUR W. ASELTINE Treasurers—Credit Dept.	Aug. 9, 1937
RHUBEN N. BROWN Southern Div. Field	July 12, 1917
ALONZO C. HENDERSON Southern Pipe Line	March 18, 1925
MARY A. KNOLL Comptroller's Department	Sept. 4, 1925
LILY KOEHLER Marketing Department	Nov. 13, 1928
JOSE A. PAES Oleum Refinery	Sept. 13, 1920
JOHN SCOTT Oleum Refinery	April 12, 1927
JOHN F. STANCHFIELD Northwest Division	Nov. 25, 1925
MILTON L. VARNER Southern Div. Field	Feb. 17, 1911
FRED J. WOLF Northern Div. Field	Jan. 28, 1936
June, 1961	
ALFRED V. AMOS Marketing—Distribution	May 16, 1935
ALLEN S. GREENWOOD Los Angeles Refinery	Jan. 9, 1932
DOROTHY V. HARKNESS Exploration—H. O.	July 24, 1933

IN MEMORIAM

Employees:

VALERIA GRIFFEL Comptroller's Department	April 23, 1961
LOMAN WARD HAMILTON Wellpuller & Pumper	March 23, 1961
CLARK W. ROOT, SR. Southern Production—Field	April 13, 1961

Retirees:

CLARENCE W. FROOME Ventura Div. Superintendent	April 7, 1961
WILLIAM V. REBELLA Marketing—San Jose	May 7, 1961

SERVICE



EMPLOYEES

May, 1961

40 YEARS

CLARENCE RODE.....Pipeline—So. Div.

35 YEARS

ROY ANDERSON.....Mktg.—N. W. Div.
M. H. HAUSWIRTH.....Executive—H. O.
M. E. RUTLEDGE.....Indus. Rel.—H. O.
LAURITS SORENSEN.....Field—Pacific Coast

30 YEARS

EARLE C. BOEHMER.....Compt. Mktg. Accts.
WILLIAM L. CARDEN.....Glacier Div.
THOMAS F. FARRIS.....Glacier Div.
COURTLAND B. FRAIN.....Mktg.—H. O.
FRANK J. JANNI.....Oregon Div.
JAMES G. MYER.....Mktg.—Cal. So. Cstl. Div.

25 YEARS

ELMER A. BAGLEY.....Oleum Refinery
RICHARD D. DOWLE.....Mktg.—H. O.
HARRY G. YOST.....Field—Pacific Coast

20 YEARS

ROBERT K. BLACK.....Field—Pacific Coast
STANLEY CHAPIN, JR.....Oleum Refinery
C. F. GODFREY, JR.....Santa Maria Refinery
CLEO J. GOYETTE.....L. A. Refinery
T. O. MACKEY, JR.....Compt.—H. O.
CLYDE L. OWEN.....Treas.—Sacramento
ARTHUR STRIBLEY, JR.....L. A. Refinery
ROBERT L. SWITZER.....Research—Brea

15 YEARS

DAYIS ARMS.....Compt.—S. F.
MARION R. BAKER.....L. A. Refinery
ELTON P. BARNETT.....Oleum Refinery
SAM V. BILICH.....L. A. Refinery
HARVEY A. CHRISTMAN.....Oleum Refinery
CHAS. C. CORSIGLIA.....Mktg.—Oregon Div.
RICHARD F. DE LEGE.....Oleum Refinery
JOHN A. DEMPSEY.....No. Div. Pipeline
THEODORE N. DENNETT.....Oleum Refinery
CLAUDE E. ECHOLS.....Oleum Refinery
RUSSELL G. GARRIS.....S. W. Mtn. Div.
NORMA V. HAM.....Research—Brea
JOHN R. HEUSER.....Oleum Refinery
THOMAS L. KOWALSKI.....Research—Brea
LOUIS E. LEO.....Pipeline—So. Div.
AUGUST J. LINKEY.....Mktg.—S. W. Mtn. Div.
EUGENE D. MAFFEO.....Oleum Refinery
DEAN E. OESER.....Oleum Refinery
WALTER P. PRIMBSCH.....Oleum Refinery
FRANK L. RADOSEVICH.....Oleum Refinery
FRANCIS E. RIES.....Compt.—H. O.
JAMES L. SALMON.....Oleum Refinery
HAROLD L. SAVAGE.....Oleum Refinery

