



May 1962

SEVENTY ⁷⁶ SIX

Union Oil Company of California

Angelo Braccio

In America, you have the same opportunity



Angelo Braccio came to America from Southern Italy as a boy of nine.

The last 36 years, he has worked for the same private club in Los Angeles, raised and educated three children, and bought 53 shares of Union Oil stock out of his savings.

The latter entitles him (along with some 63,000 other share owners) to a report on our business in 1961—our 71st year.

Our customers paid us \$546,342,000.

We spent 59% of this—or \$320,231,000—with over 18,000 other companies and individuals with whom we do business.

More than 1,500 local, State and Federal tax collecting agencies took another 5% or \$27,497,000. And we also handed over to governmental agencies 17%—or \$94,252,000—in fuel taxes we collected from our customers.

Wages and other benefits for our employees and their families amounted to 12%—or \$67,427,000—of our income.

This left 7%—or \$36,936,000—as net profit. Slightly less than half of these earnings—or \$17,463,000—the Braccios and our other share owners received in cash dividends. In addition, they received a 2% share dividend.

The balance of our net earnings—equal to 4% of our customers' dollars—we reinvested in the business to expand and modernize facilities.

We are proud that Angelo Braccio chose to become a part owner of the Union Oil Company.

Even more important is the fact that in America any man can become a part owner of a company by investing his savings.

This opportunity will continue to exist for all of us as long as our economy remains free and competitive.

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

Union Oil Company OF CALIFORNIA

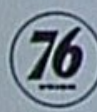


May, 1962

THE COVER: A capacity crowd of over 50,000 fans attended the inaugural of Dodger Stadium. They acclaimed it the world's finest ball park. Huge 12-foot "76" signs above the score boards "cover all bases." For the story turn to Page 12.

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 is a Union Oil Company of California trademark. It also symbolizes the American freedoms won in 1776, which made possible this nation's industrial development and abundance. Our SEVENTY-SIX magazine, published monthly, mirrors industrial freedom through the thoughts, skills, accomplishments and appreciations of Union Oil people. We invite readers to participate with us in an exchange of ideas and information. Address correspondence to The Editor, SEVENTY-SIX, Union Oil Center, Los Angeles 17, California.

Published by
PUBLIC RELATIONS DEPARTMENT
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Reprint from Los Angeles Herald-Examiner, Tuesday, March 6, 1962
Havana Cigars vs. Hong Kong Shirts

CUBA SI, RED CHINA NO

by Leslie Gould

This is a tale — or maybe tail — of two shirts from Hong Kong versus cigars from Castro's Cuba.

The shirts — \$9 worth — can't come into the United States but the cigars and tobacco — \$35 million worth — can.

Who says?

The acting director of the Foreign Assets Control Section of the U.S. Treasury — Mrs. Margaret W. Schwartz.

Mrs. Schwartz, acting under orders from the Secretary of the Treasury, is afraid the aforesaid two Hong Kong shirts may have a little silk originating in Red China. They haven't, but she isn't sure because the gift shipment failed to include one of those certificates of origin. So, the two shirts, costing about \$4.50 each, are about to make the long return journey to Hong Kong.

That's the law, she says.

No tickee — that is, no certificate — no shirtee.

This is the law, so there is no point in quarreling with the bureaucratic mind.

But the same Mrs. Schwartz — also on orders from the Secretary of the Treasury — says it is OK to bring Cuban cigars and tobacco into the U.S., as long as they first touch base in some other land. There is no question of origin, as in the case of the Hong Kong shirts — although both Red China and Cuba are Communist run.

The foreign assets control order permitting Cuban cigars and tobacco to come in through the back door is contrary to the spirit, if not the letter, of a proclamation by President Kennedy to embargo trade with the Communist dominated island off our shores.

PRESIDENT'S ORDER

The President's order stated:

"I . . . hereby prohibit, effective 12:01 a.m., Eastern Standard Time, Feb. 7, 1962, the importation into the United States of all goods of Cuban origin and all goods imported from or through Cuba."

There was a loophole in the order, giving the Secretary of the Treasury the power to make "such exceptions thereto, by license or otherwise, as he determines to be consistent with the effective operation of the embargo hereby proclaimed."

Under the apparent direction of the Secretary of the Treasury, Mrs. Schwartz has ruled:

"Goods, including cigars, made from imports from Cuba may be imported into the United States from the Canary Islands."

At the same time, Mrs. Schwartz and the foreign assets control general counsel — Stanley Sommerfield — affirmed:

"Any and all goods processed or manufactured from Cuban imports in a country considered friendly (or at least neutral) may be imported into this country."

As a result of this ruling by Foreign Assets Control, one of the leading importers of Havana Cigars has sent the good word out to its customers —

Stop worrying about the supply of Cuban cigars. There will be plenty for years to come. The market will be supplied by England.

continued on page 17

*Oleum Refinery's record achievement
in accident prevention reveals that*

SAFETY MAKES DOLLARS

A few years ago, lost-time accidents in heavy industry were considered almost an unavoidable evil in getting the job done. Despite every safety device that could be used or installed, big plants counted lost-timers by the dozen. Our Oleum Refinery, for example, recorded 31 lost-time accidents in 1945, 36 in 1946, and 25 in 1947.

During the past five years, this picture has changed dramatically:

Oleum listed only one lost-timer in 1957, two in 1958, two in 1959, and one early in 1960.

Then for two consecutive years the serious injury computer at Oleum stood still. Safety thermometers at refinery portals began to rise through astronomical numbers of accident-free manhours — one million, two million, 2½ million manhours since the last lost-time accident.

Finally on March 14, 1962, a crane block seemed to defy the law of gravity, tipped over, and broke three small bones in an employee's foot. Safety thermometers dropped abruptly from 2,510,013 manhours without a lost-time injury down to the zero mark.

But that's a new record for Union Oil refinery operations and one of the proudest achievements to be found anywhere in heavy industry. Only our Research Department is credited with a longer sustained performance—nearly 6½ years or 4,478,168 manhours without serious injury.

If such figures are too large to be impressive, consider this: A man who lives to the age of 70 years accounts for fewer than 614,000 manhours including the time he sleeps. Oleum's record then exceeds that of four men who live from the cradle to 70 without serious injury.

Some of the credit for this remarkable achievement is due to improved safeguards. Step-by-step industry is building better shields and failure-detection devices

around heavy and hazardous equipment. Safety clothing, helmets, hardhats, goggles, protective gloves and boots have been made mandatory wherever a job hints of the slightest injury potential. Training of workmen for new or unfamiliar tasks stresses safety first and foremost. And through every possible means of communication employees are constantly reminded that the safe way of doing a job is always the right way.

But such equipment and practices are Company-wide in scope. Why the outstanding result at Oleum?

From Lloyd Cooper, fire and safety supervisor at the refinery, comes an enlightening answer:

Says Lloyd: "It can hardly be attributed to luck when six or seven hundred people are involved in establishing such a record. A better explanation is found in that expression the French use — *esprit de corps* (enthusiasm of the group), I believe they call it.

"First it was necessary to generate a spark of safety interest in every one of our minds. After a few months of accident-free teamwork, this interest mounted to enthusiasm. Finally, as we neared a new refinery safety record, every employee felt as if the honor of the entire organization rested upon his individual shoulders. Believe me, with that type of spirit prevailing, our luck



At Oleum safety thermometer soared to a new record, over 2½ million safe manhours!

AND SENSE

was bound to be good.

"The achievement," Lloyd continued, "shouldn't be measured from the standpoint of lost-time accident prevention alone. There were several byproducts of almost equal importance:

"Consider, for instance, our parallel decline in minor hurts — small cuts, slivers, bumps and bruises. These decreased from 194 in 1957 to 92 in 1961, despite our growing insistence that every injury, no matter how slight, be reported and examined at the plant medical dispensary.

"Even off-job injuries, the ones that strike us on highways and in our homes, dropped in Oleum's case from 32 in 1957 to 10 in 1961. In annual effect, that



Shielded equipment, protective clothing and conspicuous warning signs are part of the refinery's defense against injuries.

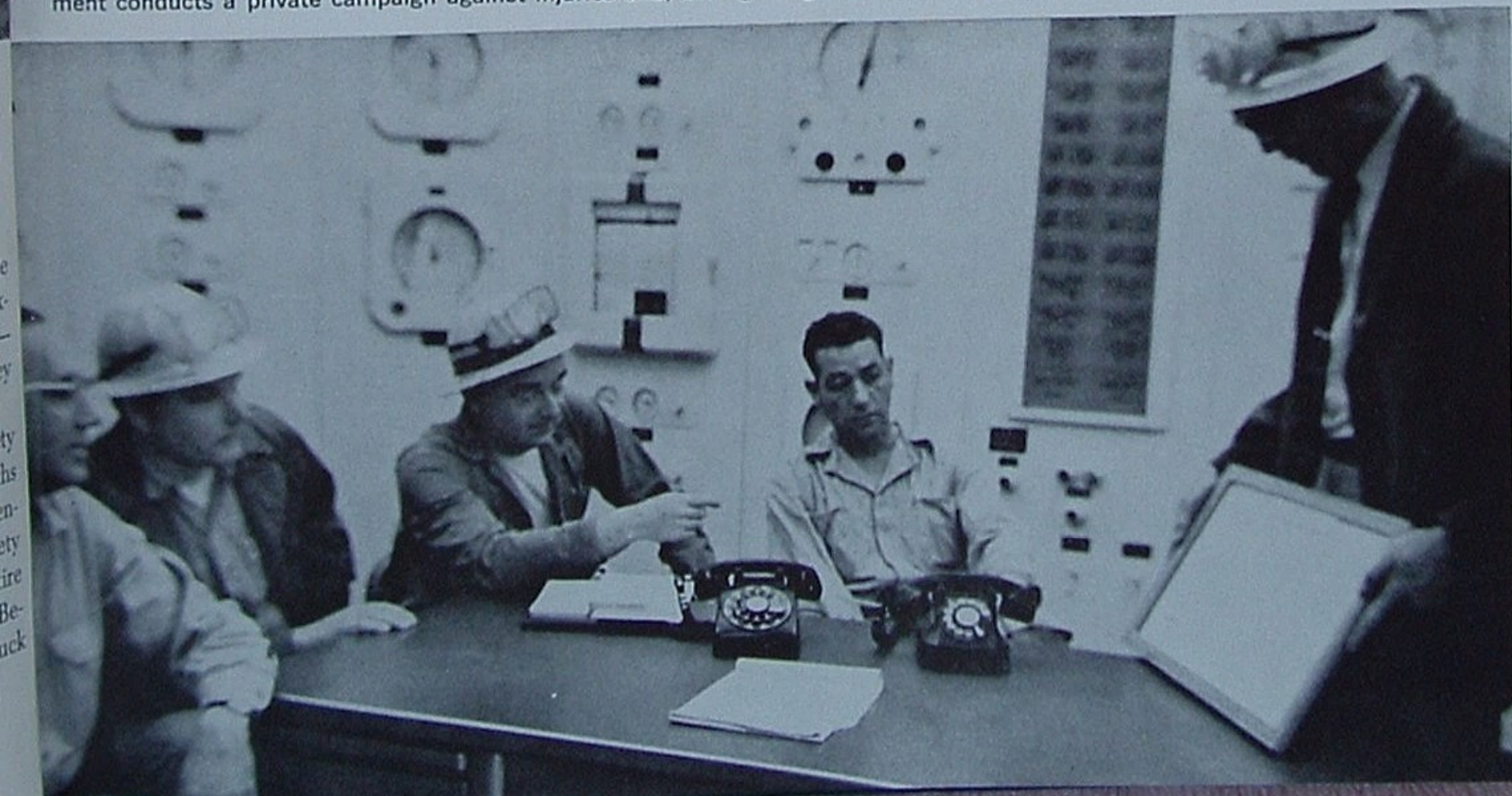
erased about 300 calendar days of hospitalization, suffering and interrupted earning power or productivity — not to mention permanent handicaps that result from many such injuries.

"Another thing, fires and emergencies followed accidents in their spectacular downward trend. In 1957 Oleum counted 101 fires and emergencies at a total fire loss of \$122,212. In 1960 the alarms were sounded only 62 times and the fire loss was down to \$6,100. Last year, 1961, Oleum experienced only 29 fires and emergencies; the fire loss was \$170!

"So, modern safety programs have come a long way in preventing troubles both on and off the job. And

Continued

Oleum's outstanding record is attributed to delegating safety responsibility at the "local" level; each operating unit or department conducts a private campaign against injuries and, through regular on-job meetings, makes everyone safety conscious.



Safety—continued

they work best when the responsibility is placed where it belongs — on the shoulders of individual workers — those who will be hurt most if the programs fail.

