

SEVENTY ⁷⁶ SIX

Union Oil Company of California

January 1962

PIPELINE GAUGER

The American Farmer

...he feeds the best-fed nation on earth



Merle Wolverton, farmer, Santa Ana, California

MR. Khrushchev has promised his people that Russia will out-produce America by 1970.

He can't possibly keep his promise unless—among other things—the Russian farmer can out-grow the American farmer. That will take some doing.

For one of the reasons we live so well is the fact that we farm so well.

In Russia, more than 40% of the work-force farms* and it is still a hungry nation. In America, less than 8% of the workers farm. But they grow more than enough to satisfy the hunger of the best-fed nation on earth.

Among the things which have made it possible for so small a number to be so productive are larger farms, mechanization and new chemical fertilizers. As a result, one acre today produces what two did 15 years ago.

Farming is America's biggest business and one of industry's best customers. In California alone, growers are currently operating 148,000 tractors, 132,000 motor trucks, 9,000 grain combines and thousands of other pieces of equipment. These same growers last year consumed \$87,000,000 worth of petroleum products, including Union's T5X and Guardol lubricants, gasolines and new 7600 Unifuel for diesels.

The American farmer, in fact, employs more people and has more money invested than any other industry. Of his success, the Council of California Growers comments: "Let's not forget another principal ingredient... the grower's own initiative, abilities, desire for the greatest degree of efficiency... and his right to a reasonable and honest profit."

So long as he continues to enjoy that right, America will continue to be the best-fed nation on earth.

*Current History—Nov. 1960 p. 286

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

Union Oil Company OF CALIFORNIA



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Volume 6, Number 1

January, 1962

THE COVER: Harold Martinson takes the long, long walk pipeline gaugers make many times a day: from the ground, up the ladder to the top of a tall tank to measure the amount of oil it contains. To find out a few more things about gaugers, please turn to Page 5.

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76

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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Grand Prize winner Helen Erickson (right) and Sarah East admire the check.

Helen Erickson: Credit Card Saleswoman No. 1

*San Diego employee wins grand prize in
Employee Credit Card Solicitation Contest*

"I've spent the money ten times over . . . but we bought a new home a few months ago, so I guess I know where it'll go!"

So says Mrs. Helen Erickson of the \$500 she received as grand prize in the Employee Credit Card Solicitation Contest. Through her efforts, there are 403 new Union Oil Credit card holders — and more than \$110,000 in new business for Union Oil and its dealers.

How does a lady get to be the Company's No. 1 credit card salesman? According to Mrs. Erickson—who works in the San Diego, California, office: "I solicited the people at the post office that handle the Company mail, the letter carriers, the people at the bank where we deal, talked to the men at the club where my husband plays golf. My friends got interested, and took applications to the places where they work.

"Once I got a good start," she says, "the cards seemed to flow in."

The Contest as a whole certainly proved Union Oil people know lots of other nice — and solvent — people.

Although Union Oil's rate of credit card approvals is among the highest on the Pacific Coast, approvals of employee solicited cards ran far above the average. More than 11,000 cards were issued at employees' requests.

Better yet, the rate of credit card activity, of consistent purchases, among those 11,000 is much higher than among all our credit card holders. Employee cards will bring in about \$2,000,000 a year in new business.

All the top ten credit card solicitors were from California. They were well spread around. The top ten were: Helen Erickson, San Diego; H. Acquistapace, Sacramento; C. E. Hall, Oleum Refinery; J. E. Campbell, Sacramento; W. E. Clanton, Colton; A. A. Tompkins, Santa Fe Springs; A. D. Pala, F. T. Toth, and James R. Young, Los Angeles; and Sarah N. East, San Diego.

/THE END

COALINGA



Roy Curnow's job is to manage a complicated field—to get the oil and gas out of the ground efficiently, in the greatest quantity, without waste

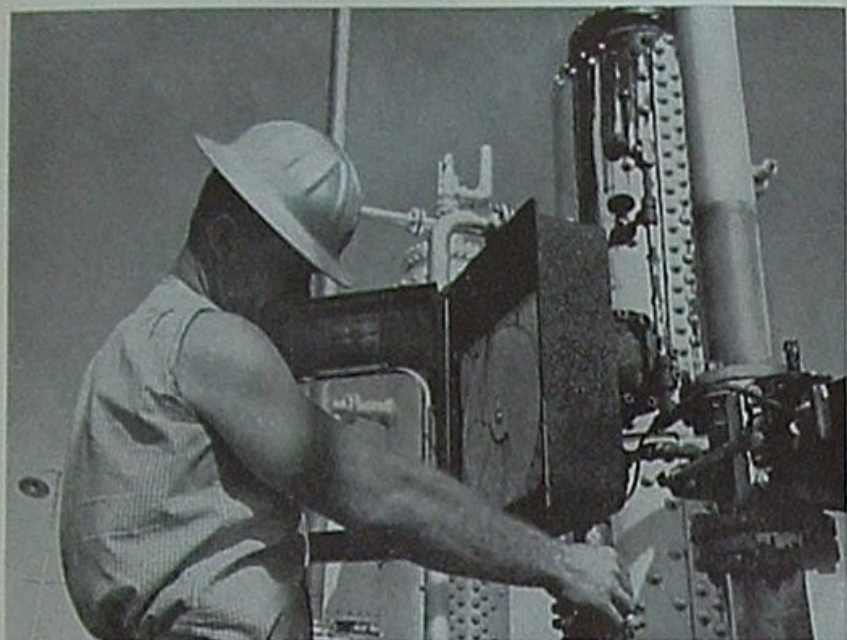
The barren landscape in the picture above covers one of California's great oil fields: Coalinga Nose. Although you can't see them in the photograph, the rolling hills are dotted with wells that produce nearly 13,000,000 barrels of oil a year.

The man leaning on the pipe to the pressure gauge is, literally, boss of all he surveys. He's Roy Curnow, Area Superintendent. He manages this complicated field, plus several more in the northern San Joaquin Valley, *plus* the hundred men it takes to handle the wells and equipment.

Coalinga Nose is a very complicated field, for two reasons:

First: *six* companies have an interest in it. About 11

NOSE



Field Operator Don Heriford reads chart on a trap that separates liquids and gas coming from flowing wells.

years ago they got together voluntarily and decided to operate the field as a unit, as though it had only one owner. The purpose: to prolong its life and increase its yield through careful production methods.

Union, with the highest percentage of ownership, was selected as operator. (Every three months, Curnow must make a report of his stewardship to all the owners.)

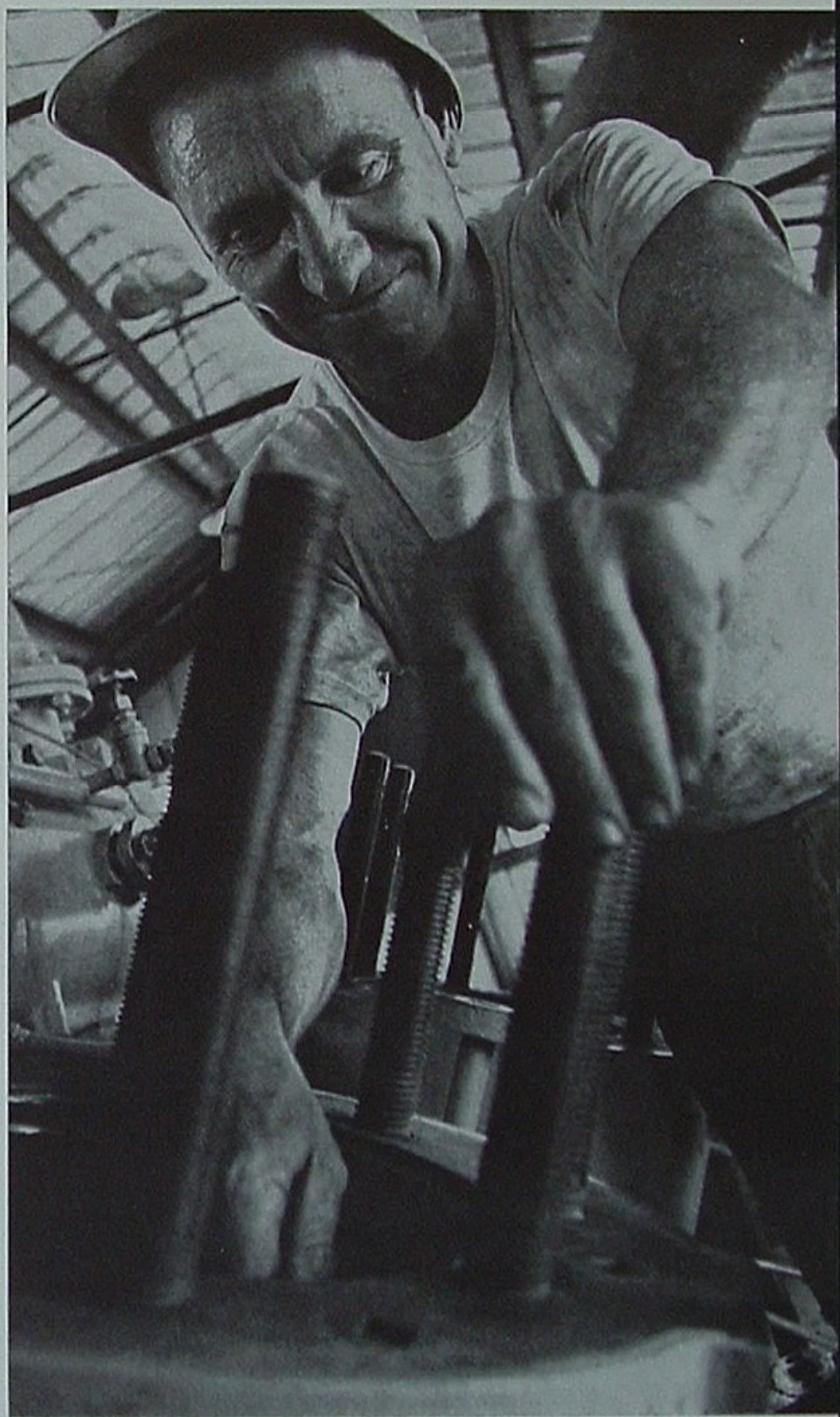
Second: the most scientific production methods are squeezing every possible drop of oil out of Coalinga Nose's five-and-a-half square miles. Wells are being produced at their most efficient rate. Others are shut in because to produce them might damage the field. Water is being forced down underground to drive more oil from the sands. Gas produced from the field is returned to it to maintain the underground pressures that make wells flow.

So far, the field — discovered in 1938 — has yielded more than 325,000,000 barrels of oil; yet it still ranks as the fifth largest producer in California. It produces more oil than ANY other major field in the state per well, three times as much as its nearest rival.

