



SEVENTY ⁷⁶
SIX

Union Oil Company of California

October 1961



After 71 years . . .

What is Union Oil?

"Union Oil Company of California" is the oldest western oil company trade name. It has identified a line of quality petroleum products for 71 years this month.

After all those years, you'd have a hard time finding anyone west of the Rockies who hadn't heard of the Company. But you might also have just as hard a time getting general agreement on just what Union Oil Company *is* in this seventy-first year of corporate life.

To other people in the industry, Union Oil is the 15th largest oil company in the United States. It's an integrated oil company, one that produces oil, refines it, and markets the product.

To the general public, it's a dealer taking care of a car. It's a chain of fine service stations. Depending on where a person lives, it's a refinery, an oil field, a marketing station, a consignee. It's the company that sponsors broadcasting of baseball, tennis and thoroughbred racing. It's big. Hopefully, it has a deserved reputation for quality. It's the "76 company."

To the investor, Union Oil is the symbol "UCL" on the board of the New York and Pacific Coast Stock Exchanges and in brokers' offices across the land. It's a dividend check in the mail.

Union Oil, at 71, is all these things: big, an integrated oil company, dealers, a quality house, an investment. But these are external impressions, the kind anyone can form from any large, successful corporation. And they're correct — on the surface.

Look a little deeper. Union Oil, at 71, is considerably more than those impressions outsiders get of us.

It is 7,000 men and women backed by tens of thousands of shareowners doing what none of them could do as individuals.

It is people working together to earn a living for themselves and their families; making the things they and their neighbors need in order to build roads, grow food, drive automobiles, paint houses, fly airplanes, grease the wheels of industry.

It is part and parcel of the life of the West.

In addition to those 7,000 employees — the majority of them in the 11 western states—another 18,000 dealers, consignees, and their employees rely directly on Union Oil for their livelihood.

If you accept the generally agreed-on figure for the number of people supported by each job, close to 80,000 of us here in the West pay our bills with money earned by finding oil, refining it, and selling it as Union Oil products.

How many more Westerners count Union Oil money as part of their income is anyone's guess.

The Company takes in — at the 1960 rate — well over a half-billion dollars a year. A corporation can't

SEVENTY⁷⁶ SIX

Union Oil Company of California

Volume 5, Number 9

October, 1961

THE COVER: In the deep South, land of Spanish moss, swamps, oil and hurricanes, Union Oilers have controlled the highest gas pressure ever encountered in a completed Company well. For the report, turn to Page 14.

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

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Thiel D. Collett, Editor
Mary Ann Bowles, Production Assistant

"squirrel" money away. Every cent that comes in, even the part labeled "profits," goes out again to buy things we need to stay in business or as dividends.

More than half the people who receive the dividends, our shareowners, live in the West.

We buy everything from food to light bulbs — services, materials, construction work — from 6,000 different firms and individuals here in the West. Their bill last year was about \$70,000,000.

We spent another \$14,000,000 — again in the 11 western states — for transportation. The money was picked up by railroads, truckers, airlines, barge owners, even by cities such as Los Angeles and Stockton.

Most of the thousands of royalty checks and payments for crude oil to other independent producers go to people who live, and spend *their* income here in the West.

It's almost impossible to calculate the total economic effect — the effect on the butcher, the baker, the car dealer, the clothing store — of the Company's \$65,000,000 payroll.

As a taxpayer, we contributed substantially — \$15,000,000 worth — to the services states, counties, and cities offer their citizens.

As a tax collector we took in — and remitted to those local governments — around \$56,000,000 in fuel, sales, and lubricating oil taxes; *plus* the \$36,000,000 in similar taxes we collected and paid to the federal government.

(Our *total* tax bill, local and federal, on properties, operations, earnings, and excise taxes was \$117,200,000!)

Nine men pooled their savings to form Union Oil Company in 1890. Those nine and their few employees were a relatively unimportant part of a young industry, unknown outside a small section of Southern California.

This month, in its seventy-first year, Union Oil is known internationally. And there's considerably more to it than those typical, superficial impressions: size, service stations, stock, a brand name on petroleum products.

Union Oil is a company of people, an integral part of the West itself.

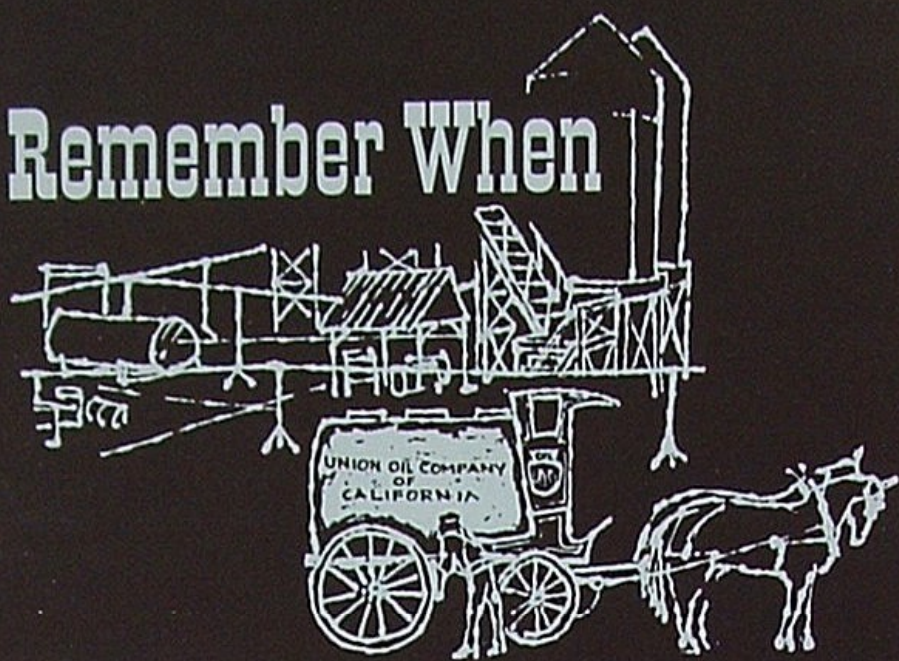
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The Company is what it is today because of *who* it was yesterday.

On this October 17th, the 71st birthday of Union Oil, let's turn back the pages of time to 50 years ago. It was the end of a great pioneering era, the beginning of a much greater one.

By coincidence, no less than four Union Oilers who worked in both eras have offered to share their memoirs. The pictures they sent, though faded, are priceless. Their letters tell you better than we can who the Company was. On the following pages you will find their interesting reports under the title "Remember When."

Remember When



Dear Editor:

Some time ago I asked your office if you would be interested in some information about the Fresno Plant of 50 years ago. Was told it would be welcomed.

The accompanying picture belongs to Mr. Dave O. Fleming who pioneered our sales of stove oil in the Fresno District in 1912. The product sold for 4½ cents a gallon and all the restaurants used it for cooking. A few people even enjoyed the luxury of oil-burning heaters. Hope you can use the picture in one of your Union Oil birthday issues of SEVENTY-SIX. The following comments may add some light:

Custodians of the six wagons were, from left, Plant

Foreman Lester Stul identified, a Mr. Ger identified, Congressman Bud G identified, and L. C. S center of the picture Warehouseman and F Warehouseman Joe D The four-horse tea of Biola, Skaggs Brid stayed all night at Ke driver filled his wago Southern Pacific depot ney and Rolinda. The der and Bowles; the vicinity; the fifth to Sar back along Blackstone hours were from 7 a. every week.



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Foreman Lester Stublefield, Drivers Bill Bennett, unidentified, a Mr. Gerhart who was the brother of former Congressman Bud Gerhart from Fresno, Mr. Hayes, unidentified, and L. C. Smith. Three men standing near the center of the picture were Stableman George Giffen, Warehouseman and Relief Driver David O. Fleming, and Warehouseman Joe Di Magio.

The four-horse team on the extreme right took care of Biola, Skaggs Bridge and Kerman. Driver and team stayed all night at Kerman. On the second morning the driver filled his wagon from small storage tanks at the Southern Pacific depot, returning to Fresno through Kearney and Rolinda. The third day he was routed to Oleaner and Bowles; the fourth to Malaga, Fowler and vicinity; the fifth to Sanger; the sixth to Tarpy, Clovis and back along Blackstone Avenue to Fresno. The working hours were from 7 a.m. to 5 p.m. at the best, six days every week.

In 1912 Union Oil bought a new 1150-gallon Elco solid-tire truck. This retired two wagons from duty, but the driving chore was a two-man job, one at the wheel, the other riding "shotgun," that is, shooting for trouble. In winter the truck spent most of the time it saved stuck in the mud. It was credited with breaking many wooden bridges in the area. Standard practice was to take two three-by-twelve planks, a block and tackle, and plenty of strong rope on the route. Many a time the truck and drivers arrived back at the plant around midnight.

The bulk products at Fresno in those days were gasoline, kerosene and engine distillate. Aristo was the fast-selling oil. Red Line Axle Grease kept the wheels of agriculture and commerce turning. There was some doubt that gasoline sales would ever amount to much.

(Signed) Very truly yours,
W. W. Hoessel, Consignee
Westley, California

Continued



Photos of our Fresno Plant, yesterday and today, suggest some interesting contrasts: Horsepower has totally replaced horse power. With fewer vehicles and about the same number of employees, we are today supplying the Fresno city area with over a half-million gallons of petroleum a month. Fifty years ago, six tankwagons did well to deliver 2,500 gallons in a 10-hour working day.

Remember When—continued

Dear Editor:

In your fine publication, August 1959 issue, you have a picture of "Perc" Weston accepting a plaque containing the name of an old personal friend of mine. The "talking mare" named "Nell" was the better half of a team of horses we had at Hayward, California, when I started working for Union Oil in 1918. The other half was named Lill.

I can still hear the driver, Thomford, cussing any individual who would name a team of horses Nell and Lill. He insisted the mares never quite knew which one he was yelling at. I should have told him that the confusion was due more to his "Plug-Cut" chewing tobacco than to any similarities between Nell and Lill.

In the accompanying picture, Nell is the dapple-gray on our left and Lill is the strawberry-roan. The workhorse in the middle is Johnny Thomford. The picture was taken February 21, 1919. About a year and a half later, the team was sold to a Japanese gardener near San Leandro. So passed another era. With few regrets, because it was my lot every third Sunday to water the horses and clean up their stalls.

Incidentally, several newcomers to our organization have questioned the frequent references in old correspondence and reports to "drums and barrels." The picture shows a drum on the stake wagon as well as a wood barrel on the ground. The drums were 110 gallon capacity, steel, and weighed about 110 pounds empty. Haven't seen any for 25 years, so another era must have passed.