"Safety makes good common sense. It promotes efficiency, prevents suffering, saves lives. And it saves dollars, too — for the employee, for his firm, and for society. I can't tell you what our people have saved during the last few years through reduced accidents, nor what the Company has saved through lower insurance premiums. But it must be quite an impressive sum."

We didn't know the figures either, but Lloyd Cooper's comment prompted us to ask the Industrial Relations Department at Union Oil Center. Al Lohse, manager of Fire & Safety, gave us the following pertinent data:

The cost to Union Oil of a lost-time injury, whether on or off the job, generally amounts to the medical costs plus the expense of replacing the accident victim while he is off duty. In some cases, involving highly skilled or experienced workers, costly training of the replacement must also be added.

Since fire insurance is purchased on a Company-wide basis, no figures are available on Oleum's excellent performance. However, Union Oil's insurance premiums were reduced about \$225,000 annually between 1957 and 1961.

/THE END



"There's nothing old-fashioned about 'long-handled' woolen underwear," explains Oleum's safety haberdasher, "especially if a drop of acid eats through your overalls. What size?"

A test a day keeps the doctor away. Here safety inspectors test a layer of inert gas inside an asphalt tank each morning before allowing contractor workmen to continue their job of welding new insulation to the roof. Such precautions halt fire losses also.



COMM TECH

George Robertson helps tend the apparatus that sends signals from people-to-people-and-things in Union Oil

George Robertson, is a Sr. CommTech. *Don't* call him the "telephone man!" Telephones are only a portion of the people-to-people part of his job.

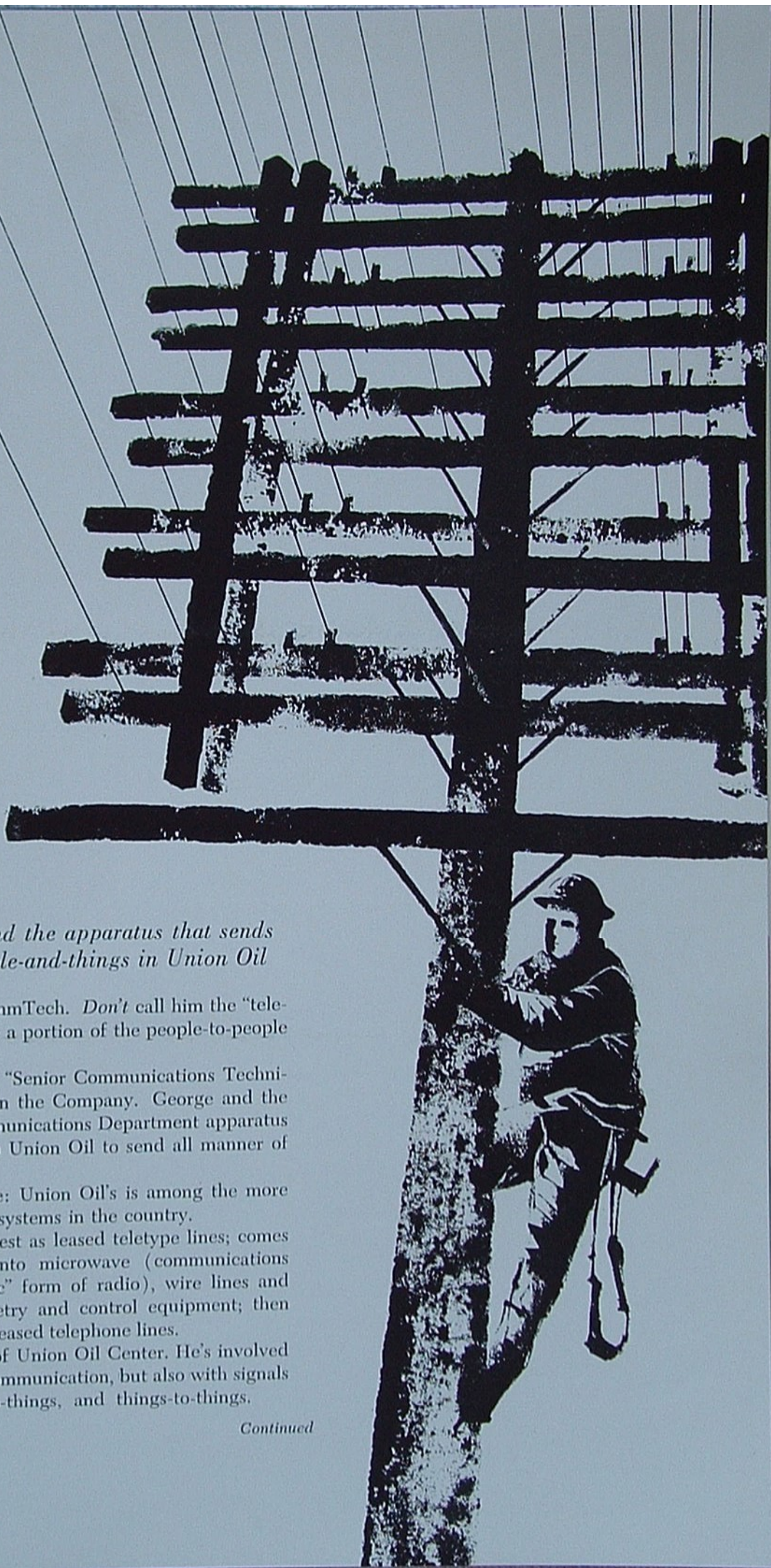
Spelled out, Sr. CommTech is "Senior Communications Technician;" there are just 13 of them in the Company. George and the other CommTechs tend the Communications Department apparatus that enables people and things in Union Oil to send all manner of signals to each other.

This adds up to quite a chore: Union Oil's is among the more complex private communications systems in the country.

It starts in the Pacific Northwest as leased teletype lines; comes through California, expanding into microwave (communications people call microwave an "exotic" form of radio), wire lines and cables, mobile radio, and telemetry and control equipment; then winds up in Phoenix, Arizona, as leased telephone lines.

George covers an area south of Union Oil Center. He's involved not only with people-to-people communication, but also with signals from things-to-people, people-to-things, and things-to-things.

Continued







Robertson adjusts automatic valve at the L.A. Harbor pumping station.

CommTech—continued

The combinations aren't as confusing as they sound. The devices themselves are easy to use — as easy as the highly complex telephone on your desk.

If your telephone's ever rung, you know something about the people-to-people end of George's job. He's first of all a good telephone man. He's knowledgeable about such things as poles, the wires on them, and methods for sending two dozen voices over the same copper strand at the same time.

(George and the other CommTechs aren't concerned with the microwave phase of our telephone and communications system. Both microwave and mobile radio are handled by outside contractors.)

The things-to-things signals he shepherds may — in their simplest form — start a fire pump when the temperature gets too high, or stop a crude oil shipping pump when the pressures get too low.

"Telemetry" is the name for his things-to-people devices. These tell a man in one place what's happening in another: Walton Whitaker at Dominguez Gas Plant south of Los Angeles can watch a boardful of lights and tell what's happening at two other gas plants, twenty miles apart.

People-to-things control carries telemetry a step farther. You not only know what's happening, you can push a button and do something about it: open a valve, start up an entire pump station, or — in the Gulf Division — kill a whole platform of gas wells when a hurricane's brewing.

George's prize assignment is the L. A. International Airport, where the Company has a storage and delivery system for fueling jet aircraft. That installation is *really* far out.

George Robertson makes morning check of telephone lines between L. A. Terminal and Union Oil Center. George: "We locate potential trouble and cure it before the people start telephoning."

It sends signals and operating commands from things-to-people-to-things-to-things-to-people-to-things-to-other people.

And all the time, a man at a control panel just sits there and watches lights and punches buttons and airplanes get their tanks filled to the brim with 76 Turbine Fuel. And George gets wrinkles in his forehead.

He's been accumulating the wrinkles for 14 years with Union Oil. He started as a telephone repairman (most of our Sr. CommTechs have a similar background) and grew up with the system.

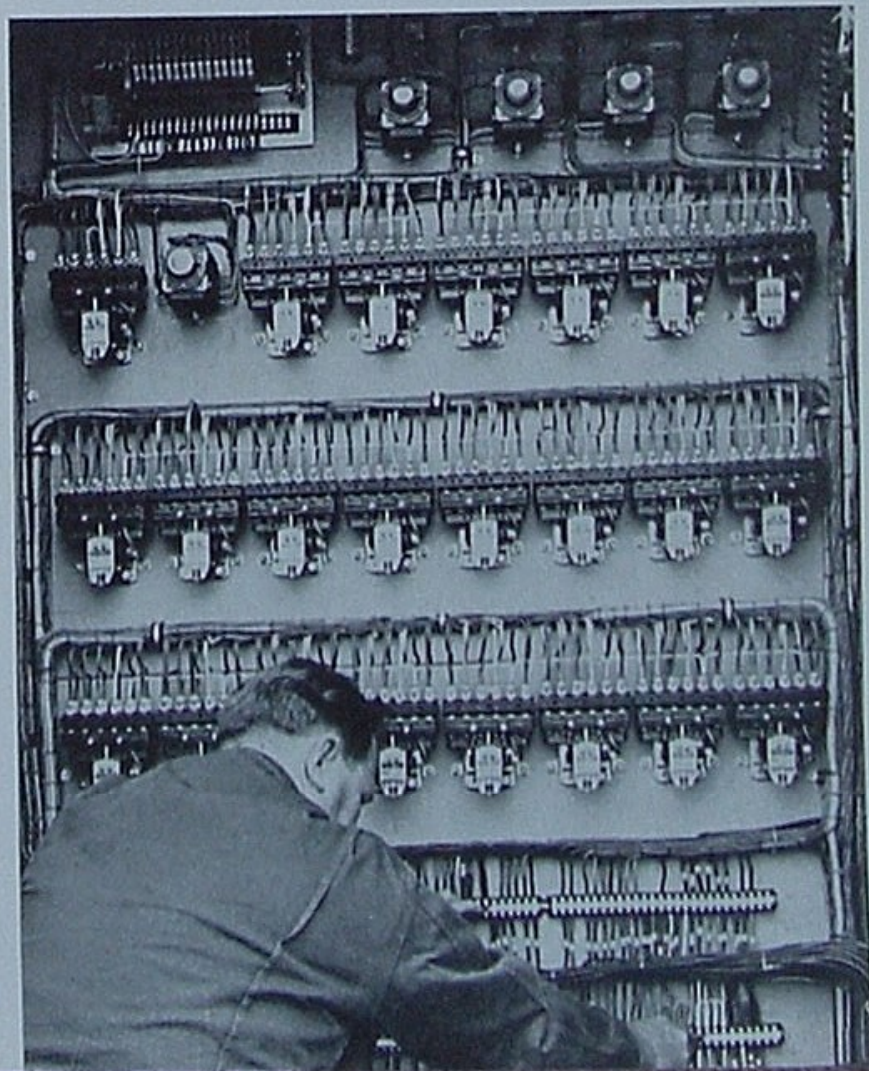
"I'm glad," he says, "that I started when I did and had a chance to grow up with the system. It takes time now even to learn where to *find* all our stuff."

George is still studying and learning, of course; Union's communication system isn't static. But if he did come in today — even with his background as a journeyman telephone repairman — he'd have to pass an examination, take a series of classes, probably go to night school on his own, and accumulate two or three years of experience before he could qualify for Sr. CommTech, Union Oil style.

So don't call George or any of the other dozen "the telephone men." They're more than that. They're the experts on people-to-people-and-things: the Senior Communications Technicians.

/THE END

Here's a sample of the complex control equipment that delivers 76 Turbine Fuel to jets at Los Angeles International Airport. George, as usual, is testing. Such care makes Union Oil Company's communications system remarkably reliable.



*On the other side of the juvenile delinquency
coin are youthful engineers of a great tomorrow*

A Chemist and a

Jan. 7, 1962

Union Oil Company

Dear Sir:

I am very interested in chemistry. I would love to come and see your laboratory. I would like to know if I can come. Please write to me or call me.

Please turn to next page.

I am in the third grade.

I am a junior chemist.

I am very anxious to see a laboratory.

Please don't be too busy to let me come.

Royce Carlson
16149 Risley St.
Whittier
OW 1-5953

Junior Chemist Royce Carlson received an invitation to visit Research Center. Dr. E. R. Fett and O. L. Tobey were hosts.



THE CHEMIST The accompanying letter received by Union Oil from Junior Chemist Royce Carlson met with better response than might be expected from a busy corporation. His appeal was too compelling to deny. The usual kindly reply, with a Research brochure, was waived and Master Carlson received the opportunity of his young lifetime—a privately conducted tour of Research Center.

