

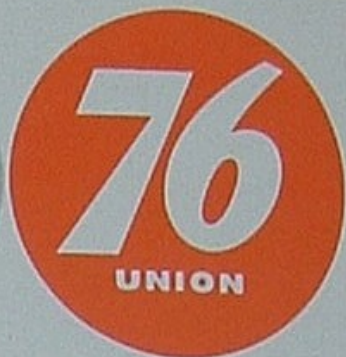
SEVENTY ⁷⁶ SIX

Union Oil Company of California

February 1962



RED LINE STEAVAL KEEPS SHOTGUN RUNNING 15 YEARS WITHOUT DOWNTIME



MR. DEWEY CAPPELLO, GENERAL SUPERINTENDENT
SETZER FOREST PRODUCTS
SACRAMENTO, CALIFORNIA

"Of all the equipment in this mill, I'd say that the shotgun carriage takes the worst beating. That's why we give it the best lubrication — Red Line Steaval.

"This gun has been raised on Steaval since it was installed 15 years ago. And although we've turned the cylinder once, we've never had any downtime caused by lubricant failure.

"In my book, it's a remarkable record. This is a 12" gun operating on about 135 pounds of wet-steam pressure. During an average shift, it makes about 5,000 reciprocal 40-foot movements.

"We're 100% Union Oil, and in my 28 years here, the record is just as impressive throughout the mill. Union gets my vote for being able to take it."

Red Line Steaval is especially compounded for use in steam engines and valves. *It assures correct atomization.* And, it has outstanding stability, good wetting action, and maximum sealing and lubrication. Once you try it, you'll agree it's The Finest!

Red Line and Steaval are registered trademarks

**UNION OIL
COMPANY
OF
CALIFORNIA**

UNION OIL CENTER, LOS ANGELES 17, CALIFORNIA

12" steam shotgun carriage in operation at
Setzer Forest Products plant in Sacramento, California

February, 1962

THE COVER: Pagie Lake is a Louisiana compromise between land and water — a product of Mississippi River silt deposition — and the scene of an important Union Oil gas discovery. Details are reported on Page 10.

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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.

Published by
PUBLIC RELATIONS DEPARTMENT
 Earl M. Welty, Director
 F. L. Springmann, Assistant Director
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Introducing a Union Oiler who kept asking the question

“Why?”

By D. G. Probst

W. D. “Bill” Cook, Operator No. 1 at Oleum Refinery’s Unisol Plant, is also one of the refinery’s No. 1 “Why?” men.

One day as Bill was going about his normal duties, he began applying “Why?” to various plant operations: “Why is it done this way?”—“Why couldn’t another method do the job better or at a saving in cost?”

Usually the answer was prompt and clear. But if it wasn’t, Bill continued to study the operation. He had to satisfy himself as to *why* it was done and whether it could be improved.

The function of Oleum’s Unisol Unit is to remove mercaptans, foul smelling hydrocarbon fractions, from gasoline stocks. The process accumulates a small amount of water contaminated with the mercaptans. This impure water cannot be discarded through sewer systems because of its pollution hazards to the atmosphere and public waters. To recirculate the mercaptan solution through the unit can cause off-grade gasoline stock. So a Mercaptan Stripper, for purifying the contaminated water, has long been considered essential to Unisol operations.

When Bill’s questioning was applied to the Mercaptan Stripper, he wondered *why* this part of the process could not be eliminated by using fresh water in the Unisol Unit and disposing of the mercaptan-bearing waste through some other method. The disposal method that flashed through his mind involved a Foul Water Oxidizing Unit installed elsewhere in the refinery to handle waste water from other sources.

“Why,” said Bill to Foreman N. A. Richaud, “could not the mercaptan-polluted water from the Unisol be transferred to the Oxidizing Unit for treatment and disposal? Why then wouldn’t it be more economical to eliminate the Mercaptan Stripper and use fresh water in the Unisol process?”

The foreman could think of no objections to Bill Cook’s suggestion. A test run was arranged and economics of the old and new disposal methods were compared.

Result: It is now a standard operation at the Unisol Plant to dispose of mercaptan-bearing water through the Oxidizing Unit. The net saving to Oleum Refinery and Union Oil Company is \$4,000 a year.

All because an alert operator applied one of the key words of progress—“Why?”—to his own operating methods.

Try the Bill Cook formula yourself sometime. You needn’t have a refining unit to practice on. A desk, a typewriter, a kit of tools, an accounting form, a procedure—nearly everything is subject to improvement. Alertness and common sense can point out thousands of ways to keep ahead in this competitive world of ours.

Why not give “Why?” a try?

/THE END

If you were to ask the average citizen of Australia to name his country's most appreciated Christmas present of 1961, he'd probably answer, "Moonie No. 1." For that is the name of this continent's first real indication of commercial oil production.

Announcement that the well flowed at the rate of 1765 barrels a day of 47-gravity oil hit the Aussie newsstands about three weeks before Christmas. To a nation that has had to import its entire requirements of crude oil, this indeed was a glad tidings and a most practical gift.

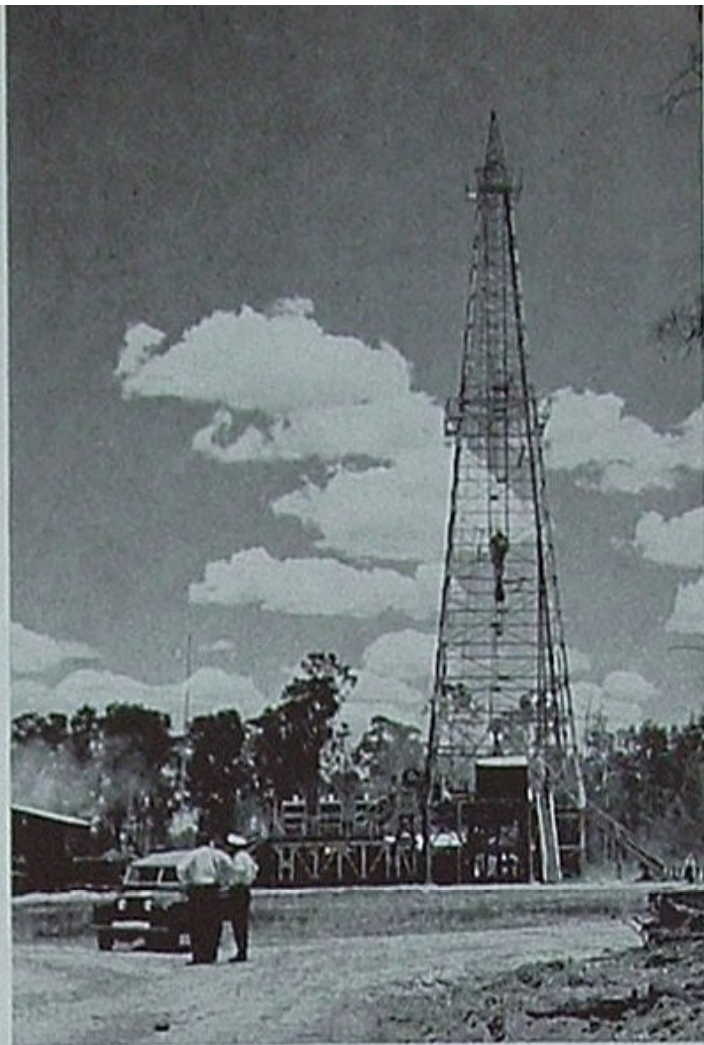
The discovery ends a long and discouraging series of dry holes that has plagued previous exploratory oil efforts on the continent. Nearly 600 wells have been drilled to date in Australia. Practically all have been non-productive. The exceptions were some minor discoveries of gas in the Roma area and a 1953 oil well in the Rough Range which tested favorably at the outset but turned to water within a few weeks. Then Union Oil's Cabawin No. 1 discovery (reported in the May-June 1961 issue of this magazine) revived everyone's hopes, although its 65 barrels a day hardly qualified as a commercial success.

Moonie No. 1, however, is another story:

Union Oil's entry into Australia's exploratory picture is of recent date. Partly on the recommendation of the Company's former Manager of Exploration Earl B. Noble, now a private consultant, we obtained an exploratory concession in Queensland and spudded the initial exploratory test on October 6, 1960. The specific drilling site was chosen after a year of geological reconnaissance by members of our Foreign Operations group. The resulting Cabawin No. 1 penetrated to a depth of 12,035 feet and proved the existence of both gas and oil producing sands.

A second exploratory effort on a neighboring geologic structure somewhat dampened hopes, and the well was abandoned.

Moving 20 miles south of Cabawin, our drillers then spudded what is officially known as Union-Kern-AOG Moonie No. 1. A good oil sand was found just below the 5800-foot level of which over 40 feet was found to be productive. Subsequently, on a very short production test, the well flowed at a 2196 barrel-per-day rate of high



Moonie No. 1, at left, gives promise of being Australia's first oil well of commercial importance. Size of the concession being explored by Union Oil people is indicated on our map sketch at right.

OIL

Just what Australia needed

gravity crude with a small volume of natural gas.

Partners with Union Oil in this working venture are Kern County Land Company of California. They pay half the exploration and drilling costs. Union Oil's 50% working interest includes supplying all technical personnel and taking full charge of both exploratory and drilling operations.

A third partner in the venture is Australian Oil and Gas Corporation, through whom the tri-partnership obtained exploration rights to nearly 40 million acres in Queensland and New South Wales. In Australia all subsurface mineral rights are the property of the State Governments.

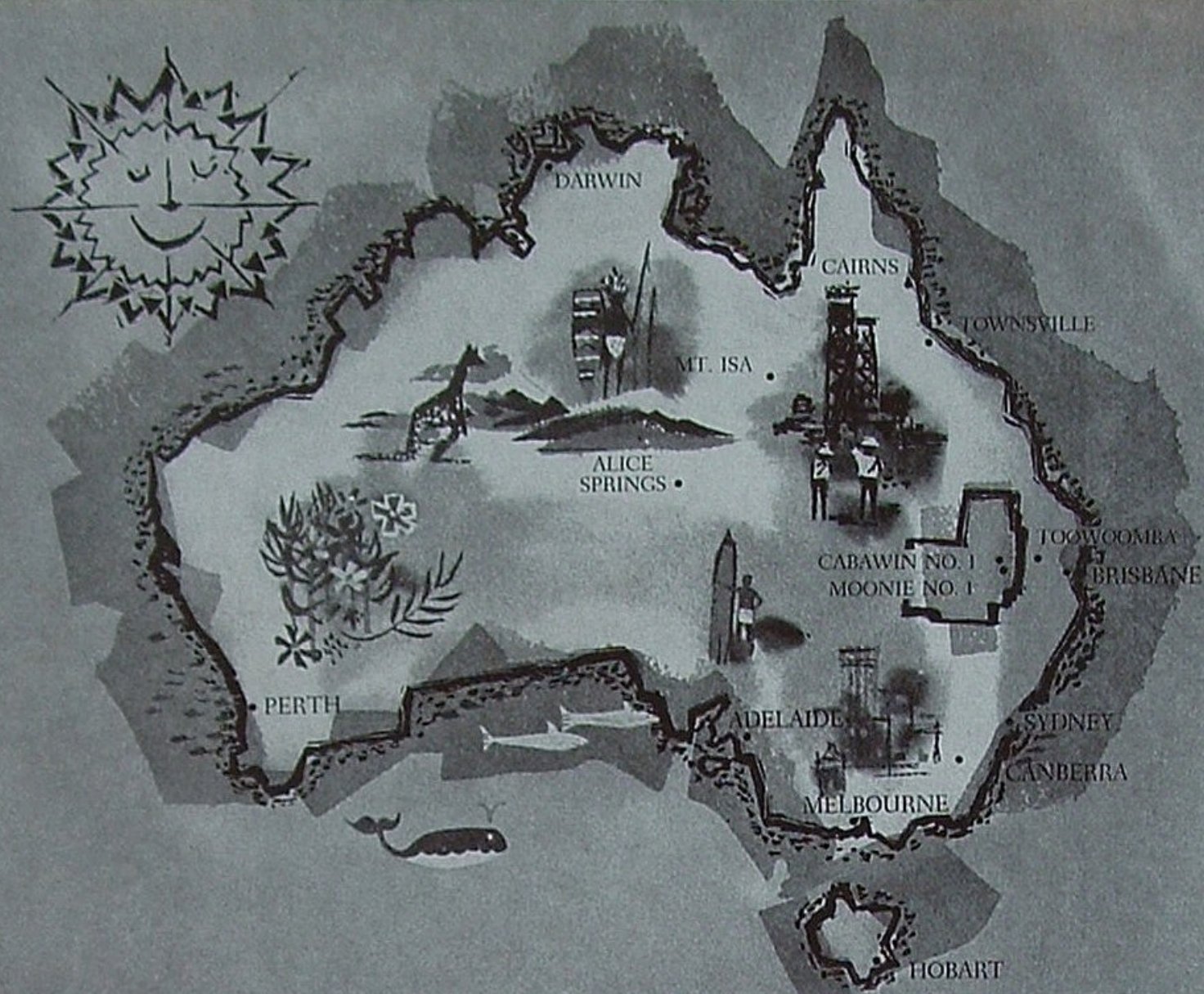
After the payment of a 10% oil royalty to Queensland, any petroleum revenue derived from this drilling concession will be divided on a 40-40-20% basis between Union Oil, Kern County Land and Australian Oil & Gas.