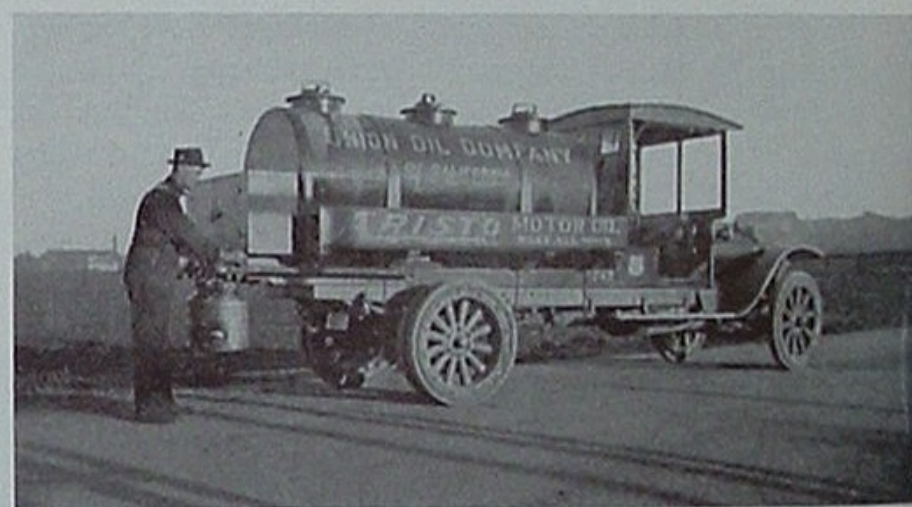
The wood barrels were used exclusively in the 1918 to 1922 period as containers for lubricants. It was a weekly ritual to go over stock in the warehouse and tighten loose hoops with a cooper's hammer. Steel barrels made their appearance in the early '20's, so the wood barrel era also passed on. Quite a picture — three eras on the way out!

Just for the record, I am enclosing some other snapshots. One is the agent's car, a classy Model T roadster assigned to Byron W. Clark. The tank truck with Martin H. Sorensen at the aft bucket faucets is a solid-tired White that replaced a tank wagon. The Hayward Plant yard in those days was none too large for its drums and barrels. Business was good!

Sincerely,
(Signed) Paul E. Tychsen
Marketing Accounting Representative
Seattle, Washington



"Nell is the dapple-gray on our left, and Lill is the strawberry-roan. The workhorse in the middle is Johnny Thomford."



When the Company bought a 1½-ton White for Hayward in 1919, Driver M. H. Sorensen realized the ultimate in easy delivery.



Agent Byron W. Clark sported a Model T Roadster—with crank.



Clark W. Root, Sr. and his two teams.

Dear Editor:

The passing of Clark W. Root, Sr. in April of this year recalls a most enjoyable visit I had with him a year ago. He appeared hale and hearty at the time and seemed perfectly pleased with retirement in his lovely home at Brea, California. Like so many old-timers, he remembered the events of 50 years ago as if they had happened yesterday. And among the possessions he valued most were two pictures taken during his early years with Union Oil. He retired in 1955.

In the one photo he smilingly described himself as "the jackass standing between a fine team of Missouri mules." He was 20 at the time and was the Company's official teamster in the Fillmore area. The two mules, costing about \$750, were used for hauling drilling supplies and for "pulling" wells. They were well known to field crews at Sespe, Fillmore, Bardsdall and at Adams Canyon during the three-year drilling of Adams 40.

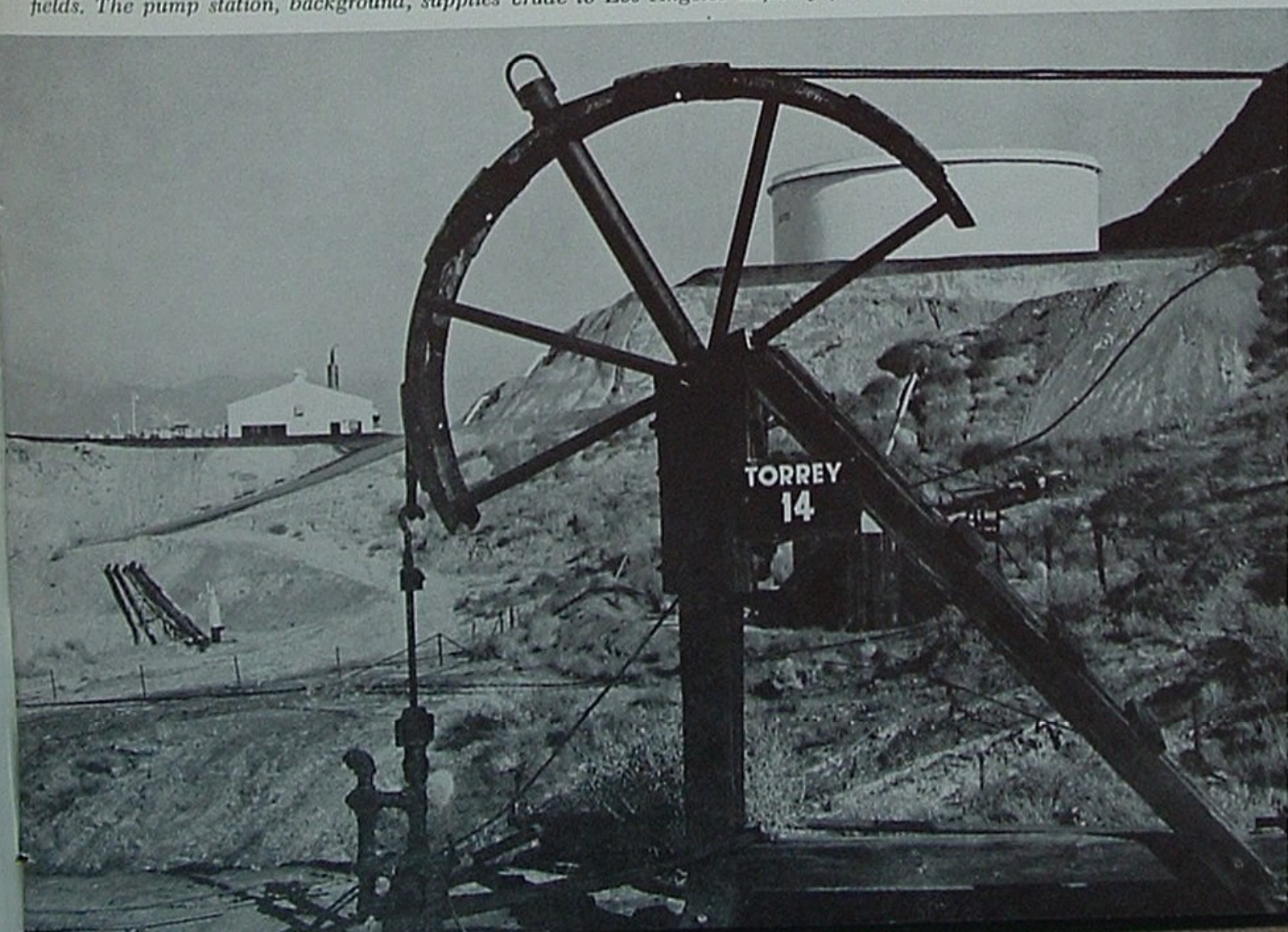
The other photo, taken on Torrey Hill at the site where we now have a modern compressor plant, shows Mr. Root with genuine horsepower. With this team rigged to "bull wheels and drum," he remembered pulling a 2100-foot string of tubing, two joints at a time, and stacking the pipe in a 64-foot standard derrick. Sucker rods (wooden) were also pulled two at a time by the team, "straight out" instead of using the bull wheels.

One Adams Canyon rig burned down, he remembered, with casing standing in the derrick. Before the casing was cool, the rig builders had started building another derrick. Those were the days of iron men and wooden rigs!

(Signed) Yours truly,
Donald J. Spragg
Santa Fe Springs, California

Continued

Torrey Canyon Field, where Teamster Root performed some of his heaviest labors, is still one of our most prolific California fields. The pump station, background, supplies crude to Los Angeles Refinery from deep new wells—and old Torrey No. 14.



Remember When—continued

Mr. Thomas Crowley
Crowley Launch & Tugboat Co.
San Francisco, California

Dear Tom:

In speaking of the old times on the bay, I thought that you may remember the job we had with Union Oil Company back in 1909-10 delivering gas and oil along the Sacramento and San Joaquin Rivers. I am enclosing some old snapshots I have of that operation.

Our equipment consisted of a barge 90'x32'x6' and a 75 horsepower gasoline tug. The barge had a mast and a boom operated by a 5 horsepower gas engine. There were four of us on the job. Jack Hunt, who was employed by Union Oil Company, was in charge. I operated the tugboat and hoist. In addition we had two deckhands to handle drums and bargelines.

We left San Francisco at 5 a.m. on Monday morning, as it was the rule to be alongside the barge at Oleum at 7 a.m. ready for work. (We had to sneak up on it in the dark, as it were!) We received from 250 to 300 drums, and we generally got them aboard the barge in a couple of hours. Different colors on the heads indicated the kinds of oil they contained. Red was gas, white was kerosene, blue was distillate, brown was stove oil, and green was lube oil.

As we hit the mouth of the Sacramento River, we dropped off a few drums at the general store at Collinsville, then on to Rio Vista delivering a few more drums. After that, we would head up through Steamboat Slough and unload some distillate for the irrigation pump there. This being a good place to stop for the night, we would make fast to the trees and start the evening meal. We cooked on a kerosene stove and all of our food had a kerosene flavor. We would eat our dinner on top of an empty drum or any other place we could put a plate down. There were no fancy galleys on the tugs in those days.

After dinner we practiced our quartette and, I may add, it needed practice. We slept under the main deck of the tug aft, which was just a shallow hold. We each had a quilt and a pillow, but used life preservers for our mattresses. This was the usual procedure each day until we returned home on a Friday night.

We went up the Sacramento to about as far as Courtland, stopping at Isleton, Walnut Grove and way stations. On returning down the Sacramento, we proceeded through Georgiana Slough to the San Joaquin side. We sometimes had to walk a mile to the bridge-tender's home to get him to come over to open the bridge for us. We gave him a good nickel cigar for his trouble.

Oil and kerosene were our main deliveries to various



"Can you tell me how four men, a barge and a tug could spend a week delivering 300 barrels of oil and still come out on top?"

islands on the San Joaquin River. In those days the farmers were still burning kerosene lamps in their homes. Continuing down to Grantline Canal and Orwood, we would deliver oil and pick up empty drums along the way.

Upon arriving back at Oleum by the end of the week, our job was finished until Monday again. The best part of it was that we liked our job and would not trade it for anything. Our take-home pay was small but we had fun, fresh air, companionship, wholesome food (ala kerosene), as well as youth and good health. In other words, we had a million dollars but we didn't know it.