GENOA C. SINGLETON.....Field—Gulf. Div.
HAROLD H. STREAM, JR.....Field—H. O.
JOSEPH M. TURNER, JR.....Field—Gulf Div.
GEORGE F. WEBSTER.....Mktg.—H. O.
TED R. WESTERLIND.....Mktg.—N. W. Div.
JOY S. WHEATON.....Oleum Refinery
ERNEST D. WILSON.....Mktg.—Oregon Div.
LLOYD J. WYATT.....Mktg. Research—H. O.
THOMAS T. M. YOUNG.....Mktg.—Hawaii Div.

10 YEARS

EVERETT M. ADAMS.....Oleum Refinery
JAMES S. ALLEN.....Oleum Refinery
JOHN W. ARP.....Oleum Refinery
EDWARD V. BOUGHER.....Oleum Refinery
E. M. BOYETTE.....Compt.—H. O.
ED BYRNE.....Field—Cent. Div.
WILLIAM R. CALLAHAN.....Oleum Refinery
JAMES T. COOPER, JR.....Oleum Refinery
JAMES R. COURTNEY.....Compt.—H. O.
WALTER G. CROWNER.....L. A. Refinery
JOSEPH S. DOOLEY.....L. A. Refinery
GEORGE S. FREESE.....Field—Expl—H. O.
WILLIAM R. FROST.....Oleum Refinery
ROBERT W. GARDNER.....Field—Pacific Coast
DAVID C. GEORGE.....Field—Cent. Div.
GLENN O. HELLER.....Oleum Refinery
PHILIP E. HEWITT.....East. Cont. Div.
FLORIN C. HOLM.....Oleum Refinery
WILLIAM L. HORSPOOL.....L. A. Refinery
PAUL G. HOUGAN.....L. A. Refinery
HARVEY L. JOHNSTON.....Mktg.—Cal. So. Cstl. Div.
ROSA B. MAGGARD.....Field—H. O.
A. P. McCONNELL.....Mktg.—Cal. So. Cstl. Div.
RICHARD E. NELSON.....Oleum Refinery
LEO EDWIN OLSEN.....Oleum Refinery
MILTON D. PARKS.....L. A. Refinery
WILLIAM B. PHILLIPS.....Oleum Refinery
NORMAN W. POHL.....Mktg.—Cal. So. Cst. Div.
MARY E. REDFERN.....Field—Canadian Div.
WELDON J. SAVOIE.....Field—Gulf Div.
ARTIE L. SCOTT.....Research—Brea
MURIEL J. SEYFFER.....Legal—H. O.
FAY E. SHANNON.....Mktg.—N. W. Div.
GEORGE D. SMITH.....Mktg.—N. W. Div.
GEORGE D. SPRINGER.....Field—Canadian Div.
J. B. SUTTLE.....Field—Pacific Coast
ARCHIE S. THOMPSON.....Oleum Refinery
WILLIAM F. WELCH.....Oleum Refinery
GUY E. WILKINS.....L. A. Refinery
KENNETH M. WRIGHT.....Mktg.—Cal. S. Cstl. Div.
MARVIN L. ZOLLER.....Field—Central Div.