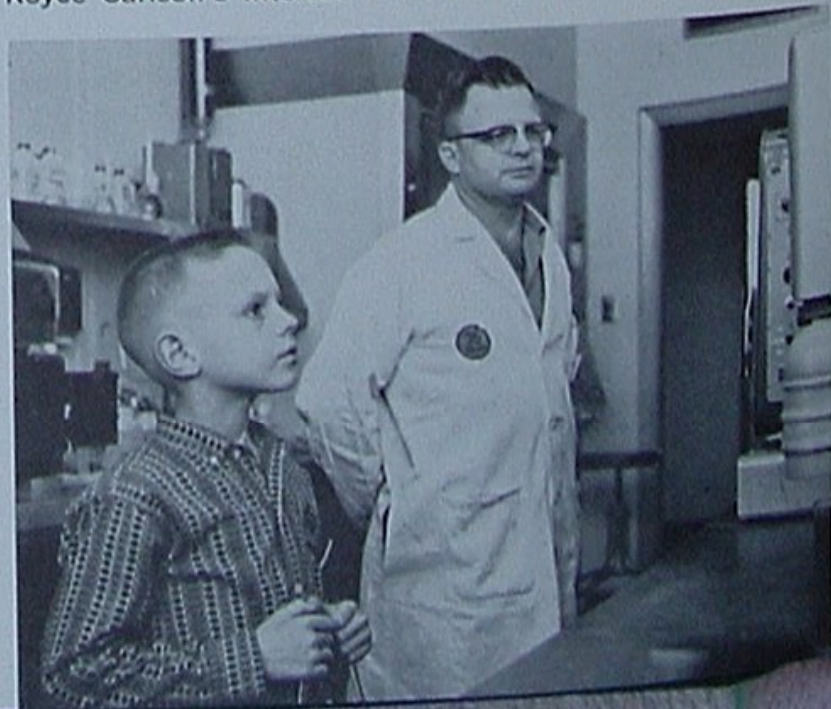
The Company employee found living nearest to Royce in Whittier was Otis L. Tobey, senior analyst in the Marketing Department at Union Oil Center. In fact, it turned out the two were already acquainted and Mr. Tobey would be more than happy to serve as the junior chemist's chauffeur and host.

Our Research Center people also cooperated in their hospitable manner. They gave the budding scientist a badge, safety glasses, freedom of choice as to what he might see, and no less an informant on the tour than Dr. E. Reinold Fett, senior research chemist.

The experience was as revealing to the two men as to their young guest. In Royce Carlson they found a youngster whose knowledge of chemistry far outstripped his years. He referred to laboratory vessels by their proper names—identified several chemicals Dr. Fett was hesitant to confound him with—and on being introduced to one or two mysteries of modern science, saved the time of his informants by announcing, "I am familiar with this."

Our photographer had no need to ask him to pose. Chemistry was his sole concern. In the presence of any chemical experiment he was the perfect picture of intelligent observation, intense concentration, and inquiry *ad infinitum*.

Royce Carlson's interest in chemistry amazed Gordon Moores.



an Astronaut

THE ASTRONAUT The story of Mike Donoho is another encouraging sign of important human achievements to come. Mike, who lives at 1435 Roycroft Avenue in Long Beach, is the grandson of Union Oiler Cliff G. Donoho who works at Research.

It seems that a certain grammar-school teacher asked her students to write a story about what they'd like to be. Mike probably hated writing worse than lettuce salad, but somehow he struggled through the accompanying treatise entitled, "I WAS AN ASTRONAUT."

His teacher, Corrine Orr, thought it was good. So did the Long Beach newspaper columnist Malcolm Epley to whom she mailed a copy. Presently wire services picked up the swashbuckling narrative and, through such agencies as United Press International and Associated Press, it was read by millions of people.

Fame and photographers hardly changed Mike's passion for outer space a single iota. But according to his Mother, Mrs. Richard Donoho, he has a difficult reputation to defend at school. Anything less than a masterpiece from the pen of Mike Donoho might give his cronies the impression that the "world's best boy" is *all washed up*. With a name like Mike Donoho, though, he'll not mind a rejection slip now and then.

Wouldn't it be fine, we suggest, if the world's literature, theatre and press gave more attention to youth of the Carlson-Donoho stamp and less to the hoodlums? Children and adults learn to a great extent through imitation. Through good example and leadership of the right kind, America could very well return high ideals to the popularity spotlight, and by so doing root out current signs of moral and intellectual decay.

Of more than one experiment he said, "I'm familiar with that."



I WAS AN ASTRONAUT

by Mike Donoho

One day the President sent me a letter. It said "Come to Cape Canaveral."

I started to the airport. I got to Cape Canaveral by three planes.

The President was by a big rocket ship.

He said "You must fly to the moon."

I said "At my age? I am only eight years old."

The President said "Good. We need someone at your age."

After I called my mother she said, "Anything for the President."

So three days later I got into my space ship. I was sent to the moon. I set down my space ship. I saw a moon man.

I liked him and he liked me.

We went back to Earth.

I was the world's best boy.

Future Astronaut Mike Donoho shows great promise not only as a spaceman but as a writer and politician.





This is one example of how our co-workers at Unigas, Inc. win loyal customers:

"WE SELL SERVICE"

as told by William C. Ulett, President

One of the things we continually strive to emphasize in our Unigas operations is *service*. After all, in the LP Gas business, that's about the only measuring device you have to distinguish the men from the boys.

So, when the following report came to us from wintry Washington, you can imagine the feeling of warmth that penetrated Unigas, Inc. (Union's new subsidiary):

The manager of our Unigas office in Yakima is Mrs. Alta Hartsell. On Saturday, December 30th, at 10:30 a.m., she received a telephone call from the lady owner of Silver Beach Resort on Rimrock Lake. This winter recreation spot is 50 miles from Yakima and about 10 miles from the White Pass ski area.

The resort owner faced a very serious problem. All of her cabins were rented for the New Year weekend, but three large propane tanks, the resort's main source of heating fuel, were almost out of gas. Worse still, heavy snows had stopped the regular supplier from making a gas delivery, and he refused to try again until a driveway leading toward the tanks was cleared by snowplow.

The lady's appeal to Mrs. Hartsell was a worried one, to say the least. She had no way to get the driveway cleared of snow. Over 300 feet of delivery hose would be needed, she estimated, to reach the tanks from the nearest roadway. Severe weather gripped the mountain area and her holiday guests were beginning to arrive. "Can

you people do something to help me?" she pleaded. "I'll call back in 15 minutes for your advice."

Saturday before the New Year holiday on Monday was hardly a day to welcome trouble. Mrs. Hartsell had visions of a long, restful weekend. Al Grenz, the installation man, and Marvin Pennington, the route driver, had put in many strenuous hours getting all regular customers adequately supplied; both were planning to leave town over the holiday. As for Joe Ballard, the carburetion sales representative, he had arrived home at 2 a.m. after driving straight through from Los Angeles to Yakima and wanted nothing more than a few hours of sound sleep.

However, Mrs. Hartsell used the office radio to organize a "service" conference and, within 15 minutes, the four had agreed upon a plan: Grenz and Ballard would attempt to make the delivery. Mrs. Hartsell would keep the lines of communication open. And Pennington would sort of serve as standby while celebrating the New Year for those less lucky.

When the resort proprietor called back, she was told her cabins would be heated even if Unigas had to carry small cylinders of propane in on snowshoes.

Grenz and Ballard immediately set out for Silver Beach Resort with a loaded tanktruck and a pickup. On arrival they discovered that, with a little judicious maneuvering of the gas truck, two of the tanks could be



Marvin Pennington, Al Grenz, Mrs. Alta Hartsell and Joe Ballard are the folks who "sell service."

Unigas people literally broke the ice at Silver Beach Resort when they defied winter conditions to make an emergency delivery of propane for comfort of New Year's guests.

The resort owner, Mrs. D. C. Mark, was sold on Unigas service; she told Joe to install tanks and consider the resort a loyal customer.

"Keeping customer loyalty is another thing," says Pennington. "To sell service means to give it. Never let a tank go dry."



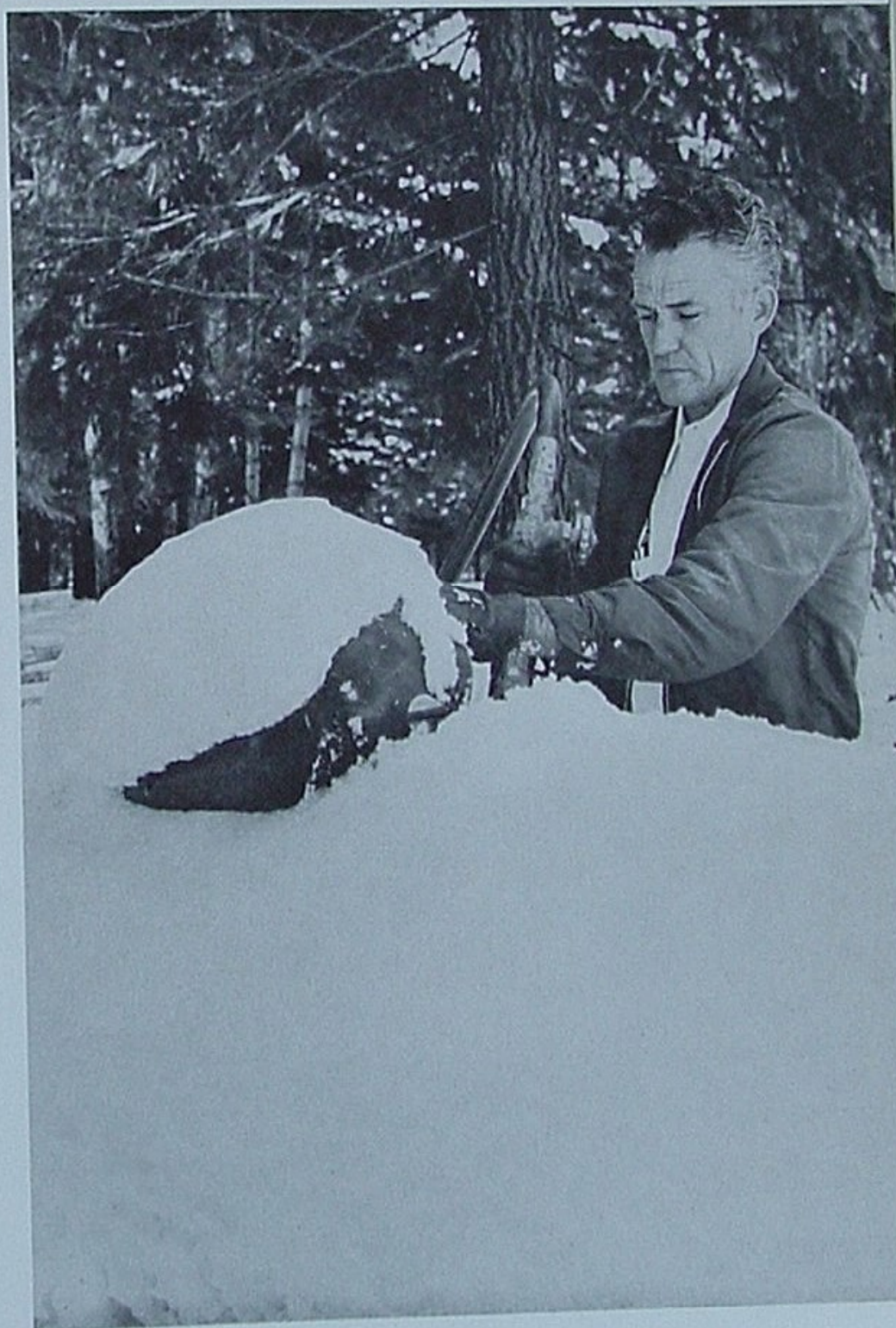
filled through a standard-length 100-foot delivery hose. The third tank required 350 feet of hose, but had enough gas left in it to last until Sunday noon.

The following "day of rest" found Joe Ballard gathering up all the delivery hose in sight and heading again for the hills. It was quite an exercise for him to connect truck and storage tank across 350 feet of deep snow pack. But the hook-up was made and everybody at Silver Beach enjoyed a happy New Year.

Needless to say, three Unigas tanks were installed at this resort the following week. Our new customer needed no sales pitch; she simply insisted. Her purchases of propane will amount to around 18,000 gallons a year. And her enthusiasm for Unigas is the best advertising you can imagine.

It happened largely because "We Sell Service!"