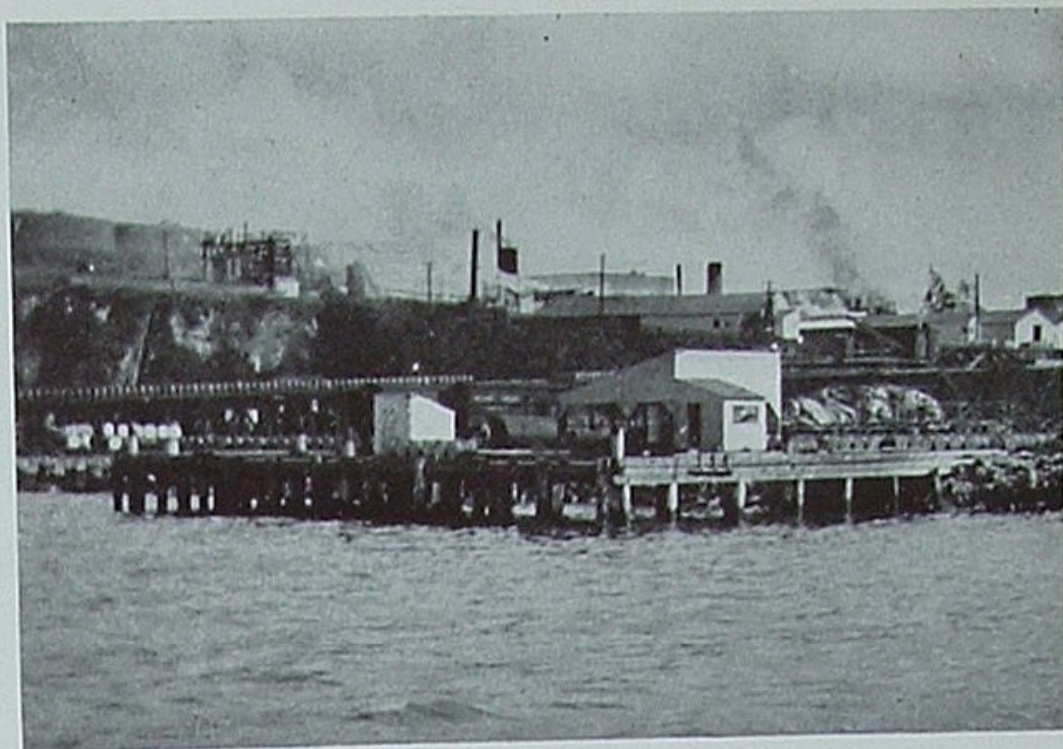
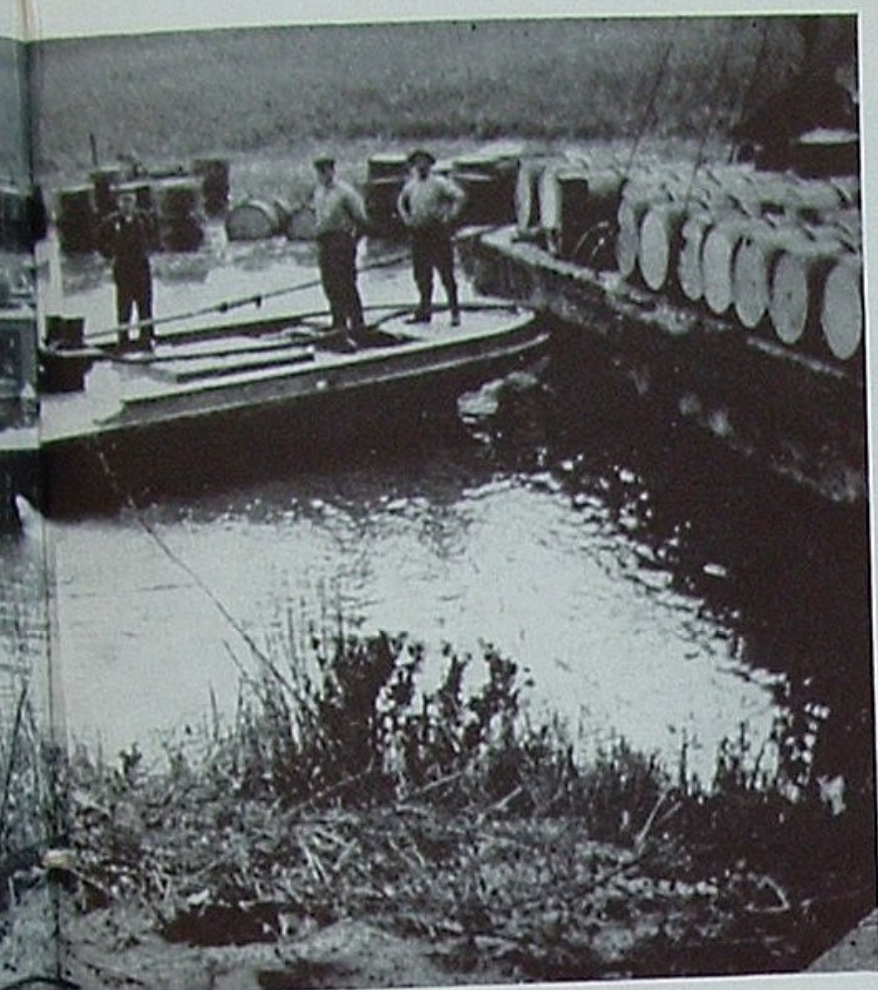
Ox carts were our competition on the river in those days. And maybe you could tell me how four men, a barge and a tug could spend a week delivering 300 drums of oil and still come out on top. You would lose money if you didn't do that job in three hours today.

Of course, back in 1909, distillate was selling for 5 cents per gallon. Steam beer and free lunch was also 5 cents. And a dollar was 100 cents.

The day came when the oil companies put gasoline-powered boats on the river, which forced our covered-wagon setup out of business. A large boat used later by Union Oil Company was called the "Kern" I believe.

(Signed) Yours truly,
William McGillivray
San Pedro Tug Boat Company
San Pedro, California





"We left San Francisco at 5 a.m. on Monday morning, as it was the rule to be alongside the barge at Oleum at 7 a.m."

The steel barge in use at Oleum Refinery today carries a cargo of 35,000 barrels to Sacramento and return in less than 24 hours.



"Can you tell me how four men, a barge and a tug could spend a week delivering 300 barrels of oil and still come out on top?"





Under Arctic Palms

From Mildred Meyers

It takes ingenuity, green paint and Johnny Butner, above, to maintain coconut palms at "76" Fairway Service in Fairbanks.



You wouldn't guess the location of this palm-treed "76" service station in a hundred years. No, it's not in California or in Hawaii or within a thousand miles of any other palm trees. It's just south of the Arctic Circle in Fairbanks, Alaska.

If you're curious as to what species of palm grows so far north, just stand in line behind everybody else in Alaska. That's what they all ask. And that's why Don Iverson, the originator of the idea, grew them there. He knew that Alaskans had keen senses of humor and curiosity. So he planted the trees and hired extra help to handle the rush. Just as expected, Fairbanks people drove miles out of their way to catch a glimpse of the tropics and quite a few stayed on as steady Union Oil customers. Meanwhile, the "service station with palms" has become something of a landmark in the Arctic.

Following the death of the station owner in 1958, Mrs. Don Iverson, his widow, continued the business, both Union Oil and palm oil. She obtained the services of Johnny Butner as manager because he was very pleased with the Far North and came from North Carolina, right on the fringe of the palm belt.

Johnny developed into an outstanding copra grower as well as Minute Man. During rare slack moments or under cover of winter darkness, you will find him 'up a tree' spraying bright green paint on the fronds, wiring his special variety of huskless coconuts to the mast, or tacking burlap on the trunk. So far the trees have withstood temperatures ranging from 76 above to 76 below zero. Since the natives in their parkas have not yet mastered the climbing technique, it is not known whether the huskless coconuts contain milk or anti-freeze.

Seriously:

The name of this unique plantation is Fairway Service Station. It occupies a one-acre corner of the old Fairbanks airport in Weeks Field—two miles from downtown and five miles from International Airport. Near the station are a new elementary school, the Weeks Field subdivision of fine homes, and Fairview Manor, largest apartment house unit in the city. Directly across the street is Arctic Park. And tempering the rays of the midnight sun are three palms that would make a Tahitian green with envy — or fresh paint.

/THE END



Somewhat suspicious of the tropical setting, Dianne and Darlene DeWree wear Arctic wraps to patronize Minute Man Service.

On the palm-fringed pump island, Mildred Meyers and Linda Hurley examine a good grade of wolf ruff for winter parkas.



*Because of the explosive increase
in scientific and technical knowledge,
Research's library needs elastic walls.*

It's taken man about a million years, anthropologists say, to evolve into our present erect, intelligent 1961 model. During those million years, he's been piling up knowledge. But if you compress those years into a single, 24-hour day, he's learned more about science in the last six seconds than he did in all the hours that went before.

Less than a minute ago, he learned to put his knowledge down on paper from movable type. And right now, in the present second of this million-year, 24-hour day, more scientific information is being printed in periodicals and bound in books than at any other time in the history of the world.

If you doubt the figures, ask Mrs. Margaret (Peg) Ketteringham. Mrs. Ketteringham is librarian at Union Oil's Research Center Library. Her job is to cope with the mass of printed material that comes to the library from the outside and also from our own scientists.

Mrs. Ketteringham doesn't have to worry about the demand for copies of "Return to Peyton Place" or "The Infant and Child in the Culture of Today." Hers is a "Special Library." It specializes in one particular segment of knowledge, in contrast to public libraries which carry information about a wide variety of subjects.

Research Library "holdings" concentrate on petroleum and the sciences and technology related to it. The shelves are loaded with literature about exploration, drilling, refining, chemistry, mathematics, electronics and engineering. Filing cabinets are jammed with reports on the department's own research.

Books, the mainstays of most libraries, are almost secondary at Research; because technical and scientific information rapidly grows stale in the fast-moving fields of science. By the time today's ideas could be printed in a case-bound book, the world would have passed them by.

We do have shelves of books — about 8,000 volumes. And we buy an average of 450 new volumes a year. Most of these are basic works: scientific encyclopedias and texts with titles that begin "Principles of . . ." They cover the various phases of engineering, the sciences, and mathematics.

Really hot news comes from the 450 periodicals we receive each month. These carry details of current research being undertaken by men in industry, government, and advanced schools.

Most are printed in the United States; however, in the racks you'll find the British Journal of Applied Chemistry, *Angewandte Chemie*, *Revue de l'Institut Fran-*

caise de Petrole, *Analytica Chimica Acta* (printed in Amsterdam), and the publications of the Academy of Sciences, USSR.

Some of the Russian publications are received in translation; the researchers read the other foreign periodicals either in the original language or have articles of special interest translated.