Currently our Foreign operations group are determining where next to drill in order to better define the producing structure. Undoubtedly Moonie No. 1 will stimulate an active drilling program during 1962.

Australia's present refining capacity consists of seven plants with a total thruput of 240,000 barrels per day—about equal to the country's present rate of oil consumption. Refinery additions and improvements are expected to boost this capacity to 325,000 daily within the next three or four years.

The history of Australia, linked in many respects with American colonization, is most interesting to review:

First observed by the crew of Dutch sloop in 1606,



the continent was thought to be Terra Australis Incognita (unknown land to the south), a legendary paradise of gold and jewels. Dreamers had imagined such a land to exist and mariners had even looked for it. Although the Dutch discovery and subsequent landings by many other explorers robbed the vision of its splendor, the name remained. Long after its discovery, a British explorer, Matthew Flinders, suggested "Australia" as the best suitable name for this land to the south.

The aborigines, or "Abos" as they are called "down under," were once described as the most miserable people on earth. They had no domestic animals, pottery or clothing. An estimated 300,000 of them once roamed the continent in a life-long search for anything edible. The few thousand full-blooded ones that remain today enjoy a much happier lot working on the big sheep and cattle ranches, called "stations."

Colonizations here began in 1788 partly as a result of the American Revolution. England could no longer send its defeated political opponents, labeled "convicts," to America, so a shipload was deposited on the east coast of Australia previously surveyed by Captain James Cook. They landed at Botany Bay from Australia's "Mayflower," the sailing vessel "First Fleet." They were followed by other shiploads of prisoners, most of whom had to serve out sentences before becoming "ticket-of-leave" or free men. Many found the country to their liking and remained to become vigorous colonizers.

Strangely—in view of these early expulsions from England and despite the arrival of many other nation-

alities—Australians have remained deeply loyal to "The Crown." The Commonwealth is entirely independent and self governing. It makes its own laws and decisions. But Aussies are proud of their British ties and are loyal to the Queen, whose Governor General exercises important political powers in the country.

Because fully two-thirds of the continent is inhospitable desert, most of the 10 million Australians live in coastal areas or on the fertile island of Tasmania to the south. These favored areas, particularly along the south and east coasts, have the necessary soil and rainfall to sustain a healthy agriculture. World War II stimulated other types of industry to the extent that Australia now provides over 90% of its domestic goods. Oil could very well make the continent self-sufficient.

The area where Moonie No. 1 heralds new promises for 1962 is about 200 miles inland from the east coast city of Brisbane. It is a tree-covered grazing country, similar to America's Wild West, where during comparatively recent times pioneers came westward over a mountain range to carve out immense sheep and cattle "stations." They exercised "squatter's right" to claim the land and by virtue of their accomplishments have made "squatter" a respected term among their countrymen.

Here on challenging terrain and among the straightforward, hospitable people who first tamed it, Moonie No. 1 stands as another tribute to Union Oil pioneering. If the good luck continues, Australia's first petroleum "Christmas Tree" may develop into a national asset of major proportions.

/THE END

*Introducing
two Union Oil customers
who have topped
their spar tree. They're*

FINEST in the FIR BUSINESS

Along a logging road some 60 miles from Brookings, Oregon, Charlie Ames stopped his pickup truck at the edge of an elevated lookout point. The steep-sided canyon below and its tributaries were forest covered as far as the eye could see.

"There," said Charlie, "is one of the finest stands of fir and cedar you'll ever look upon. My partner, Bill Fallert, and I came in here on a fishing trip quite a few years ago. Both of us had worked in the woods since we were kids. We knew good timber when we saw it. Even though these mountains made it one of the toughest logging areas in the world, we couldn't rest 'til we'd just



about mortgaged our lives for the whole stand. You're looking at a hundred million boardfeet of the finest timber—90 per cent Douglas fir, 10 per cent Port Orford cedar.

"Then we began thinking about a mill to saw the stuff. I had always worked in the logging end of the business. But Fallert knew sawmills from head rig to waste burner. We found a small mill for sale at Brookings, and bought it.

"That's how the South Coast Lumber Company came into existence on May

15, 1950. The mill only handled 35,000 boardfeet a day when we started. But Fallert stretched the roof and moved in new machinery. Now we'll hit 250,000 feet a day, most of it top-quality lumber. Our specialty is exposed beams—the kind you see supporting the ceilings and roofs of homes and lodges. For that quality of lumber you have to find big, straight sticks with clean trunks and close grain. We've got 'em here, brother! Some of these trees scale out to around \$500 each by the time we get 'em to market."

As our pickup truck continued along the tortuous road, dodging heavily laden trucks on their way to the

Felled by a gasoline-powered chain saw, a Douglas fir begins its journey to mill and market — borne every step by petroleum.

mill, we saw logging and loggers at their best:

At one high point on the road, a spar tree was the focal point of a dozen steel cables stretching deep into the steep-walled canyon. Presently a diesel engine snorted and out of a grove far below came two huge sections of log. They plowed through clumps of undergrowth, shot upward, and within a minute were stacked as easily as matchsticks beside the road.

While we marveled at the speed and power of the operation, Charlie Ames pointed to the lean, tall figure of a man standing just out of earshot. "There's the marvel of it," he commented. "That man's past retirement age, but he's still one of the best riggers in the business. He picked the spar tree and strung the cables that are doing this job. He can still climb these mountains like a billy goat. Strong as an ox!"

Charlie's two-way radio in the pickup summoned us down to a sky-roofed garage in the canyon bottom. Here mechanics were working on the winch of a tractor while a lubrication truck, brightly identified with Union Oil labels, was fueling and lubricating every piece of equipment within hose reach. Charlie issued a few *woods-boss* instructions, then took off down the road toward a felling location. The road ended short of our destination, but a big bulldozer was locking horns with the terrain to extend it. "Come on back tomorrow," yelled the driver, "and I'll save you a half-mile walk."

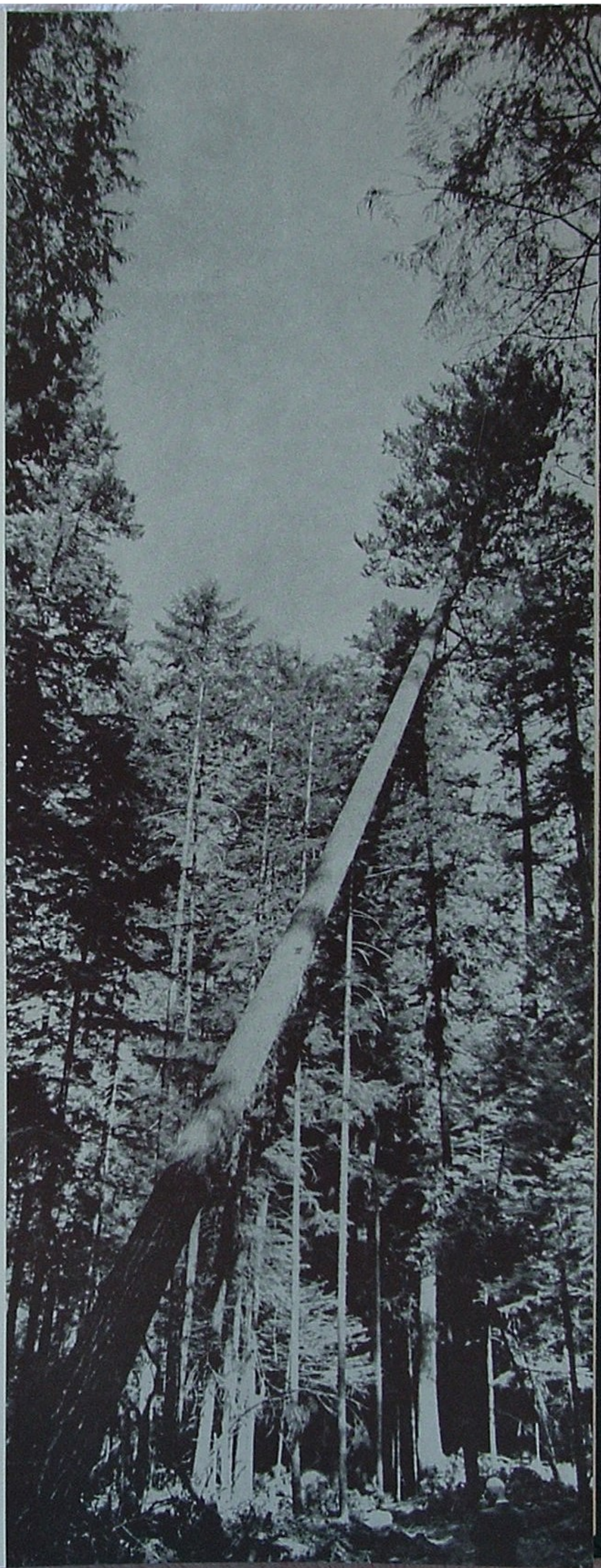
The walk, however, was no hardship. Every minute or two we heard the near or distant chatter of chainsaws — the shout of a *faller* — the groaning and crash of falling timber. Then the chainsaws would tear into their job of *bucking* and *limbing*. Finally the starting of a tractor engine signaled dragging of the log sections to a truck-loading point near the unfinished road.

The boss just stood and listened as these sounds echoed through the woods. "Got a good crew in here," he commented. "They'll cut six acres of forest a day. Seldom have to keep an eye on 'em. You can tell how hard they're working by the sound of the chainsaws."

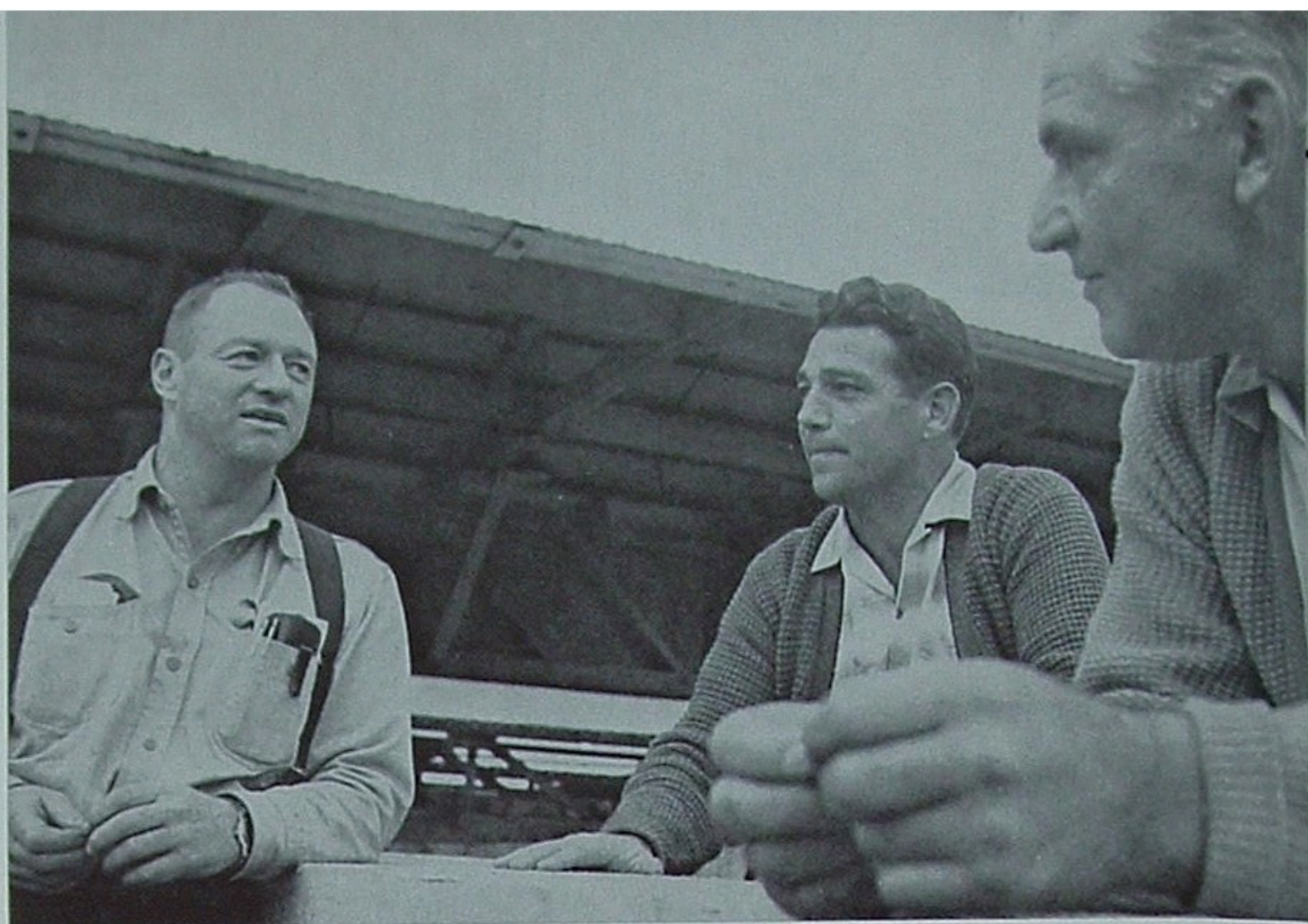
It was late afternoon as we retraced our 60-mile journey back to the coastal town of Brookings and to the principal industrial reason for its existence — the mill of South Coast Lumber Company. The latter was large, well-arranged, neatly painted. Entering its head-rig from the mill pond was a steady procession of fir and cedar logs. Leaving grading and sorting tables at the exits were numerous cuts of fine-grained lumber — among them stout, flawless ceiling beams of every dimension.