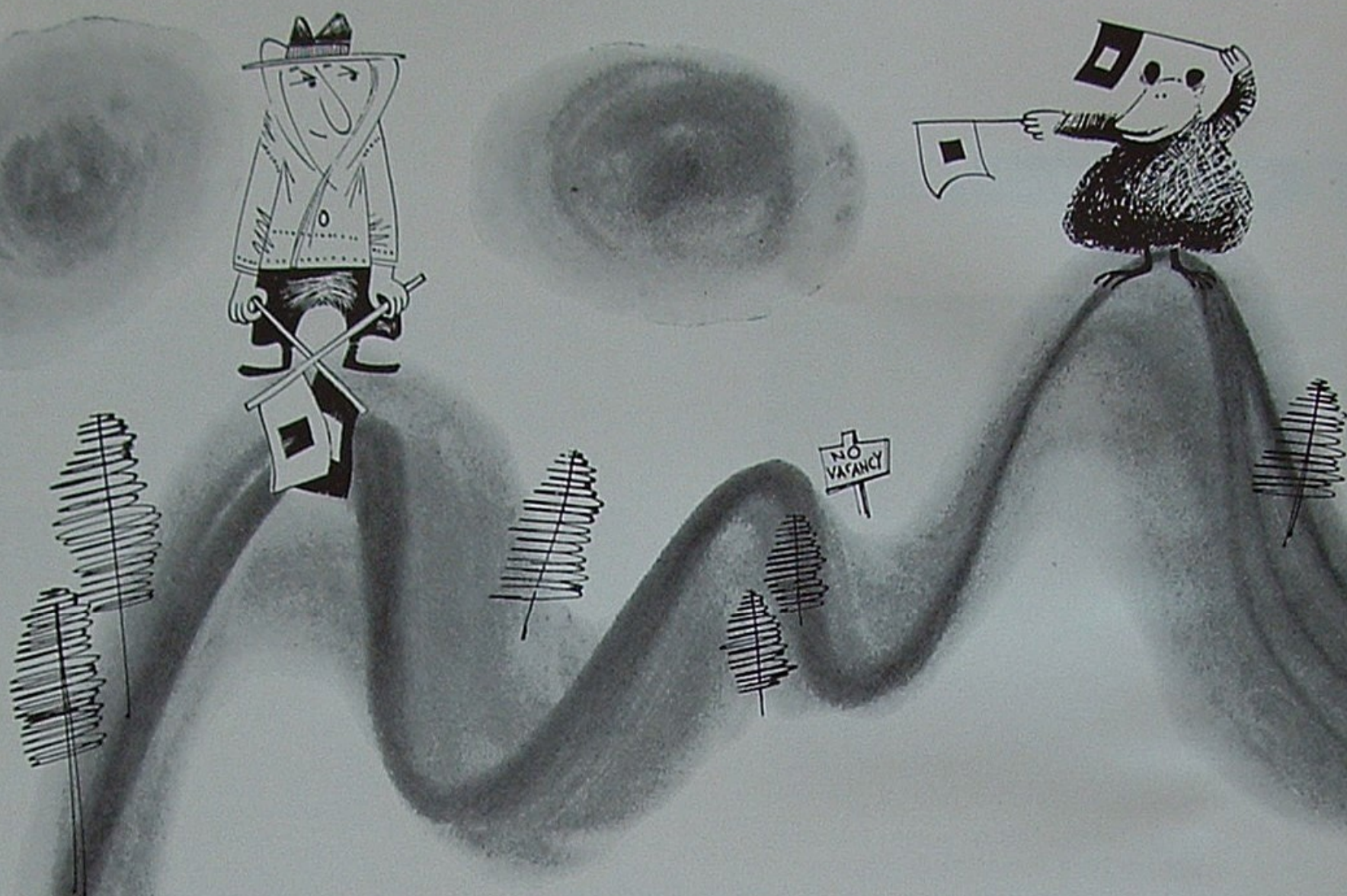
When Curnow started with Union 33 years ago as a roustabout, production methods such as he's practicing at Coalinga Nose weren't even in existence. Had the field been discovered in that year, 1928, — before repressuring, water flooding, and unit operation were normal procedure — chances are it would have been just another tired old oil field a long time ago.

Instead, Curnow's field is a classic example of how the oil industry protects its raw materials, guarding one of the nation's great natural resources.

/THE END



Heart of the production operation at Coalinga Nose is an 8300 horsepower compressor plant, where gas is forced underground to keep wells flowing. Compressors are big! That's one single cylinder Don Follansbee is cleaning.



for lease:

Mountain tops

But you'd better hurry... there's a rush on

If you'd like to lease a nice piece of mountain top with a guaranteed view — call the Union Oil's Properties Administration Department, HU 2-7600. That department, in addition to its other chores, manages mountain tops. It has a variety of them — view and all — between Los Angeles and the San Francisco Bay area.

The mountain tops have a real purpose: the Communications Department perches its microwave relay stations on them. The microwave system carries voices and a variety of operating signals — telegraph, pipeline control, and the like.

Since microwave travels a straight and narrow "line-of-sight" pathway, the view's essential. At least a view of the next peak is.

Union Oil owns some of the mountain tops: a half-acre on Oat Mountain, the first microwave relay north of the Union Oil Center, and all of Mt. Solomon, near Orcutt. Others it leases from the U. S. Forest Service, the State of California, or from private owners.

If you're interested, you'd better get your request in early because there's a serious run on mountain tops.

The Company's tenants already include the F. B. I., several other oil companies, trucking companies, an aircraft concern, county, state, and federal departments, television stations, and a railroad. There are eleven of them all told, and several more applications are in.

The tenants are quiet, well-behaved, and don't keep children or dogs. They want the mountain tops for the same reason we do: communications. They install microwave, two-way radio, or television equipment.

This need for line-of-sight locations makes strange bedfellows, both on the mountain tops and in the lowlands. Union Oil leases places for its stations from two competitors — one microwave reflector is right in the middle of another company's refinery. The station handling two-way radio for the Santa Fe Springs, California, field offices is built on a man's garage in the Puente Hills.

The Company makes a fair income from leasing those mountain tops — not enough that we'll ever stop drilling oil wells; but quite a few thousands of dollars a year.

Maybe Properties Administration could add a little to the income by swapping that man in Puente Hills a mountain top — with view — instead of paying rent. . . .

/THE END

PIPELINE GAUGER

*He starts oil on its journey
from well to refinery*

A river of oil that can never stop flowing pours through Union Oil pipelines, a hundred million barrels of it a year. That's more than four *billion* gallons. And every drop is measured into the pipelines and measured again when it comes out of them at some tank farm or refinery.

Harold Martinson is one of the Company's measuring men: the pipeline gaugers. He's also the man with the golden arm. On the basis of his and other gaugers' signatures, Union Oil pays out millions of dollars a month to people who have an interest in the river of oil—property owners, royalty holders, and the nearly 200 producers from whom we buy crude.

Martinson's route takes him through the hills near Santa Maria, California. Marty's job: to measure and sample the oil in field tanks; then to schedule them for shipment so there'll be a continuous flow through the pipeline gathering system into our Orcutt and Santa Maria Pump Stations and from there to the refineries.

After the tank's empty, he prepares a document that's first cousin to a blank check: a "run ticket." The ticket shows how much of what kind of oil was shipped; it's the official record of our purchase or delivery. And once his "H. R. Martinson" is signed to it, the check is ready to be paid.

It costs about a thousand dollars to train a gauger. By the time he's gone through the course and is ready to climb his first tank alone, one word has been impressed on him: accuracy. Whether he's a Martinson in Santa Maria, a Truesdale in San Joaquin Valley, or a Rode in the Los Angeles Basin, it's a word he'll always live by.

Now, here in the coastal hills is Martinson, a 27-year man, burned brown by the sun, hard-hatted, driving tortuous oil field roads, living with his hands in crude oil.

And 170 miles south in Home Office is Jo Ann Smith, whose high heels wouldn't last a day on tank ladders. Her only contact with petroleum in the raw is the name of her department: Crude Oil Accounting.

Yet, the two — and the men who operate the sophisticated computers and printers in the data processing



Gauger Harold Martinson chains and seals valve on tank. No oil can move from tank until he breaks the seal. He's the measuring man, responsible for every drop of oil that flows into Union Oil's pipeline from his coastal district.

section — work together like partners on a relay team.

Those run tickets Martinson signed are sent directly to Crude Oil Accounting. In the hands of Jo Ann, her co-workers, and the machines, they become the starting point not only for the checks, but also for a stack of reports that enable Union Oil to keep an eye on its business — to forecast crude oil supply, for example, and to maintain accurate records of its production.

The partnership between the men outside — whether gaugers, operators in a refinery, production men, or salesmen — and the men and women *inside* the offices is as close as two clasped hands.

For it takes all 7,000 people in Union Oil to bring that stream of raw materials and products from deep down in the ground to its final useful purpose in the hands of some customer.

Continued

Pipeline Gauger—continued



Every tank has its own number and Addressograph plate, which Martinson imprints on "run ticket"—the record of the amount of oil shipped.

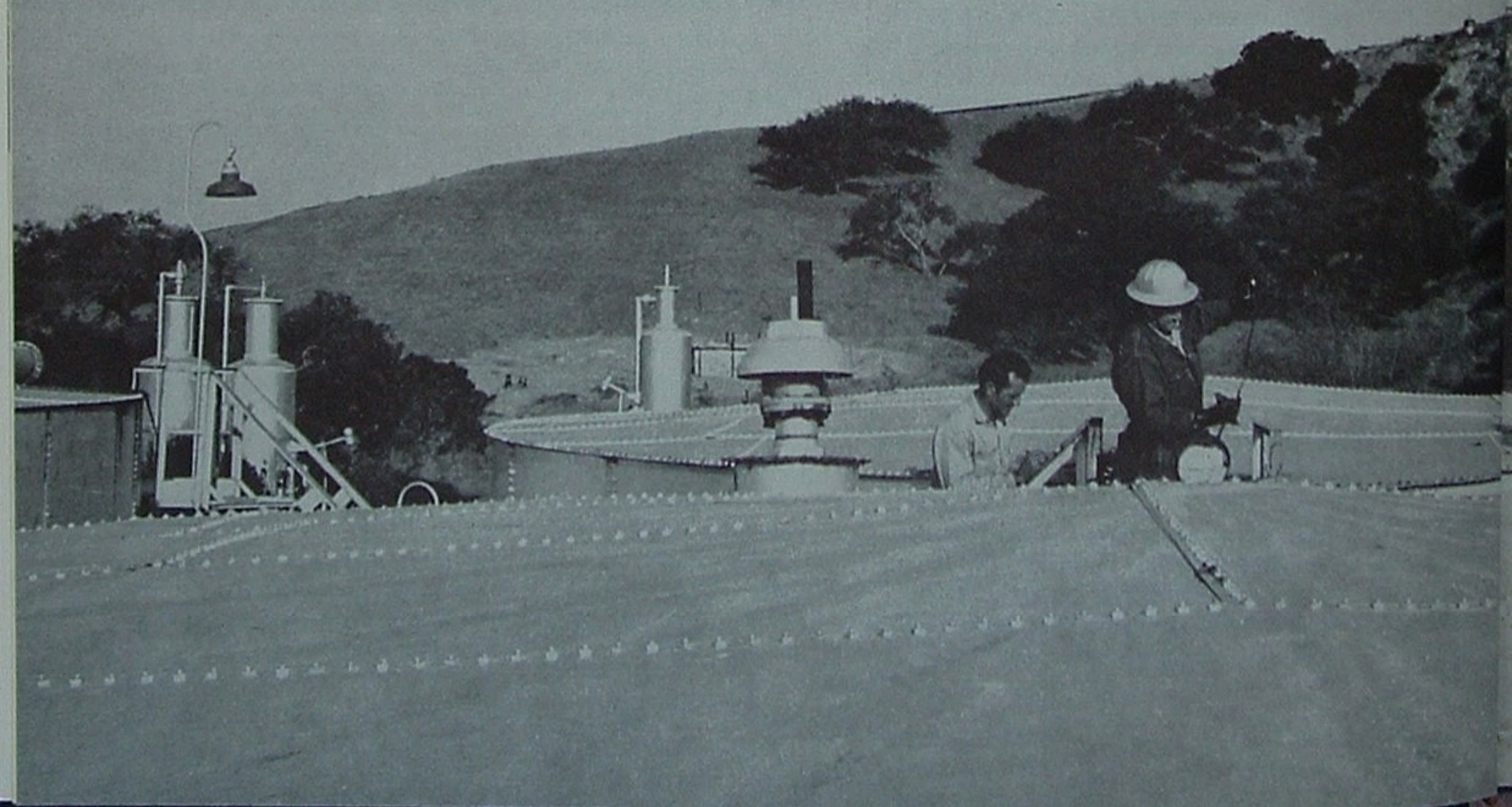


When gauger and a representative of the producer sign run ticket, it becomes, in effect, a promissory note.