Trade journals and some technological journals are kept only a relatively short time. Basic scientific publications are kept indefinitely. For example: the library has the Journal of the American Chemical Society back to Volume 1, printed in 1879. Its copies of the Journal of the Chemical Society of London go back to 1881.

The problem of what to keep, what to throw away and where to put the growing mass of printed material has become serious. Because of the burgeoning scientific and technical knowledge, libraries such as ours need elastic walls.

A relatively few years ago, there was little published material concerning plastics, electronics, and nuclear research, for example. Now, we're flooded with it. In addition, there has been a general increase in the amount of research being done in all fields.

To give you an example of what this means to a scientific and technical library:

Organizations such as the American Chemical Society and the American Petroleum Institute publish periodicals which contain lists of titles of recently published materials and an abstract — a digest — of each article.

American Chemical Society abstracts alone cover material printed in over 6,000 journals. And we subscribe to abstract services from many sources in the petroleum and related fields.

The ten-year index for Chemical Abstracts from 1936 to 1946 fits into six volumes. The index for 1946-1956 takes 18 volumes. The number of volumes that will be filled by the next index, for the prolific years between 1956 and 1966, is anyone's guess.

Even the abstracts haven't been able to keep up with the printing presses. So the American Chemical Society now publishes another periodical: Chemical Titles, which lists only sources, authors and titles, but no digests. To match the speed with which knowledge is exploding and people are writing about it, this periodical — issued semi-monthly — is printed on high speed data processing machines.

LIBRARIAN

Continued



Scientist in the library: Mrs. Margaret (Peg) Ketteringham, librarian at the Research Center, is herself a former assistant chemist.



Most of the really hot research news comes from the current periodicals in the racks at left. Those at the right are heavy with scientific encyclopaedia.

Librarian—continued

The volume of printed material flowing into the library is almost directly tied to the number of dollars spent on research and development.

Since 1946 — in only 15 years — industry expenditures for research and development have increased by eight times. Union Oil's own budget reflects a similar growth — if you exclude government subsidies to industry. (The tax dollar pays for nearly 60 per cent of *all* industrial research but for only 6 per cent of that done by the oil industry.)

The explosive increase in research activity is taking place, primarily, in the new fields of this nuclear-space age. In contrast, our own research — and the volume of reports Mrs. Ketteringham must guard — has expanded through a steady growth in one area: our knowledge of the potentialities of petroleum.

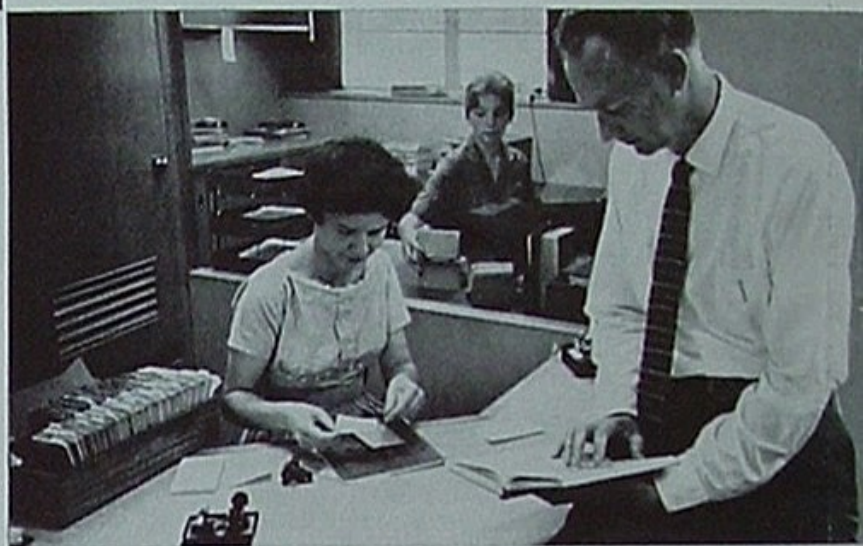
For example: Production research, the study of the chemistry and physics of oil fields, was in its infancy 15 years ago. Today, it is an important means of maintaining and increasing our supply of raw materials, crude oil and natural gas. Fifteen years ago, we were concentrating on refining processes that would improve our own operations. We still are. But such studies have led not only to better fuels and lubricants, they also have led us into the petrochemical field — and to more periodicals and Company reports for Mrs. Ketteringham's elastic-walled library.

That library is no warehouse for dusty texts. It is a vital, live instrument of research, more important in many ways than the instruments in the laboratories.

Within its books and periodicals and files is concentrated the experience and the ideas accumulated during the years of man's existence.

That heritage of knowledge is the starting point for every venture in creative research. It is the fuel that powers our accelerating scientific progress in this present second of our million-year, 24-hour day.

/THE END



Karen Reif handles the check-out desk — where there is no time limit on books, no fines. Reading: Ward Howland. Susan Voss, in background, takes care of library correspondence.



Union Oil's own research reports fill these filing cabinets. In foreground: Julie Crossman. At far right: Barbara Orosz.

In Canada, it will now be

Union Oil Company of Canada Limited

Union Oil is "first U. S. oil company to 'Canadianize' its operations"

Canadians recently had their first opportunity to buy shares in the Canadian operations of a major U.S. integrated oil company. A new issue of 600,000 Union Oil Company of Canada Limited common shares was offered to the public in Canada for \$16.00 per share on September 6, 1961. This stock is to be listed on important Canadian exchanges.

The action was described as "a pace setting move for other U. S. oil companies operating in Canada" by the Canadian oil magazine, OIL WEEK.

"Foreign ownership of Canadian industry has been a problem of growing concern to the federal government," the article continued, "and nowhere is the problem more apparent than in the oil industry which is 80% foreign controlled.

"Union of California will be the first U. S. oil company to offer equity to Canadians in a Canadian subsidiary . . ."

On August 1, 1961 Union Oil of California exchanged all of its assets in Canada for 3,000,000 shares of Union Oil of Canada stock. The company is engaged in the exploration, development, and production phases of the petroleum industry in Western Canada.

Its principal assets include crude oil reserves estimated at over 62,000,000 barrels; natural gas reserves estimated at over 210,000,000,000 cubic feet; and interests in 6,100,000 net acres of land in Canada, of which 2,600,000 are in Alberta and British Columbia. The remainder are in Manitoba, Saskatchewan, and the Northwest Territories.

Three of the Canadian company's seven directors are leading Canadian businessmen. They are:

Harold S. Foley of Vancouver, B. C., vice president and director Bank of Montreal, director of Great West Life Assurance Company, and very active in public and community affairs; David G. McConnell of Montreal, Quebec, vice president of St. Lawrence Sugar Refineries, Ltd., Montreal, and director of Bank of Montreal and other important Canadian enterprises; W. Culver Riley of Winnipeg, Manitoba, president of The Canadian Fire Insurance Company, The Canadian Indemnity Company, United Canadian Shares, Ltd. and director of The Royal Bank of Canada and several other important Canadian enterprises.

In addition to the Canadian directors, the following are directors or officers of the new company:

Reese H. Taylor, director and chairman of the board; Dudley Tower, director; Basil P. Kantzer, director; W. E. Farrar, director and president; R. R. Roethke and E. W. Scott, vice presidents; W. P. Taylor, secretary treasurer; and James I. Bell, comptroller. With the exception of the chairman, all officers will headquarter in Calgary.

The name "Union Oil Company of Canada" is not new to the Dominion. It has been in existence since 1921, when it was organized by Union Oil of California as a manufacturing and marketing subsidiary in British Columbia. Union Oil of Canada sold its marketing properties to British American Oil Company in 1945.

Union Oil of California re-entered Canada actively the following year in a joint exploratory venture with McColl-Frontenac Oil Co., Ltd.

Continued

Officers and directors of Union Oil Company of Canada Limited are, from left standing, Secretary-Treasurer W. P. Taylor, Vice President R. R. Roethke, Comptroller James I. Bell, Vice President E. W. Scott; seated, Dudley Tower, David G. McConnell, W. Culver Riley, Chairman of the Board Reese H. Taylor, President W. E. Farrar, Basil Kantzer, H. S. Foley.



Union Oil Company of Canada—continued

Since then, it has participated in drilling 175 exploratory wells resulting in 22 new oil discoveries or step-out extensions and 21 gas discoveries. The Canadian Division was formed in 1949.

Among the discoveries made in the last five years were those in the

Red Earth area of Northern Alberta; at Virginia Hills in central Alberta (where Union of Canada has an interest in 42 producing wells); the Milligan Creek field and nearby Wildmint field of British Columbia; and the Fort Nelson gas field in northeastern British Columbia.

Production last year was nearly 1,500,000 barrels of oil, more than 4,000,000,000 cubic feet of gas.

Following the recent issue, Union Oil Company of California's 3,000,000 common shares equals 83 per cent of the outstanding shares of the Canadian company. /THE END

BUSINESS HIGHLIGHTS OF THE MONTH

HIGH-PRESSURE GAS FIELD TAPPED IN LOUISIANA

With completion of the 15,000-foot R. R. Barrow Well No. 3-2 in the Houma Field, southern Louisiana, the Gulf Division has successfully controlled the highest gas pressure ever encountered in a completed Union Oil well. With a surface pressure of 11,400 pounds, the well highlights important drilling advances made in this area.

Difficulties were both expected and encountered in this zone of abnormally high gas pressure, so the heaviest equipment and most extensive testing procedures were used.

The "Christmas tree" chosen tested to 30,000 pounds. A double protection string of casing run into the hole included an inner string having an internal yield strength of 14,500 pounds. The tubing through which the well flows had a rating of 14,700 pounds. Each joint of pipe was tested magnetically, optically and hydraulically to assure its perfect condition before being moved to the drilling site. Again, as it was lowered into the hole, the pipe was hydraulically tested for weakness that might have developed enroute.

The well, which was completed as an excellent gas-condensate producer, uncovered a deep sand new to this area. Union has approximately 4,500 acres under lease here.

Field, from Basil Kantzer

RESEARCH CENTER IS 10 YEARS NEW

In September the Research Department marked the tenth anniversary of its move from the original quarters at Los Angeles Refinery to Union Research Center in north Orange County.

Always on display at Union Oil Research Center is the most famous brand of the West—Circle 76. Several thousand employees and friends attended a September 30th observance of the Center's 10th anniversary.



The architectural and functional design of the Center has proved its worth to such a degree that, after 10 years, it remains a model for companies building new laboratories. Additionally, it is evidence to the public of Union's dedication to products of the *Finest* quality.

Looking back over the last decade, Research has contributed in many ways to our corporate growth. The department has helped to maintain and increase the Company's raw material supply. It has met the ever-changing needs of our customers by developing new and improved products. It has invented new and improved processes to make possible the efficient manufacture of these products.