/The End



Union Oil combines public service with advertising while

Covering all bases

Notable among the changes wrought by Walter O'Malley's new Dodger Stadium in Los Angeles is the evolution of yesterday's high board fence in the outfield:

Time was when these homerun barriers were sold for flamboyant advertising. A center section also supported the scoreboard and offered any player such prizes as a year's supply of derby hats if he could clear the wall with a homer.

The back side of that old fence was raw drama, junior size. Every game, you could find its knotholes occupied or being fought for by the sandlot small fry. Some of us saw so many games in this manner that, by the time we could afford to buy a ticket, baseball didn't look quite right unless we watched it predominantly through one eye. The doctors have a fancy name for the malady, astigmatism, but we know better than they what caused it.

Dodger Stadium of course does away with all that. The back fence, hardly resembling boards, is neatly painted in pastel shades. Not a sign defaces it anywhere except for a few numerals that state the distance to home plate. Above and behind it are the bleachers, offering thrifty spectators good seats, a center-fielder's view of the contest, and undisputed claim to every homerun ball they can catch.

No one even regrets the passing of knotholes. Union Oil has provided that any kid, poor or rich, can see an occasional big league game. All he has to do is ask for a free ticket at his neighborhood "76" service station. Then with an admission-paying adult along to keep him out of mischief, he can enjoy the contest in comfort and with dignity. His chances of acquiring a black eye or astigmatism are distinctly remote.

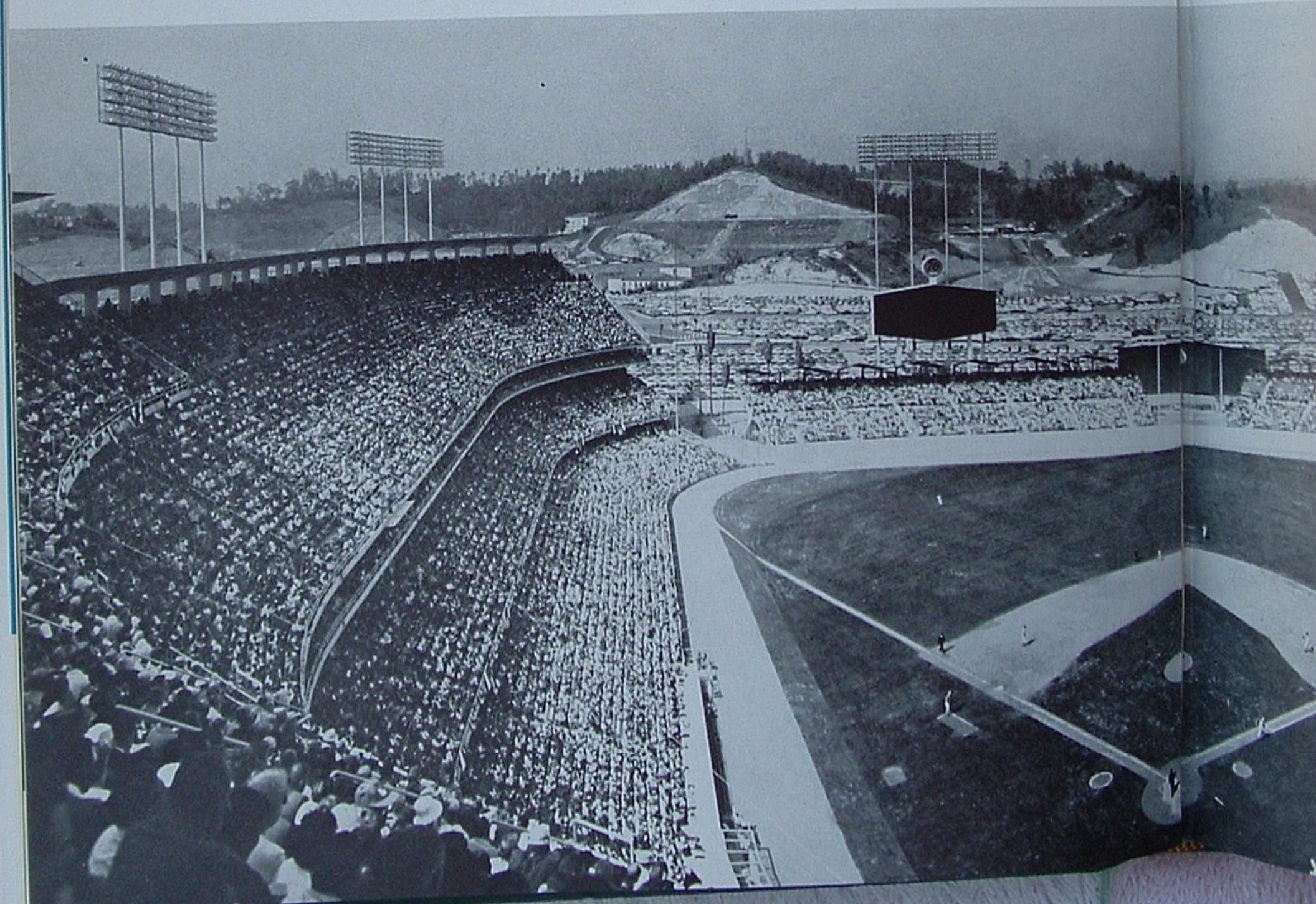
As for that other great host of baseball enthusiasts —

the stay-at-homes, travel or stay television or the taken heed of the dium and other Jerry Doggett wi of these athletic e at the game kee the Scully-Dogge

But there is aggressiveness l world's finest ba fact. Two stand and a similar ele bleachers. Two scoreboards behi folks the official

Chances are tance, but if so those signs with than rewarded. intended to be a

Yes, the onl



the stay-at-homes, the ill, the aged, the people who must travel or stay at work, and those who simply prefer television or the narrated version — the Company has taken heed of their needs also. Now from Dodger Stadium and other ball parks on the road, Vin Scully and Jerry Doggett will continue their very popular narration of these athletic events — so popular that even spectators at the game keep their transistor radio sets tuned into the Scully-Doggett interpretation.

But there is one remnant of yesterday's advertising aggressiveness left in Mr. O'Malley's version of the world's *finest* ball park — four identical remnants, in fact. Two stand conspicuously above a huge scoreboard and a similar electronic message board over the outfield bleachers. Two others mark the location of smaller scoreboards behind first and third bases, giving bleacher folks the official game statistics.

Chances are it'll never happen, because of the distance, but if some herculean hitter ever clouts one of those signs with a homerun, he's more apt to be kicked than rewarded. We call 'em target signs, but they're intended to be a hit, not to be struck by one.

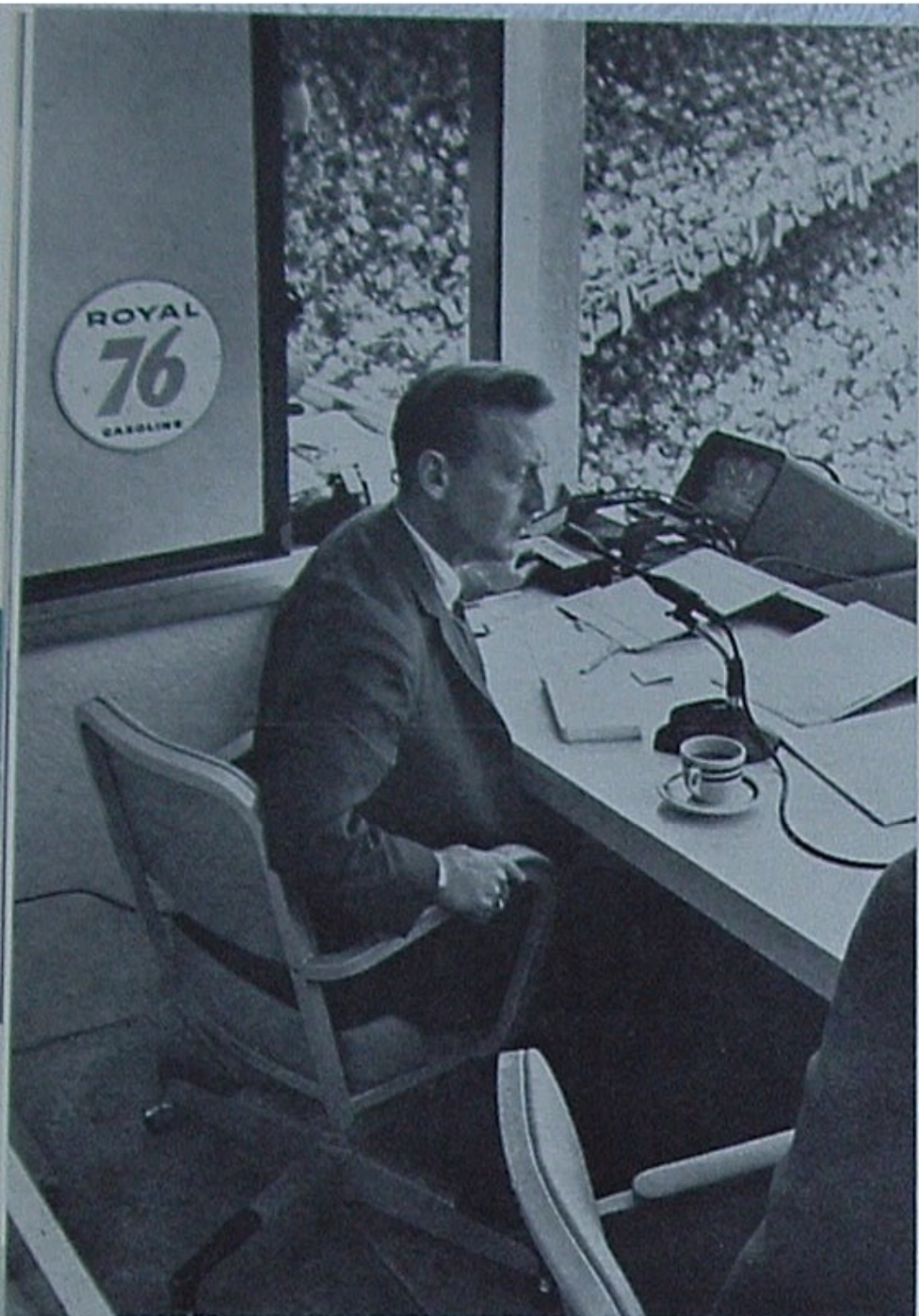
Yes, the only advertising visible in this stadium —

and all four of 'em outshine the moon—are the "Signs of the 76."

Also, any super homerun you can imagine passing high between the two main scoreboard signs will have to bounce only about a dozen times to reach genuine Minute Man service. There across part of the 16,000-car parking lot, is Union Oil's newest service station. It's a baseball special — only one of its kind in the country. Four pump islands, each with dual pumps, can service 15 cars simultaneously. Fans, late for the game, can grab a claimcheck and run, knowing that their cars will be fueled, serviced and parked while they enjoy the game. Rolling equipment operating from the service station speeds to the flat tires, dead batteries and dozens of other car troubles that are bound to afflict a few of the 16,000.

As is obvious to the thousands who have visited the stadium in former Chavez Ravine, the architects, the builders, the owners, the city and Union Oil have spared no effort in making Dodger Stadium the *first* and *finest* in the land. It led one baseball authority from New York to remark, "Even the one we plan to build can't match it; you have the advantage of a perfect natural setting





Mr. Baseball, Vin Scully, is on deck again at the Dodger Stadium to resume popular "76" broadcasts.



Only commercials installed in the world's finest baseball park are "Signs of the 76," here enroute to locations above the scoreboards.

Covering All Bases—continued

right in the center of town."

The hundreds of *firsts* chalked up in this ball park on opening day, April 10th — such as, the first batter up made the first hit and scored the first run — reminds us of some of baseball's historical *firsts*:

The game got its name, some authorities say, in England where a modified game of cricket known as "base ball" was played before 1839. However, the American game as we know it is recorded as having started at Elysian Fields, Hoboken, New Jersey, on June 19, 1846, between the Knickerbockers and the New York Nine.

Spread of the game to national popularity came as a result of the Civil War. Soldiers learned to play it in camp between battles. When they returned home to all sections of the country, they brought the game with them.

Baseball's first curve pitcher was William A. "Candy" Cummings, a mound wizard of 1867. Size and weight of the ball now used was established in 1872. Catchers were first given the protection of a mask in 1875, and of a chest protector in 1885. The three-strike rule dates back to 1887, and the four-ball pass to first base came in

1889. Some of us can remember too when four fouls also entitled the batter to a safe place at first.

The first all-professional team was the Cincinnati Red Stockings, progenitors of the same team that took scoring advantage of Dodger hospitality on opening day. In 1869 they won 64 games without a loss. They are currently *first*, or champions, of the National League which, incidentally, marked the start of organized baseball in 1876. The American League was not organized until 1901.