DEALERS

May, 1961

20 YEARS

C. J. FRIEND.....Hubbard, Oregon
L. A. LEMLEY.....Naches, Washington
ART NIELSEN.....Encino, California
BURL H. TAYLOR.....Los Angeles, California

15 YEARS

W. D. GRAY.....Coulee Dam, Washington
CHARLES KERZIC.....Big Bear Lake, California
PACIFIC AIRMOTIVE.....Seattle, Washington
DEAN I. SCOTT.....Witter Springs, California
FRANK YAKOVICH.....Emeryville, California

10 YEARS

WADE ARMSTRONG.....Fullerton, California
ELMER N. BANE.....Cabazon, California
BIG SIX SERVICE.....Nogales, Arizona
BOICE & BARBEE SERVICE.....Nogales, Arizona
JACK COLKER.....Los Angeles, California
HUTTON & LINDSEY.....San Jose, California
BERYL KELLY.....Fairbanks, Alaska
ROYAL LINDEN, JR.....Redondo Beach, Calif.
ALBERT L. NG.....San Francisco, California

5 YEARS

A. & J. TAVERN.....Roslyn, Washington
 ANTIOCH MOTORS, INC.....Antioch, California
 JOHN W. BLOCK.....Glendale, California
 DANIEL BOMBACI.....San Jose, California
 PAUL BRESSE.....Tokeland, Washington
 GENE E. BUDDEAU.....Portland, Oregon
 WARREN F. CLARK.....Vallejo, California
 ROBERT C. CHUNG.....Honolulu, Hawaii
 T. A. DOBRY, JR.....Woodland Hills, California
 R. B. ENGLEMAN
 dba Mirage Station Cafe..Bakersfield, California
 ROBERT FAWCETT.....Venice, California
 FIRESTONE STORE.....Santa Cruz, California
 PAUL D. HANNON.....Sierraville, California
 PAUL A. HETTERVIG.....Portland, Oregon
 ROBERT KNIGHT.....Sunnyside, Washington
 JACK KOUCHI.....Waimea, Kauai
 HARRY MARKS.....Lancaster, California
 ED S. MAYES & CO.....Centralia, Washington
 MONO LAKE SERVICE.....Mono Lake, California
 RAY & JOHN UNION SERVICE..West Covina, Calif.
 EUGENE R. SPENCER.....Walnut Creek, California
 GEORGE H. TANABE.....Honolulu, Hawaii
 ROBERT E. TRETIN.....Fremont, California
 GEORGE W. WHITE.....San Francisco, California
 MYRON E. ZENTS.....Roseville, California

20 YEARS

MARJORIE E. ADAMS.....Executive—H.O.
 ROBERT G. BUNKELMAN.....Field—Pacific Coast
 LEO CONTI.....Field—Pacific Coast
 GEORGE B. CREED.....Oleum Refinery
 LOUIS R. DAMSKEY, JR.....Refining—H. O.
 RICHARD T. DULANEY.....Comptrollers—H. O.
 ROBERT G. FAIRFIELD.....Oleum Refinery
 ROSS A. HANSON, JR.....Research—Brea
 FRANK HECKEL.....Oleum Refinery
 EMEL G. HUGHES.....Field—Pacific Coast
 VERNON W. KELLER.....Oleum Refinery
 PAUL D. KILDAY.....Mktg.—Cal. So. Cstl. Div.
 RICHARD MERTES.....Econ. & Plan.—H. O.
 KIYOTO MORI.....Mktg.—Hawaii Div.
 ALBERT A. NUNES.....Oleum Refinery
 JACK OSHAUGHNESSY.....Mktg.—Cal. No. Cstl. Div.
 SAMUEL E. PATTERSON.....Field—Pacific Coast
 FOREST U. RANDALL.....Expl.—Pacific Coast
 DONALD E. REEDER.....Purch.—Warehouse
 FRANKLIN R. WADE.....Field—Pacific Coast
 FRANK E. WALKER.....Econ. & Plan.—H. O.
 MARY E. WILEY.....Purchasing—H. O.