The list of accomplishments in each of these areas is extensive, but illustrative examples are: Development jointly with the Field Department of secondary recovery techniques to increase production of crude oil; Development and first introduction in our marketing area of multigrade crankcase oils (Royal Triton 10-30 and 5-20); And final development and commercialization of the Unifining process, which is now widely used by the refining industry throughout the free world.

Research, from W. E. Bradley

ROBOT WITH A HIGH "IQ"

In May of this year, a gas chromatograph was installed at the catalytic cracking plants in Los Angeles Refinery. This instrument is designed to analyze light hydrocarbon streams and record the results. At Los Angeles Refinery it is being used to determine the composition of fuel gas produced from the Fluid Catalytic Cracking Unit in order to minimize the loss of propane and butane to fuel gas. The same chromatograph is also being used to analyze the propane-propylene production recovered from the catalytic cracking units and sold to another company. One of the specifications on this material limits the amount of ethane and ethylene it may contain.

The chromatograph is automatically switched from fuel gas production to the propane-propylene stream on a 10-minute cycle. Thus a semi-continuous up-to-date record of each stream's composition is available for plant control purposes.

With decreased availability of heavy crudes as feed stock for the Santa Maria Coker, cutback tar from Los Angeles Refinery has been used as a supplement. Coking of tar is attractive because it makes more gasoline, reduces fuel oil volume, and reduces the sulfur content of the remaining fuel oil.

The change in raw material feed to the Coker brings new processing problems. We have been concentrating on the solution of these and on improving efficiency of the coking operation. Some of the questions for which we are seeking answers are:

What is the maximum coking capacity of Santa Maria Refinery under variable raw material qualities?

How fast can the coke drums be cooled and heated without damage?

Can the low value coke fines be re-processed to yield a more saleable form of coke?

What causes the Coker to make "Buckshot" coke, and how can we avoid its formation,

Refining, from J. W. Towler

RE. THE SELLING AND SPELLING OF DIESEL

(Editor's Note: — For years we have been struggling with the printers of "Seventy-Six" regarding the spelling of *diesel*. We invariably spelled it *Diesol*, which was the Union Oil brand name for our diesel fuel. The printers just as invariably corrected our spelling to *diesel*. It took several heated phone calls per issue to set the record right. So at least our printers will be delighted with the following announcement:)

The brand name Union G. M. Diesol has been changed to the more descriptive name of 76 Automotive Diesel. In addition, the

names of Diesol 100, Bunker Diesol and Bunker Diesol Heavy will be prefaced with the word *Union* and the spelling *Diesol* will be changed to *Diesel*. Incidentally, the original spelling wasn't an error, it was a copyrighted brand name exclusive to Union.

The August issue of this column referred to the Lockheed Aircraft Lubricant Survey conducted by teams of our sales engineers. This survey is now complete. In the California South Coastal Division alone, 1,400 manhours were required to determine the proper application of our products to the large volume and variety of equipment operated by Lockheed Aircraft plants.

Union is serving the petroleum requirements of Del E. Webb Company, prime contractor engaged in building the new retirement community of Stockdale. This development, adjacent to Bakersfield, California, is unique in that it will include a fully planned industrial park in addition to exclusive recreational activities for couples 50 years of age or older.

Marketing, from C. H. Finnell

Military Supply Agency has awarded the Company contracts covering 66 million gallons of Jet Fuel JP-4 and 14 million gallons of Jet Fuel JP-5 for delivery from California refineries. Additionally, 500,000 gallons of Jet Fuel JP-4 will be delivered from Cut Bank Refinery during the same contract period October 1, 1961 to March 31, 1962. Another MPSA contract calls for delivery from our California refineries of 200,000 barrels of bunker fuel oil between September 1, 1961 and February 28, 1962.

Unimar Limited reports the re-entry of Royal Triton Motor Oil and Unoba Grease in the Hong Kong market through their new distributor Chung Hing Oil Co.

Marketing, from F. K. Cadwell



HEADACHE

"Headache" is the watchword on the world's largest television transmitting tower

We were standing near the base of the largest steel structure of its kind in the world — a three-channel television transmitting tower now being completed at Walnut Grove, California. The superintendent, Bruce Steiner, a veteran of over 35 years on high jobs built by Macco Construction Company, was telling us he had never lost a man through accidental fall on one of these towering structures.

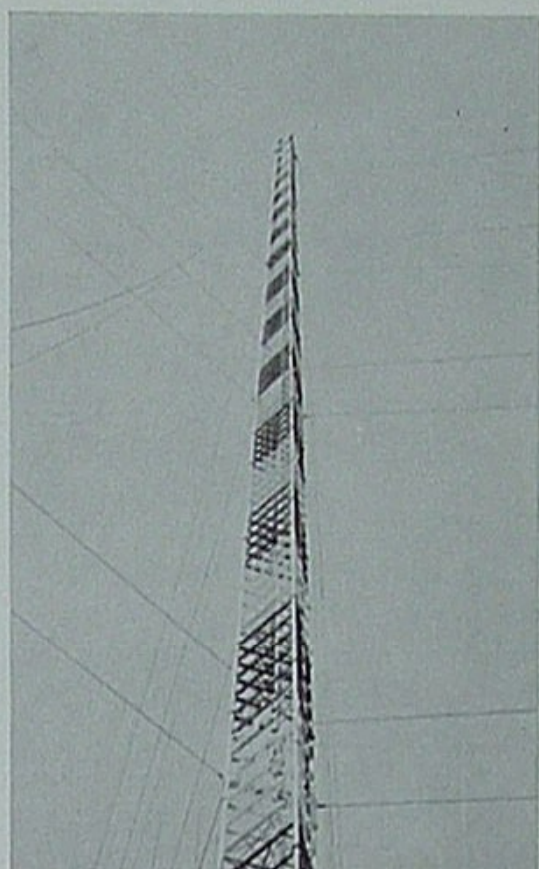
Then, as if Fate were reminding the superintendent to knock on wood, we heard the warning cry of "Headache!" It came from more than a quarter-mile away — straight down from straight up. Everybody who understood the warning ducked for cover. The writer just stood there — blissfully ignorant. It wasn't until a piece of steel struck nearby like a rifle bullet that we caught on. Those workmen 1550 feet up don't often drop a bolt or a tool. But when they do, brother, and holler "Headache!", it's time to jump for a hole or get on your bicycle. Fortunately, we didn't spoil the superintendent's fine safety record.

Just how "Headache!" got into the steelworker's vocabulary we don't know. But the word seems particularly applicable to this record project in Sacramento Valley:

Indeed, a headache conceived it: Television Channels 3, 10 and 13 were having difficulty transmitting the best picture images to a potential audience of four-million



Steelworker Ace Landon shot two photos for us from 1550 feet up — at left, one of his crew members swinging a sledge; above, three men riding the “headache ball” back from lunch. At right, a speck in the sky turns out to be Ace, left, and two fellow workers concluding a routine day. Below, Hoist Operator Bill Briscoe studies the ground-glass reflection of the lofty tower while his hands control “76”-powered hoist that helped build it.



people scattered across 25,000 square miles of valley. What they needed was a height-limit (Federal aviation regulations prohibit structures over 1550 feet) tower about three times as high as the Washington Monument, a third taller than the Eiffel Tower, and dominating even the Empire State Building. The cost was too much of a headache for one channel, so the three competitors decided to transmit from the same high place in the sky.

Engineers too had a headache designing this tower of babel. What kind of steel can you stack on end to such a slender, dizzy height? Would it buckle under the additional weight of guy wires, 8½ miles in total length, each wire weighing up to 10 tons? Would it support three antennas, each weighing 8½ tons? How much concrete would have to be poured into the riverbank ground to steady a 3½-million-pound tower?

Well, there she stands — after many a calculation, trial, error and aspirin tablet!

But the real headaches, it seemed to us as we searched for the stray bullet down there on terra firma, must be boxed under the hardhats of those workmen 'way up on top. “Don't they ever get panicky at that height?” we asked the boss.

“Ask 'em yourself,” he smiled. “They're comin' down now for lunch.”

As we stared cloudward, a pinpoint of blackness moved from the tower's topmost extremity. It didn't drop vertically but moved outward diagonally through a cobweb of guy wires. Halfway down it appeared to be a round metal base supporting three miniature statues. Three feet from the ground, the statues jumped off and headed for their lunch buckets. They were big, strong, quiet men. Their only comment: “It's 10 degrees hotter down here.”

Our questions, I'm certain, had a familiar ring to these steelmen. At least they answered in the rehearsed manner of a Washington Monument guide. Their foreman and chief spokesman was Ace Landon, who confessed to starting his present

Continued



Headache—continued

career from the "top of the ladder" on a tall drilling rig in the oil fields. Said he:

"Height doesn't bother a man when he gets used to it. Even a 10-foot fall can be fatal, so why worry about 1550 feet?"

"No, steel workers rarely use safety belts. We figure that a man whose life depends on every move or step has a pretty good reason not to get careless. Besides, it's about all a man can do to carry the steel and tools."

"Yeah, it's a good place to work up there. Nice view. On a clear day you can see Sacramento and San Francisco. Generally there's a breeze. No comforts or coffee pots. But we're never bothered with bill collectors."

"Accidents? Sure we have 'em once in a while. Look at that thumbnail."

"Say, that's a nice camera your photographer is using. Is he going up with us after lunch to take pictures from the top?"

"Headache, eh? Well, if you'll put some film in and show me how to pull the trigger, maybe I can shoot some for you. I'll send the camera down in a bucket on the *headache* ball."

To sort of watch the photographer's investment in his Leica, we followed the hoisting cable back a hundred yards to the shaded platform of Hoist Operator Bill Briscoe. Consignee Ed T. Lyon at our side pointed out that the hoist and all other equipment on this job were 100% powered and lubricated with "76" products. At the controls, the operator looked down into a sky-view mirror to catch signals from the tower. At his right a "squawk box" issued and received verbal instructions. It was evident that in Bill Briscoe's hands rested the safety of every high worker and power enough to either raise or wreck this slender lace-work of steel.