"This is my partner's end of the business," Charlie

Continued



South Coast Lumber Company partners Charlie Ames, left, and Bill Fallert, right, discuss a shipment of Douglas fir with their Sales Manager Bob Collier.



Fir Business—continued

Ames announced. "I never go inside the mill unless I have to. Come on in and I'll introduce you to Bill."

In offices plush enough for a big city we met Bill Fallert—tall—in his grayish fifties—sharp eyed—stern or laughing, seldom in any mood between—and with a ready answer for any milling question a visitor might ask.

Amid a score of interruptions, most of them via telephone, we learned that Bill was Oregon born, had been schooled in the woods since he was 14, advanced from teamster on a "skid road" to "donkey engine" operator, graduated to superintendent of a logging operation. Then he met Charlie Ames at Reedsport, Oregon, in 1946—and the two decided to be their own bosses.

"Worst decision we ever made in our lives," Fallert bellowed, glowering at the telephone. "We were broke and happy. Now look at us. Over 200 people on the

payroll. To keep 'em employed the year around, Charlie has to log a quarter-million boardfeet every day and I have to run the mill and find a market. We seldom stockpile either logs or lumber. It's too costly. We keep it moving—to San Diego, Los Angeles, San Francisco, Honolulu, the United Kingdom, even to France. Headaches and taxes, don't mention 'em! All because this guy Charlie once took me on a fishing trip up in the tall timber."

"Yeah," agreed Charlie, "we did'er once, but if we had to do it again I believe I'd rather be a whistle-punk. Let somebody else be the boss and do the worrying."

Then the telephone rang for the *umpteenth* time and a soprano voice sang loud enough for all of us to hear, "Charlie, you're an hour late. Get home here to dinner."

As he hung up the receiver, Charlie grinned. "You

A topped spar tree, center, serves as the cable anchorage to lift logs from canyon bottom to loading area on logging road.



The high quality of South Coast fir becomes apparent first to mill men who cut it into beams and other types of lumber.



Two of the biggest beams from this forest serve as a bridge for "76" truck that keeps the logging job rolling.

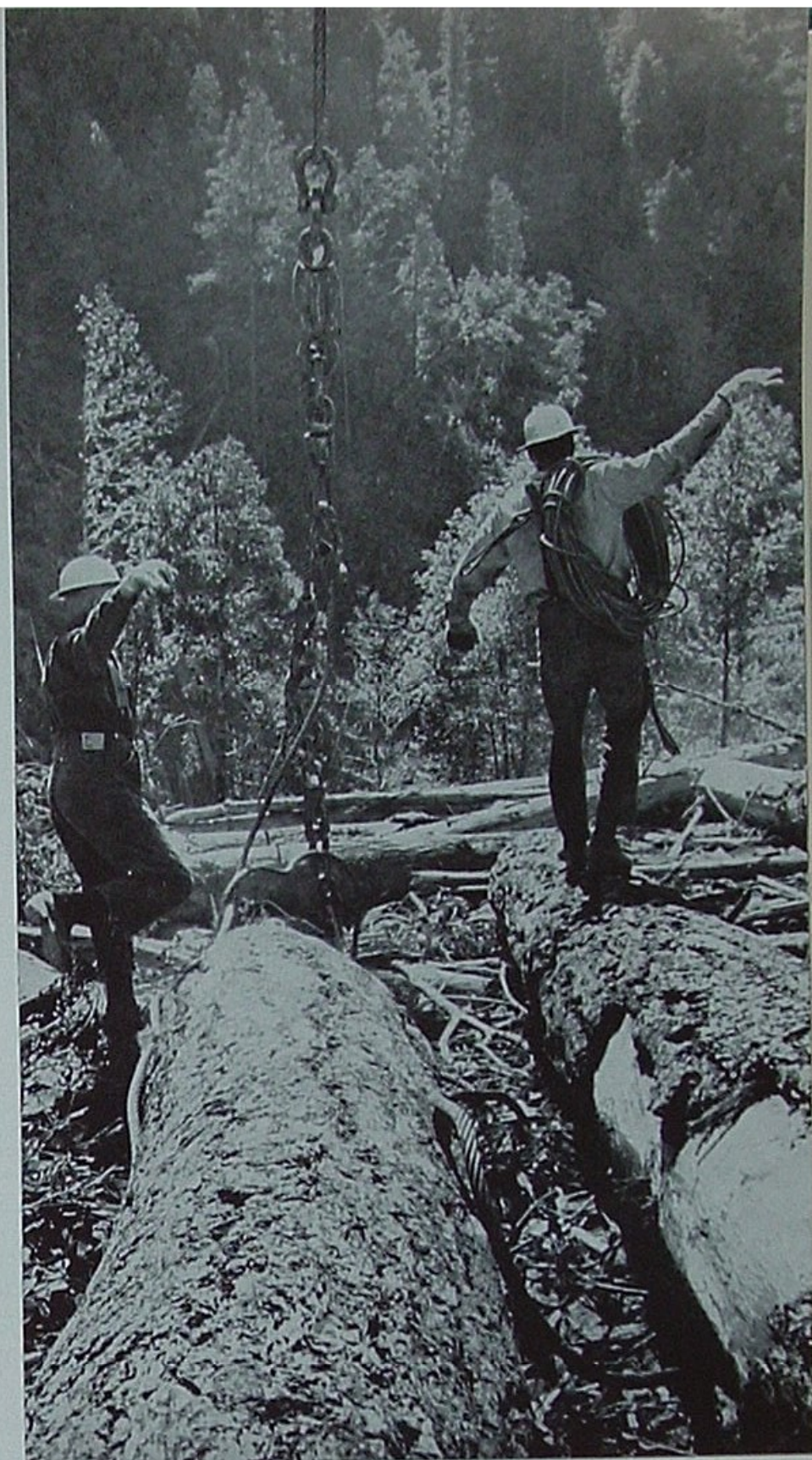


know," he said, "I met that girl during the depression when our families were both so poor we had to depend on my rifle for meat. She agreed to marry me if I could keep both families supplied with venison. Maybe there are worse things than being log tycoons, Bill."

Certainly there was a little blarney mixed into the Ames-Fallert conversation—but a lot of truth too. In the competitive American way they have topped their spar tree and rigged it for a successful logging venture. Their know-how and initiative are providing a town with employment—and a sizeable portion of the world with the finest ceiling beams.

As Union Oil products have powered and lubricated the South Coast Lumber Company enterprise for more than 10 years, it has been more than our pleasure to introduce Bill Fallert and Charlie Ames.

/THE END



The handling of such big sticks teaches loggers a ballet technique of walking. Ames and Fallert were well grounded in basic steps before founding business.

This South Coast shipment of fir and cedar by barge from Crescent City, California, is labeled for Honolulu. Other methods of transportation, including rail, truck and ocean freighter, supply the Pacific Coast and foreign buyers.





Graduate H. W. Widener, Jr., of Hawaii, right, receives a handshake from C. H. Finnell and his diploma from Paul K. Doyle.

Commencement Day

Top ten technical men are graduated from Marketing Department Academy

"If we want to answer the question 'Why is the Commercial Sales Engineer program significant to all of us in Marketing?' . . . we have to say it is significant because we're getting at the heart of our people problem.

"We are in hard competition with some of the largest organizations in the world. We can survive and prosper only if we put the right people against the right objectives at the right time . . . we are dedicated to making sure we have those right people.

"If this graduation is a milestone, and I sincerely believe it is, it is a milestone because it is a reaffirmation of our belief in the value of knowledgeable people. They are the heart and soul of a Marketing Department."

The speaker was the then-director of marketing, C. Haines Finnell (who has since been elected president of American Liquid Gas Corporation). The time was last December; the occasion was the completion by 10 Commercial Sales Engineers of a year-long technical course at the Research Center.

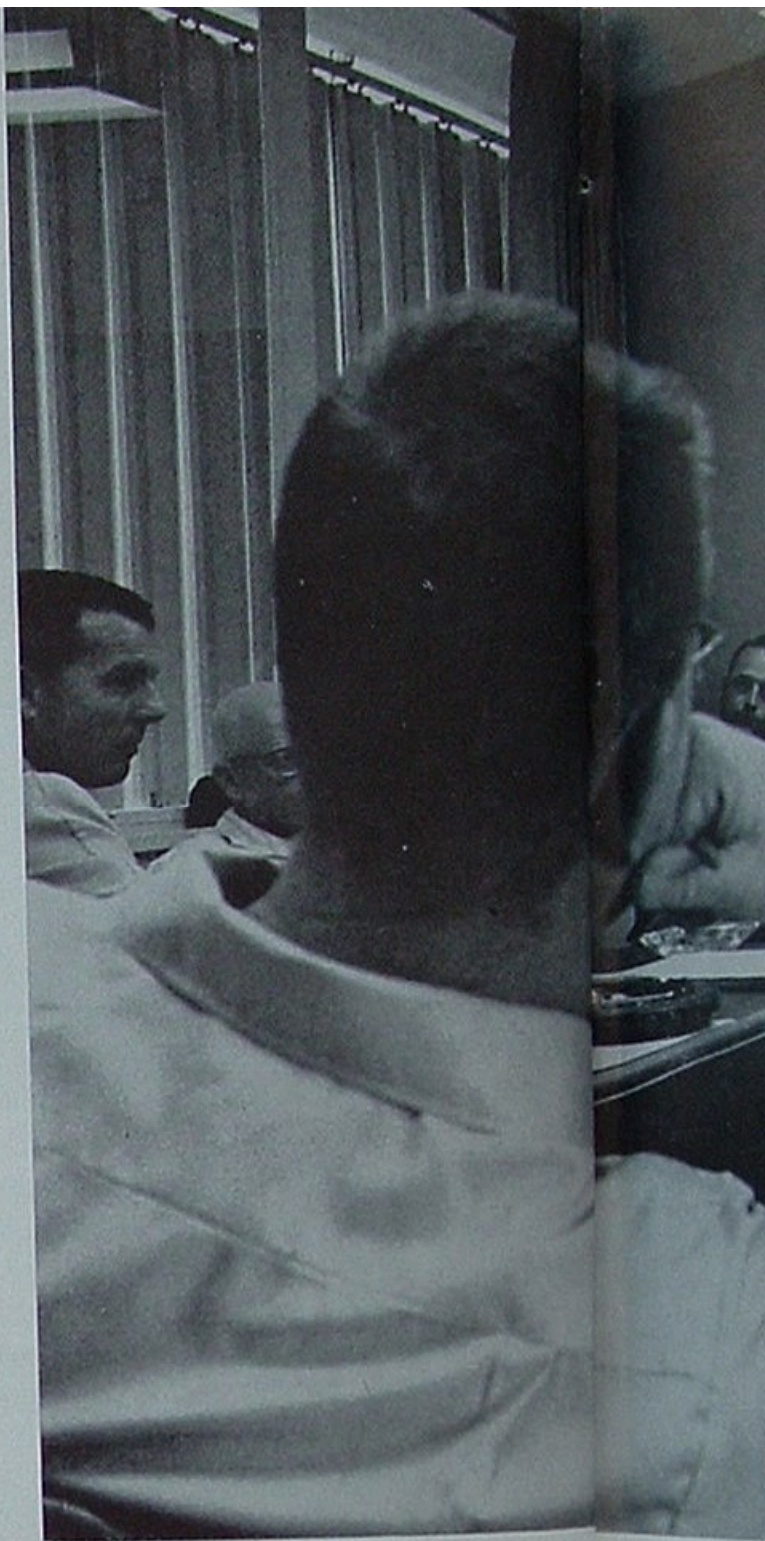
To give you an idea of what they'd been through: Marketing and Research spent more than 11,000 man hours designing and conducting the course described by M. J. Siebenhausen, Manager of Training Services, as "One of the most difficult and complex educational efforts undertaken by our industry." Each student had labored through nearly 1,500 hours of study and instruction. Each had taken more than a hundred examinations.