Baseball in fact has had such a long and dramatic impact on America that it's become a part of our everyday language: "He threw me a curve." "We struck out." "Keep a tight grip." "It only takes one to hit it." Such expressions usually mystify the foreigner. But they've sized up the situation and even won quite a few battles for us Yankees.

Union Oil advertising and public service programs via baseball this year appear to be the most effective and comprehensive in Company experience. As the knothole clan would have said it, "76 is really covering all the bases!"

/THE END



On opening day, Dealer George Streuver, left, had command of these Minute Men to service nearly 500 customer cars.

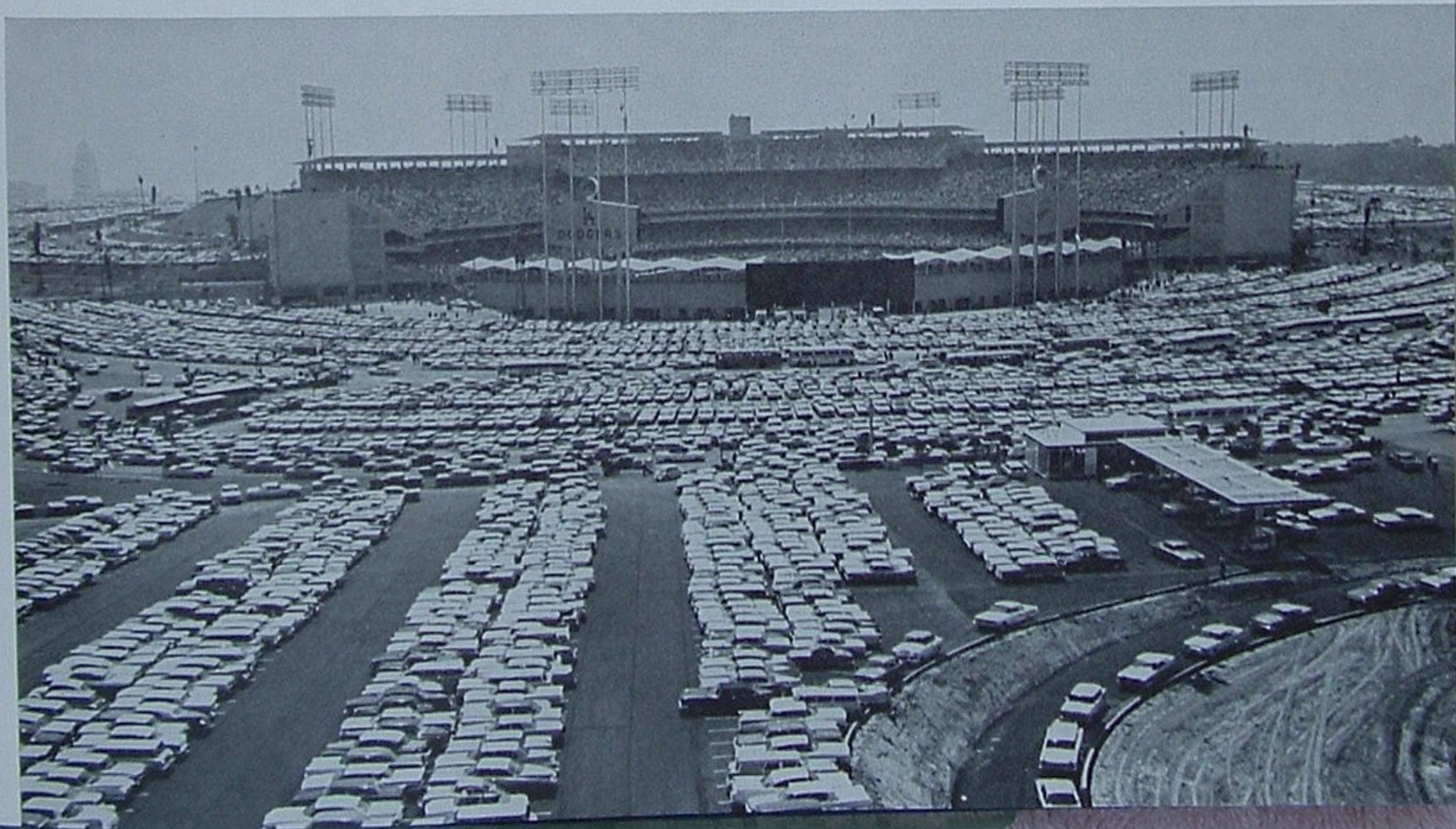


The "Finest" scoreboards in baseball are operated by remote control from the press section. Typewritten messages appear under sign at left.



Traffic flow to the parking levels is speeded by signs and traffic signals.

With 16,000 parking places taken and 56,000 seats filled, players inside and Minute Men outside concentrate on "hitting the ball."



BUSINESS HIGHLIGHTS OF THE MONTH

THERE'S MORE THAN ONE WAY TO SKIN A CAT (CRACKER)!

Union Oil's Unifining process uses large volumes of hydrogen gas to improve the quality of gasoline and mid-barrel stocks at Oleum and Los Angeles Refineries. The hydrogen comes from catalytic reformers as a byproduct of upgrading low-octane naphthas into high-quality gasoline blending stocks.

In the reforming process, some feed stocks such as straight-run naphthas produce more hydrogen than stocks such as catalytically-cracked naphthas. If there is an excess of hydrogen it can be utilized as fuel gas. But each of the refineries must produce sufficient hydrogen to supply its Unifining plants.

How this is done by the two refineries sometimes becomes more complicated than a game of chess:

Tar from Los Angeles Refinery is a profitable feed stock for our Santa Maria Refinery coker. Coking of tar makes more gasoline, reduces fuel oil volume, and reduces sulfur content of the fuel oil produced.

In order to move the tar from LAR to Santa Maria, a heavy, high-boiling-range gasoline diluent must be added to make it flow through the pipelines. This gasoline diluent, normally a feed stock to the catalytic reformers at LAR, is recovered at Santa Maria and pipelined, along with other raw naphthas produced at the coking plant, to Oleum Refinery's Unifiner and catalytic reformer.

Thus, after serving as a diluent for the transportation of tar, the LAR product emerges as a feed stock at Oleum. In effect, this diluent provides a means of balancing the

hydrogen production between LAR and Oleum by changing the nature of the catalytic feed stock at each refinery. Just another way to do the job at minimum Company expense.

MORE FINISHED PRODUCTS ON TAP

Pumping facilities and pipeline connections at Oleum Refinery are being linked with a Southern Pacific Pipeline Company installation. This plan will eventually provide pipeline transportation for finished products between Oleum and numerous marketing terminals in the San Francisco, Sacramento Valley and San Jose areas.

SHIPWORMS ENDORSE THE FINEST WATER

The State of California Regional Water Pollution Control Board recently completed an investigation of water discharged by Los Angeles Refinery and others into the West Basin. According to the findings, LAR received a clean bill of health—and quite an unusual endorsement:

A report noted that back in 1950 there were no teredo marine wood-boring worms (shipworms) in this area or in refinery-bordered sections of San Francisco Bay. Now the wood-borers have returned with whetted appetites and many a submerged wooden structure is near collapse or endangered. No solution of this teredo problem is in sight, nor has anyone said a kindly word for polluted water.

(Editors' note:— Why not package some polluted brine and sell it for *worm-icide*?)

Refining, from J. W. Towler

HOW TO GET 700 ACRES IN A QUART BOTTLE

Most new processes developed during the past 25 years for refining petroleum are based on the use of catalysts. In the U. S. alone in 1961, more than 10 million barrels of petroleum stocks per day were refined through use of catalysts. The cost to U. S. refineries of these catalysts, which range in price from 10 cents to 10 dollars per pound, was approximately one million dollars per day. Even the 10-dollar-per-pound catalysts have proven economically attractive in applications where the useful catalyst life is long and the ratio of petroleum product values to raw material values is high.

Catalysts are rate accelerators. Chemical reactions that occur very slowly in the absence of catalysts proceed rapidly in the presence of the right catalysts. By proper selection of catalysts, rates of the reactions that yield desired products can be greatly increased relative to rates of reactions that yield low-value byproducts.

Catalysts are used to convert fuel oils to products of higher value, such as gasoline — to convert petroleum gases to high quality gasoline — to increase octane number and improve other qualities of gasolines — to improve burning qualities of jet fuels and diesel fuels — to convert waste products to useful chemicals — and to effect many other improvements in product yields and qualities.

Most catalysts used in petroleum refining are solid materials, either tablets, beads, granules or powders. They vary in color and density, depending on chemical composition. They provide tremendous surface

areas on which chemical reactions can occur. For example, one pound of catalytic cracking catalyst occupies a volume of about 1½ pints, but has a total surface area of approximately 700 acres. Each solid particle is sponge-like in structure with hole openings averaging about three ten-millionths of an inch in diameter. Certain other catalysts have even greater areas per pound and have average pore diameters as small as one-fifth those of cracking catalysts.

The development of new catalysts and of refining processes using these catalysts, the development of improved catalysts for use in existing processes, and the evaluation of various catalysts available for each existing process are vital functions of our Research Department. Through the constant efforts of our catalyst experts we remain competitive in this rapidly advancing science and thus insure that our refining methods are not outdated.

Research, from W. E. Bradley

A WELCOME FLOOD IN TEXAS FIELDS

Water injection began in March, 1962, into 15 wells of the Union operated Moss Unit located in the Central Division's South Cowden Field, Ector County, Texas. An effort was started in April, 1960, to initiate water flood as a means of recovering some 18 million net barrels of secondary reserves estimated as Union's share of the oil reservoir. The prospective water flood was split into two units, a 75-well unit to be operated by our company, and an 84-well unit by another.

An all-out effort to unitize the field and begin water flooding was begun by Union in the spring of 1961. In the nine ensuing months, engineering studies and reports were completed; agreements as to boundary lines, operators, etc., were prepared; and the signatures of 17 working-interest owners and 75 royalty interest owners were obtained. Simultaneously, water gathering, pumping and distribution systems were designed; and approvals were obtained to drill

Cuba Si, Red China No—continued

The object of the embargo on cigars and tobacco from Cuba was to shut off dollars flowing into the pockets of the Red premier of Cuba — Castro — who in turn was using the funds to finance Communist subversion in Latin America.

The only trouble is that Foreign Assets Control is allowing the dollars to flow indirectly into Cuba, but it is very stuffy about anything from Hong Kong — such as \$9 worth of shirts.

What Mrs. Schwartz, the acting director of Foreign Assets Control, is in effect saying:

"It's OK to smoke Cuban cigars and tobacco, but not in Hong Kong shirts."

/THE END

injection wells and build the necessary facilities.

The first injection well was spudded December 2, 1961, one day after unitization became effective. One hundred days later, nine injection wells were completed, facilities were built, and 5,000 barrels of water were being pumped into the formation each day. The achievement in such a short period of time is considered noteworthy even by Texas standards.

Field, from Ray A. Burke

POPULAR PLATTER!

It is evident that our Living Constitution recording is receiving very favorable public acceptance. More than 60,000 of the albums were distributed through Company service stations during the first few weeks. The record, available for \$1, gives an eloquent description of the U. S. Constitution as a living document, guaranteeing our freedoms and safeguarding our personal liberties.

Union Oil will be the exclusive supplier of petroleum products at the new Edmonds (Washington) Boat Harbor, the only modern marine fueling facility between Seattle and Everett on Puget Sound.

A new Electra Prop-Jet acquired by the Los Angeles Dodgers will be powered by Union's turbine fuel at Los Angeles International Airport throughout the current baseball season.