There we watched while the winding cable carried six men out of sight into the pale blue yonder. And heard bits of conversation as the men applied wrenches, ham-

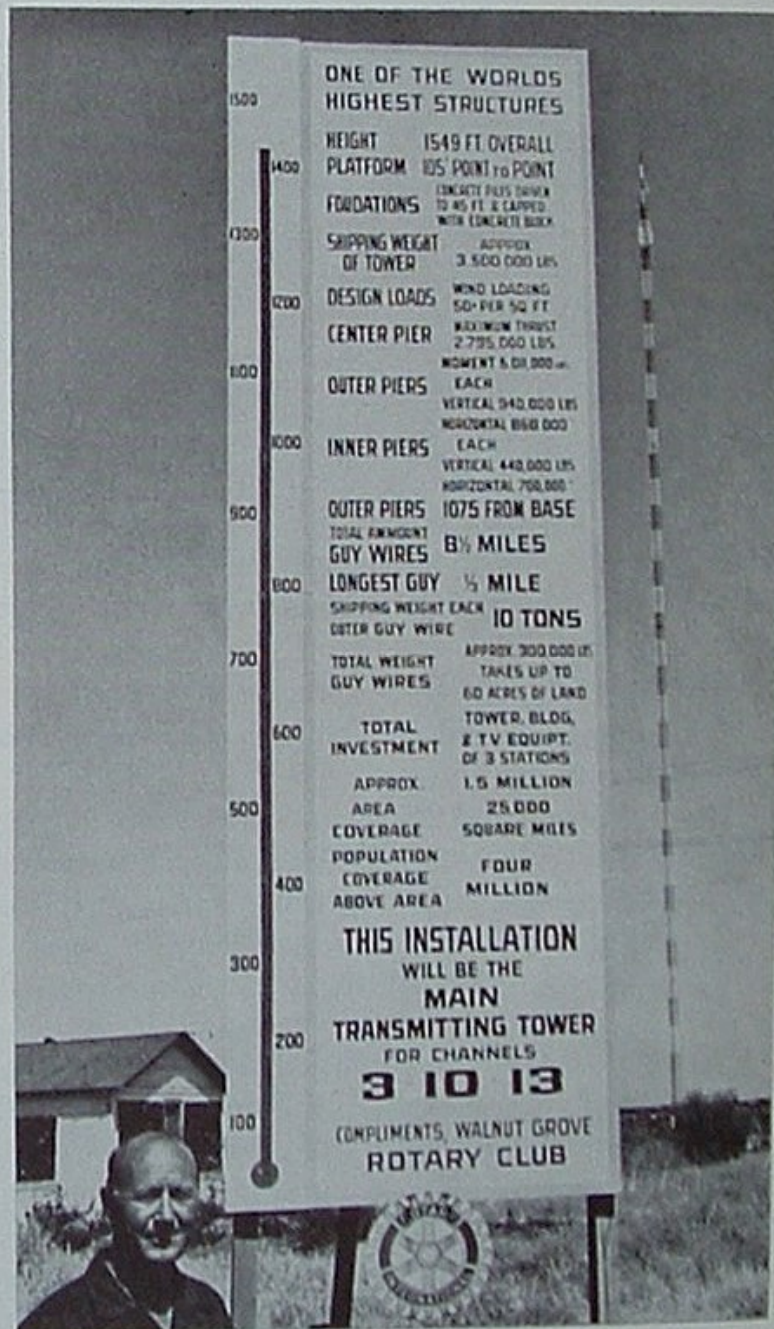
mers and a camera at 1550 feet. Eventually the photographer got his Leica back, *sans* any cry of "Headache!"

While waiting, we couldn't help wondering at the skill and courage of men in this busy industrial world of ours. Every day the earth witnesses new levels of achievement. The highest grows higher, the biggest becomes bigger, the best better, the fastest faster, and the *Finest* finer. There is no end to this progress because the impetus is competition.

The authors — oftentimes the heroes — of these routine victories are working men and working minds. Their "headaches" evolve into a better way of life for all mankind.

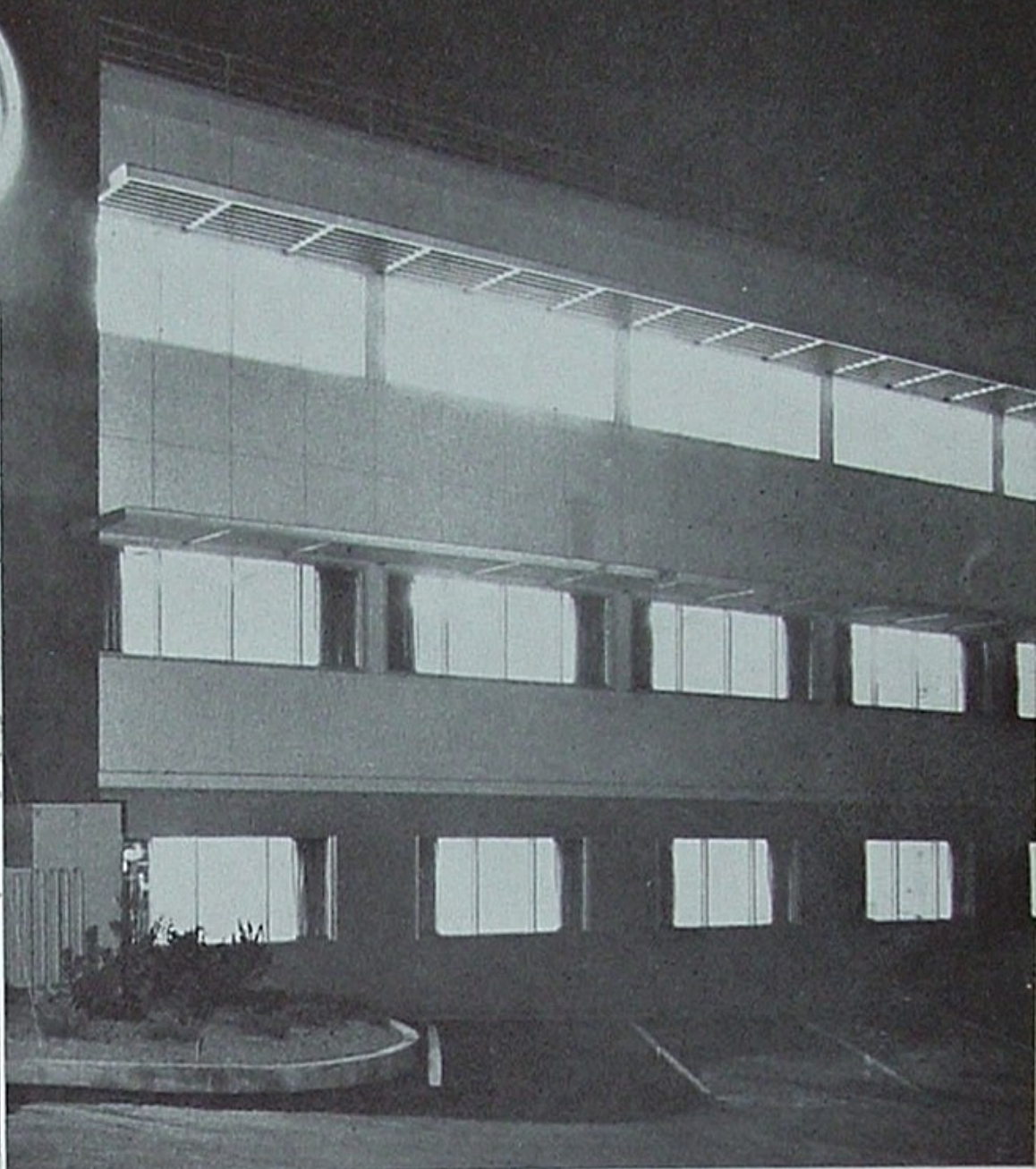
The ultimate benefactors are you and I.

/THE END



Consignee Ed Lyons is dwarfed by the tower and its data.

From left, Union Oiler Jim Boland, Superintendent Bruce Steiner and Consignee Lyons watch as men and steel are raised to one of the greatest structural heights ever achieved in the history of men.



Under a full '76" moon, our new Oregon Division building adds a warm glow to the Portland night. At left, Sales Manager J. T. Raabe invites you to visit 1776 S. W. Madison Street in person.

1776 *is our home address in Portland*

*From J. T. Raabe,
Division Sales Manager*

For nigh onto half a century, Union Oil marketing people have been renters of office space among the tall buildings of downtown Portland.

All such implications of temporary residence dissolved in July, 1961, when the Oregon Division staff transferred occupancy to a home of our own.

The modern new two-story "76" building is at 1776 S. W. Madison Street, a convenient though uncrowded location that offers many advantages both to customers and employees. The post office box number is 76. The telephone number is Capitol 4-7600.

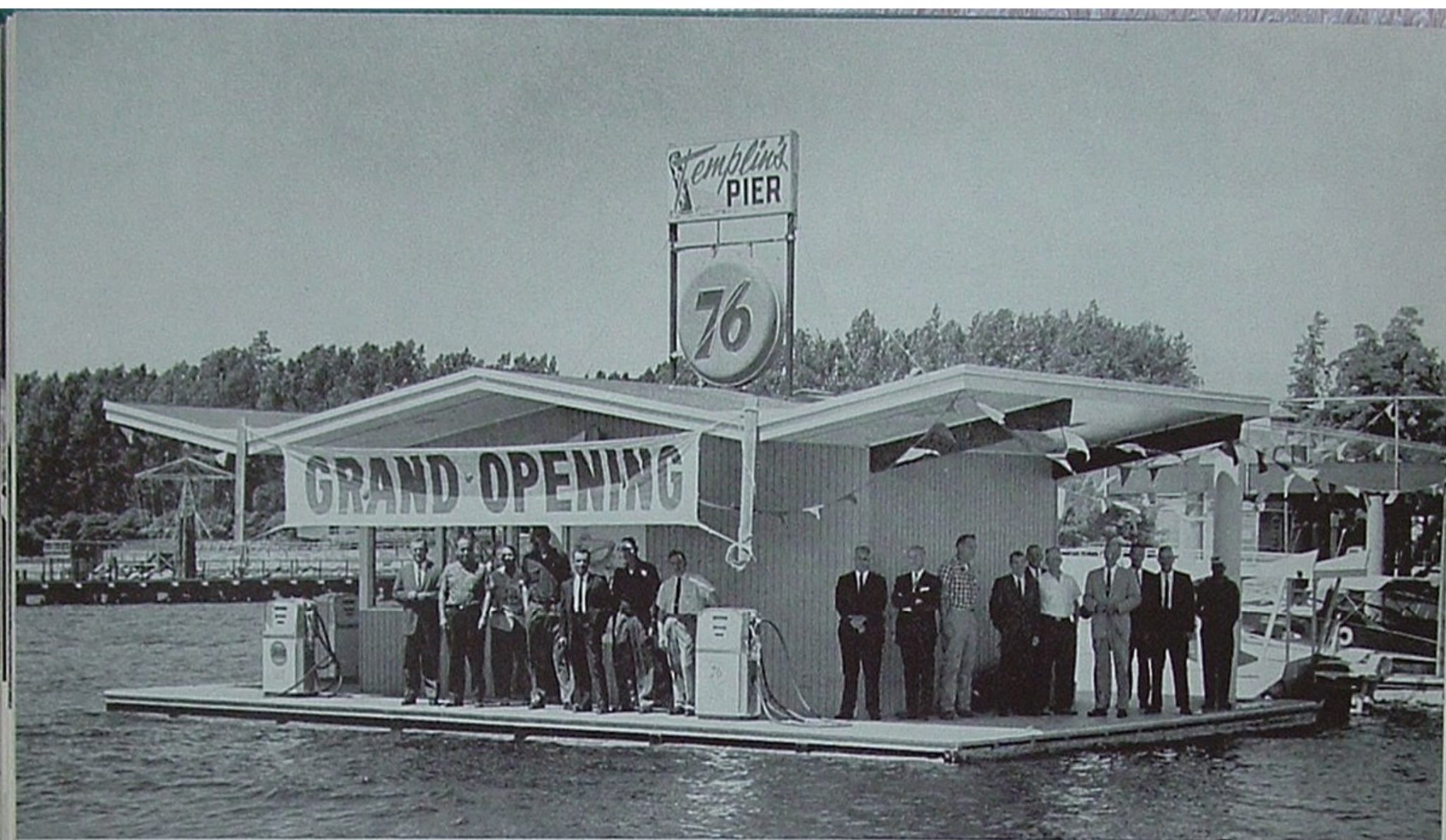
The building provides ample spaciousness for present business needs along with plenty of room for growth. Offices are as bright, comfortable, cheerful and functional as modern architecture can achieve. There's of

course a highly popular coffee shop. The PBX board, so the phone people tell us, is the latest and first of its model installed on the West Coast and may possibly precede a similar eastern installation. An IBM dictating system tied in with the telephone is also a West Coast first of its kind.