Among them, they represented the Company's eight Marketing Divisions: J. S. Bassett from Glacier; H. W. Widener, Jr., Hawaii; R. M. Piatt, Southwest Mountain; George Williams, Northwest; S. L. Jackson, Oregon; C.

A. Goughnour, California Central; W. B. Lien and B. M. Schwalm, California North Coastal; and J. G. Myer and M. K. Carter, from California South Coastal.

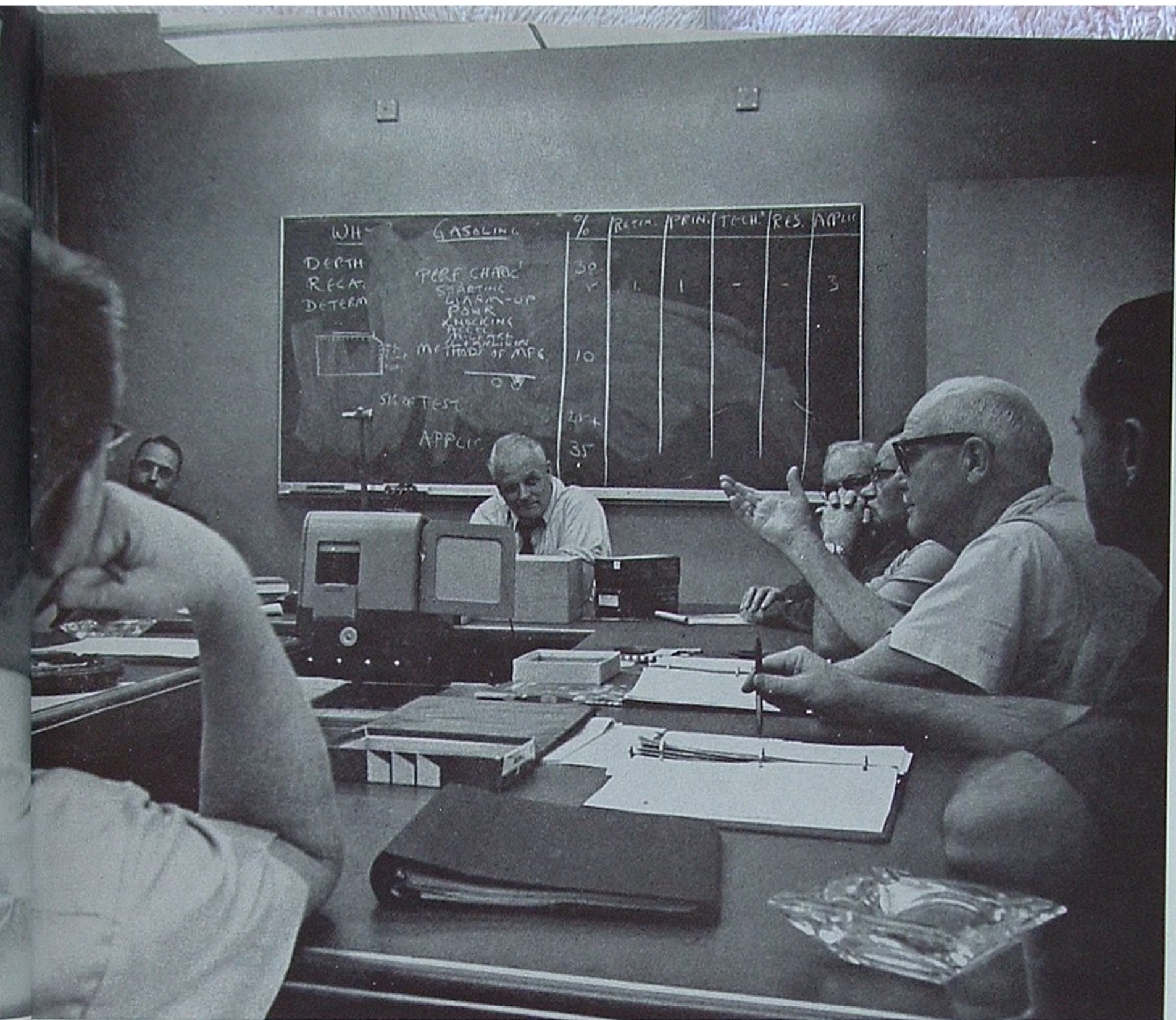
The purpose of the course was not to develop 10 super-salesmen (although each of the men by reason of experience—they average over 25 years apiece—is a salesman as well as an engineer). Rather, the Commercial Sales Engineer technical course is part of the Marketing Department's long-range plan to increase the sales ability of its people.

To implement that plan, a Marketing Department Academy was started years ago. The Academy gives instruction in three phases of marketing: products, salesmanship, and management. A man's introduction to the Academy comes soon after he joins the Company as a service station salesman or in any of several jobs on the commercial side—and his education will continue for years. (Incidentally, he'll be instructed in *both* retail and commercial selling.)



During long side expert

Starting son: it's in he unders our fuels, iar with th This is in. They l purpose is uct knowle Supervisors it is to bring The Co sponsibilitie They're ants capabl of any ma solving has Now only facilities, fo



During long class hours, the Commercial Sales Engineers worked not only with Marketing and Research instructors, but also with outside experts. Bert Goughnour (at right) poses a teaching problem to Dr. Gilbert Brighthouse, a consulting industrial psychologist.

Starting point for everyone is product education. Reason: it's impossible for a man to sell intelligently unless he understands what he's selling, knows what each of our fuels, oils, asphalts and greases will do, and is familiar with the machinery that uses them.

This is where the Commercial Sales Engineers come in. They have been trained as teachers. Their primary purpose is to raise the level of advanced technical product knowledge among our Retail and Commercial Sales Supervisors and the other Marketing people whose job it is to bring in business.

The Commercial Sales Engineers have two other responsibilities:

They're the answer men for each Division, the consultants capable of resolving customers' technical problems of any magnitude. In the past, most of the problem solving has been handled by the Research Department. Now only investigations requiring the Center's testing facilities, for example, need be sent there.

The third responsibility of the Commercial Engineers is to provide liaison between the line force and Research. Product performance, the need for new products or changes in existing ones: on such subjects, the CSE group will be Marketing's link to Research.

In concluding his talk to the graduates, Finnell characterized the objectives of the Commercial Sales Engineer program as "ambitious;" and, he said, "It is certain that the ambitions, if they are to be accomplished, must be preceded by hard work. This idea has now been well established by the Commercial Sales Engineers . . .

"Without disparaging the efforts of those who contributed to this program, I would say that the example set by the Commercial Sales Engineers in their dedication to their assignment has established a bench mark for all future Academy classes in no matter what field.

"These men, by their example, have set a pattern . . . which the rest of Marketing will follow."

/THE END

*Gulf Division
has developed
a new major gas field
in Louisiana*

Discovery at Pagie Lake



From Charles M. Schwartz, Asst. Chief Geologist

Under terms of a recent contract, some 50 million cubic feet of natural gas daily, started moving in January of 1962 to the eastern seaboard market from Union Oil's newest field in Louisiana, Pagie Lake.

The field, discovered in August of 1960, now has nine producing wells, each penetrating several productive sands at depths between 14,500 and 15,000 feet. The discovery well tested at a rate of eight million cubic feet of gas plus 250 barrels of condensate daily. Subsequent development revealed that all nine wells could be produced at an average daily rate of seven million cubic feet each.

Reservoir rock characteristics and the thickness of producing sands mark this as being the most important Louisiana discovery in the last six years. One of the unbroken gas sands has been measured at 2-1/2 times the height of Union Oil Center, a 13-story building. A very high reservoir pressure of approximately 10,200 pounds per square inch gives added indication that gas reserves here already compare favorably in size with those of our prolific East Lake Palourde and Block 14 fields. It could develop into the Gulf Division's most valuable property.

Statistically, a reserve of this magnitude would satisfy the gas requirements of a city the size of Memphis, Tennessee, (population 500,000) for 15 years.

Pagie Lake, as our cover photo this month may indicate, hardly can be classed either as land or water. Like so much of the Mississippi delta country, it is a marshy compromise somewhere between. It teems with nutria, muskrats, deer, reptiles and migratory water fowl. It is hours distant by boat from the nearest Louisiana communities, a half-hour by amphibious plane from our air base at Lafayette.

Despite forbidding surface features, Pagie was a bountiful provider for mankind even during America's pre-historic times, or as far back as the age of Troy:

Our geologists, while probing through the alluvium in quest of oil, have confirmed that Pagie's immense silt deposits, now found as deep as 500 feet below sea level, were transported south by the Mississippi River, whose present channel is 50 miles to the east. Clear-water bayous snaking through marshes and swamps are remnants of the ancient river mouths.

Long before 1500 A.D. when Europeans began to occupy the delta, ancestors of the Choctaw Indian nation are believed to have lived for many generations along natural ridges that parallel the bayous. Mounds excavated in the area have given up human skeletons and Indian artifacts.

Bayou Mauvais Bois, which in French means "river of dead wood," was first named and settled in 1870 by



"Old Muddy," creator of the Mississippi delta, has meandered far and wide in its ancient role of land making. Its present course is 50 miles east of our Pagie Lake Field.

people of French descent. Many of their descendents still reside here. The levees of this bayou bisect Union Oil leases and our field camp is located on an adjacent ridge covered by large stands of oak.

The ridge forms a natural boundary between the inland fresh-water marsh and a salt-water marsh on the Gulf of Mexico side. A fisherman may stand on this ridge in places and catch either fresh-water black bass or bream from one side or salt-water trout or redfish from the other.

As usually happens in the search for petroleum, Pagie Lake did not reveal its natural gas treasure without a struggle:

The first oil company to drill in the area found only marginal production, nothing of significance, after drilling several shallow wells. Union Oil exploration at greater depths on an adjoining tract was more successful, but difficult reservoir conditions prompted us to release most of our acreage around the three producers we drilled.

A move several miles north in 1960 to our present Louisiana Land and Exploration site brought the discovery first mentioned in this report. Union holds more than 8,000 acres here on what may prove to be our most valuable Louisiana gas discovery to date.

Meanwhile near the city of Houma our engineers have controlled some of the highest pressure gas production on record. And offshore, in increasingly greater depths of water adjoining coastwise shipping lanes, drilling efforts are initiating or improving other discoveries.

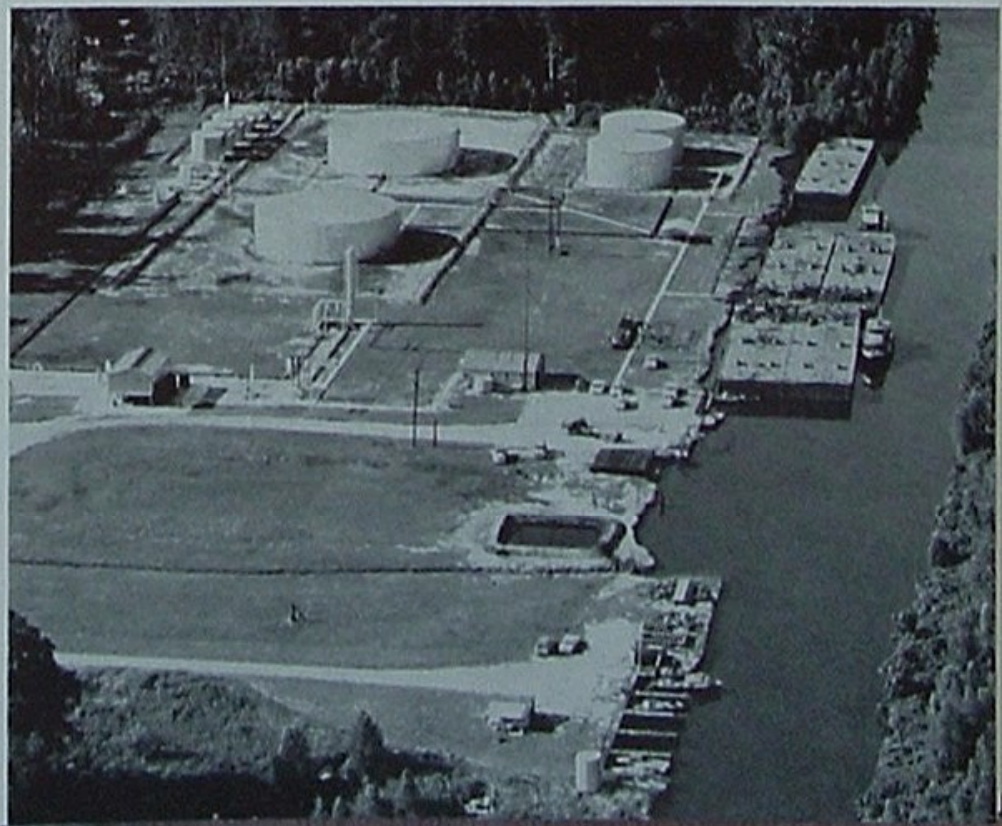
As a result of these successes, the Gulf Division's sale of natural gas is expected to reach another record high of \$38,500,000 during 1962.

