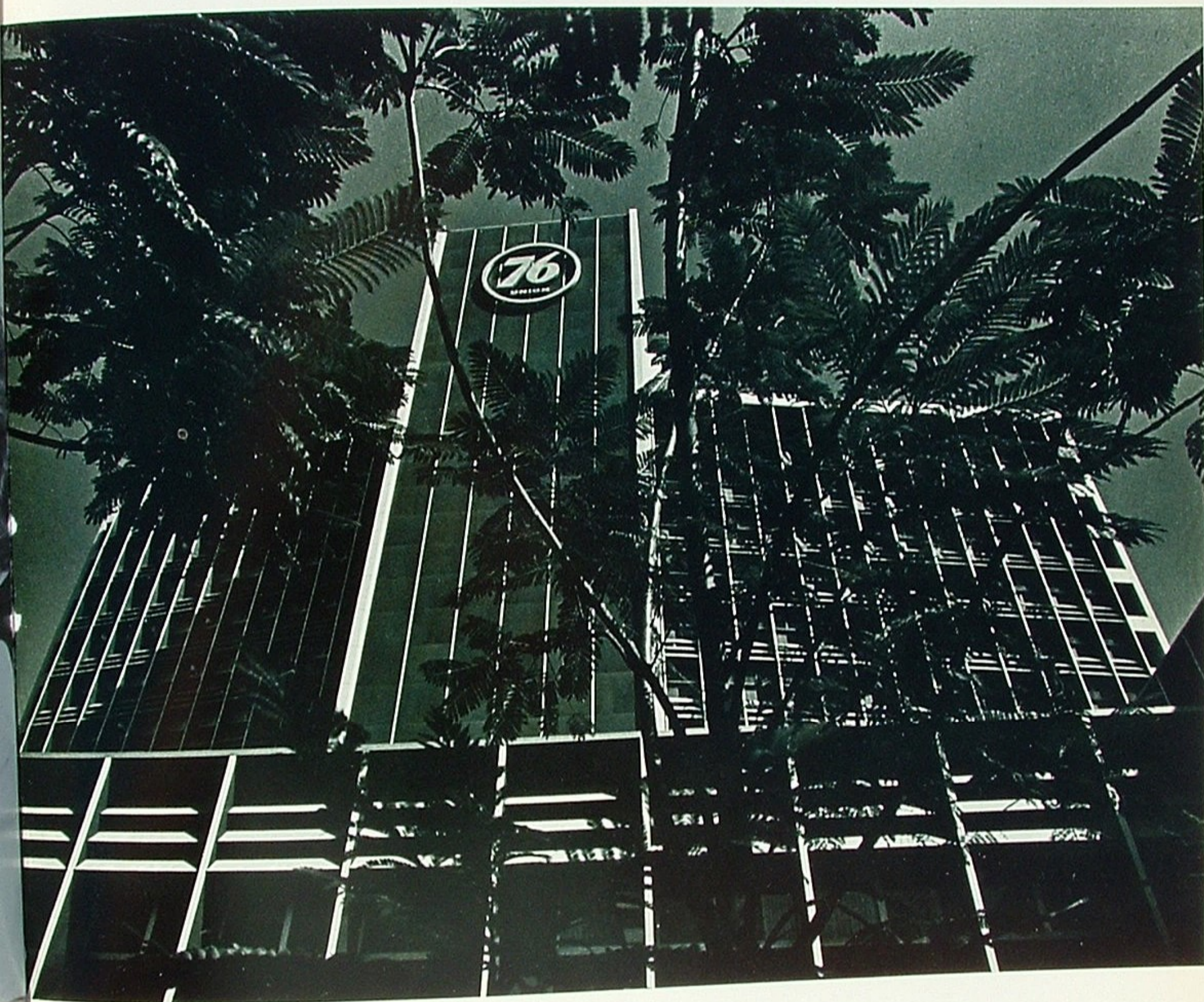


SEVENTY ⁷⁶ SIX

Union Oil Company of California

October 1962



Organization Issue

World's largest Jack O' Lantern



Beneath the paint, a principle

Every October we paint a smiling Halloween face on a huge storage tank at one of our refineries in Los Angeles.

Children and their parents come from miles around to enjoy the sight of the world's largest Jack O' Lantern.

At our major refineries we also paint storage tanks a rainbow of pastel colors.

In city areas we drill with camouflaged sound-proofed rigs. At the Hacienda Golf Club you can play all 18 holes and never know we're pumping oil from under the course.

We make many of our properties available to the public for picnics and meetings.

The principle of all this is—to be a good neighbor.

America's free-enterprise system encourages us to be good neighbors.

Even more—it demands that we compete for your business by bringing you The Finest petroleum products and services.

That's how America's competitive economy works: you have to make things constantly better for your customers before you can make any progress for yourself.