Besides improving the Company's permanent residential status in Portland, the prominently identified building adds to our civic pride and responsibility. Our lot is cast with the people of Oregon in shaping the future of this beautiful city and state.

Union Oil people — employees, dealers and friends — are cordially invited to pay us a Portland visit. Like the product, that 1776 S. W. Madison address is easy to remember and well worth the drive!

/THE END



*In Coeur d'Alene, Idaho,
marine recreation begins at*

Preview invitations gave public officials, business leaders, press and radio the first public inspection of Pier "76".

Templin's Pier "76"

From R. F. Ryan

The grand opening in July of Pier "76" at Coeur d'Alene, Idaho, accented one of the West's fastest growing recreational developments. Lake Coeur d'Alene, with its 140 miles of wooded and mountainous shoreline, has always been a sight to see in Idaho's panhandle. But less than 10 years ago, in 1953, there were only 330 licensed boats in its area. In 1961, the armada of pleasure craft had jumped to a total of 5,000!

Owner of the handsome new pier built to serve the "fleet" is R. G. Templin, past president and now a director of the city's Chamber of Commerce. He graduated from Washington State University into a small Coeur d'Alene cafe staffed with only three employees. Fifteen years later, we find him with 65 employees — a busy restaurant, lodge and motel — new Pier "76" —

and even greater plans for the future.

Templin's marina is constructed on the site of the old Red Collar Steamship Terminal, convenient to downtown. Its fuel pumps, managed by Ralph Lindstrum, dispense three brands of our gasoline, including 76 Outboard Fuel — the *Finest* afloat!

Future plans call for a "Pier 76" convention hall reachable with the greatest of ease via land or water.

To assure a really "grand" opening, Templin mailed handbill invitations to all 5,000 boat owners. As a door prize he awarded an expense-paid weekend at his Waterfront Lodge. To other lucky guests went free box seats to a Spokane Indians baseball game, 76 Autoscrip, and other valuable prizes. Over 800 boats and 6,500 people responded to the invitation!

/THE END



A sketch of the Convention Hall rising next to the pier is displayed by owner Robert G. Templin (in white shirt) to, from left, Consignees Al and Les Hanson, Sales Supervisor Dale Wiley, Architect Ed James, Retail Salesman W. D. McFaddin, and Area Sales Manager Bob Robbins.

Keep up the good work

"Life, liberty, and the pursuit of happiness" are three of the basic human rights guaranteed to all American citizens. Yet, like most other human freedoms, the rights impose obligations.

We cannot have liberty or pursue happiness to the degree that the fate of all others can be ignored or forgotten. Indeed, among other objectives of our Constitution are the resolves to "form a more perfect Union . . . establish justice . . . insure domestic tranquility . . . promote the general welfare . . ."

Americans have always taken very seriously their responsibility of promoting the general welfare. They have comforted the sick, aided the needy, sheltered the homeless, fed the hungry, etc., whenever a case of human want has been brought to their attention. Their

charities and philanthropies are world wide, touching the lives of deserving people everywhere.

And high on the list of Americans who respond to their humanitarian obligations through "United Giving" are the people of Union Oil Company. Hundreds of our people contribute through monthly payroll deduction the one-half of one per cent of salary suggested by AID and other united fund-raising organizations as a reasonable donation to charity.

And some of this "bread cast upon the waters" is returned to us. Last year, through the Community Chest agencies of Los Angeles County alone, 423 members of Union Oil Company families were given help through health, counseling and youth-guidance services.

Let's keep up the good work!

/THE END

For your generous contributions of the past, these healthy youngsters of many races and creeds are expressing their unmistakable gratitude.



let's clean house

BY NICK B. WILLIAMS
Editor, The Times

Last week The Times had on its front page an editorial calling for all necessary military action to rid the Western Hemisphere of the cancer of communism, for the moment localized in Cuba.

Our decision to call for military action was not reached precipitately. We have heard all the arguments, and we have listened to them carefully.

★

But we have heard no proposal that will drive communism out of Cuba, except to do it ourselves.

The proposal of the American Security Council, which calls for a tight blockade of the Western Hemisphere, has the very great merit of being proposed by some of our nation's most brilliant strategists. But in our opinion a tight blockade, necessarily over a long period of time, involves greater risks of escalating into a general war than a single, quick smash at Cuba. The Security Council's proposal, which every American should read, will be discussed in greater detail in our leading editorial tomorrow.

★

Here at The Times we have no conviction at all that the Communists will be driven from Cuba by legalistic methods. The United Nations has its uses, but the United Nations as constituted will never drive communism from Cuba. The Organization of American States has its uses, but it will never unite upon any program of driving communism from Cuba.

And if we continue to grope around, trying to find someone to do for us what we won't do for ourselves, communism will never be driven from Cuba.

But it will spread from Cuba.



Even the most idealistic of nations must come face to face with the hard realities of history. The hard reality in this case is that Castro's Cuba has destroyed our prestige, encouraged our enemies and menaces our shores.

The hard reality is that we cannot buy our way out or cajole our way out of this communist breach of the Monroe Doctrine. As long as Cuba is communist the only question is: where next?

We are worse than fools if we believe we can "contain" communism in Cuba. We are insane if we believe we could "contain" it in the next nation that would fall or that we could prevent the next nation from falling so long as it continues in Cuba.

★

Our national tragedy is that the invasion at the Bay of Pigs, mounted without any combat support of any kind by 1,400 Cubans last spring, was permitted to end in fiasco. But the time for bickering about last spring has passed. And the time for debating what we must now do is passing swiftly.

Once again, as a nation, we stand here with a chip on our shoulder, waiting until the chip is knocked off—and our head with it. Once again we cannot believe it will happen—we could not believe it would happen as close to us as Cuba. As a people we have debated, and I am glad that we did. We needed to let the alternatives sink into our national consciousness. I contend that we know them now.

The issue of Cuba is not partisan. It is neither conservative nor liberal—it is neither Democratic nor Republican. The issue of Cuba is the issue of our national security. The only debate upon it has been the time and method of our action. But even that can be debated too long.

★

In the editorials of The Times we have criticized much of the domestic program of the present administration. But we have complete confidence that President Kennedy, at the right time and with the right forces will act to drive communism from this hemisphere. We have believed that he too, with all our nation's people, was considering the alternatives, that he too was thinking of what must be done. We believe he should do it quickly. We pray that he will. And we know that when he thinks the time has come, this nation will be with him.

REPRINTED FROM
THE LOS ANGELES TIMES



In our
morning's
mail

Union Oil Company of California
Los Angeles, California

Gentlemen:

Chairman of the Board
Union Oil Company
Los Angeles, California

Dear Sir:

I am a Marine serving at Camp Pendleton. At present I am the Chaplain's assistant here at 2nd ITR. Recently while looking through one of the leading magazines I read your ad entitled "Young Capitalist." I seldom pay much attention to advertising, but this ad immediately caught my attention.

To say the least, I am most impressed. I believe that you have caught in this ad the basis of the American philosophy of democracy. America is made up of small capitalists and this is what makes our country great. Our democracy is based upon tradition and respect for authority, which comes with age and position.

The young man in your ad is revealing this belief by doing honest work, saving his money, and investing in his own and his country's future. This man represents the majority of young people today. They work and plan for the future. The same character — showing ambition, determination and, most of all, respect for authority — I see in most of the young Marines with whom I work.

Sir, you have presented in your ad an American concept of life. As long as we keep such traditions, which enable the young generations to develop and make use of their talents, communistic philosophy has no possibility of deep penetration in this wonderful country of ours, The United States of America.

In closing, sir, I simply wish to congratulate you again on a most exceptional ad.

Sincerely,
(Signed) Richard W. Sweet, Jr.
Pfc, USMC

On June 22nd and 23rd my husband attended a state-wide directors' meeting of the California Real Estate Association at Monterey.

We both enjoyed tremendously our stay in Monterey and our visit to Carmel, which included the 17 Mile Drive. It is a beautiful part of California.

On our way home to Whittier, we stopped for gas at the Union station at Carmel on Highway 1 and Carmel Valley Drive. Unfortunately, I left my purse in the restroom. We did not discover this until we reached Paso Robles. Due to the distance, we continued home rather than return.

The next day I wrote the Union station at Carmel an airmail letter explaining this upsetting situation. In a day or two I received a telephone call from William Lemos, manager there, telling me that he had my purse and that all personal items and cash were intact. To say the least, I was almost speechless, but so very grateful. Mr. Lemos mailed the purse to me immediately.

Besides the small remuneration that I told Mr. Lemos to withhold from my wallet for expenses and inconvenience, we want to show our appreciation to Mr. Lemos by asking him to send us an application for a credit card, for which my husband believes he will receive some sort of credit. We'll patronize Union 76 whenever we can.

We also appreciate the fine Dodger broadcasting by Vin Scully and Jerry Doggett sponsored by Union 76. We rarely miss a game.

Thank you again. It is gratifying to do business with dealers who are so considerate with their customers.