/THE END



A Union Oil supply point for marsh and offshore jobs offers both boat and air transportation to drill sites.

Our East Lake Palourde Field started this pleasing development in Atchafalaya Swamp. Pagie Lake may equal or surpass Palourde as a natural gas discovery.







...you're safer right here at work

Take our advice. If you want to live long and stay healthy—*don't go home!* Forget the roof needs fixing. Unplug those power tools. Stay out of the bath tub—deodorants are cheaper than splints. Leave the vacuum cleaner in the closet. Above all, stop driving. Walk!

There's no place like home—for bumps, bruises, broken bones, sprained ankles, aching backs, slips, strains, stumbles, and falls. Maybe if we're lucky, we can get rid of the 40-hour work week and go back to seven days, 12-hours a day. It'd be safer.

We've got the facts to prove it.

Last year, between 200 and 300 of us managed to disable ourselves in one way or another while off the job. (Disabling injuries are those which cause a person to lose a day's work or more.) Your chances of a disabling injury while off the job are four times as great as on the job.

More than 40 per cent of the injuries happened right around that sanctuary, the home.

Television aerials fell on people, people fell off roofs, ladders, down steps, in bath tubs, on small rocks. We dropped doors, vises, and pieces of pipe on toes. Power tools sliced off fingers, as did lawnmowers and vacuum cleaners. Do-it-yourself activity and slips and falls were the leading causes of home injuries.

Next to injuries at home came injuries in automobiles. And while automobile accidents ran second in number, they lead all the rest in severity. They cause more than half the days lost because of off-the-job injuries.

You name it and it happened to us. People were hit head-on, from the side, from the rear, and on an angle. They ran off the road, had match heads flip into their eyes, and slept their way into the hospital.

Sports and recreation injuries ranked third in number. Swimming was the most dangerous sport. After reading the accident list, it also seems like a good idea to stay off horses, skis, golf courses, dance floors, bowling alleys, softball diamonds, away from ping-pong tables, and out of the sun. All contributed to the disabling injury total.

Home is where the hurt is. But let's face it: we're men and women of high courage. Even if it means our lives, we *will* drive home; and when we get there we *will* plunge into all manner of hazardous adventures, such as dancing, swimming, and fixing old chairs.

Before we take the plunge, say Industrial Relations Department experts, a few mental and physical preparations can swing the odds for survival in our favor.

Mental preparation is far and away the more important.

Continued

The Company's safety experts, the men who try to keep people in one piece, say "Sometimes it seems people *want* to live dangerously. They take for granted that injuries and mishaps are a normal part of living. They're wrong. Injuries are not inevitable."

Then they quote the safety man's motto: "Accidents don't just *happen*."

To keep them from happening to you, off the job or on, the best safety rule is "Think—and don't take chances!" Unless you do think, any of those painful, costly injuries the company records *can* happen to you.

Think—before you begin a do-it-yourself project. Got the right tools? In good repair? That ladder in the garage—if it were a Union Oil ladder would you squawk about its condition? If you would—don't climb it.

Think—how can you go about the job so you finish with all your hide unbroken?

As an example of what happens when people don't think:

Our accident records prove that the old joke about sawing off the limb behind you is really no joke at all. It's been done by Company people. A man sat on a rafter and sawed it off, leaving himself and the end of the rafter floating in air, temporarily. (In another company, a man cut a circular hole in the top of a tank—while he was sitting inside the circle.)

Thought and plain common sense would also prevent many of the injuries that happen inside the house itself. Most come from slips and falls, lifting, walking in the dark and from sharp weapons such as paring knives.

If you can slip on it—fix it: put mats in the bottoms of bath tubs, non-skid pads under small rugs, keep stuff off steps. If you must lift and it's heavy, get help. Always lift with the legs, keeping the back straight. If it's sharp, treat it with respect. Skin is tender and slices easily.

As for the injuries in automobile accidents... the Industrial Relations people have only two suggestions: keep your mind on your driving and wear a seat belt.

No question: seat belts won't prevent whiplash injuries; and there *are* odd-ball cases where people have been thrown from cars and escaped with most of their marbles.

But day-in and day-out — at least in the type of accident that happens to Union Oil people — you have a better chance for survival and for less personal damage if you are wearing a seat belt, fastened tight.

Union Oil considers the belts such a good investment it has installed them in all its passenger cars and pick-up trucks. And this Company isn't known for throwing money to the winds just to see it flutter.

The hundreds of us who had disabling injuries last year are a lot of people... but realize: the injury rate is actually declining.

Three years ago, the Company started an off-duty accident prevention program. The program—and the people who practiced what they read and heard—have reduced our off-duty injuries about 50 per cent since 1959. What that statistic means is this:

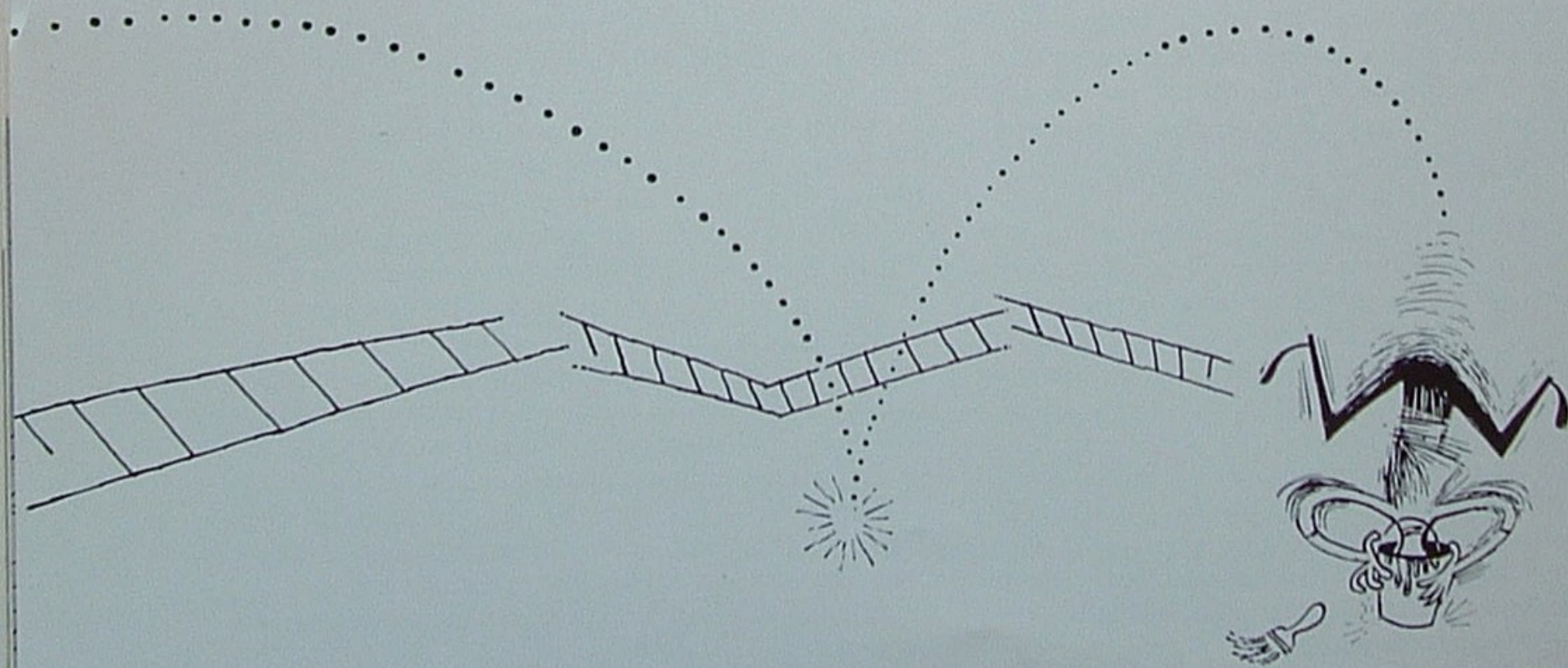
Many Union Oil men and women who otherwise would have been casualties still have five-fingered hands, ten toes, their original quota of hair, hide, noses, eyes, ears, and teeth. They avoided the doctor's needle and stayed out of hospital beds.

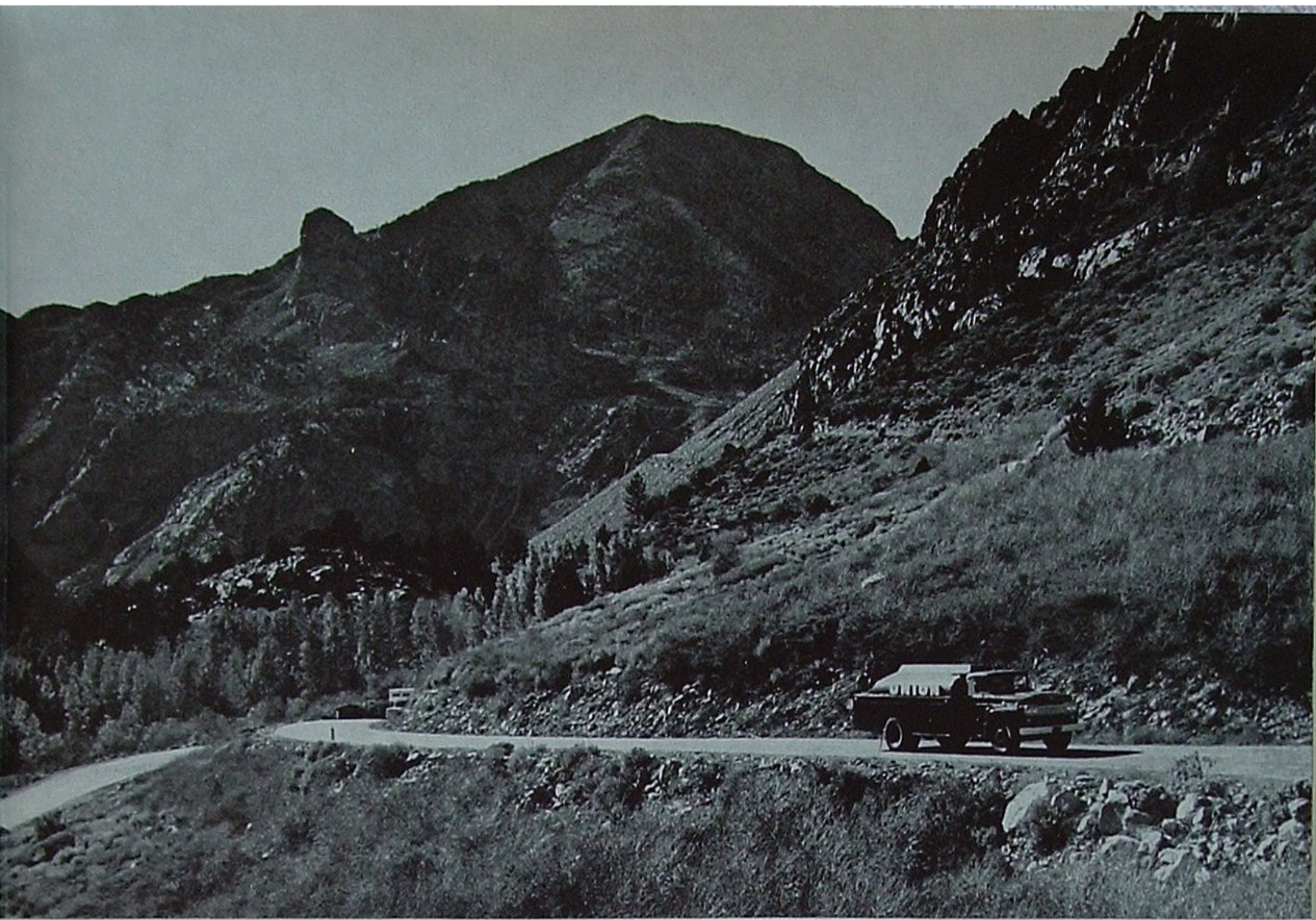
This, in spite of the fact they insisted on going home.