*Harold Martinson on a tank
in West Cat Canyon, a girl
in high heels, a man with*

*a signature plate, another
who runs a press... these*

are a few of the people who keep a stream of oil flowing to our customers

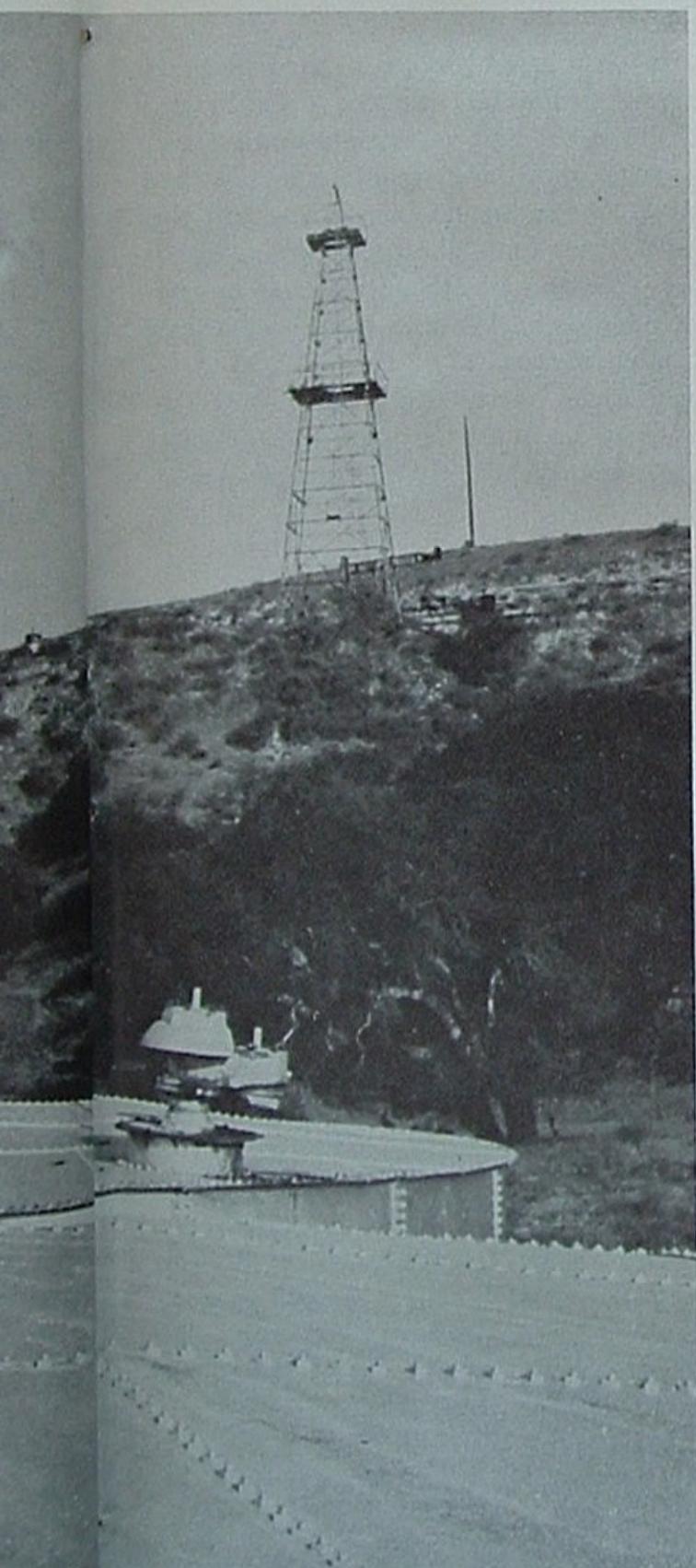




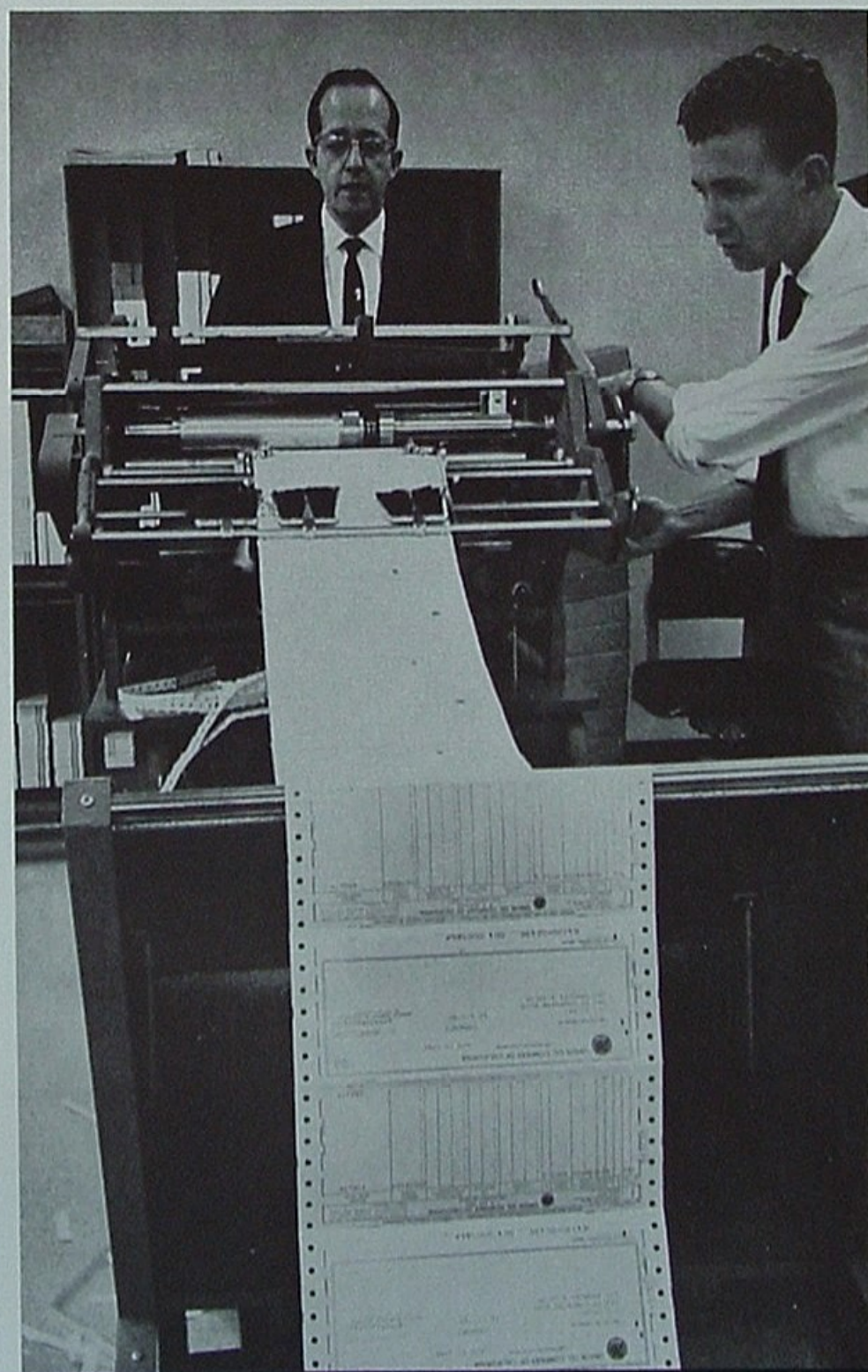
Crude oil usually contains some water; so to be sure how much of the crude he gauged is pure oil, Martinson tests a sample in the field laboratory.

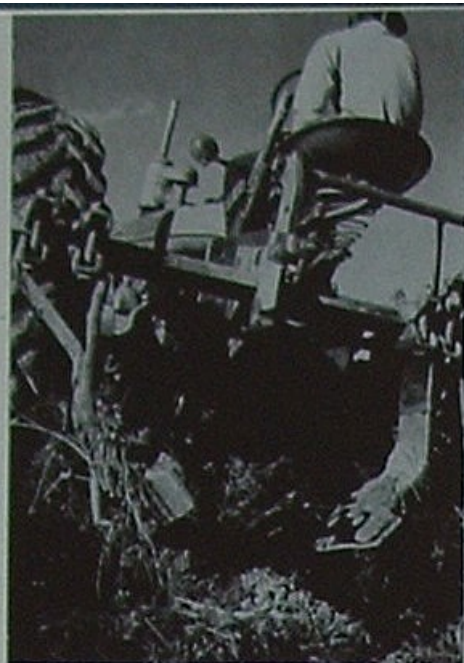


Martinson sends envelopes of run tickets to a partner he's never seen: Jo Ann Smith in Crude Oil Accounting. At her desk, the tickets become the starting point for reports and for payment checks.



Under Bob Collins' watchful eye, signatures are printed on checks in payment for oil. Collins guards signature plate like gold, carries it to press, takes it and checks away with him after they're imprinted by Cor Kors. As checks go out, cycle Martinson started at West Cat Canyon finishes.





*Union Oil has had a hand in
agriculture's greater productivity*

OIL AND THE QUIET INDUSTRY

Farming is the quiet industry. Drive past a refinery or a steel mill or an automobile assembly plant and you know: there's big business at work. But drive past a field with a tractor pulling a disc in graceful curves and if you think anything you think, "Beautiful view."

It is a beautiful view — of America's largest industry. Agriculture employs more people, and has more money invested than any other industry in the nation. And more than half the nation's farmland is here in the West.

Western farmers grow the majority of the country's lettuce, sugar beets, carrots, asparagus, celery, and peas. Almost all our apricots, lemons, pears, and plums, and about half our peaches, wheat, wool, sheep, and lambs come from the 11 western states where Union Oil operates — and sells to growers.

Here, cattle and calves bring in the greatest volume of dollars; the largest dollar field crops are grain, followed by cotton and hay. Grapes are the big money

fruit crop — we grow 90 per cent of the nation's total. (Grapes and all agriculture are big money for other industries, too. For example: California wine makers use up about 654,000,000 bottles a year. Agriculture spends more money on truck and rail transportation than any other industry.)

Because a farm or a ranch or an orchard becomes part of the scenery, this quiet industry doesn't seem like an industry. But it is, and a very unusual one.