Sincerely,
(Signed) Mrs. F. A. Wright, Jr.
Whittier, California

cc—Mr. William Lemos
Messrs. Scully and Doggett



DEALER WEBB E. ASHBY, center, of Great Falls, Montana, hesitated in 1957 before giving up his status as a Company employee; with 28 years of service, it meant he would have to sacrifice the Union Oil gift of a gold watch seven years later. But thanks to the Company's broadened policy of rewarding both dealers and employees in this manner on their 30th service anniversaries, Webb received the coveted watch in July, 1961. Hence the genuine expression of thanks when he was congratulated by Dave Charles and Ralph Hurlbert at the presentation.



in focus



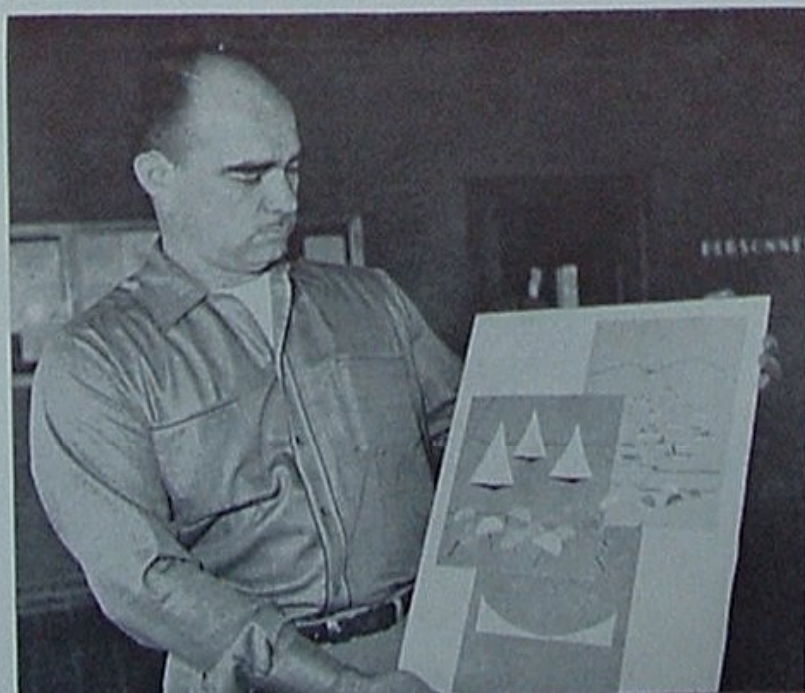
CONSIGNEE L. W. BUCKMASTER, seated center, of Lovelock is seen among the champions of the Nevada State Ritualistic Contest conducted by the Fraternal Order of Eagles. Last year he initiated Governor McGowan and State Assemblyman Knisley into the order. This year he was named chairman of the Nevada State Ritualistic Committee.

from Jim Boland



JACKIE EPLEY, wife of Sales Supervisor Jack Epley, has been elected president of the Butte, Montana, Jayceens. She was state treasurer of the State Jayceen organization last year and recently was named the outstanding Jayceen for Butte. Husband Jack is a similarly hard worker in the Jaycee organization, being a director of the Butte Junior Chamber Board and vice president of the Montana Junior Chamber of Commerce.

from H. E. Hooker



BILL VAUGHAN, an operator of the Fluid Catalytic Cracker at Los Angeles Refinery, was winner of a \$50 award at the 26th Annual Laguna Beach Festival of Arts. His poster, left, will be used in publicizing Festival of Arts through world-wide travel agencies.

from Jim Hawthorne

EMPLOYEES

October, 1961

40 YEARS

HOWARD M. ELLIOTT.....Mktg.—N. W. Div.

35 YEARS

WILLIAM L. IRELAN.....Pipeline—No. Div.
EDWARD S. TSCHINKEL.....Los Angeles Refinery
WARREN B. WILSON.....Pipeline—So. Div.

30 YEARS

WILLIAM R. HARPER.....Research—Brea
DAVID R. HEPBURN.....Mktg.—Calif. So. Cst. Div.
KELLEY A. WALKER.....Mktg.—Calif. So. Cst. Div.
ALBERT F. WATSON.....Mktg. Acctg.—H.O.

25 YEARS

IRVING O. COFFMAN.....Glacier Division
MARVIN V. MORRISON.....Mktg.—S. W. Mtn. Div.
JAMES W. SHEPPARD.....Mktg.—Calif. So. Cst. Div.

20 YEARS

JAMES R. ANDERSON.....Field—Pacific Coast
DONALD F. BELLO.....Oleum Refinery
CHARLES W. CORRELL.....Field—Pacific Coast
ROBERT D. JONES.....Los Angeles Refinery
OWEN J. LOFTUS.....Oleum Refinery
CLARENCE E. MOSIER.....Field—Pacific Coast
JAMES S. POTTER.....Los Angeles Refinery
JOHN D. POTTER.....Oleum Refinery
H. N. RICHARDSON.....Field—Pacific Coast
CATHERINE ROSSITER.....Mktg. Acctg.—H.O.
G. W. SCHNITTKER.....Mktg.—Calif. So. Cst. Div.
HULBERT SMITH.....Mktg.—Calif. So. Cst. Div.

15 YEARS

HARRY D. BOURGEOIS.....Los Angeles Refinery
MARION EVANS.....Field—Pacific Coast
LEVI HARRIS.....Mktg.—Oregon Div.
JOHN B. JOHNSTON.....Comptrollers—H.O.
GUST A. SAARI.....Calif. No. Cstl. Div.
EARL E. SKONBERG.....Research—Brea

10 YEARS

NELLIE N. BEAUCHAMP.....Compt.—Alaska Div.
MAUREEN BELL.....Los Angeles Refinery
ALTON F. BENEDETTO.....Oleum Refinery
ROBERT G. BICKEL.....Field—Pacific Coast
JOHN F. BLAZEVICH.....Mktg.—N. W. Div.
ARCHIE R. BRUCE.....Los Angeles Refinery
CHARLES L. GIBBONS.....Los Angeles Refinery
JAMES B. GREGORY.....Research—Brea
L. S. HENDERSON, JR.....Research—Brea
ROBERT P. HENDERSON.....Field—Pacific Coast
CALVIN H. JOHNSON.....Mktg.—N. W. Div.
WILLIAM KORN.....Los Angeles Refinery
MERILYN C. McINTYRE.....Purchasing—H.O.
JOHN W. PARK.....Tax Div.—H.O.
L. G. PARKHURST.....Mktg.—Calif. So. Cst. Div.
CHRISTENA F. POTTS.....Mktg. Acctg.—H.O.
DONALD H. SILBAUGH.....Los Angeles Refinery
JOSEPH SOARES.....Field—Pacific Coast
MARYVON E. THOMAS.....Compt.—Gulf Div.
WILLIAM E. THOMPSON.....Land Dept.—H.O.
DAVID J. WATANABE.....Oleum Refinery
PAUL WECKER.....Eng.—Central Div.
PAUL LEROY WHIPP.....Research—Brea

SERVICE

B I R T H D A Y



AWARDS



CONSIGNEES - DISTRIBUTORS

October, 1961

35 YEARS

J. W. CONROY.....Las Vegas, Nevada

30 Years

H. R. COLLINS, JR.Susanville, Calif.

10 YEARS

ALLIED BRANDS.....Amarillo, Texas
ROMAC OIL CO.....West Covina, California
M. W. ROSER.....Ione, California

5 YEARS

HAROLD ALEXANDER, INC.....Bay City, Michigan
RAYMOND S. BURNS.....Hoopa, California
E. B. COLLINS CO.....Danville, Illinois
JEFFERSON ICE CO.....Chicago, Illinois

DEALERS

October, 1961

40 YEARS

WILLIAM LUNT.....Stockton, California

20 YEARS

V. BOTTO.....Lathrop, California
ROBERT TELMOS.....Whittier, California

15 YEARS

JOHN BOCCOLI.....Stockton, California
ROBERT BRUNDAGE.....Los Angeles, California
FRANK FOSSATI.....Lancaster, California
IRVING GORDON.....Burbank, California
OTIS HUGHES.....Boulder City, Nevada
WM. G. KISS.....San Bernardino, California
ROBERT E. SMYTHE.....Vancouver
JOHN STICHT.....Warren, Arizona
JAMES H. WALLISER.....North Hollywood, California

10 YEARS

MRS. ROY GRATRIX.....Tonasket, Washington
GREER UNION SERVICE.....Langlois, Oregon
CLYDE MARRIOTT.....Glendale, Oregon
WAYNE ROBERTS.....La Habra, California
PRINTIS R. SPIER.....Lebanon, Oregon

5 YEARS

K. W. ADCOCK.....Bakersfield, California
STEVEN BERNARD.....Quincy, California

WILLARD BLOOM.....Veneta, Oregon
BRISBANE SERVICE.....Brisbane, California
A. L. BUNDY.....Logan, Utah
LEE BURTS.....Wenatchee, Washington
ARNOLD D. CHERRY.....Oakland, California
WAYNE D. DEAN.....Tillamook, Oregon
RALPH FIDDLER.....Los Angeles, California
DUDLEY GARRETT.....San Diego, California
J. LESTER HENRICKSON.....Susanville, California
EARL HILL FORD SALES.....Fowler, California
GERALD S. JOHNSON.....Medford, Oregon
V. KRESSE.....Bakersfield, California
HOWARD LIGHTNER.....Winslow, Arizona
S. S. McCLELLAND.....Los Angeles, California
DAVID NIESS.....Turner, Oregon
EDWARD L. NIX.....Kingsburg, California
PALM SERVICE.....San Joaquin, California
ARNOLD SUTTON.....Los Angeles, California
CHARLES D. UPDEGRAFF.....Umpqua, Oregon
SHERMAN WILHELM.....El Cajon, California

RETIREMENTS

October 1, 1961

Service Date

MARSHALL E. BOWMAN
Mktg., Calif. South Coastal March 29, 1945
FRANK E. DREYER
Exploration—Dominguez April 1, 1936
WILLIAM H. GERMAIN
Mktg., Calif. South Coastal July 22, 1933
LEWIS S. KELSEY
Southern Field December 28, 1920
JOHN B. MILLER
Mktg., Calif. South Coastal August 14, 1941
GEORGE L. PAULUS
Orcutt, No. Field June 14, 1926
FOREST U. RANDALL
Exploration June 9, 1941
EMMA R. SVIRBELY
Mktg., Calif. No. Coastal April 18, 1929
JOHN J. WARK
Comptrollers—H.O. June 17, 1935

IN MEMORIAM

Employees:

PAUL H. BAXTER
Comptrollers Dept.—H.O. August 12, 1961
JOHN P. DAVIS
Research Department August 11, 1961

Retirees:

JOHN W. CHAPMAN
Marketing Dept. August 30, 1961
ROBERT KEATING CLAY
So. Div. Field August 16, 1961
DON R. DEAN
Marketing Dept. August 15, 1961
JOSEPH S. FURTADO
Marketing Dept. July 25, 1961

UNION OIL COMPANY OF CALIFORNIA
P. O. Box 7600
Los Angeles 54, California

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The product proved itself the hard way—in trucks, tractors, and the toughest kind of heavy-duty military service.

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