Probably, you're one of them. You can continue to have a better-than-average chance to stay whole and healthy after the day's work is done if you'll *think*...

...*think*, and be conscious of the need to protect yourself against injury during that dangerous life you lead in your hazardous home, sweet home.

/THE END





Mountain Station

It's a long haul between accounts, here in the mountains. Bell truck is climbing Tioga Pass to make delivery near 10,000 foot level. Lowest stop: 6400 ft.

Kathryn C. Bell serves both commercial and retail customers from a single station high in California's Sierra Nevada

High on the California side of the Sierra Nevada, Kathryn Bell operates one of three dozen "combination stations" that sell Union Oil products to both commercial and retail customers. Like most combination stations, hers is in a sparsely settled region that won't quite support separate stations year 'round. Life isn't as easy here in the mountains as it is in the flatlands where people live across the fence from each other and the cars run bumper-to-bumper.

Mrs. Bell's station is in Lee Vining, California, on Highway 395, the inland route across deserts and mountains from San Diego through Los Angeles, Reno, Pendleton, and Spokane into Canada. The town gets its unusual name from a pioneer, LeRoy Vining, who settled there in the eighteen-sixties.

Lee Vining itself has a population of only 350 people,

and several stations share the local business; so tourists, vacationers, hunters, and fishermen are the mainstay of the service station side of her operation.

People flock through Lee Vining from late spring until early fall. Mono County, in which the town is located, has more than a thousand lakes and streams stocked with all species of trout. The county is considered one of the best deer hunting regions of the West; duck and goose hunting are good, too.

Ironically, Mono Lake (directly behind the station) is the only lake that has no attraction for fishermen. It's the third largest body of water in California; but because of its high mineral content, nothing lives in it except a small briny shrimp. However, it's a wonderful place for swimming and water skiing. The new Mono Lake Marina is Mrs. Bell's customer.

Continued



Kathryn Bell's "combination station" at Lee Vining, California, high in the Sierra Nevada. In the background is salty Mono Lake.

Mountain Station—continued

On the wholesale side: When Don Gray, Mrs. Bell's manager, loads his tank truck in the morning, he's faced with a long, long drive, most of it either uphill or down. The highest point on his route is Tioga Pass Lodge, close to the 10,000-foot elevation line. The lowest is Bridgeport, at 6,473 feet, where he delivers to A. W. Berryesa's station. (Between Lee Vining and Bridgeport, Gray crosses Conway Summit, named for Mrs. Bell's father.)

Many of the Bell customers are ranger stations, cattlemen, sheepmen, and resorts: Kirk's Boat Landing at June Lake, Cragg's, Twin Lakes, and the like. Demand for 76 Outboard Fuel is high. People began bringing it in with them to the high country; so Mrs. Bell bought a 4,500 gallon tank, her customers put in storage and pumps; and the new fuel is starting to make money for all of them.

When winter comes, both wholesale and retail business plummet. In August, her service station will pump well over 40,000 gallons and she'll have six men at work. This month, February, the gallonage may drop to a tenth that much, and Gray can handle the business by himself. Similarly, sales from the marketing station may drop 40 per cent.

The life sounds difficult; but Mono County is beautiful country, and Mrs. Bell was born and has lived most of her life there. Actually, the place where she was born, Bodie — about 20 miles from Lee Vining — is now a ghost town, preserved for its historical interest.

She and her late husband, Charles Adair (she has since remarried), bought the station and bulk plant in Lee Vining in 1940. At that time, they handled a com-

petitive brand. The marketing station storage was a 12,000 gallon railroad tank car, and small tanks for diesel and stove oil.

By mid-1942, the summer after Pearl Harbor, they were out of business: wartime restrictions had made it impossible to keep the station open.

They spent the war years in Hawthorne, Nevada, returned to Lee Vining after the war; and Mrs. Bell ran the plant, the station, was postmistress, and an airway observer. In 1946, they switched to Union Oil as a consignee; became distributors in 1951. And then, in September 1960, bulk plant and station burned to the ground.

"I had just received a \$3,000 order, getting ready for the deer hunters and it was all sitting on the dock when the fire hit," she says. "I lost that order and all my pack-



Union Oil Distributor Kathryn C. Bell and one of her customers: Marjorie Gripper of Lee Vining Chamber of Commerce.

Diesel is a small part of the station's business; but truckers get complete service. Result: Drivers stop at station in own cars when vacationing in mountains.

age goods plus the station; but within three days we were back in business with temporary connection from our tanks to the two remaining pumps. Somehow, we managed to make our wholesale deliveries, too.

"We were insured, but not for anything like present-day costs. But people from a construction company in Reno came down the day of the fire, and they started to work even before all the red tape was cleared up.

"Up here, your work and your reputation mean more than cash in the bank!"

Business has, of course, increased since the new station was built. Quoting Mrs. Bell again: "Part of the gain is due to the general increase in business in this area. But the station's easier to handle, it's easier to serve the customers, it looks better. On a road like this, people just prefer to stop at the newer, more modern places, whether they're service stations, restaurants, or motels."

But the success of such a business in spite of wars, fires, and seasonal variations; in spite of operating in a small-town-big-outdoors section where there's an absolute need to hold customers because there aren't too many customers around . . . to paraphrase Mrs. Bell, the success of such a business "up here, depends on your work and your reputation." And Kathryn C. Bell, Union Oil Distributor, is most successful.

/THE END



Mono County, in which Lee Vining is located, is a resort area — fishing, boating, hunting. Many of the Bell customers — such as Dewey Kirk at Kirk's Boat Landing — have put in pumps, tanks, for handling the popular 76 Outboard Fuel.

BUSINESS HIGHLIGHTS OF THE MONTH

PROFIT IMPROVEMENT IS PART OF PURCHASING—

In a free enterprise system, with competition at full play, success of a purchasing department over the long term hinges on continually buying the best value for the dollars expended.

In the purchasing business this method of buying is called the "Value analysis" technique. In Union Oil we call it our Profit Improvement Program. Every dollar we save by intelligent buying represents the return from \$7 in sales.

Profit improvement *doesn't* mean buying the least expensive item. Frequently, we choose more expensive materials because they last longer with less maintenance and are the better dollar value over their lifetime.

Profit improvement *does* mean engineering unnecessary costs out of the materials and services we buy.

Will an aluminum or a paper oil can serve us better than a steel can?

Can we combine the requirements of various departments and save by volume buying?

Can we contract for a service—such as janitorial work—and reduce the cost of buying it month-by-month?

How can our service station signs be redesigned to reduce their shipping weight, increase their light output, simplify their construction—and still reduce their costs?

(Frequently, such studies demand that our buyers know as much—and sometimes more—about a supplier's business as does the supplier himself!)

The results of this buying approach are truly a part of the

Company's profit improvement program. Savings of more than \$1,200,000 have been made by our buyers during the past six years. Last year, 1961, is typical: we made our goal of a \$200,000 annual savings early in December.

Purchasing, from C. S. Perkins

1962 DRILLING BUDGET PROVIDES FOR 47 EXPLORATORY WELLS

Although it is difficult to outline a definite program of exploratory drilling a full year in advance, the Exploration Department in its 1962 budget provides for the drilling of 47 net wells during this year. By comparison, the Company drilled 32 exploratory holes in 1961.

This quest for new oil will be spread over our four domestic operating divisions and in three foreign areas. Eighteen wells scheduled for the Pacific area will include core hole drilling in California and Washington offshore areas. Of 13 wells in the Gulf Division, eight will be tests for gas production. Our Central Division will drill eight exploratory wells, while three joint-venture wells are scheduled for Alaska.

Union Oil's foreign exploratory budget provides for six joint-interest wells in various areas of our Australian concession; however in view of the December success of the Moonie wildcat, it is very likely this program will be expanded. The budget includes a provision for completing our second test in the Spanish Sahara, which may be followed by a third well.

Late in 1961, the Company acquired an undivided one-third interest in a large exploratory

concession located off the southwest coast of Trinidad; our one-third share of the cost of drilling the first test is provided for in the 1962 budget.

Field, from Ray A. Burke

FIBER CANS WITH A "SILVER" LINING

Our initial shipment of fiber cans arrived at Los Angeles Terminal in December for the trial packaging of Royal Triton Motor Oil. The body of this can consists of a special fiber laminated inside and out with aluminum foil; lacking the seam characteristic of metal cans, it gives promise of getting the oil to market with reduced loss in leakers. The cans are sealed with tin-plate lids as heretofore.

The "silver" lining mentioned in our title refers to the monetary savings that will be realized. Based on the Company's present annual purchase of over 20 million cans, the fiber containers represent a saving estimated at \$150,000 yearly.

Early packaging, shipping and merchandising tests indicate the container will be a success.

First lot of fiber oil cans is on trial. Receiver at L. A. Terminal, Chas. Rainey.



INVISIBLE SERVANTS HELP TECHNICIANS RUN ENGINE TESTS—

Recently, Business Highlights described an electronic "Phantom Driver" used to operate test cars in our Chassis Dynamometer laboratory. However, before new or improved products are finally checked out in test cars, they are run in engines mounted on stands in our Engine Laboratory. This laboratory engine fleet runs 24 hours a day, seven days a week.

Until recently, Research Technicians were caught up in the minute detail of the operation of these engines—adjusting controls, recording data, shutting down engines on schedule, watching out for fire and safety hazards.

Now a complex system of electronic controls has relieved the men of most of the monotonous routine; and has freed some personnel for assignment to other work in our laboratories.

With this new automation, our

Engine Laboratory operators are assisted by electronic servants, working day and night. One servant operates the engine controls and sends out signals giving critical engine operating and performance data. The second receives these signals and converts them into a neatly type-written record.

On top of each of the test stands (Picture 1) sits one electronic servant, telling the engine what to do during its many hours of testing—how fast to go, how long to stop, etc. This unit also reports performance to the second servant, known as the "data-logger" (Picture 2). The data-logger acts as a private secretary to each of the engine test units, faithfully turning thousands of electrical impulses into language human beings can read and understand.

The payout? Every year our new system saves thousands of dollars in operating costs, and speeds up product development by producing more and better scientific data.

Research, from W. E. Bradley

NEWEST WAX PRODUCTS ARE CLEAN ENOUGH TO EAT

Paraffin waxes have been made at Oleum Refinery for many years as a co-product with our lubricating oils. A steady increase in our production of lube oils has meant a corresponding increase in wax output. Some of the wax has been shipped as a liquid in trucks and tankers, but most of Oleum's product is molded into slabs and packaged for shipment to customers throughout the world.

Improvements during recent years in our wax processing system have included the elimination of "bottle-necks" and the expanding of our production rate. However, due to the "batch" type of equipment in use, the Oleum plant had about reached its maximum wax thruput.

Now in operation at this refinery is a new continuous wax-slabbing machine. Among its advantages are a more uniform product, lower costs, and a potential capacity to expand in step with lube oil operations.

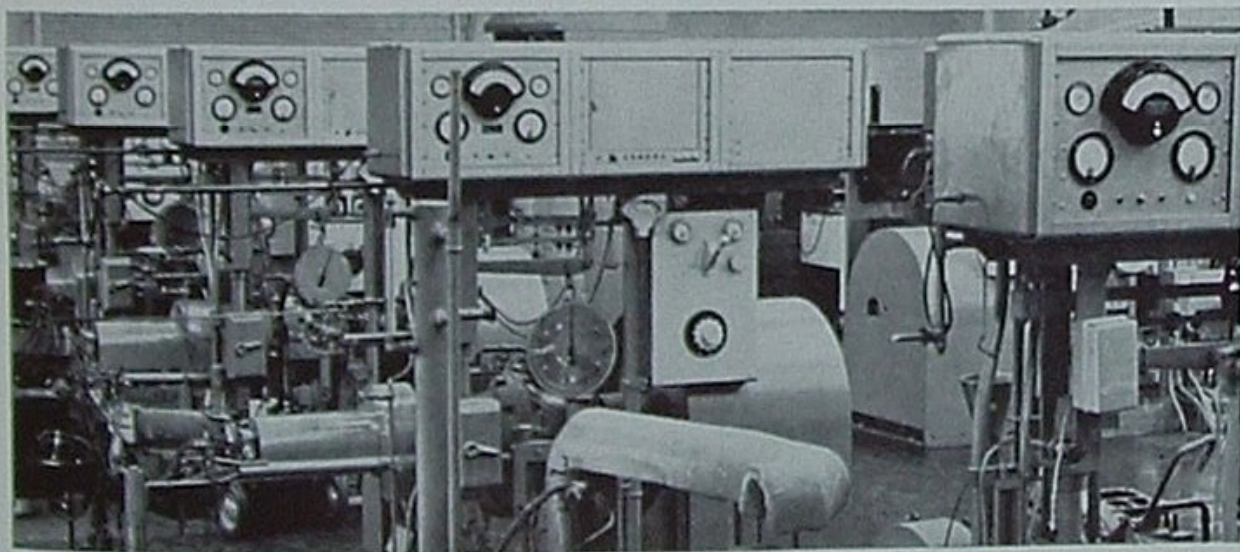
A unique feature of the new equipment and its operation is "kitchen cleanliness." Such handling makes the wax highly suitable for the food-packaging purposes of our most meticulous customers.