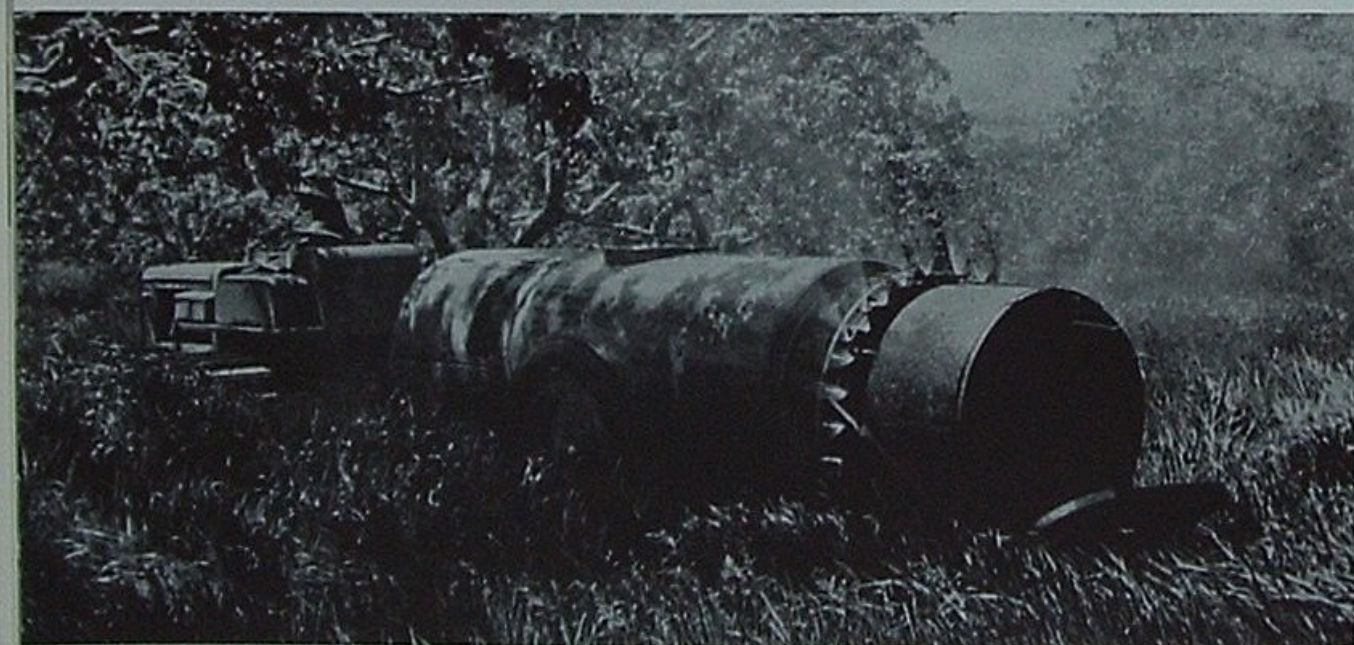
Agriculture creates more new wealth annually than any other industry. We in the oil business — and this is true of other industries that take their raw materials from the ground — consume a national resource by converting it into useable goods. We give value to that raw material through manufacture.

But the grower, as he harvests crop after crop, creates new wealth where none existed before. He creates a product that has value of itself. By scientific land man-

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There are strange machines in the groves! This low-slung monster is a sprayer working in Oregon orchards. The anti-corrosion and cleaning powers of T5X get a severe test here. Roy Webster Orchards, Hood River, Oregon. (Photo at the top of page taken at Bodine Produce Company, Glendale, Arizona.)

Tractor and disc make a wide sweep on a coastal ranch being converted from grazing land to crops. Brucker King City Ranch Company, King City, California.



DIET INDUSTRY

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agement, he not only perpetuates his reserves, he actually makes them more productive. One acre today produces twice as much as it did 15 years ago!

This is the point where a company such as Union Oil gets into agriculture: as a supplier of petroleum products, we have a role in the tremendous increase in agricultural productivity. Our subsidiary, Collier Carbon and Chemical, with its chemical fertilizers has an equally intimate relationship to the industry. The expanded use of fertilizers and other chemical aids is contributing as much to agricultural productivity as the mechanical revolution it is undergoing.

Although people have been growing things since 'way back when, agriculture is just inside an era of mechanization. Machines are particularly important here in the West. Our farms come in all sizes, from a few hundred acres, on the average, in California and Washington, to thousands of acres in Arizona, Montana, and Wyoming.

But, in general, western farms will be three times as large as those in other parts of the country.

Machines and petroleum enable the western farmer to work the soil on his larger farm, care for the growing crop, and harvest it with a speed and efficiency impossible 20 years ago. In those same 20 years, power farming has almost cut in half the man hours of labor required for farm work. Gasolines, oils, and greases have the hard job now, because lubricating and fueling farm and food processing equipment involves problems.

Tractors, for example, work under conditions that are a real torture test: heavy pulling, dust-laden air, often on a 24-hour-a-day schedule. Other machinery, used for seasonal harvesting, must be protected during long periods of idleness.

Union's new diesel oil, 76 Unifuel, T5X motor oil, 7600 gasoline, and our Unoba greases, all designed to deliver superior performance under these grueling conditions, are the big volume products sold to growers. On the more specialized side, we manufacture such products as Alba grease, a white, non-toxic, odorless grease used in packing plants where corrosion is a problem; and Red Line C. P. oils and greases for the very-difficult-to-lubricate mechanical cotton pickers.

Because we do specialize in quality products, the grower, as he moves ahead into his era of mechanization, is among Union Oil's better customers.

/THE END



of MOOSE and MEN

*The oil industry
and nature
can live together,
so says
the American Petroleum
Institute*

When Union Oil and other companies began exploring for oil and gas in the moose preserve of Alaska's Kenai Peninsula, quite a few sportsmen were perturbed. What would happen to the poor moose with all those oil men tromping around, they wanted to know.

The moose and the oil men got along just fine together. By clearing dense thickets, the exploration crews enabled the moose to get at young and tender vegetation on which they thrive. Migration routes were opened up. The game followed trails pushed through the wilderness to new feeding grounds. Herds have multiplied.

The rapport between moose and men in Alaska is a prime example of modern exploration methods cited by the American Petroleum Institute in its arguments against the "Wilderness Bill" which comes before the House of Representatives this year. The bill would give the president power to classify lands as wilderness unless either the House or the Senate passes a resolution opposing his nominations.

Wilderness lands would be closed to all commercial enterprise (including oil and gas exploration), to permanent roads, motor vehicles, any kind of mechanical transport, to practically anything that might clothe nature in the raw.

As spokesman for the industry, the American Petroleum Institute opposes action on the bill at this time. The Institute wants action delayed until a survey of present



and future wilderness needs is completed by the National Outdoor Recreation Resources Review Commission. The Commission was created in 1958 and given three years to study the problem. (Each of the 12 western states has also officially opposed enactment of the wilderness legislation.)

Any time you oppose a law labeled "conservation" — although the A. P. I. claims the Wilderness Bill is not a true conservation law — you're in trouble. Sounds as though you're against mother, home, and moose and for sin and the desecration of the countryside.

Actually, hasty action is real, pressing and gas. And duce both of

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Actually, the A. P. I. has logic on its side in opposing hasty action on the bill. We in the oil industry have a real, pressing problem: the need for finding more oil and gas. And we've demonstrated we can find and produce both of them without inconveniencing man or beast.

The oil business is based on a wasting asset. We spend millions of dollars a year improving drilling and production techniques. We've made a fetish of secondary recovery: stripping the last possible drop of oil from its underground hideout. In Union Oil, one of the major items in our Research budget comes under the heading "Exploration and Production."

But no matter what we do, Union and every other oil company, is self-liquidating. Ultimately oil and gas production will come to an end.

This fact explains the paradox of our heavy exploration expenditures in a day when there's a worldwide oversupply of oil. It's the reason behind sending Union Oil exploration crews into Australia, Africa, Central and South America, Alaska, Canada, and across the United States — wherever there's a logical reason to suspect the presence of oil or gas.

It also explains the American Petroleum Institute's concern over the possible results of the Wilderness Bill. The long-range effect could be most serious. Some experts estimate United States production will reach a peak in only 20 years — before 1980 — and decline gradually thereafter.

So, says the A. P. I., we should think more than casual thoughts before we bar exploration on any lands. And, it says, consideration should be given the true facts of wildlife conservation and oil exploration.

Union Oil, for example, has learned to drill wells in better residential sections without annoying the neighbors. We leave behind us landscaped drillsites that enhance the appearance of the neighborhood.

Similarly, we drill and produce on rich farmland, where it's considered a sin to damage crops or scar soil.

The same care goes into our operations in wildlife and recreation areas. And we've found that oil operations and wildlife can not only be compatible but downright

friendly. The be-kind-to-moose attitude of our exploration and drilling crews in Alaska is one example. Closer to home, within a hundred miles of Los Angeles, deer graze near drilling rigs on our Simi property. Like the moose, they also use our roads.

We've learned to set off underwater seismic shots without disturbing any except the sleepier fish. In fact, offshore drilling is creating fish populations where none existed before.

Off Southern California, portions of the ocean were marine deserts before drilling platforms were built. A few months after the structures were in place, divers found more than 93,000 fish of at least two dozen different species. The same kind of result has been seen time after time along the Gulf Coast.

Reason: Small fish won't go where there isn't food and a place to hide from the big fish. Big fish won't go where there aren't tasty small fish. After the platforms are built, barnacles grow on the steel legs, small plants cluster around their bases, and rock chips brought up by the drilling form shelters. There's food and refuge; so here come the little fish, the big fish follow, and right behind them come the fishermen.

Louisiana is the nation's and Union Oil's second largest producing state. Much of our production comes from the coastal marshes and tidal flats — which are also the sites of one of the nation's greatest concentrations of migratory waterfowl. Helicopters heading offshore from our headquarters in Abbeville fly over geese, ducks, and oil wells, all living together in harmony.

Union Oil's experience and its attitude toward the conservation of wildlife and natural beauty is shared by other responsible companies. In its statement of policy on the conservation of natural resources and wildlife, the American Petroleum Institute expresses the attitude of the industry in these words:

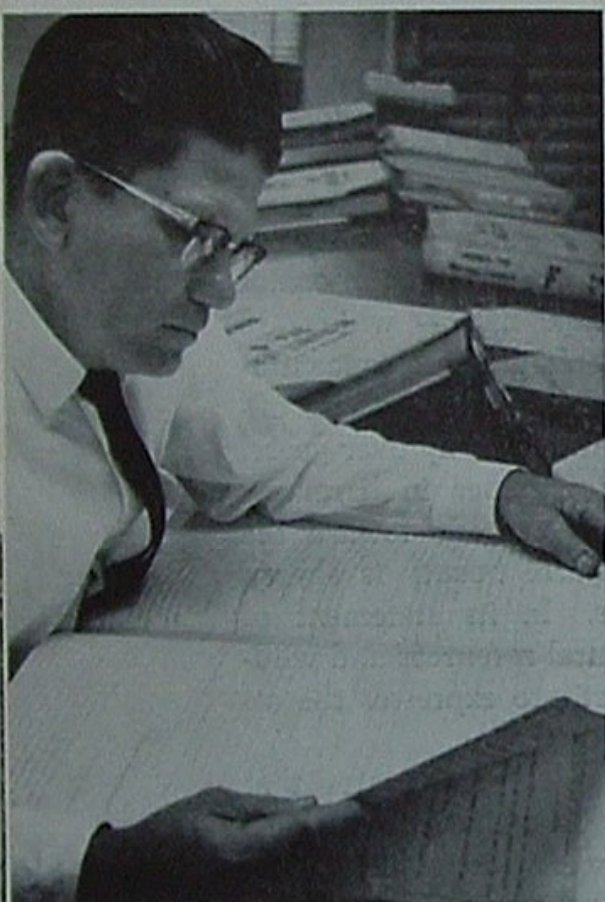
"The American Petroleum Institute advocates that the petroleum industry conduct its operations on both public and private lands in a manner which will preserve wildlife, recreational, and scenic values. It is the policy of the Institute to cooperate actively with other organizations and agencies devoted to this purpose.

"The Institute further affirms that exploration for and development of petroleum reserves, when properly conducted, are fully compatible with other uses of public lands, including recreation, wildlife preservation and water management.

"The Institute supports enactment and enforcement of appropriate statutes and regulations necessary to assure that in the orderly development of petroleum and other natural resources on public lands, these lands be protected from pollution, and from damage to wildlife, wildlife habitat and other natural values."