YOUR COMMENTS INVITED. Write: The President, Union Oil Company, Union Oil Center, Los Angeles 17, California

Union Oil Company OF CALIFORNIA

MANUFACTURERS OF ROYAL TRITON, THE AMAZING PURPLE MOTOR OIL



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THE COVER is an unusual view of west side of Union Oil Center shot by Tom Carroll of Photographic International. Tom, a rather large man, stopped traffic in the Center's courtyard by lying on his back to frame the 76 within the jacaranda leaves.

Published by
PUBLIC RELATIONS DEPARTMENT
Earl M. Welty, Director
F. L. Springmann, Assistant Director
Thiel D. Collett, Editor
Mary Ann Bowles, Production Assistant

Organization of Union Oil Company

With this issue we present the new organization structure of your company.

Since 1950 Union Oil Company's sales volume has more than doubled and operations have expanded both geographically and into new product fields. Because of this growth and diversification, the job of managing the Company's broad interests has become far more complex and demanding. To keep pace with this growth and the added complexities that the future will bring, our operations have been regrouped along autonomous divisional lines paralleling our major profit areas and fields of endeavor. This realignment provides for:

A *Corporate Staff* to handle over-all, corporation-wide matters, plans for further diversification and profitable growth, and to provide certain specialized services to the operating divisions.

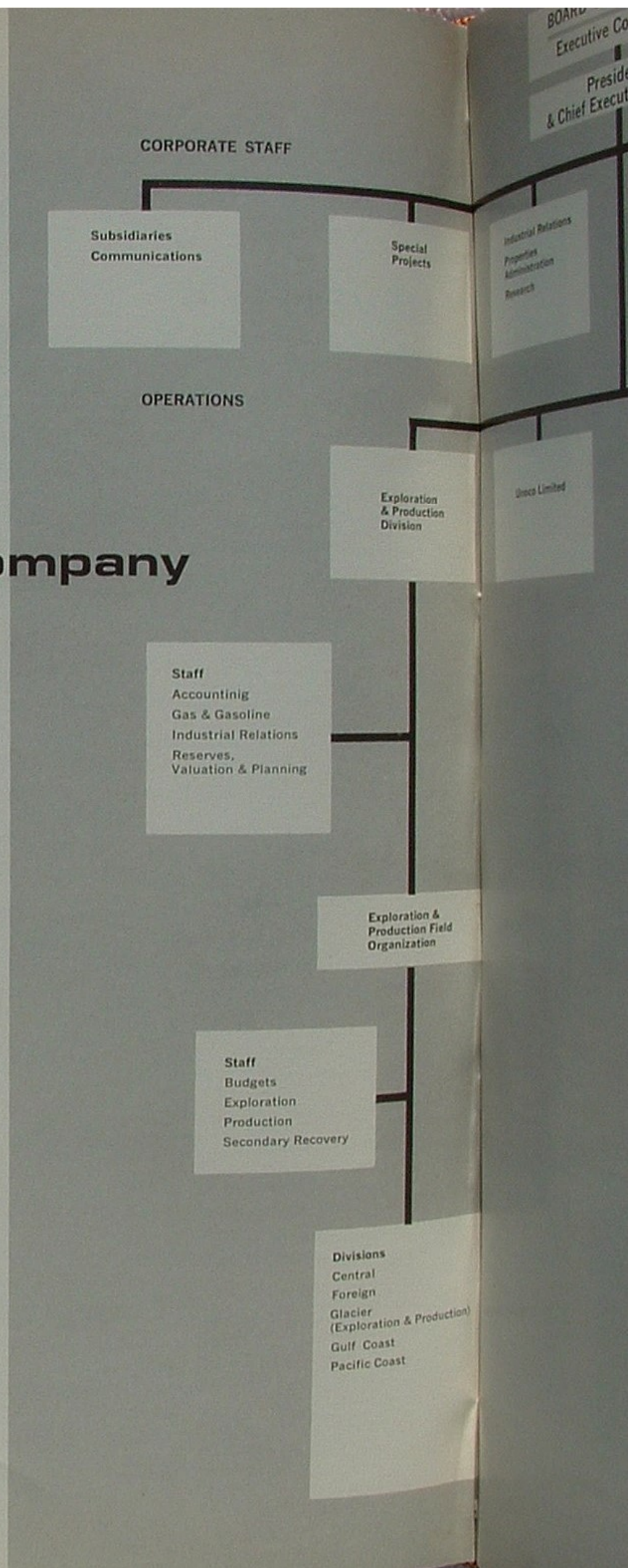
An *Exploration and Production Division* composed of: (a) the present exploration and production groups, and (b) additional administrative and staff activities required to directly support these operations.

A *Refining and Marketing Division* composed of: (a) refining, supply, transportation, domestic marketing and related operations, and (b) necessary administrative and staff activities.