SALT IS UNSAVORY TO PETROLEUM REFINERS

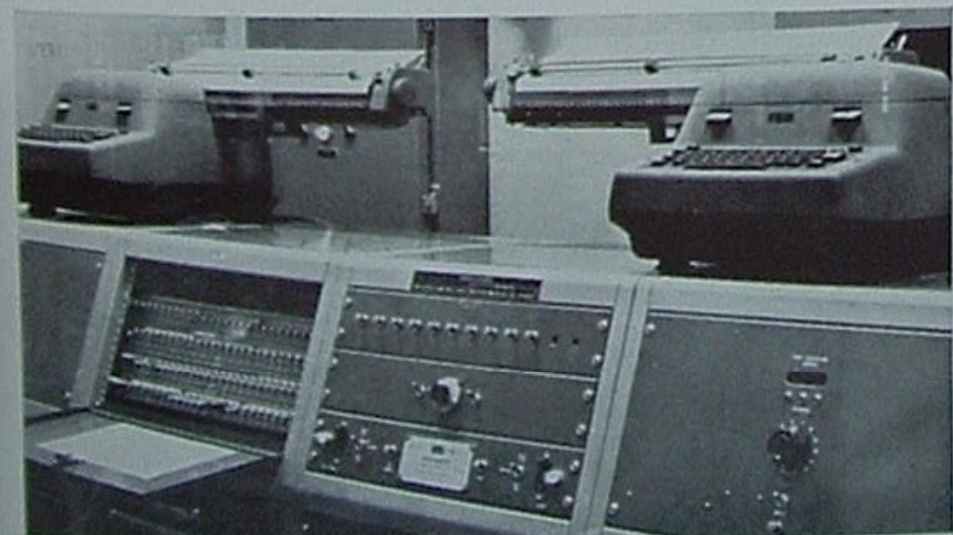
Generally crude oil is pushed through porous rock formations toward the producing well by an underlying table of salt water. And frequently some of the brine emerges with the crude in the form of a salt-water emulsion.

In a refinery system, saltwater is a bad actor: It aggravates the corrosion of metal, causes fouling in heat-exchange equipment, increases maintenance costs, and doesn't even yield a salable by-product. Removal of this foreign agent by distillation involves quite an expenditure for heat.

A system now being installed at Los Angeles Refinery effects desalting through the application of elec-



In Photo No. 1, above, electronic drivers put engines through variety of tests. The data loggers in Photo No. 2, left, translate electric impulses into type-written reports of each test.



Business Highlights—continued

trical current. The new electrical dehydrating equipment will increase the efficiency of crude oil distillation units as well as plants that handle some of the partly refined stocks.

SAFE AND SOUND

The Company's vital interest in safety is based upon economic as well as humanitarian considerations. An accident is costly not only to the injured person and his family, but to his employer and the shareholders and general public. Safe workmen, on the other hand, are "money in the bank" to themselves as well as others.

The prime requisites for safe working are common sense, good judgment, and a sound working knowledge of the job.

Current safety records achieved by our refineries and their departments are good evidence that Union Oil people have these requisites.

The Company is equally concerned that we apply the same common sense to our activities away from the job. Lost time and impaired health present their high costs to the individual and society no matter where the injury occurs. So, let's carry safety home, share its safeguards with our families. The effort will pay great dividends!

Refining, from J. W. Towler

WALTER WINCHELL SAYS: Chips On A Shoulder

Ed Murrow's strange comment:
"No nation was ever great without

greatness being demanded of its leaders. Americans for years have been asked only to pay their income taxes."

Justaminit! From Lexington to Korea Americans have paid for their privileges with sacrifices. And don't deprecate U. S. taxpayers. They are supporting half the world while having trouble supporting their own families.

PUMPER PIGEONS, PERHAPS?

Mr. Jerry Luboviski,
Manager Marketing Advertising &
Sales Promotion,
Union Oil Company

Dear Mr. Luboviski:

Driving to the office recently, I observed a very amusing incident which might be of interest to you.

Near the north bound off-ramp of the Harbor Freeway at El Segundo Boulevard, there is a brightly painted orange and blue oil well pump with the "Sign of the 76" logo stenciled on the side of the rocker arm. One morning about 7:30, the traffic was moving very slowly on the off-ramp, and I had a chance to notice seven or eight pigeons perched atop the rocker arm at either end. One lone bird paced up and back and forth in the middle, as though he was creating an unbalanced condition, causing the rocker arm to move. The whole scene was much like that of children playing on a teeter-totter.

Since then I have watched the same scene several times, always

with a certain amount of amusement.

Yours very truly,
Howard D. Frazier
Advertising Coordinator
Servomechanisms, Inc.
El Segundo, California

Photographer's Note:

"On three separate occasions I have found the pigeons at this location as Mr. Frazier describes. However, the birds are camera shy and invariably take flight—all except the "cock of the walk" in the center and any that happen to be sleeping on the lower part of the rocker arm. The pigeons obviously roost here day and night, finding the rocking motion of the pumping unit an inducer of sound sleep.

Strangely, though there are scores of similar pumping units in the area, this is the only one I could find that has pigeons. Maybe, like motorists, they sense the smoother ride."

Chairman of the Board
Union Oil Company
Union Oil Center
Los Angeles 17, California

Dear Sir:

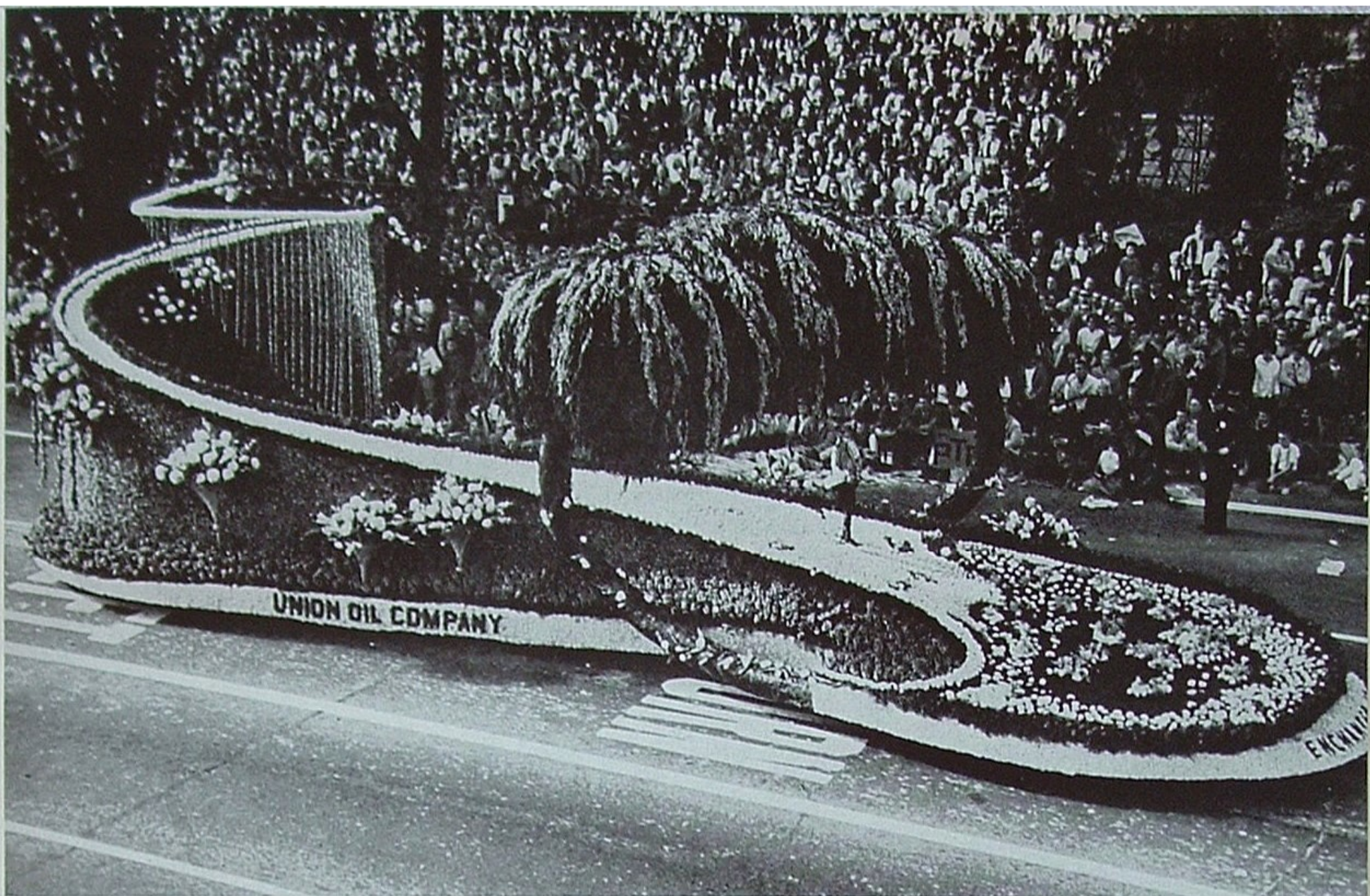
I want to express my gratification on seeing your advertisement "The American Farmer" which recently appeared in the *U. S. News and World Report*.

It seems to me that this is institutional advertising in its finest sense in that it performs an important public service as well as a service for your company. I am confident that the prestige and good will enjoyed by Union Oil among America's farming people will be greatly and deservedly enhanced as a consequence of your initiative.

With my thanks for your substantial contribution to better understanding of the role of the farmer in modern America, I am,

Sincerely yours,
Orville L. Freeman
Secretary
U.S. Department of Agriculture





**COMPANY ENTRY DELIGHTS MILLIONS
IN 1962 TOURNAMENT OF ROSES**

The "Enchanted Traveler," a character from the pages of Dickens, danced along a flower-bordered path of pink camellias aboard Union Oil's float in this year's Tournament of Roses in Pasadena.

The irony of it was that many spectators mistook the life-sized figure for a real person. His steps were so life-like that only those watching from close by could detect the masquerade. Actually the "Traveler" was a puppet in silver-tip cutaway coat, vest of orchids, narcissus shirt, and a healthy complexion of rose petals. He had strings attached and was controlled by a puppeteer concealed among the floral branches of a tree.

Our photo at right shows the puppet getting dressed during an all-night New Year's Eve party.

The float won 2nd award in its commercial class and attracted applause throughout the parade route.





LINDA DILL, daughter of Supervisor W. J. Dill, Crude Oil Supply, was crowned UCLA Homecoming Queen at a campus rally in November. The charming brunette is a senior; her major subject is interior decoration. She and her parents were presented at the UCLA-Washington football game.

from Los Angeles Times



CONSIGNEE WILLIAM H. HEATH of Grants Pass, Oregon, won the good will of his community by sponsoring a Junior Girls Golf Tournament in the name of Union Oil Company. The winners, lined up with Golf Pro Boots Porterfield in order of their scoring, are, from left, Champion Mary Saunders, Barbara Saunders, Juli Heath, Kathy Schultz, and Peggy Saunders.

from J. W. White



SANTA MARIA REFINERY EMPLOYEES pledged over 70% employee participation in the AID United Givers' contribution to charity, thereby winning a Merit Award. From left are President Howard Newby of San Luis Obispo AID and Union Oilers Jack Skehen, Norm Jensen, Bill Niederhauser and Acting Superintendent Ray Jensen.

THIS TEAM HASN'T BEEN SCORED ON IN THREE YEARS

On October 31, 1961, Dominguez Oil Field Union Oilers staged a "bean feed" (luncheon) in celebration of their three years, 408,018 manhours, without a lost-time injury. Recalled for the event were a number of Field Department retirees including Milt Varner (at extreme left of photo) whose 50 years and 2 months of continuous company service stamps him as the current Union Oil record holder. Present also for the photograph and feed were the Southern Division's visiting nurses—just in case.





in focus

MAJOR WILLIAM C. WELDON (in dark uniform) of Union Oil's Tax Division is serving during his spare time as Liaison Officer for the United States Air Force Academy in Colorado. Other members of his group assigned to specific geographic areas of the West are, from left, Major Ernest F. Smith, Major Bruce L. Wendell (whom you've heard on radio's 76 Hour as the Musical Minute Man), Colonel James H. Brown, and Lt. Colonel Walter E. Landaker. Their primary responsibility is counseling young men about the academy's educational program, cadet life, and how to seek an appointment. Major Weldon invites any interested young men in the Union Oil family, or their parents, to contact him regarding this fine school and its entrance requirements.