15 YEARS

EARLE R. ATKINS, JR.....Research—Brea
 RAYMOND W. BARNES.....L. A. Refinery
 R. H. BECKWITH.....Field—Gulf Division
 IRENE S. BEFORD.....Comptrollers—H. O.
 EUGENE BORAX.....Exploration—H. O.
 WILLIAM C. BRANDT.....Field—Pacific Coast
 E. CURTIS CAMPBELL.....Oleum Refinery
 MAX M. ELLIS.....Research—Brea
 BILLIE N. EVANS.....Field—Pacific Coast
 RONALD L. FOSTER.....Pipeline—Northern Div.
 WOODROW W. GANTT.....Oleum Refinery
 JACK GLOBERSON.....Expl.—Pacific Coast
 DONALD E. GOLDRICK.....Cut Bank Refinery
 M. E. HARRISON, JR.....Mktg.—Cal. So. Cstl. Div.
 RAYMOND HOFFMAN.....Mktg.—Cal. Central Div.
 CHARLES E. HULL.....Oleum Refinery
 LOIS M. JOHNSON.....Field—Pacific Coast
 CHARLIE E. LOFTON.....Oleum Refinery
 EDMOND J. LUDWIG.....Research—Brea
 VERNIE J. MADISON.....Mktg.—N. W. Div.
 N. J. MARINOVICH.....Mktg.—Cal. No. Cstl. Div.
 NICK B. MATISEVICH.....L. A. Refinery
 JAMES K. MORRIS.....Pipeline—No. Div.
 HERBERT C. OBRIEN.....Refining—H. O.
 THEODORE M. ROMSTAD.....Mktg.—N. W. Div.
 WALLACE H. RUETTEN.....Cut Bank Refinery
 LEVETTE P. SILVER.....Pipeline—No. Div.
 EDGAR STOWE.....Comptrollers—H. O.
 TOJIRO WATANABE.....Mktg.—Hawaii Div.
 ERNEST C. WICKER.....Mktg.—N. W. Div.
 CLIFFORD W. WOOD.....Field—Pacific Coast

10 YEARS

RAYMOND K. BAIRD.....L. A. Refinery
 JOSEPH N. BARBIAN.....Mktg.—Cal. So. Cstl. Div.
 ROBERT N. BONGARD.....Purchasing—H. O.
 MARION E. BRIDGES.....L. A. Refinery
 CARL R. CARLSON.....Expl.—Pacific Coast
 FLOYD W. CARROLL.....Oleum Refinery
 CLARENCE W. CONNS.....Mktg.—Cal. Cent. Div.
 L. E. CREEDEN, JR.....Research—Brea
 OTTO R. CRUNCLETON.....Field—Pacific Coast
 RICHARD R. ELLIS.....Comptrollers—H. O.
 ROBERT R. GOULD.....Oleum Refinery
 EUGENE F. GRIFFIN.....Field—Gulf. Div.
 JOSEPH HEINS, JR.....L. A. Refinery
 J. S. HURLBURT.....Mktg.—S. W. Mtn. Div.
 LEONARD F. KERKHOFF.....Field—Canadian Div.
 JOHN F. KOHAL, JR.....Field—Pacific Coast
 FRANK L. LEMMON.....Field—Pacific Coast
 L. M. LoPRESTI.....Comptrollers—S. F.
 ELTON B. MATHIAS.....Pipeline—So. Div.
 MARSHALL A. NELSON.....L. A. Refinery
 STEPHEN H. NOSLER.....Treas.—H. O.
 JAMES C. OPENSHAW.....Oleum Refinery
 JAMES PHILLIPS, JR.....Oleum Refinery

PATRICIA A. REAGAN.....Comptrollers—H. O.
 BARBARA J. ROGERS.....Mktg.—H. O.
 RAYMOND T. SATO.....Mktg.—Hawaii Div.
 HAROLD J. SCHAPER.....Mktg.—N. W. Div.
 THOMAS B. SHEPHERD.....L. A. Refinery
 ALFRED G. SOUZA.....Oleum Refinery
 MANUEL G. SOUZA.....Oleum Refinery
 LEE C. VOGEL.....Research—Brea
 LYNN W. WILSON.....L. A. Refinery
 JOHN WOLFENBERGER.....Field—Pacific Coast

DEALERS**June, 1961****40 YEARS**

D. PERKINS.....Los Nietos, California

30 YEARS

EDWARD R. OCHSNER.....Napa, California

25 YEARS

LOUIS A. COUTS.....Inglewood, California
 TOM KRUEDER.....Portland, Oregon
 PAT LELAND,
 TIRE SERVICE CO.....San Francisco, California
 HAROLD K. PECK.....Santa Ana, California