Two other profit centers: *Collier Carbon and Chemical Corporation* and *Unoco Limited*.

Management has also integrated certain staff and supporting activities with the operating groups of the divisions in order to build the divisions into self-sufficient, profit-accountable organization units. The objective is for each division to be as autonomous as possible and practical.

In the following pages these changes have been diagrammed for clearer understanding of the new organization. Because of space limitations, positions of names on the charts do not necessarily indicate degree or scope of responsibility.



BOARD OF DIRECTORS

Executive Committee

**President
& Chief Executive Officer**

Industrial Relations
Properties
Administration
Research

Legal
Tax Division

Insurance
Public Relations
Secretary's

Acquisitions
Budgets
Comptroller's
Economics &
Corporate Planning
Treasury

Unoco Limited

Collier Carbon
& Chemical
Corporation

Refining &
Marketing
Division

Staff
Accounting & Credit
Engineering &
Construction
Industrial Relations
Planning &
Development
*Purchasing

**Crude Supply & Bulk Sales
Department**

**Refining
Department**

**Marketing
Department**

Staff
Refining
Planning Services

Staff
Distribution
Marketing Services
Advertising &
Merchandising

Crude Oil Supply
Marine
Military & Bulk
Sales Services
Pipeline
Refinery Bulk Sales

Refineries
Los Angeles
Oleum
Orcutt
Santa Maria
Cut Bank & Edmonds
Refineries are,
respectively, under
Glacier & Northwest
Divisions of the
Marketing Department

Divisions
California Central
California North Coastal
California South Coastal
Glacier
(Refining & Marketing)
Hawaii
National & Special
Accounts & Eastern
Continental Division
Northwest
Oregon
Southwest Mountain

*Includes Purchasing for Corporate Staff

Board of Directors

Union Oil Company is owned by more than 62,000 shareholders, including almost three-quarters of its employees. Shareholders reside in all 50 states and many foreign lands. These shareholders elect a Board of Directors to conduct the Company's affairs and exercise its corporate powers.

Union's Board, composed of 16 men, is elected for a one-year term at Annual Shareholders' Meetings. The Directors in turn elect the officers. It has been the Company's experience that more than 83% of its shareholders, representing almost 90% of the voting shares, vote for and elect the Directors.

Union's Directors have been chosen for their ability and competence in their respective fields, and for leadership in their communities. The Directors are men of sound and independent judgment.

Although the Directors generally rely on recommendations of the Executive Committee and other officers, the making of final decisions on over-all policy involving the character, direction, and dimensions of the Company's activities is a well-established Board responsibility. Specifically, the Directors consider financial policy from a long-range standpoint, measuring the Company's development and expansion possibilities in the light of economic conditions within and outside the industry, drawing on their background of business experience and either approving, modifying, or rejecting suggested courses of action.

The Board considers appropriations for sizeable projects, determines dividend policies, and sets salaries of officers. As one of its most important functions, it is concerned with the selection of officers and development of qualified leadership within the Company.

Board members frequently consult with and advise the officers in furtherance of Company's interests. In fact, they do much more than simply attend monthly and special Board Meetings. In every sense they represent the owners. The soundness of their decisions affects the welfare of every shareholder, employee, dealer, consignee, and other working associates of Union Oil.

EXECUTIVE COMMITTEE

To handle management responsibilities, the Board of Directors delegates broad authority to the Executive Committee—each of whom is a director and officer. All other officers and department heads report to some member of the Executive Committee. The President and Chief Executive Officer is Chairman of this Committee.

Between Board meetings this Committee has full authority to act for the Board on all matters pertaining to Company operations and affairs, except that it cannot declare dividends, amend by-laws, fill Board vacancies, or fix salaries of officers.



FRANCIS S. BAER
Chairman of the
Board—San Francisco
United California Bank



LEIGH M. BATTSON
Estate and Property
Management
Beverly Hills



PRENTIS C. HALE
Chairman,
Board of Directors
Broadway-Hale
Stores, Inc.
San Francisco



* FRED L. HARTLEY
Senior Vice President
Union Oil Company
Los Angeles



* A. C. STEWART
Senior Vice President
Union Oil Company
Los Angeles



W. L. STEWART, JR.
Chairman of the Board
Union Oil Company
Los Angeles



ROBERT DIGIORGIO
President and Director
DiGiorgio Fruit
Corporation
San Francisco



WILLIAM H. DOHENY
Independent Oil
Producer
Beverly Hills



FRED D. FAGG, JR.
President Emeritus
University of
Southern California
Los Angeles



HORACE C. FLANIGAN
Chairman
Executive Committee
Manufacturers
Hanover Trust Co.
New York