A RESERVIST WHO DIDN'T GRIPE when recalled to active duty with Uncle Sam's fighting men was John J. Cantlen of our Credit Department in San Francisco. Amiably he donned the military headgear of '76 and shouldered the facsimile of a musket. John joined Union Oil at Los Angeles in April, 1958; his transfer to San Francisco followed in February, 1960. Massachusetts was the starting point of his recall to military service.

from Max Small





In Focus—continued

K. KIMURA, a Maruzen employee assigned as driver exclusively for Union Oil personnel in Japan, has received top recognition from the Osaka Police Department for his 16 years of accident-free driving. Kimura San's achievement is especially significant in view of the hazardous traffic conditions in Osaka and Tokyo, where most of his proficient performance took place. He is also a first-class booster of Union Oil.

from Frank A. Culling



LT. COL. D. W. CHRISTENSEN of Los Angeles Refinery, who is Commanding Officer of Marine Air Reserve Squadron 241, received high praise for his squadron's outstanding record of achievement and performance during recent training exercises at Yuma, Arizona. The group proved highly adept in 20 mm cannon performance, rocket firing, and bombing tactics. The colonel, a veteran of World War II, was a member of the U. S. water polo team in the London Olympics.

from Department of the Navy



DOROTHY EMERSON, daughter of the Research Department's Howard Emerson, was the winner of a four-year scholarship awarded by Southern California Edison Company. She was accepted with "Honors at Entrance" by Pomona College in Claremont, California. Miss Emerson, a philosophy major, was named a State Scholar by the State of California, received National Merit Recognition, was a Foreign Exchange Student finalist, and has had articles printed in two national essay publications. She also was interviewed in the "Science in Action" TV show.

from Doug McCawley



JOHN E. SHERBORNE of Research was business-man host to undoubtedly one of the biggest boys to attend the 17th Annual Eagle Scout Recognition Dinner in Los Angeles. The towering youngster is Steve Thomas of Pico Rivera. They and over a thousand other Eagles and business leaders heard Capt. William R. Anderson of atomic submarine "Nautilus" praise Scouting for instilling high ideals. Union Oil hosts included Basil P. Kantzer, Nick Ugrin, Scott Temple, Robert Diehl.

from Los Angeles Area Council

THE DODGERS, sponsored by Los Angeles Refinery, are another team to watch in 1962. In winning the Harbor City Little League championship for the third straight year, they mowed down the Braves, Pirates, Giants, Cubs and Phillies a total of 57 times, lost only three games. Their Manager Fred Okamura is seen receiving the Sponsor's Trophy from Union Oiler Darrell Sprague.

from Jim Hawthorne



EMPLOYEES

February, 1962

35 YEARS

FRED HERROD.....Oleum Refinery
HUGH H. JONES.....Pipeline—So. Div.
JOHN R. WYCKOFF.....Los Angeles Refinery

30 YEARS

B. T. ANDERSON.....Research
LESLIE A. BOWLES.....Compt.—Auditing, Mktg., S.F.
M. GENEVIEVE CLAY.....Marine Dept.
WILLIAM U. FLORENCE.....Treasurers—H.O. Credit
RAYMOND A. HILL.....Los Angeles Refinery
ROSCOE J. SUIT.....Mktg., N. W. Div.

25 YEARS

EUGENE M. EDWARDS.....Research
LIONEL R. EDWARDS.....Treasurers—Portland Dist.
GEORGE H. HEMMEN.....Mktg., Distribution
EUGENE A. McKEE.....Los Angeles Refinery
LAWRENCE K. MORRIS.....Exploration-Geol.

20 YEARS

FRANK C. BALL, JR.....Foreign Operations
L. W. CHASTEEN.....Reserves & Valuations
ROBERT B. FRANKS.....Mktg., Calif. So. Cstal.
DAVID G. HUTCHINSON.....Los Angeles Refinery
WILLIS J. KIRKPATRICK.....Oleum Refinery
HENRY C. MEINERS.....Research
MILTON E. SANDERMAN.....Mktg., N. W. Div.
FORREST R. WATTS.....Los Angeles Refinery
HARRY J. WORTH.....Research

15 YEARS

DOROTHY H. BERGER.....Purchasing—H.O.
JACK R. BOLTZ.....Purchasing—Bakersfield
DANA B. BRAISLIN.....Exploration—Geol.
JAMES S. BUCHANAN.....Field—Gulf Div.
ROMEO J. CALIGARI.....Orcutt Refinery
ALBERT D. CLARK.....Pipeline—So. Div.
VIRGIL COMSIA.....Mktg., Calif. No. Cstal.
ARCHIBALD DAWSON.....Explo. & Prod. Admin.
EVELYN L. EATON.....Compt.—P&T, Pac. Coast
HUNTER H. EWING.....Field—Pac. Coast, So.
SAMUEL E. FEATHERS.....Pipeline—So. Div.
PAUL J. GAZELEY.....Pipeline—So. Div.
LOYD R. HAMEL.....Pipeline—So. Div.
ELIAS H. HOLSTINE.....Orcutt Refinery
MARTHA J. LYDICK.....Field—Pac. Coast, No.
MORRIS N. MATSON.....Field—Central Div.
WILLIAM F. MESSICK.....Mktg., Calif. Central Div.
HARRY A. MILLER.....Compt.—Mktg. Accts. Oper.
ROY O. NORICK.....Pipeline—No. Div.
LESTER D. PROCTOR.....Exploration—Domg.
JAY B. STANTON.....Field—Pac. Coast, No.
JOSEPH M. WALSH.....Field—Pac. Coast, So.
WILLIAM F. WILFLEY.....Mktg., Calif. So. Cstal.

10 YEARS

LENIN D. BAIRD.....Field—Central Div.
GLEN R. BAKER.....Mktg., Distribution
MARCO A. BALDIOCEDA
Compt.—Foreign—Costa Rica
CARL N. BIDINGER.....Field—Central Div.
CLEO W. BROOKS.....Communications
ALINE M. BROUSSARD.....Field—Gulf Div.
EDMUND A. CHESKIE.....Mktg., N. W. Div.
ALBERT E. COLBURN.....Mktg., Calif. No. Cstal.
JACK E. COLER.....Los Angeles Refinery
F. A. CURRAN, Jr.....Compt.—Mktg., Accts. Oper.
ROWLAND C. HANSFORD.....Research
M. R. HENSLEY, Jr.....Compt.—Gulf Div.
JOSEPH G. HUFFMAN.....Research
DOROTHY J. JACKSON.....Field—Central Div.
PERCY J. LeBLANC.....Field—Gulf Div.
LELAND W. LEWIS.....Field—Pac. Coast, So.
JACK A. MADISON.....Field—Pac. Coast, So.
ALTON J. MENARD.....Field—Gulf Div.
WILLIAM H. NELSON.....Pipeline—No. Div.
HAROLD L. NEWEL.....Los Angeles Refinery
WARREN R. SHEPHERD.....Field—Gulf Div.
DALE F. STODDARD.....Field—Central Div.
EDWIN WALKER, JR.....Research
ERNEST L. WILLIAMS.....Los Angeles Refinery

SERVICE



CONSIGNEES - DISTRIBUTORS

January, 1962

15 YEARS

CLAUDE SMITH.....Lewistown, Montana

5 YEARS

KENNETH G. HULL.....Twin Bridges, Montana

February, 1962

30 YEARS

VICTOR H. JONES.....Ukiah, California
GORDON K. REID.....Monterey, California

20 YEARS

D. W. CLARK.....Riddle, Oregon

15 YEARS

LESLIE MAY.....Ephrata, Washington

10 YEARS

W. R. PENDLEY.....Lompoc, California

5 YEARS

LANGE OIL COMPANY.....Cheyenne, Wyoming

DEALERS

January, 1962

10 YEARS

GILL ADAMS, INC.....Thompson Falls, Montana
CUT BANK MOTORS.....Cut Bank, Montana

February, 1962

25 YEARS

B. W. HAFFER.....West Covina, California

20 YEARS

KEN L. ALLEN.....Portland, Oregon
JOHN BOCCOLI dba
TRAVELER'S GARAGE.....Stockton, California

15 YEARS

CARL MALYSZ.....Olympia, Washington
JOHN W. MEYER.....Portland, Oregon
L. RABOLINI.....Los Angeles, California
C. B. RINGS.....Sedro Wolley, Washington
WILLIAM S. SHARP.....San Francisco, California
ALFRED J. VONASEK.....Orland, California

10 YEARS

T. BELCHER.....San Pedro, California
J. CASH.....Laguna Beach, California
DEL REAL, LUPE.....Hanford, California
CLIFFORD FUJIHARA.....Nanakuli, Hawaii
W. THOMAS.....Anaheim, California
PATRICIA L. WELLS.....Post, Oregon
WILLIAMS FOOD MARKET.....Salinas, California
H. YOUNGER.....Santa Monica, California

5 YEARS

FRANK AOKI.....Honeyville, Utah
RAYMOND W. BECHTHOLDT.....Cheyenne, Wyoming
HARRY BRILL.....Edmonds, Washington
R. M. CAULEY.....King City, California
MANUEL FERRERIA, JR.....Atwater, California

GERALD M. GODKINS.....Juneau, Alaska
ED HART.....Vallejo, California
DANIEL C. JACOBS dba
ARROWHEAD SERVICE.....Congress Jct., Arizona
DAVID J. JENSEN.....Great Falls, Montana
JOE KELEMAN.....Menlo Park, California
M. MINCHELLA.....Los Angeles, California
GEORGE T. MORIKAWA.....Honolulu, Hawaii
JEWEL E. PARSONS.....Coaldale, Nevada
SOUTHSIDE MOTOR CO.....Sacramento, California
M. THOMAS.....Van Nuys, California
WM. L. THOMAS.....Cheyenne, Wyoming
M. WHITE dba
SILVER SADDLE MOTEL.....Cheyenne, Wyoming
BYRANT WONG.....San Francisco, California
D. L. YAEZENKO.....Los Angeles, California
H. YARBOROUGH.....Long Beach, California

RETIREMENTS

January 1, 1962

| Retiree | Service Date |
|--|--------------------|
| J. DEE BEARDSLEY Los Angeles Refinery | September 26, 1944 |
| WILLIAM H. BENNETT Oleum Refinery | January 25, 1946 |
| EMIL DORMAIER Northern Field | October 4, 1937 |
| ROLAND R. FENTON Purchasing—H.O. | March 16, 1921 |
| MARVIN L. FISKE Marketing—Exp. Sales | October 11, 1920 |
| WILLIAM P. GERLICH Southern Field | April 9, 1934 |
| McCLELLAN HAMILTON Northern Field | September 4, 1928 |
| WILLIAM H. HAMILTON Southern Field | May 1, 1920 |
| JOSEPH M. KUNKEL Treas.—Credit—H.O. | April 26, 1926 |
| JOSEPH P. LYNCH Northern Field | January 21, 1926 |
| WILLIAM D. McMILLAN Marketing—Calif. So. Cst. | June 1, 1927 |
| MANUEL C. MENDES Oleum Refinery | October 22, 1929 |
| HAROLD R. MORRISON Purchasing—H.O. | April 1, 1925 |
| McKINLEY OMOHUNDRO Southern Field | November 24, 1931 |
| CECIL F. RICHARDS Oleum Refinery | January 27, 1925 |
| RALPH E. SANDERS Southern Field | March 19, 1935 |
| JOHN M. SOUZA Oleum Refinery | July 19, 1927 |
| FLORENCE C. TANNY Marketing—Admin. Services | July 24, 1946 |
| CLARENCE F. THOMAS Northern Pipeline | November 5, 1922 |

IN MEMORIAM

Retirees:

| | |
|---|-------------------|
| JOHN ERIK ANDERSON Pacific Coast Div. | December 6, 1961 |
| R. H. DEJARNETTE Comptrollers | December 19, 1961 |
| ROBERT A. DUNHAM Research | December 3, 1961 |
| EMILIUS C. PAGE Research | November 22, 1961 |
| LESSIE J. RICHARDSON Southern Div. Field | November 19, 1961 |
| CHARLES H. STEPHENS Southern Div. Field | December 18, 1961 |

Employees:

| | |
|---------------------------------------|-------------------|
| RALPH A. NEVENS Mktg. Distrb.—H.O. | December 15, 1961 |
|---------------------------------------|-------------------|

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



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