20 YEARS

FIRESTONE SERVICE
 STATION.....Walla Walla, Washington
 PETER E. FREY.....Ukiah, California

15 YEARS

GILBERT KENNER.....Los Angeles, California
 F. W. ORTHMEYER.....Cayuse, Oregon
 L. C. & G. R. WADE.....Clear Lake, Washington
 LESTER WESTENSKOW.....La Grande, Oregon
 McVEIGH WHITSON.....Anchorage, Alaska
 ALBERT ZETTLER.....Silverdale, Washington

10 YEARS

C. O. D. GARAGE.....Minden, California
 I. C. IVERSON.....Hobart, Washington
 JAMES G. SMITH.....Las Vegas, Nevada

5 YEARS

J. L. BENNETT.....Arcadia, California
 JAMES A. BRADLEY.....Apple Valley, California
 WAYNE L. CARLOCK.....White Salmon, Washington
 L. CLARK.....Los Angeles, California
 WILLIAM GROSS.....Osburn, Idaho
 D. HALLBERG.....Yucaipa, California
 LINCOLN MOTEL.....Austin, Nevada
 W. H. SMITH.....Leavenworth, Washington
 C. SRABIAN.....South San Francisco, California
 DEWEY F. WONG.....Hayward, California

CONSIGNEES - DISTRIBUTORS**May, 1961****30 YEARS**

C. A. PATTERSON.....Marysville, California

20 YEARS

L. E. MINER.....Willits, California

10 YEARS

R. W. HAMILTON.....Willamina, Oregon

5 YEARS

CHARLES M. CRAIG.....Wickenburg, Arizona

EMPLOYEES**June, 1961****40 YEARS**

FRED C. BARR.....Mktg.—Cal. No. Cstl. Div.
 RAY C. CLIFFORD.....Mktg.—N. W. Division

35 YEARS

F. H. BILLINGTON.....Field—Pacific Coast
 CHARLES H. BOWER.....Oleum Refinery
 FREDERICK L. CROCE.....Treas.—Sacramento
 FRANK J. DEVINE.....Oleum Refinery
 WILLIAM P. KNICK.....Field—Pacific Coast
 JAMES T. LANG.....Research—Brea
 GEORGE L. PAULUS.....Field—Pacific Coast
 HARRY S. SCOTT.....Mktg.—Cal. So. Cstl. Div.

30 YEARS

ELMER LEROY BENSON.....Mktg.—Cal. So. Cstl. Div.
 HARRY F. DOWNEY.....Oleum Refinery
 JAMES H. GARRISON.....Mktg.—S. W. Mtn. Div.
 PAUL R. SWANSON.....Oleum Refinery

25 YEARS

MELVIN W. COATS.....Field—Pacific Coast
 RALPH DURBIN.....Mktg.—S. W. Mtn. Div.
 GLENN W. KEISER.....Mktg.—Cal. So. Cstl. Div.
 FRANCIS H. OTT.....Mktg.—Home Office
 J. T. RAABE.....Mktg.—N. W. Div.
 FRED J. SIMMONS.....Field—Pacific Coast
 ROBERT R. SPIRO.....Mktg.—Cal. So. Cstl. Div.
 MARSHALL V. TURF.....Cut Bank Refinery
 CHESTER E. WILSON.....Resarch—Brea

CONSIGNEES - DISTRIBUTORS**June, 1961****35 YEARS**

E. J. MANGINI.....Concord, California

30 YEARS

W. K. CLARK.....Centerville, California

25 YEARS

FRANK FERRETTI.....Los Banos, California

20 YEARS

CHARLES R. LAVERTY.....Jacumba, California

15 YEARS

G. S. HARDEY.....Brawley, California

10 YEARS

H. L. OWENS.....Grass Valley, Oregon

5 YEARS

TED HEARNE.....Springerville, Arizona

UNION OIL COMPANY OF CALIFORNIA

P. O. Box 7600

Los Angeles 54, California



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76