/THE END

LANDMAN



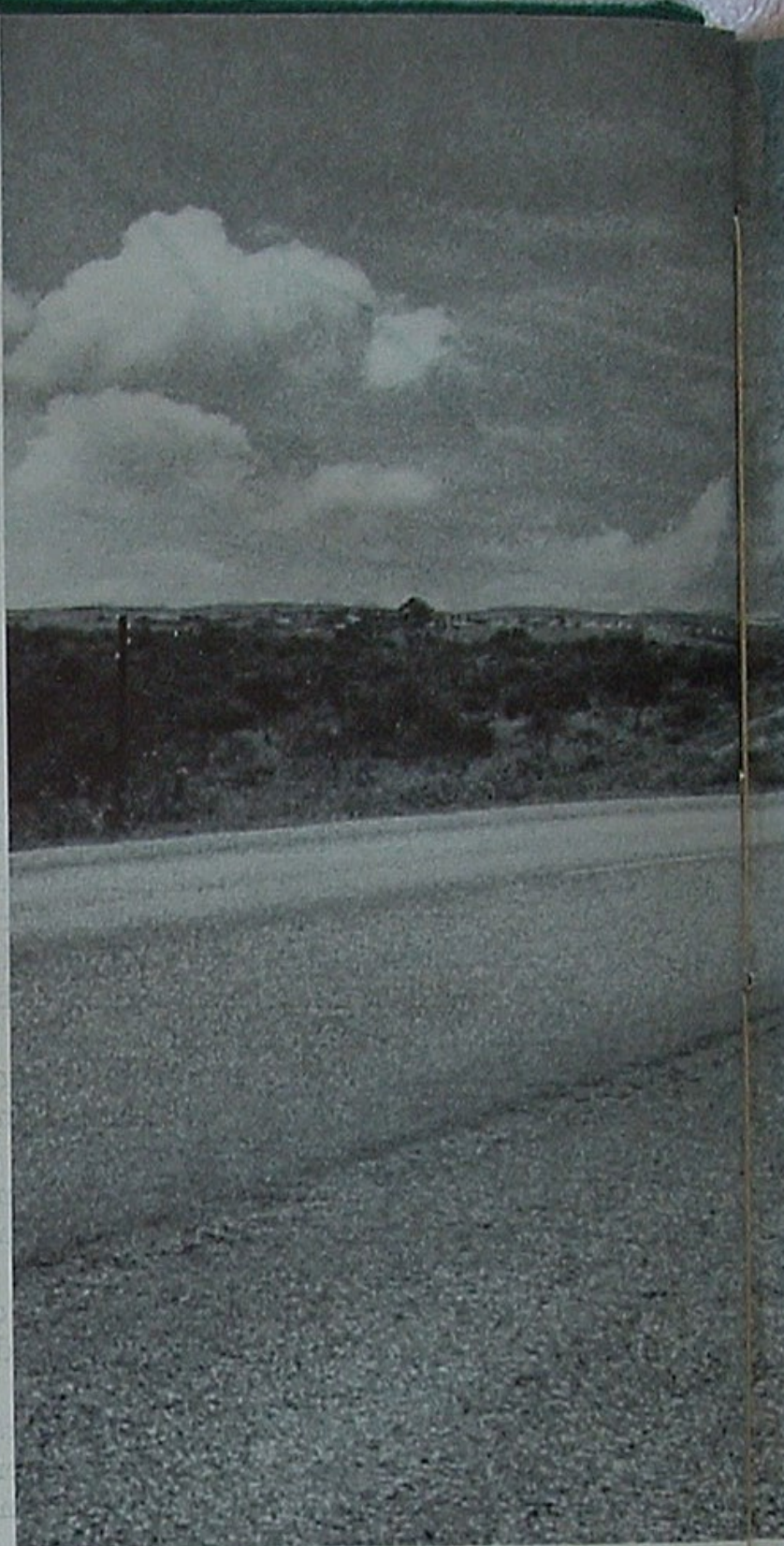
Landman Grant Adkins, Jr.

*Grant Adkin's job
is to lease the
oily side of West Texas*

The west side of Texas is bigger than most complete states. It's flat on top, and oily on the bottom — in places. Grant Adkins' job is to lease or buy as much of the oily side as the budget and our exploration and production people can handle. Adkins is District Landman for the Midland District in Union Oil's immense Central Division.

Landmen — this is true whether they go out and lease property or take care of the office end — consider themselves a little different breed from other humans.

Adkins isn't much taller or shorter, younger or older than most men his size and age. But he's more persistent. His aim in life is to get signatures on the bottoms of lease forms. Look close, and you'll see the sixth finger on his right hand is a pen.



He's social and a good talker — about everything except the "trade" he made yesterday, what he's doing here today, and where he'll be leasing land tomorrow. Oil land leasing is a highly competitive business!

When he does talk business, he talks of "trades." A trade is any negotiation: buying land, selling it, arranging for a well to be drilled. We get something, and we trade something for it. Usually money.

Often, the personality of the landman makes the difference between getting a piece of property and losing it to a competitor. Adkins knows and is known by people from El Paso to Fort Worth. Whatever language they speak, he speaks it, too: football, cattle, farming, banking, oil. Mostly oil. He probably knows as much as anyone in West Texas about who's doing what in the oil business there — and the value of the land they're doing it on.

As far as Adkins is concerned, there are two sides to every piece of property: the top side where people live and the bottom side where we hope to make money.



The plains of West Texas are Grant Adkins' beat. He's driven more than 80,000 miles in three years acquiring land for Union Oil.

The top side, covered by the surface rights, can be owned, bought, sold, or leased separately from the bottom side. The bottom side is covered by the mineral rights which include oil and gas. Most of our oil land is obtained by leasing or buying those mineral rights. However, the Company does own both surface and minerals of much property, principally in California.

Sometimes, as in the Company's case, the same owner controls both the surface and the mineral rights, but not always. Especially not always in the Central Division. This division takes in all or parts of 15 states, from Arizona in the southwest corner to Minnesota in the Northeast. Here, in the "old west," the Federal government is the largest owner of mineral rights. It holds 80% of them in Wyoming, for example.

Land usually comes in large chunks in the Central Division: Federal lands, ranches, farms, state lands, and Indian lands.

This is in contrast to the Pacific Coast Division, where

—as in Los Angeles — 25,000 signatures may be needed on one 7,000-acre urban block. In the wide-open Central Division 7,000 acres wouldn't make a good dust storm even if you threw it into the air all at one time. Union has 1,200,000 acres under lease within the division's borders.

When it comes to pinpointing the spots where we want lands in this vast area, Adkins and the geologists work as a team for the Exploration Department. (The pattern is the same in the Pacific Coast and Gulf Divisions.) The landman's number one assignment is to get out and buy or lease land where the geologists think there's a reasonable chance of finding oil.

That's a skimpy definition of a landman's work as any of them will tell you — and there are Union Oil landmen spread from Alaska to New Orleans. Adkins' routine goes more like this:

First, he has to find out whether or not the land is available for leasing, who owns it, and where he is. A

Continued



Wherever the landowner is, there the landman goes — this time to a fishing hole at a dam on Dove Creek, near San Angelo, Texas (below). Left to right (in large photo): Union Oil landman Grant Adkins and Ed Keefe and their clients, land brokers Wilbur Carr Brown and his father Kenneth Brown.

Landman—continued

West Texas land owner may be rocking on his front porch, be 150 miles away at a cattle auction, or be an absentee-landlord living in Miami.

Once Adkins tracks down the owner, he has to get a signature on that line in spite of competition and the peculiar whims of people. Such as that of the farmer in Utah who insisted on a clause saying the oil men should close all gates after they went through.

The easiest trade to make, Adkins says, is with another oil company. The most difficult is with a person who won't answer questions.

"You go sit in the living room and tell this farmer all about the lease," Adkins says. "You ask him a simple question like, 'Now, how does that strike you?'"

"He'll sit and think for a minute and then he'll say, 'W-e-e-l . . . gotta get at my milkin' or 'It's time to start plowin' again.' And away he goes. He *never* answers your questions.

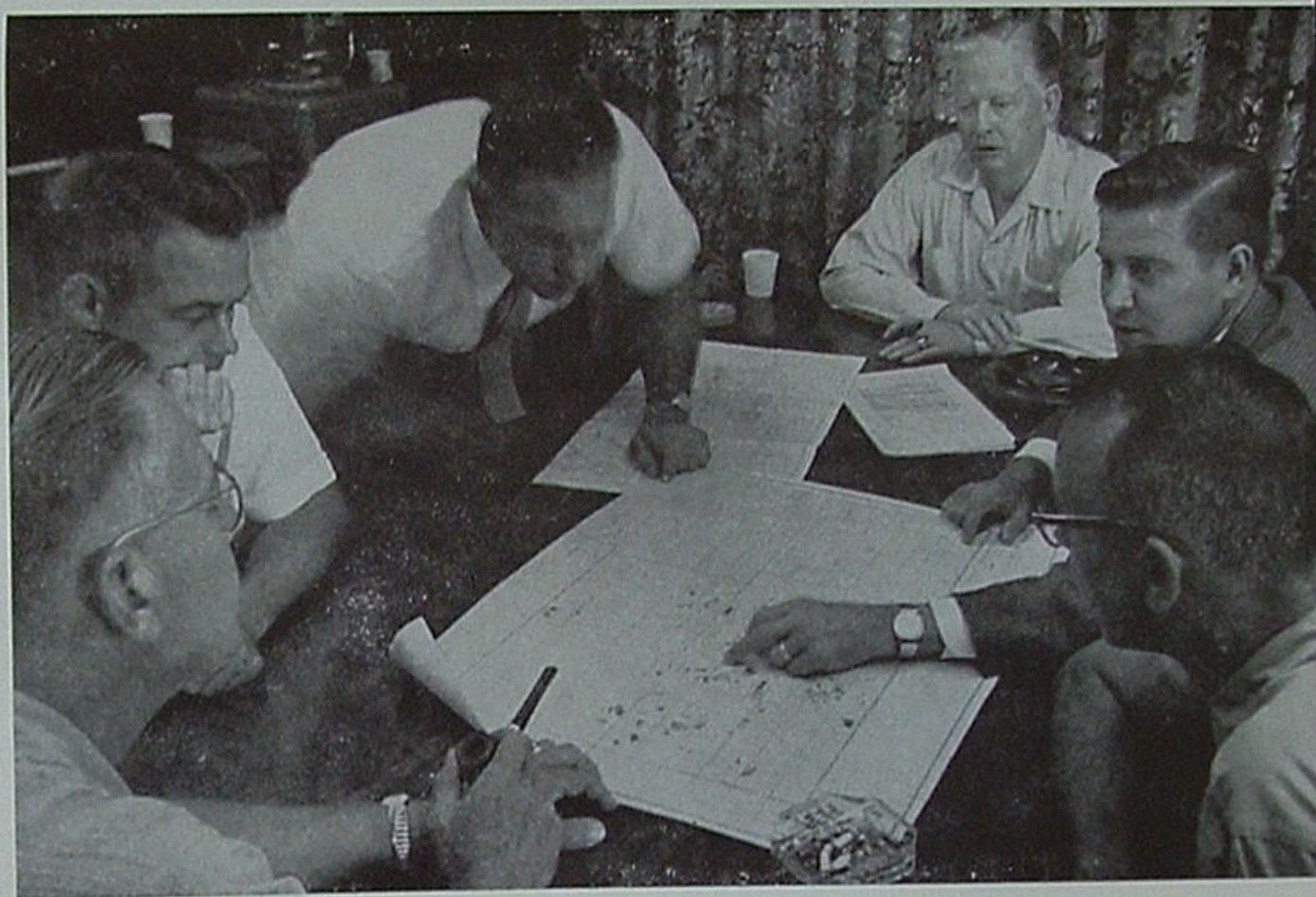


"I've been back four times trying to get signatures." Once the signature's on the line, the landman can't relax because he must still . . .
 . . . hold the landowner's hand while drilling and production crews are at work. Adkins says: "Most farm-



Who owns the land Union Oil wants? To answer the question, Adkins searches through book after book in the records at the Tom Green County Courthouse.