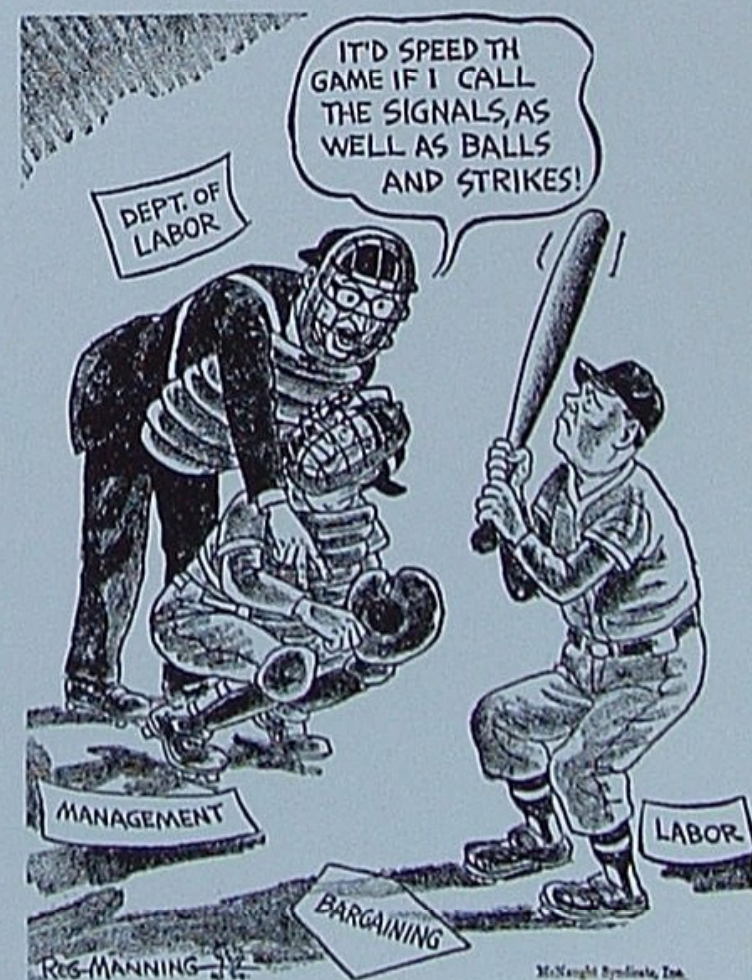
Marketing, from C. E. Rathbone

Defense Petroleum Supply Center has awarded the Company contracts covering 44,142,000 gallons of jet fuels for delivery from California refineries between April 1 and September 30, 1962.

Marketing, from E. L. Hiatt

SOUNDS LIKE CUBAN BASEBALL RULES

*by Reg Manning
The Arizona Republic*



Now: new signs of the times



CERTIFIED MINUTE MAN
TUNE-UP

CERTIFIED MINUTE MAN
BRAKE SERVICE

CERTIFIED MINUTE MAN
WHEEL ALIGNMENT



Elaine Tavano discovers a "pocketful of miracles:" Union Oil's new line of accessories.

You'll soon be seeing a new sign beside the lube room door in almost every Union Oil station. It reads:

"76 Certified Car Condition Service."

Underneath it, as time goes on, there will be three smaller signs for certified Minute Man brake, motor tune-up, and wheel alignment services.

Gorgeous girls and Minute Man-uniformed "dealers" sang about the four programs in the annual dealer show which toured the West last month. And a kangaroo with a pocketful of miracles was half a duet that told about another 1962 program: a brand-new line of automotive accessories under the "76" brand name.

Trying to put girls, songs, dances, and kangaroos on paper gets a little complicated; so here's a review of "Project 562" — Union Oil's five marketing programs for 1962. (All of them are underway right now.)

Director of Marketing C. E. (Ted) Rathbone called 76 Certified Car Condition Service "the most outstanding service program in the industry."

76 Certified Car Condition Service replaces our Stop-Wear Lubrication and goes several logical steps farther. It includes 35 services and inspections covering every part of a car that needs regular attention from either a safety or an operating standpoint.

It is the type of service car manufacturers are asking for. They recognize the danger in today's longer-than-average lubrication and oil drain recommendations: too many buyers neglect even sensible maintenance.

Quoting Rathbone again: "We've been working on the plan for over a year. It has been checked out with car manufacturers, with our customers through market research surveys, and with dealers in meetings."

Before a dealer is certified, he takes written and on-the-job tests to prove he can turn out work that meets 76 Certified Car Condition standards. Dealers have been given detailed information and training for the service in a series of courses. A dealer must maintain these standards or he can lose his certification.

"There is a growing demand for one-stop, complete automotive service — including light mechanical work," Rathbone told dealers. "Our 1962 programs are designed to put you in a position to take care of this complete one-stop service."

The three light mechanical programs — brake work, tune-up, and wheel alignment — include intensive training. (Union Oil's own "Merchandisers — Automotive Service," who will supervise the programs, have hardly been out of their shop coats for the past few months.) Dealers must also have the necessary mechanical equipment before they can be certified in any of the fields.

Dealers who *are* certified will wear identifying patches on their shirt sleeves. A special job order form, different from our usual Stop-Wear Lubrication form, will be used. Each dealer will have his own seal, similar to a notary public seal. He'll emboss it into the completed Car Condition Service order.

The Union 76 line of accessories includes automotive



"Dealers" Ernie Newton and Bob Rockwell visit one attraction of the Seattle World's Fair - the 76 Sky Ride.



Sparkle Girls will be coming around this summer; so the show had a reminder now's the time to start cleaning!

chemicals, oil and air filters, fan belts, radiator hose, and seat belts.

As with our Minute Man tires and batteries, the emphasis is on quality. For example, our own Research Department tested chemicals and filters before the items were selected; seat belts meet the requirements of our Safety Division. The accessories carry a money-back guarantee, of course.

As we said, the 76 Certified Car Condition Service signs are already beginning to show up beside lube rooms. The other services will come more slowly. There's quite a bit of mechanical education involved; and in many cases, dealers will have to invest in equipment.

The emphasis on service and mechanical work capitalizes on two trends. The first is the trend away from our historically important services: lubrication and oil changes. The second is the trend people are taking *toward* stations for every kind of routine car maintenance.

However, the new emphasis doesn't mean there'll be any less emphasis on Minute Man Service.

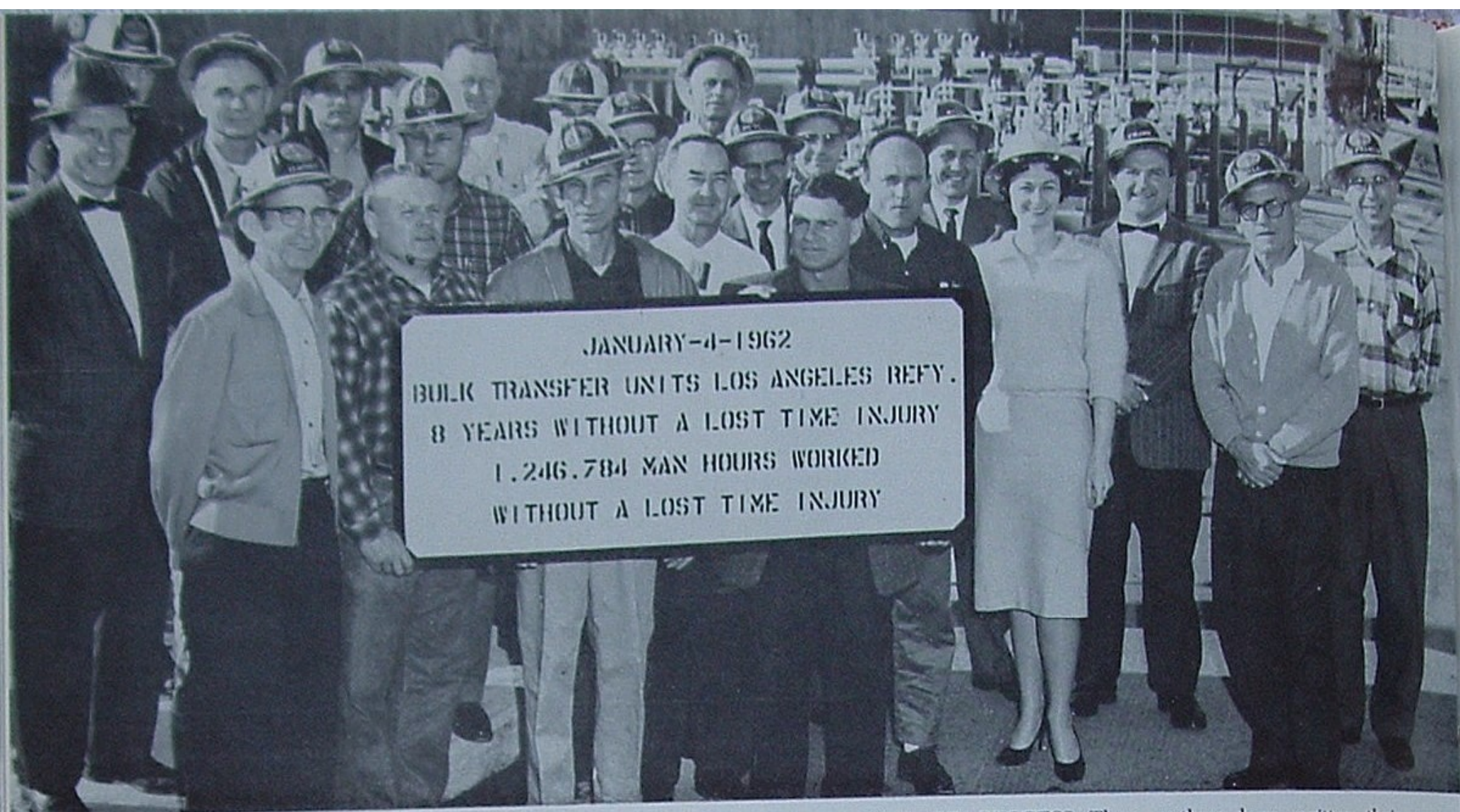
As Rathbone told the dealers, "There are fundamentals of our business which must be appreciated or NO program, no matter how well designed or planned, can be successful. "You are in a service business. You gain or lose customers depending on their reactions to the way you treat them."

So . . . expect to see new signs in Union Oil stations. But also expect to receive the same personal service the Minute Man's reputation was built on.

/THE END



Sally Gray displays the sleeve emblems "certified" dealers will wear. There's one for each Certified Service. But before a dealer's eligible for them, comes the training and testing.



JANUARY-4-1962
 BULK TRANSFER UNITS LOS ANGELES REFY.
 8 YEARS WITHOUT A LOST TIME INJURY
 1,246,784 MAN HOURS WORKED
 WITHOUT A LOST TIME INJURY

SIGN OF SUCCESS—These authors have written their own story and asked that they be identified only as a happy team of healthy Union Oilers. However, the pretty member of the group is Sheila Lilly, department stenographer; and the distinguished gentleman (front row, far left) is Harry Scrivner who, after 35 years of service, celebrated the occasion as his last working day before retirement.

from T. H. Gaines



BILL CONLEY, former superintendent of our Northern Division Pipeline Department, has reportedly headed again for his favorite fishing hole at Guaymas, Sonora, Mexico. He and his wife, Fran, make the trip annually with their house trailer and boat. Other retired couples join them south of the border for some of the world's best sport fishing.

from Jim Baird

DORTHEA K. NILSEN, registered nurse for Union Oil Research at Brea, California, has been elected president of the Western Industrial Nurses Association. Long active as an officer in regional and national nursing groups, she now heads an organization representing 11 states. WINA is an affiliate of the American Association of Industrial Nurses.



DOROTHY ROBERTSON, daughter of Jack Robertson, Northern Division Pipelines, will serve this summer with a Methodist missionary workteam of Southern California youths to help build a church in Sindelfingen, Germany. Dorothy, now enrolled at Cal Poly in San Luis Obispo, did similar work in Mexico last year.