To keep the land or let it go? Buy, lease, or drill in another place? The final answer comes as a joint decision. Making such a decision are (from lower left around the table): Sam Giesey, geological consultant; John Hansen, division manager of lands; George Feister, geological supervisor; Jim McNulty, division superintendent; Ray Burke, director of exploration; and C. F. Bowden, manager of operations.



ers and ranchers would a lot rather have you scratch *them* than their land."

. . . in cooperation with the geologists, make trades with other oil companies for joint exploration and drilling projects. Companies work together in many instances to reduce the fantastically high cost of exploration. In the Central Division we have about 200 joint agreements.

- . . . buy land that is already producing oil;
- . . . obtain rights-of-way for pipelines and roads;
- . . . and above all, be sure we keep both the spirit

and the letter of every agreement with a landowner. District landmen such as Adkins are backed by attorneys, the office staff, the Manager of Lands, and division and company executive management in this effort!

Finally, the landman must do all this in such a way everyone's happy.

"Anybody with enough money," Adkins says, "can go out and *buy* a lease. But only a real landman can

make a trade that's good for the Company and still leave the landowner so satisfied you can go back and make *another* trade with him."

Most people in the land department think their's is the oldest profession in our industry. Before the first well was drilled, some landman had to go out and make a trade for the property, they say. And they're probably right.

A company such as Union Oil exists because of land and the natural resources beneath it.

Once we get the raw material above ground, we can work all sorts of chemical magic with it in our refineries; we can build research laboratories to find new ways to use it; we can build service stations to sell it.

But land comes first. For the whole structure of the Company is built on foundations laid thousands of feet down in oil-bearing sands; sands a geologist predicted, and a landman went out and made a trade for.

/THE END

BUSINESS HIGHLIGHTS

OLEUM ENGINEERS SOLVE PROBLEM OF MAKING RIGHT QUALITY AND QUANTITY OF NEW 76 UNIFUEL AND 76 UNIFLAME

The introduction of our higher quality 76 Unifuel diesel oils and 76 Uniflame heating oils last year created a problem at Oleum that illustrates how complicated running a refinery can be.

Oleum could meet the new quality specifications, all right. But maintaining quality cost money! In order to meet the specifications, and still process the required amount of crude oil, the operating cost of a distillation unit went up and the quality of other intermediate products from it suffered. These products required extra, costly processing at other units.

The problem occurred because at the distillation unit's normal rate, an excess vapor load — somewhat similar to vapor lock in an automobile—developed in a column (see photo) where 76 Unifuel is recovered.

C. T. Marshall checks fire in heater at Oleum crude distillation unit where new quality specifications for 76 Unifuel and 76 Uniflame created problems. Column in background is mentioned in article.



It took the refining process engineers at Oleum nearly three months to solve the problem. They had to delve into the fundamentals of distillation theory. They studied all the streams in the distillation unit, looking for ways to eliminate the vapor.

Their successful solution turned out to be a relatively inexpensive minor piping revision. They picked up a stream of oil from another part of the unit, piped it to the column where the vapors formed, and eliminated them — much as cooling the fuel pump on a car eliminates vapor lock. Up went the efficiency of the plant and down went costs.

As another result of their work, the plant does a better job of fractionating, of accurately selecting products from the crude stream, at a lower operating cost.

YOU CALL IT "MOTHBALLS" CHEMISTS CALL IT "NAPHTHALENE" UNION OIL'S UNIDAK PROCESS MAKES IT FOR INDUSTRY

Naphthalene is the chemist's name for a familiar household item—mothballs. In addition to its moth-repellant properties, it is an important starting point for the manufacture of paints, plastics and dyes, as well as other insecticides.

In the past, naphthalene has been entirely derived from coal tar, a by-product of the steel industry. However, the demand for naphthalene has become so great the steel industry cannot supply enough to meet industry's requirements.

Foreseeing this situation, the Research Department developed a method for making naphthalene from petroleum stocks and named it the "Unidak Process." Unidak not only provides an alternative supply of naphthalene, it also makes a product of unusually high purity.

In recognition of the advantages our process offers, Cities Service Petroleum Company will construct a Unidak plant to produce 50,000,000 pounds per year of naphthalene at its East Chicago refinery. Engineering has begun and the plant should be operating in mid-1962.

The first commercial application of the Unidak Process resulted from a joint venture between Collier Carbon and Chemical Corporation and Tidewater Oil Company. Their 100,000,000 pound per year plant, located in Delaware City, Delaware, began marketing "the finest" in naphthalene at the end of last year. Plans are underway to build an additional naphthalene plant on the West Coast.

SEATTLE GETS FACE-LIFTING AS FREEWAY CUTS THROUGH CITY. UNION OIL PROVIDES THE POWER

Seattle will have a new look in a few years, the result of a 16-mile-long swath to be cut through the heart of the downtown to make a path for the Seattle-Tacoma-Everett Freeway.

About 128 buildings, many of them four and five generations old, will be razed. More than 3,800 separate property owners are involved. Among the Seattle landmarks of an earlier day that will go is the Ambassador Hotel. Lige Dickson Inc., contractor for the clearing operation, has chosen the Ambassador as its headquarters, since the hotel will be the last building to be torn down. The freeway is scheduled for completion in 1964.

Union Oil is supplying Lige Dickson's petroleum requirements for the job. Incidentally, we've also been an important supplier to contractors, such as Hopkins Construction Co., on other sections of the same freeway.

OF THE MONTH



SACRAMENTO DRIVER SPENDS WEEK IN BACKYARD SHELTER

Sacramento Transport Driver Harold Willey, his wife Ellen, and their four youngsters cooperated with the Civilian Defense in a week-long test of living conditions in a fallout shelter. The Willeys spent a week in their backyard shelter — minus the intervals recommended by CD — and emerged with a few suggestions.

They found their ventilation sys-

tem was inadequate: during the early stages, they were bothered by excess humidity. They recommended paint be burned off shelter stoves, because the fumes are irritating; and that the concrete in shelters be allowed to set for at least six weeks — if possible — so water won't seep through and contribute to the humidity.

UNION OIL PIONEERS USE OF NEW, FASTER UNDERSEA EXPLORATION TECHNIQUE

Recently, we reported Union Oil had acquired offshore leases in Washington and Oregon and that exploration is underway. You might be interested in how a new device called a "gas exploder" is enabling us to get the job done faster, more accurately, and at lower cost.

Union Oil incidentally pioneered application of the device during its work off Alaska and California as well as Washington and Oregon.

In general, the seismic techniques for mapping underground structures

covered by water are about the same as those used on land. You set off a small explosion, the sound waves travel down through the earth, and are reflected back to the surface from underground beds. Receivers pick up the reflected waves. Electrical impulses from the receivers are recorded on both magnetic tape and on electrosensitive paper — paper that can be marked by a spark gap rather than by photography of moving light beams. From these records, geophysicists map the shape of subsurface structures.

In recent years, seismic crews have been exploding black powder and

other explosives a few feet under water as the source of their ground waves. This method is satisfactory, even necessary at some water depths; but it is much slower and gives less satisfactory results than the gas exploder. Here's how the new device works:

The gas exploder is a 20-foot tube mounted vertically on the back of a boat. The tube is closed at the top.



The open bottom end rides about four feet below the surface. A mixture of oxygen and propane is fed into the exploder, then ignited automatically by a spark plug. The boat travels a predetermined course, towing a string of receivers behind it, and popping off its exploder every four seconds.

Continued

Business Highlights—continued

Since the boat is constantly moving, a continuous record of the reflections can be picked up, recorded, and read. Large areas can be covered more rapidly. The records are more detailed. And the Company saves time and money — important items with the cost of exploration high as it is.

As a bonus, the gas exploder doesn't damage marine life. The worst a fish can get from its controlled explosions is a bad headache.

A NEW ACCOUNT: AERO-JET GENERAL

Adding to the Union Oil contributions to the air and space age is the announcement that we will supply 100% of the lubricating oil and grease requirements of Aero-Jet General Corporation, in our marketing area, for the next 12 months. The principal plants are located near Sacramento and Oakland and at Azusa and Downey. This company plays an important part in the development, testing and manufacturing of missile systems.



Meet Portland's "Business Woman of the Day" Marguerite Kampfer, secretary to J. T. Raabe, Manager of the Oregon marketing division. Miss Kampfer was honored by station KLIQ, and characterized as "the most efficient gal in town." She has been with Union Oil for 16 years, and is a board member of the Desk and Derrick Club.

Ron McDonald of Los Angeles Refinery has been selected from among 250,000 eligible reservists as the "outstanding Air Reservist" for 1961. In the photo above, he is receiving a plaque from U. S. Air Force Chief of Staff General Curtis E. LeMay. In background: Arthur Godfrey and Joe Foss, ex-Governor of South Dakota. Earlier last year, Ron received the Man of the Year award from the Air Force Association.



A forty-year dream for the North Orange County YMCA came a step nearer realization when B. T. Anderson (seated) signed a contract for construction of the first unit of the Y's \$350,000 building program. Anderson, president and a director of the organization, is also Manager of General Services for Research. With him in the photo: L. V. Bouas, successful bidder on the contract.



Harry Aggers, shown with Eagle Scout James Jones, was among 500 businessmen, including many other Union Oilers, who hosted more than a thousand Scouts at the 17th Annual Eagle Scout Recognition Dinner in Los Angeles. Each Scout was the guest of a man whose profession he hopes to enter eventually.

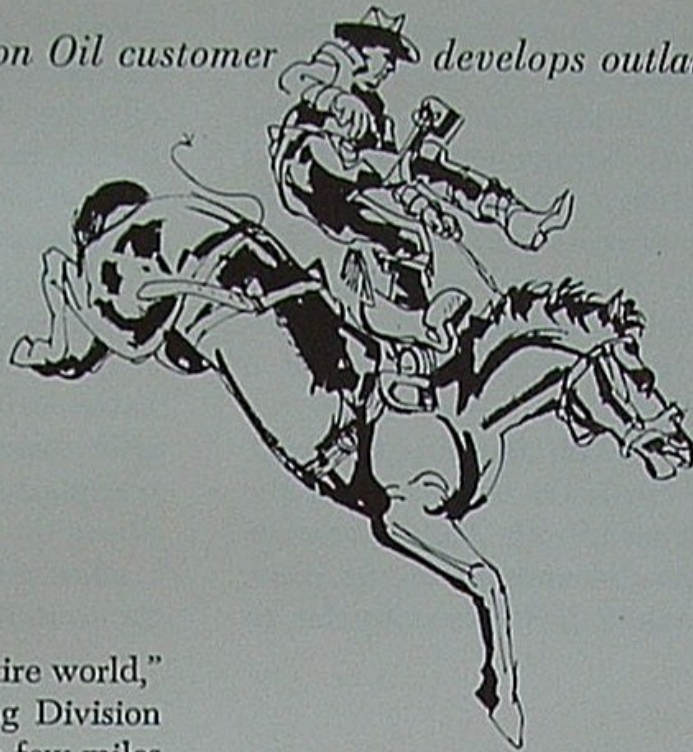
DEALERS GET TIRE RETREAD INFORMATION

The California South Coastal Division has embarked on a tire retread training program for dealers and their employees to improve their product knowledge, and merchandising and sales techniques. These meetings were held at the retreaders' plant with the students observing the step by step production process from beginning to end.