from Jim Baird

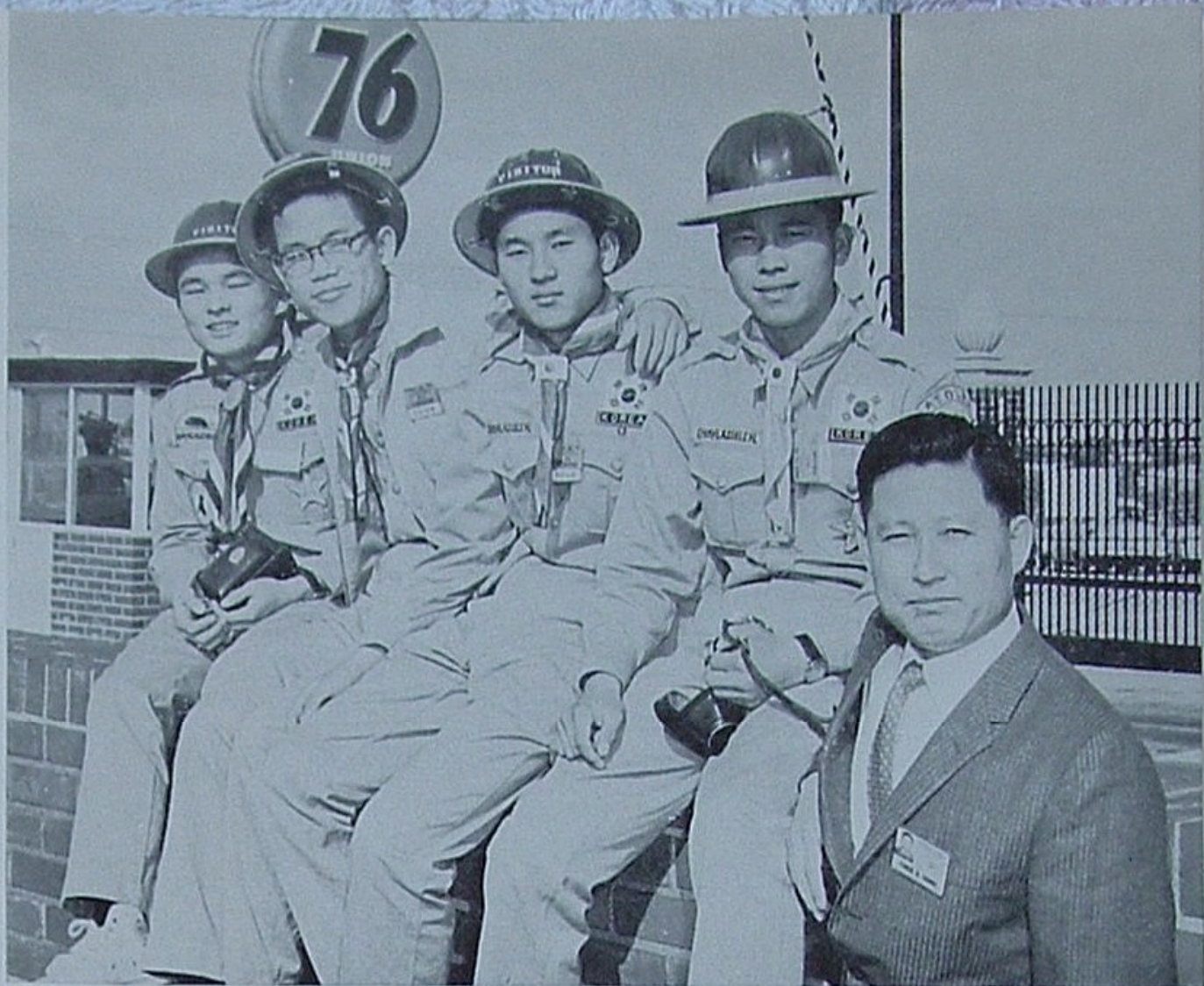
JAMES M. DALBY, Union Oil dealer in San Diego, was installed during January as president of the College Area Kiwanis Club. He succeeds Dr. Ernest O'Byrne, vice president of San Diego State College.

from San Diego Evening Tribune





in focus



FOUR KOREAN BOY SCOUTS, from left, Chi Won Chang, Huh Hyun, Cho Soo Hyung and Ohni Kyun, were recent guests of the United States and Los Angeles Refinery. To their delight they were guided through the refinery by Union Oiler Chul S. Song, right, chemist and a native Korean.

from T. H. Gaines



MARVIN PAUL, Union Oil's northernmost heating oil reseller, holds the evidence of his high esteem in Fairbanks, Alaska. At a Jaycees banquet where he was named "outstanding young man of the year," he was cited as the ideal family man, community developer, business leader, and champion of all that is worthwhile. His 16 years of association with Union Oil have also been characterized by outstanding service. Last winter, for example, when temperatures dropped as low as 72 degrees below zero during a 10-day freeze, Marvin worked long and rugged hours.

from W. I. Martin

BILL THOMPSON, our manager of community service, was chairman of the biggest conference in the history of Boys Clubs of America, held at Disneyland Hotel on February 28. With him in the photo are, from left, National Executive Director John Gleason and former well-known motion picture star George Murphy.





RICHARD D. DAVIS, right, sales manager commercial at Fresno, was an effective leader in getting 21 new Boy Scout units started in his area. At a "Together Program" banquet on February 7, he enlisted the help of Bob Mathias, left, Olympic Games decathlon champion, in urging the boys to keep *physically strong, mentally awake, and morally straight.*

from The Fresno Bee

A GOOD SKATE—When Julia Stocking announced her forthcoming wedding to a gentleman in Spokane, both our Northwest Division, where she worked, and Seattle, where she reigned as ice skating champion of the Pacific Northwest, regarded it as a very sneaky trick on the part of Dan Cupid. However, Union Oil came out of the wedding ceremony about even. It happens that Julia's husband, John Bona, is a former Union Oiler and that our Spokane office needed a qualified young woman exactly like the new Mrs. Bona. Cupid isn't such a bad skate after all!

from Carole Judkins



San Francisco Union Oilers are among this nation's foremost blood donors.

Gifts from the

from Fred C. Barr, Manager of Personnel

Frequently a rush order is telephoned to our Marketing Department offices in San Francisco for something quite unrelated to petroleum or petroleum services. The call originates at Irwin Memorial Blood Bank, founding institution of its kind and the largest medically-sponsored nonprofit community blood bank in the U.S.

The order invariably receives typical Minute Man service. When the bank calls for a special type of blood to match that of, say, a child undergoing heart surgery, one or more employee donors can be found. Usually, however, a full sedan load of employees are given time off to visit the bank and deposit *gifts from the heart.*

If medals were awarded for this type of life saving, our people would need a large trophy case. Some contribute to the blood bank every few months, as regularly as clock work, and have surpassed the gallon-mark of gallantry. A few, listed as rare-blood types, respond to emergency appeals as if the unknown recipients were blood relatives. According to Irwin Memorial records, the total number of Company employees who have given during the past 15 years amounts to one of industry's *Finest* acts of generosity.

One Union Oiler here, Evi LaBrie, contributed 20 pints of blood during the war in her homeland, Germany. Now she plans to at least equal that score as an American citizen and has donated an additional 17 pints.

The stimulus for this excellent group effort originated during World War II. The east windows of our Union Oil building at 425 First Street framed many a dramatic aftermath of battle. Oftentimes, shell-torn cruisers, carriers and freighters slipped silently by enroute to repair yards. But sorriest sights of all were the white hospital ships — with hundreds of convalescents crowding the decks and no telling how many inside who couldn't exult in the homecoming.

Certainly it took very little urging when the William Irwin home opened its doors and appealed for donors. Thousands of San Franciscans responded, and among the very first on the bank's treasured list of depositors were several large groups from 425 First Street.

One of the good things that came out of World War II was the knowledge that whole blood, plasma and certain blood derivatives could be used to save thousands of lives annually in peace as well as war. The problem was, could enough donors be found in peacetime and could a nationwide system of supply be established?

g this

from the Heart

From its modest beginning in the William G. Irwin residence, the Irwin Memorial Blood Bank moved to its present specially-designed center and has expanded its services to assist 57 civilian, military and veterans' hospitals in eight Northern California counties. Other large cities have followed the San Francisco lead, resulting in a statewide California Blood Bank System and the nationwide American Association of Blood Banks. Through a National Clearing House Program, in which most of the banks participate, units of blood can be credited or donated to anyone anywhere in the U.S.

This system permits "blood reserve funds" to be established by individuals, business firms or other organizations. Each donor is credited for deposits in his own name or that of his firm. Deposits can be withdrawn whenever needed by himself, a member of his family, or his designated associates.

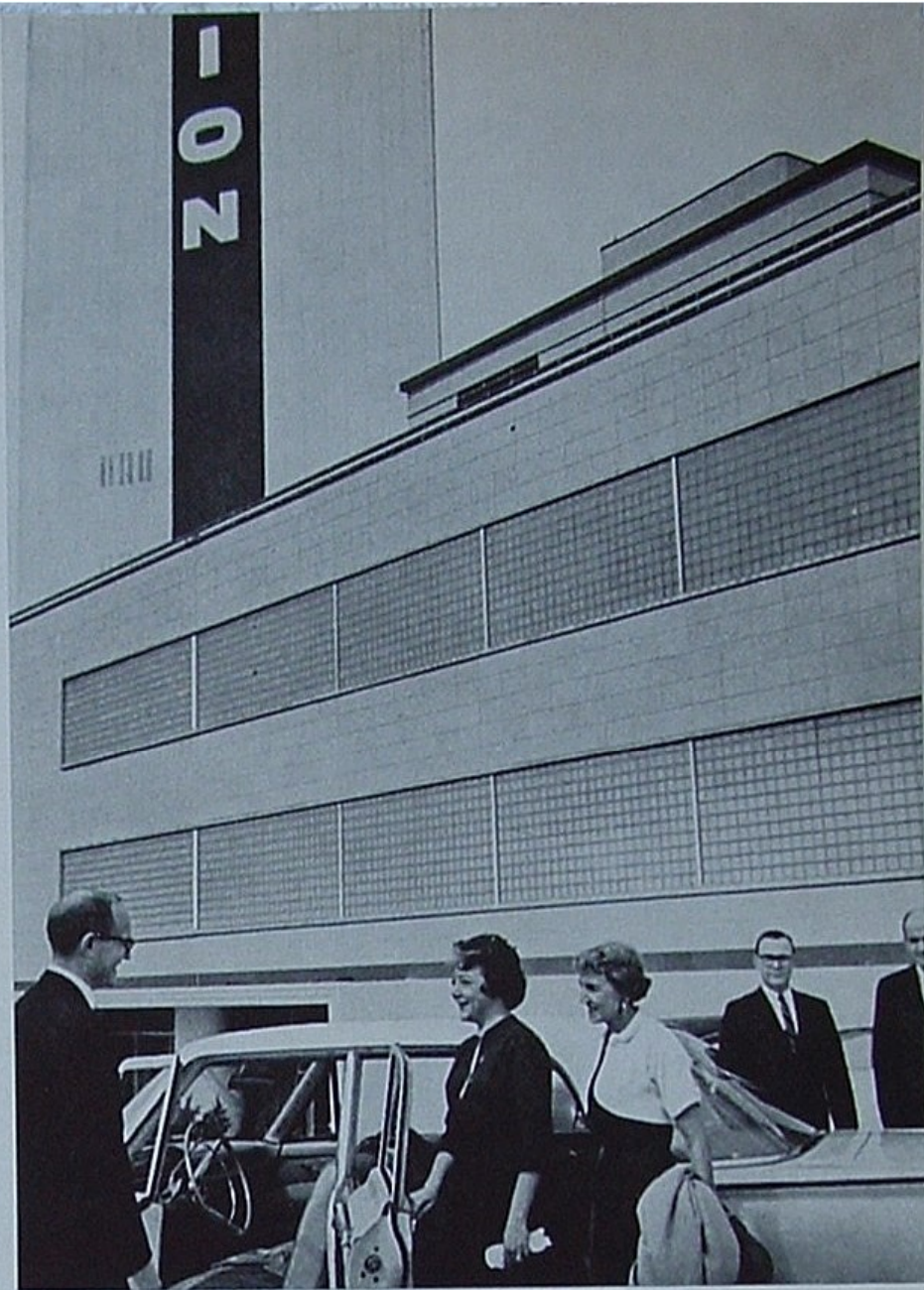
Since the first group donation in 1947, San Francisco Union Oilers have maintained a healthful bank balance. Besides aiding countless fellow Americans in general, their gifts from the heart have come home to many a fellow employee or member of his family. Our Employees' Medical Plan never wants for the *Finest* blood.

San Francisco of course is only one example of what is taking place in other localities where Union Oil people live and work. But it is an example well worth emulating and perpetuating.

How does your personal account stand at the Blood Bank?

/THE END

Records maintained at Irwin Memorial Blood Bank show that Union Oilers have maintained a healthful balance since 1947.



To deliver this type of "76" service in San Francisco, Marketing sends Don Stewart, Pat Clark, Evi LaBrie, Bob Jarrett and Joe Mason. As donors, they help preserve a proud tradition.



That men will give their own lifeblood to fellowmen and strangers is evidence of sterling character and unselfish service.

EMPLOYEES

May, 1962

40 YEARS

A. FRANK EVERETT.....Field—Pac. Coast, So.
EVERETT SMITH.....Oleum Refinery

35 YEARS

ERNEST M. CASWELL.....Oleum Refinery
ORIN MYERS.....Mktg., N. W. Div.
MAX M. NELSON.....L. A. Refinery

30 YEARS

NEIL BRANDENBURG.....Westway Petrol.—Portland
CONRAD E. DENTON.....Mktg., Asst. Secty., N. Y.
WILLIAM I. HAYS.....Oleum Refinery
CHARLES E. KEELER.....Mktg., Calif. No. Cstal.
ARSENIO S. MASSERA.....Pipeline—No. Div.
JOHN T. PETERSEN.....Pipeline—No. Div.
HAROLD J. UPCHURCH.....Pipeline—No. Div.
FREDERICK W. VIDAL.....Field—Pac. Coast, No.

25 YEARS

ANNA E. BROWN.....Compt., Mktg., Acctg. Oper.
FRED C. COX.....Mktg., S. W. Mtn. Div.
RICHARD A. MINGST.....Compt., Systems
LYLE G. SANDERSON.....Mktg., Oregon Div.