NEW ECD DISTRIBUTORS

Distributor agreements covering the marketing of our branded lubricating oils and greases in Eastern Continental Division have been concluded recently with Armstrong Petroleum Products, Oklahoma City, Oklahoma; Wadsworth Oil Co., Chickasha, Oklahoma; Brown Motor Supply Co., Mobridge, South Dakota; Madden Oil Co., Springfield, Missouri; Looney Distributing Co., Shreveport, Louisiana; Guzzetta Oil Co., Berwick, Louisiana; Satterfield Oil Co., Inc., Texarkana, Texas; and Petchel Oil Co., Weatherly, Pennsylvania.

Thirty-five year Union Oil customer develops outlaws for rodeos on his...



bucking bronc ranch

"There's not another ranch like it in the entire world," said Jim Boland of our Sacramento Marketing Division as he led us through the gate of "BB" Ranch a few miles outside the city. "The owner, Robert Barmby, has been supplying rodeos with wild horses and bulls for the past 40 years. He's trucked 'em all over the Wild West. And he's been a 100% Union Oil customer — 7600, 76 Unifuel, T5X oil — for 35 years. Come on in and meet a real cowboy!"

This is the story of that unique ranching operation:

Back in the days when horses pulled trailers instead of riding in them, a rancher named Barmby was teaching his young son the art of judging fine livestock. "And once you have spotted a good animal," the father concluded, "hang on to 'im — use him for breeding purposes. The good traits of a sire will reappear in his offspring for many a generation."

Young Bob Barmby listened very attentively to this good advice. But, as he remembers it, the lecture ended when he asked one of those difficult questions so typical of boys: "Dad, what happens to a horse's bad traits?"

Eventually, however, Bob found the answer for himself:

He had been following the rodeo circuit for several years as a supplier of bucking brones and wild bulls. But as cities expanded and ranching methods changed, he found the outlaws were getting scarcer than hen's teeth. Such famous brones as Wyoming's "Steamboat" and "Ten Minutes to Midnight" were disappearing from the scene. The open range stock wasn't wild enough. And if a horse chose to run instead of buck, or if he became a good saddle horse after the first dozen jumps, he had no value in the rodeo arena.

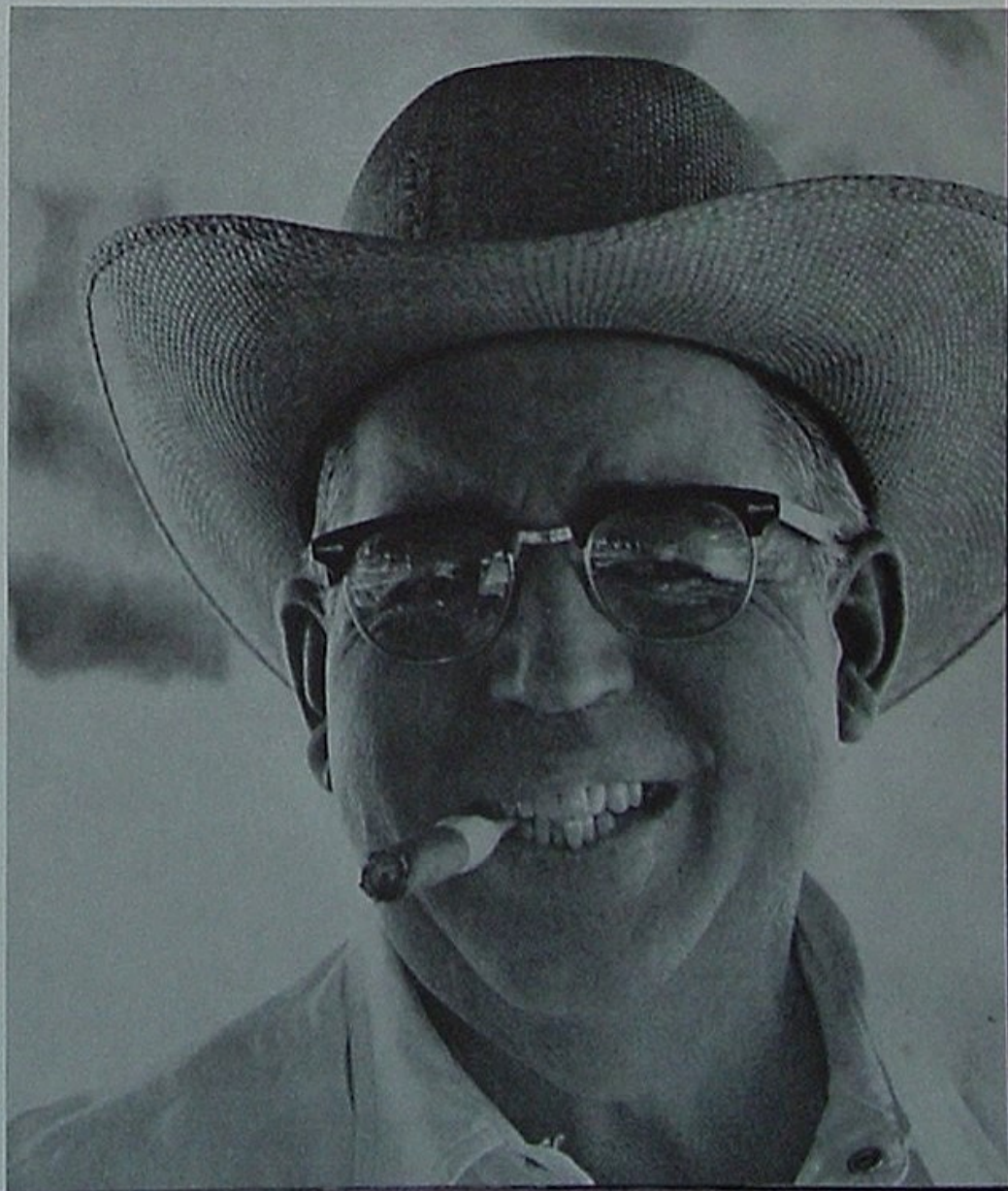
What the Wild West sport needed was thoroughbred orneriness, horses that hated cowboys, bulls that would gore anything in sight. Why couldn't outlaw traits also be bred into livestock?

Soon Bob started bringing to his ranch near Sacra-

mento some of the most hateful beasts on four legs. At the same time he started building higher and stouter fences. One of his prize purchases was "Rag Mop," said to be the meanest outlaw ever saddled, a horse that has never been broken even by the champions. Likewise other pasture enclosures on the ranch began to collect ill-tempered mares, Brahma bulls and, recently, a few of the most untractable animals from the bull-fighting rings of Mexico and Spain.

Then Bob put his father's advice to work — in reverse.

Continued



Robert Barmby, whose "BB" near Sacramento, California is the only ranch in the world specializing in rodeo stock. He likes 'em mean!



bucking
bronc
ranch

Any animal that showed signs of gentleness, affection, training intelligence or playfulness was immediately eliminated from the herd. Savage beasts that would fight, kick, bite, gore or trample at the least provocation were treasured like race horses. The outlaws then were mated to further aggravate their evil instincts and perpetuate the breed. "Rag Mop" became the sire of a hundred juvenile delinquents.

Today the "BB" brand of Bob Barmby is world-famous among rodeo men. His is the only ranch in the world that raises rodeo stock exclusively. And his animals are generally expected to be the meanest in the show.

Bronc riders, who pay up to \$100 per entry fee to

compete for prizes as high as \$5,000, prefer to sit on the rail and study the murderous tactics of "Rag Mop's" offspring before getting in the saddle. These horses have been known to buck through more than 100 wicked rides a season, so demand the highest prices and provide the greatest spectator thrills. Contrary to popular belief, the horses are not trained; they buck out of pure contempt or, as we say in the West, "just for the hell of it."

The "BB" Brahma bulls likewise create nothing but havoc in the corral. Rodeos pay best for a bull who, after dislodging the rider, will turn and try to gore or trample him into a heap of bones. Rodeo clowns who divert the beasts are in the show primarily to save lives.

Not wholly satisfied with the instinctive mayhem these Brahmas brought with them from their native

Part of the Barmby herd. In spite of their kind faces, the photographer was told to stay in the safety of a truck while he made the picture.



fer to sit on
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their native

India, Bob recently bought up a few head of the worst bulls he could locate in Mexico and Spain. The strains were crossbred to develop a terror on hoofs.

A few months ago at Sacramento, a bull-fighting exhibition was arranged. It was to be the bloodless type, governed by contest rules of the humane society and the United States. Two of Mexico's best matadors were invited to display their skill. Bob Barmby was asked to supply the bulls.

With a mischievous twinkle in his eye, he sent to the arena two of his Spanish-Indian crossbreeds. They combined a degree of savagery and speed perhaps never before equalled in the bull ring.

After several passes with the cloth and an equal number of narrow escapes, the first matador found him-

self in the dust, playing possum to a quartette of hoofs. It took nearly five minutes for a mounted assistant to rope the bull and let the matador escape.

When the second bull was admitted to the ring, he gave such a swift and acid display of his intentions that the remaining matador fled to the bleachers. Both exhibitions were decisively in favor of the bulls.

Our photographic tour of Bucking Bronc Ranch was conducted from the safety of a truck. The entire gang of 400 outlaws, including "Rag Mop," we observed, seemed quite gentle and content. But when our photographer suggested standing down on the ground to get a better angle, Bob cautioned, "Better stay where you are. They're respectful of a gas buggy but not of the two-legged pokes who ride in 'em."

/THE END





Dr. Thomas J. McDermott, Clinical Director at Resthaven, talks with the Union Oil Girls Club volunteers. They are, from left, Lois Hannum, Mary Duncan, Evelyn Eaton, Marjorie Adams, Pat Richardson and Blanche Kelley.

*Even their good times
are designed to help others*

Hats off to the Girls

"What a wonderful bunch of gals!" From that notation on a memo from Assistant Counsel Douglas C. Gregg, Seventy-Six learned of a heart-warming kindness unfolding at Resthaven in Los Angeles.

Resthaven is a non-profit psychiatric hospital founded by Mrs. Oliver Perry Clark in 1912 for the treatment of women with mental and emotional disorders. It serves all classes of society, accepts fees from those who can afford to pay, but turns no one away who is susceptible to treatment. The hospital relies heavily on volunteer assistance from medical groups and private citizens with big hearts.

A major objective at Resthaven is to bolster patients' morale—and nothing does it like a new hair-do. Girls Club members take over the hospital's beauty shop, soon have a waiting list of "customers."



Union Oil Girls Club at Union Oil Center is social to the core. These women seem always to be planning a dance or a luncheon or a fashion show or a variety hit. But fun is only the frosting. Beneath all the good times are the *Finest* of motives — among them a traditional eagerness to give help where help is most needed. The charitable deeds done by this club since its inception would fill a very good book.

So in response to a public appeal in September, 1961, the staff of Resthaven received a letter from Marjorie Adams, welfare chairman of the Girls Club. Could the hospital use the services of several Union Oil women one

Mary Duncan, on a busman's holiday, instructs patients in office procedures, helping give the sick confidence they'll need to return to work.



evening each week? If so, the club members would be happy to fill in where they were best qualified and most needed. The hospital urged them to come.

Although only a few months have passed since the offer was made and accepted, the Union Oilers have endeared themselves to Resthaven.

Every Thursday night, a half-dozen or more of the volunteers report for duty. In the two hours between 6:30 and 8:30 P.M. they launch into a program of therapy that has already achieved miracles.

One major objective of the hospital is to bolster the morale of its patients. A positive approach to this goal, especially among women, is to arouse their enthusiasm for neatness and grooming.

Club!

In this field, our career girls are proving to be experts. They take over the hospital's beauty shop and soon have a waiting list of customers

eager for shampoos, hair styling and manicures. Others with special talents in the clothing arts stand ready to serve as instructors of sewing, styling, knitting and dress-making.