20 YEARS

DONALD G. ANDREWS.....Compt., P&T, Staff
HENRY P. BARBA.....Pipeline—No. Div.
ROBERT G. BLACKWOOD.....Oleum Refinery
GERTRUDE B. CARLSON.....Field—Pac. Coast, No.
ALLEN C. DYRDAHL.....Glacier Div.
KENNETH W. FORT.....Research
JACK R. HANNAMAN.....Eng. & Construction
CHARLES A. MADISON.....Oleum Refinery
JOHN F. PAGE.....Oleum Refinery
WILLIAM H. PAGE.....L. A. Refinery
ANDREW A. RATTO.....Oleum Refinery
ANTONIO VILLALOBOS.....Oleum Refinery
CARL R. WALDEN.....Oleum Refinery

15 YEARS

ELEANOR A. ANSLEY.....Field—Pac. Coast, So.
SEVERIN BROUSSARD.....Field—Gulf Div.
J. R. CASSINGHAM.....Mktg., Calif. No. Cstal.
JOHN P. CRAWFORD.....Oleum Refinery
EDWARD EDWARDS.....L. A. Refinery
IDA E. HARRIS.....Compt., Mktg., Accts. Oper.
DONALD HENRY.....Pipeline—No. Div.
KEITH W. HOLLOWAY.....Orcutt Refinery
DELBERT G. HORN.....Pipeline—So. Div.
FRANKLIN K. HULL.....L. A. Refinery
HELEN G. KEMMERER.....Properties Admin.
JOHN C. O. LUM.....Mktg., Hawaii Div.
JAMES W. MARVIN.....Pipeline—No. Div.
MARVIN O. NEWCOM.....Field—Pac. Coast, No.
DANDY NEWCOMB.....Mktg., Hawaii Div.
T. A. ROSSBOTTOM.....L. A. Refinery
ALBERT W. SCHENKEN.....Compt., Systems
OTIS L. TOBEY.....Mktg., Admin. Services
HAROLD R. VASS.....Pipeline—No. Div.
CHARLES B. WOODLAND.....Pipeline—No. Div.
ARTHUR C. YOUMAN.....Communications
LEO C. ZARN.....Glacier Div.

10 YEARS

DAVID D. DIAMANTE.....Mktg., N. W. Div.
ROGER W. DOWNING.....Mktg., Oregon Div.
WARREN P. FORD.....Orcutt Refinery
ROBERT G. HAWTHORNE.....Research
GEORGE HIGGINS.....Mktg., Oregon Div.

SERVICE



JOHN McDONALD.....L. A. Refinery
CASSIUS R. McEWEN.....Research
JOSEPH J. MENARD.....L. A. Refinery
HENRY A. MILLER.....Field—Pac. Coast, No.
ROBERT C. OTIS.....Econ. & Planning
THOMAS E. RECORD.....Mktg., Calif. Central Div.
HOLLIE ROBERTSON.....L. A. Refinery
LOREN E. SLOAN.....Mktg., N. W. Div.
ROBERT L. SUTTLE.....L. A. Refinery
ARNOLD S. TRAAEN.....Mktg., N. W. Div.
JAMES J. WEAVER.....L. A. Refinery
BERNICE L. WILLIS.....Executive
BILLY J. YOUNG.....Research
LUCILLE A. ZAIKIS.....Compt., P&T, Pac. Coast

DEALERS

May, 1962

40 YEARS

I. J. REEVES
MOTOR COMPANY.....Auburn, California

30 YEARS

CALIFORNIA CLUB.....Los Angeles, California

25 YEARS

ADE PELZER.....Sheridan, Oregon

15 YEARS

HOWARD L. BILL
& GURDEN BELL.....Chimacum, Washington
W. L. BRANSFIELD.....Forks, Washington
DINUBA AUTO &
TRUCK TERMINAL NO. 1.....Dinuba, California
A. P. GIMINEZ.....Los Angeles, California
FLOYD E. HINKLE.....Redlands, California
W. W. McARTHURWAY.....Sherman Oaks, California
E. A. MINAGLIA.....Duvall, Washington
ROBERT RICHTER.....Camas Valley, Oregon

10 YEARS

BRACE BALDRIDGE.....La Crescenta, California
W. D. BICKMORE.....Hermiston, Oregon
A. W. DANKER.....Leggett, California
BILL ELKINS dba
DELANO TIRE SHOP.....Delano, California
RAY GATES.....Glendale, California
JOHN T. GIBSON.....Ventura, California
J. L. & V. A. HOECK.....Sebastopol, California
K. F. ROBERTS.....Campbell, California
ROBERT L. THOMPSON.....Vernonia, Oregon

5 YEARS

LAWRENCE AUZENE.....Burbank, California
JAMES H. &
O'DELL BAKER.....Trona, California

ROBERT J. CANNON.....Mitchell, Oregon
WAYNE L. CARLOCK.....White Salmon, Washington
JOHN COULTAS.....Oxnard, California
F. GLAUDA.....Santa Rosa, California
J. P. GRADY.....Crockett, California
RICHARD JOHNSTON.....San Diego, California
ROBERT KESTING.....Oxnard, California
ARLO W. LITTLE.....Orland, California
AUSTIN MEEKINS.....Palmer, Alaska
PRIDEMORE TIRE COMPANY.....Oakland, California
CHARLES SASSARA.....Wassilla, Alaska
ALBERT SBRAGIA.....Dayton, Nevada
EDGARDO SILVA.....Montebello, California
JAMES H. SIMMONS.....Hamilton, Montana
FRED STEWART.....Westminster, California
BILL WILLIAMS.....Naches, Washington

CONSIGNEES - DISTRIBUTORS

35 YEARS

L. L. JENKINS.....Estacada, Oregon

25 YEARS

E. C. BOWMAN.....Corcoran, California

15 YEARS

W. J. RUBIDOUX
& B. MORRIS.....Holtville, California

RETIREMENTS

April 1, 1962

Employee Name	Service Date
LEE W. AMLINGER Los Angeles Refinery	September 9, 1927
WALLACE J. BAKER Northern Pipeline	August 1, 1945
ELMER L. BENSON Marketing - Calif. So. Coastal	June 8, 1931
MANUEL COSTA Oleum Refinery	April 26, 1943
CLYDE R. LORENS Northern Field	May 5, 1930
HAROLD V. WILSON Oleum Refinery	June 16, 1922

IN MEMORIAM

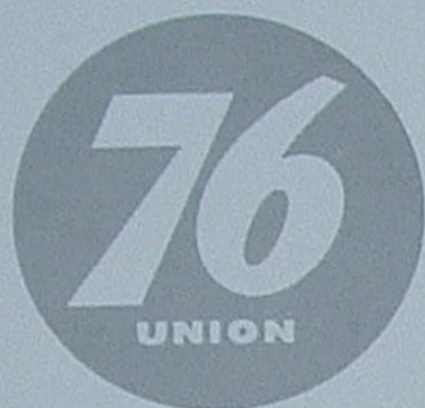
Employees:

JOE RICHARD BARD Research Department	March 25, 1962
THURMAN L. BROUSSARD Expl. & Prod.—Louisiana	March 27, 1962
HAROLD R. MARTIN Foreman-Communications	April 1, 1962

Retirees:

CHRIS BROWN Southern Field	December 30, 1961
HARRY G. DICKERSON Expl. & Prod.	March 22, 1962
WILLIAM A. FERGUSON Pipeline Department	December 16, 1961
STACY THOMAS HOWE Southern Field	February 21, 1962
DUMONT A. KIMMELL Marketing Department	March 10, 1962
DONALD A. MARTIN Marketing Department	March 25, 1962
DESAIX B. MYERS Exploration Dept.	March 21, 1962
BENJAMIN PARKER Los Angeles Refinery	March 7, 1962
RAY EDWARD WEAVER Expl. & Prod.	March 13, 1962
ARTHUR W. WEBB Marketing Department	March 7, 1962

"Two rigs each ran 150,000 miles extra on T5X"



MR. JIM MACKIE, GENERAL MANAGER
SANTRY TRUCKING CO., PORTLAND, OREGON

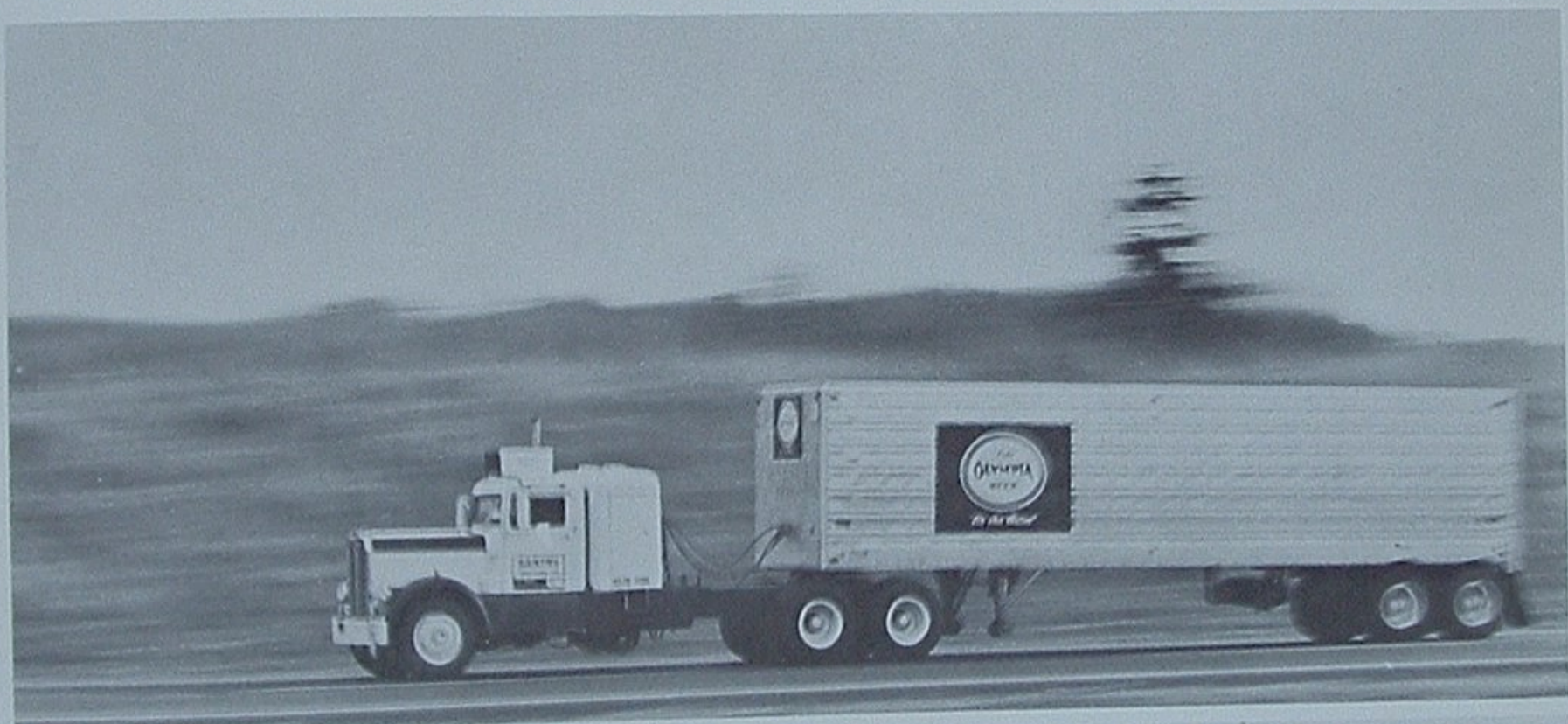
"T5X kept two of our new KW's running about 350,000 miles apiece before we framed them. That's about 150,000 miles more than we expected on each rig."

"When we did tear them down, we didn't have to polish the crankshafts. Everything was clean. We replaced the bearings although they still looked good."

"Both of these trucks had seen rugged service—including Montana, Idaho, Oregon and Washington."

"A motor oil that gives us this kind of protection gets my vote every time."

Try T5X and you'll vote for it too. This amazing purple motor oil is fully qualified for Supplement 1 and exceeds the requirements for API service classifications DG, DM and MS.



UNION OIL COMPANY OF CALIFORNIA

UNION OIL CENTER, LOS ANGELES 17, CALIFORNIA

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



Where We Work...

At the business end of Union Oil's advertising investment in Dodger Stadium is a brand new "76" service station—a baseball special. Its 16 pumps and 12 Minute Men handled 150 customers an hour on opening day. Its special service features include a fully equipped truck for starting cars, changing tires, etc., anywhere in the 16,000-car parking areas.