One Resthaven patient entered the beauty shop reluctantly, almost tearfully. Soon a friendly-voiced young woman was suggesting trimming away some of the neglected locks of hair and trying a new style of hair-do. Cosmetics supplied the finishing touch. Watching through the mirror, the patient came out of her shell of gloom and radiated the beauty and personality she thought were lost.

A very talented member of the Girls Club has the ability to quickly sketch portraits. Her sketches of the hospital patients are admired and eagerly sought by everyone. The artist has returned by popular demand every Thursday night.

In an exercise class conducted by other members of the volunteer group, a sad-faced patient wandered in apparently only to watch. During her several weeks of treatment she had never once smiled or initiated conversation with others. Now at the sight of a group going through calisthenics, she more than smiled. She laughed and asked if there was room for one more.

Beyond merely helping restore Resthaven's patients to mental and emotional health, the Girls Club are taking further steps. Through brush-up instruction in shorthand and typewriting, demonstrations of office procedures, and talks regarding job opportunities, they are building the confidence that will bring many of the sick back to useful careers in business. Through games, song-fests, outings and parties, they hope to stimulate social activity and give each patient confidence regarding her community acceptance. The good work will go on indefinitely.

We can only echo the notation of Doug Gregg: "What a wonderful bunch of gals!"

/THE END



Authors E. H. Golisch (left) and Jean F. Hymer with "Oscar" won by their statistical review of Union Oil.

Comptroller's booklet wins

"Oscar"

*awarded by
financial magazine*

Each year, the Corporate Accounts section of the Comptroller's Department puts out a booklet that's a delight to people who like figures. It's no competition to "Playboy" — these figures are the numbers kind. Title of the book is "Statistical Supplement to the Annual Report to Share-owners" and any information about Union Oil that can be put in numbers is in it.

The 1960 issue has been adjudged the best statistical yearbook issued within the petroleum industry, and was recently awarded a bronze trophy symbolic of its achievement by *Financial World*, a national weekly magazine.

The Statistical Supplement is a home-grown product. Supervising Accountant E. H. Golisch and Jean F. Hymer are the men responsible for compiling it and the booklet is printed by Office Services. It is distributed to security analysts, financial houses, universities, and many business firms throughout the country.

/THE END

Assistant Secretary Charles E. Denton (left) accepts trophy from Richard J. Anderson of Financial World.



EMPLOYEES

November, 1961

20 YEARS

PHILIP BLAMEY.....Refining Accounts—H.O.

January, 1962

40 YEARS

HAROLD A. TOBEY.....Compt.—Aud. Mktg.
LEVEN W. HUTCHASON.....Field—Pacific Coast

35 YEARS

JOHN A. FINNEGAN.....Los Angeles Refinery
JAMES B. McMILLAN.....Pipeline—Southern Div.
W. I. MARTIN.....Mktg.—Northwest Div.
EDWARD KEIGHTLEY.....Mktg.—Nat'l. & Spec. Accts.

30 YEARS

HAROLD F. MILLER.....Compt.—Aud. Mktg.
WILBUR M. CRANE.....Los Angeles Refinery
GUY G. TAYLOR.....Los Angeles Refinery
HERBERT F. VANMETER.....Oleum Refinery
CARLOS W. JORDAN.....Treas.—S. F. Dist.
T. R. MCGILLIARD.....Mktg.—Northwest Div.

25 YEARS

EMILY LEMKER.....Compt.—Emp. Ben. Plans
CARL BLANPIED.....Field—Pac. Coast
BLANCHE M. KELLEY.....Exec.—Mktg. Distrib.
DEWEY L. SHEPHERD.....Legal—Tax Div.
LESTER C. MARINO.....Mktg.—Calif. No. Coast

20 YEARS

CARL M. PETERSEN.....Compt.—Mktg. Acctg. Oper.
DWIRE BOURQUE.....Field—Gulf Division
EUGENE R. FRIESS.....Refining—H.O.
FRANK VAN ACKER, JR.....Los Angeles Refinery
DONALD B. BRADY.....Oleum Refinery
CHESTER M. EDWARDS.....Oleum Refinery
ROBERT G. McLANE.....Pipeline—So. Div.
ROBERT J. BARGER.....Research—Brea
ROBERT W. HALE.....Research—Brea
A. J. TULLENERS.....Research—Brea
PAUL R. SYBRANT.....Mktg.—S.W. Mtn. Div.

15 YEARS

GRANT T. BURROWS.....Compt.—P & T, Pac. Cst.
RICHARD A. DAVIS.....Field—Pacific Coast
CLEO BEAN.....Communications—H.O.
ALBERT R. ALLEN.....Los Angeles Refinery
RALPH C. SANGSTER.....Los Angeles Refinery
MALCOLM E. WIMPRESS.....Oleum Refinery
T. L. CATHERWOOD.....Marine Dept.—H.O.
CALVIN D. NEWTON.....Pipeline—No. Div.
WALTER C. BRORSON.....Glacier Division
RICHARD D. PETERSON.....Mktg.—Oregon Div.
PHILIP J. RYAN.....Mktg.—Calif. No. Coast

10 YEARS

LAURA L. YOUNG.....Compt.—Gulf Div.
WILLIAM L. BOATMAN.....Field—Pacific Coast
GEORGE B. PICHEL.....Exploration—H.O.
L. C. LOVELY, JR.....Alaska Division
KENNETH S. FOX.....Field—Central Div.
BARBARA PARKINSON.....Field—Central Div.
JAMES D. CLARK.....Field—Gulf Div.
FRANCIS H. HOLLIER.....Field—Gulf Div.
WILLIAM C. RAYMER.....Field—Gulf Div.
RUTH E. CORNWALL.....Legal—H.O.
JAMES S. SCOTT.....Eng. & Constr.—H.O.
HUIAN F. BUTLER.....Los Angeles Refinery
JOHN L. BAKKE.....Oleum Refinery
MELVIN B. MILLER.....Oleum Refinery
IVAN F. NEWTON.....Oleum Refinery
MERLE L. OSGOOD.....Oleum Refinery
LIONEL E. K. THOMAS.....Oleum Refinery
JOHN I. HOPCUS.....Pipeline—No. Div.
CLARENCE L. MORRILL.....Purchasing—H.O.

SERVICE



JULIE B. CROSSMAN.....Research—Brea
RAYMOND L. FOGG.....Research—Brea
ALICE V. SHARP.....Research—Brea
H. N. TOGNAZZINE.....Orcutt Refinery
JAMES W. SMITH.....Glacier Division
DOUGLAS C. HAYS.....Glacier Division
ALICE C. SMITH.....Mktg.—Com'l. Plan.
R. J. SANDERCOCK.....Mktg.—Northwest Div.
EDWARD J. BRUSHER.....Mktg.—Oregon Div.
C. G. KIMBRELL.....Mktg.—Calif. Central Div.
BARRY BECKER.....Mktg.—Calif. So. Coast

DEALERS

January, 1962

35 YEARS

W. J. ARMSTRONG.....Livermore, California
V. W. THREADGOLD.....El Monte, California

20-YEARS

STREEVE PETERSON.....Mesa, Arizona
R. A. PIERCE.....Lilliwaup, Washington

15 YEARS

E. BERG & N. HEGEBERG.....Mt. Vernon, Wash.
ALFRED DURAZZO.....Tucson, Arizona
FRED GARBARINO.....Sacramento, California
MIKE GUAGLIARDO.....Pacifica, California
W. R. JOHNSON.....Athol, Idaho
LEBAM SERVICE & REPAIR.....Lebam, Washington
LAWRENCE LEONG.....Bakersfield, California
RAY WHILT SERVICE.....Hoquiam, Washington
J. H. RUTLEDGE.....Los Angeles, California

10 YEARS

HOWARD R. BARNETT.....Mt. View, California
HARRY HEAD.....Edmonds, Washington
WILLIAM V. IWEN.....Salem, Oregon
T. E. KELLER.....Freeland, Washington
KARL KRAUSE.....Stanfield, Oregon
CLARENCE J. NEWELL
dba NEWELL'S GARAGE.....Yerington, California
ERNEST NICHOLS.....Oregon City, Oregon
PARADISO AUTOMOTIVE
SERVICE.....Los Banos, California
M. PHILLIPS.....Riverside, California
RICHARD B. ROELOFS.....Mt. View, California
RALPH SYLVESTER.....San Francisco, California
MORRIS WEINBERG.....Stockton, California

5 YEARS

G. L. BONDI.....Sheridan, Wyoming
FRED C. CASTRO.....Soquel, California
JOHN COLENDICH.....San Jose, California
J. CULBERT dba CULBERT'S AUTOMOTIVE
SERVICE.....San Diego, California
M. G. DIAZ.....Los Angeles, California
EDWARD GAGNON.....Wildomar, California
R. E. GEORGE.....Sacramento, California
RAYMOND GOURDIN.....Chilcoot, California
MURIEL LAGUENS.....Calistoga, California

LAWTON TRANSFER

& STORAGE.....Wrangell, Alaska
J. E. MACFARLANE.....Los Angeles, California
C. W. PETERS.....Spokane, Washington
LEO RAMIREZ.....Cucamonga, California
J. A. SMYTHE.....Sacramento, California
CECIL R. TRAIL.....Clarkston, Washington
FRED WILEY.....Malibu, California
W. H. WILSON.....Downey, California
JOHN R. ZEIGLER.....Del Mar, California
W. A. ZERA.....El Monte, California

CONSIGNEES

January, 1962

30 YEARS

K. B. INGALLS.....Calistoga, California
PAUL H. RICHARDSON.....Waterville, Washington

10 YEARS

GOODE OIL CO.....Santa Ana, California
FLOYD K. STILLMAN.....Solana Beach, Calif.

5 YEARS

BONDI DISTRIBUTING CO.....Sheridan, Wyoming
JACK F. WREN.....Moscow, Idaho

RETIREMENTS

December, 1961

OTTO N. GILLINGHAM
Southern Field August 23, 1926
ROBERT A. GREEN
Southern Field September 3, 1933
WALTER E. MELTON
Southern Field August 25, 1920
CLARENCE L. MORTON
Mktg. - Calif. So. Cst. May 31, 1933
JAMES L. MURPHY
Orcutt Refinery April 1, 1946
THOMAS J. PAGE
Southern Field April 27, 1921
SIBBALD ARTHUR SLY
Mktg. - Calif. So. Cst. July 12, 1933
HOWARD V. THOMPSON
Southern Field February 25, 1920

IN MEMORIAM

Employees:

CHARLES A. BRUNDIGE
Oleum Refinery November 18, 1961
NICHOLAS M. NORTON
Mountain Division October 29, 1961
LAWRENCE F. WHITMORE
L.A. Refinery November 19, 1961

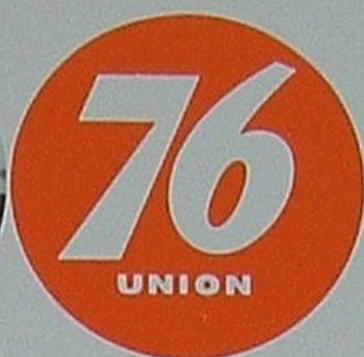
Former Employee:

OTTO F. SCHULZE
Northern Div. Pipeline October 15, 1961

Retirees:

RICHARD DOHRING
Los Angeles Refinery October 24, 1961
GLENN T. FISHER
So. Automotive Div. November 20, 1961
WILLIAM H. GERMAIN
Calif. So. Coastal Div. October 15, 1961
JOHN B. HEYWARD
Oleum Refinery November 21, 1961
JOHN L. JOSLIN
Northern Div. Pipeline October 20, 1961
JOSEPH A. STE. MARIE
Northern Div. Pipeline November 11, 1961

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