* **K. E. KINGMAN**
Senior Vice President
Union Oil Company
Los Angeles



HERMAN PHELEGER
Brobeck, Phleger &
Harrison
Attorneys-at-Law
San Francisco



* **A. C. RUBEL**
President and Chief
Executive
Union Oil Company
Los Angeles



* **H. W. SANDERS**
Senior Vice President
Union Oil Company
Los Angeles



* **DUDLEY TOWER**
Senior Vice President
Union Oil Company
Los Angeles



DWIGHT WHITING
Ranching and Income
Properties
Los Angeles



ALAN J. LOWREY
(Honorary Director)
Rancher
San Francisco

* Executive Committee

BOARD OF DIRECTORS
Executive Committee



A. C. RUBEL
President
& Chief Executive

CORPORATE STAFF

**SUBSIDIARIES
COMMUNICATIONS**



K. E. KINGMAN
Senior Vice President

SPECIAL PROJECTS



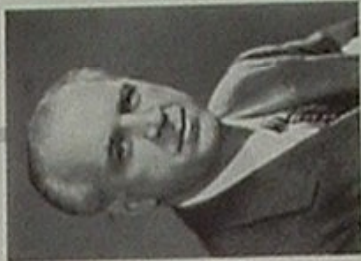
H. W. SANDERS
Senior Vice President

**INDUSTRIAL RELATIONS
PROPERTIES ADMIN.
RESEARCH**



A. C. STEWART
Senior Vice President

**LEGAL
TAX**



L. A. GIBBONS
Vice President
& General Counsel

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PUBLIC RELATIONS
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R. F. NIVEN
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FINANCIAL



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MARKETING
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& PRODUCTION
DIVISION**



DUDLEY TOWER
Senior Vice President

UNOCO LIMITED



F. K. CADWELL
President
& Chief Executive

**COLLIER CARBON
& CHEMICAL
CORPORATION**



WM. C. KAESCHE
President
& Chief Executive

SUBSIDIARIES

CORPORATE STAFF

K. E. KINGMAN, Senior Vice President

SUBSIDIARIES

ARIZONA REFINING COMPANY



I. G. BEALL
President

AMERICAN LIQUID GAS CORPORATION



C. H. FINNELL
President

UNIGAS INC.



WM. C. ULETT
President

COMMUNICATIONS



PAUL O. GOODER
Superintendent

L. A. GIBBONS, Vice President & General Counsel

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D. C. GREGG
Assistant Counsel



A. A. HAUK
Assistant Counsel

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D. L. SHEPHERD
Manager



M. B. HOLT, JR.
Attorney



S. C. HOUTS
Attorney



E. A. MCFADDEN
Attorney



S. A. SNYDER
Attorney



L. C. GLENDENNING
Assistant Manager



ARTHUR MACKENZIE
Assistant Manager



L. D. LAWRENCE
Assistant Manager



W. A. ELY
Supervisor
Excise Tax



D. L. RUESCH
Tax Accountant
Income Taxes

A. C. STEWART, Senior Vice President

ADMINISTRATIVE SERVICES



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Manager
Properties Admin.



W. E. BRADLEY
Vice President
Research



N. T. UGRIN
Vice President
Industrial Relations

RESEARCH DEPARTMENT



I. D. WEBB
Manager
Chemical Research



B. T. ANDERSON
Manager
General Services



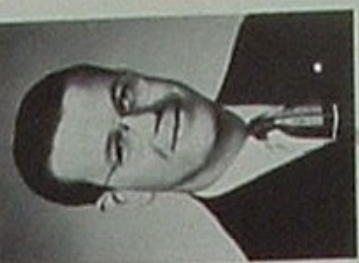
W. J. BARAL
Manager
Commercial Develop.



H. C. HUFFMAN
Manager
Refining Research



A. E. KELLEY
Manager
Process Development



M. W. LEE
Patent Counsel



J. E. SHERBORNE
Manager
Production Research



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Supervisor
Engineering Services



G. R. LAKE
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Analytical



J. D. McCAWLEY
Supervisor
Industrial Relations



J. B. GREGORY
Supervisor
Product Research



G. W. HENDRICKS
Supervisor
Process Research



F. C. WOOD
Supervisor
Experimental Processing



R. C. HARTMAN
Asst. Patent Counsel



R. S. CROG
Supervisor
Production Research & Corrosion



J. W. WILSON
Supervisor
Reservoir Mechanics

N. T. UGRIN, Vice President

INDUSTRIAL RELATIONS DEPARTMENT



D. S. POVAH
Manager
Benefit Plans



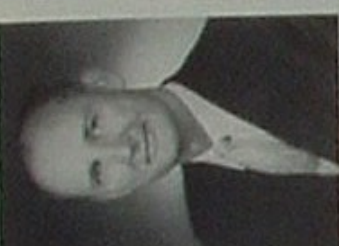
C. H. MILLER
Manager
Wage & Salary Services



H. J. LAW
Special Representative



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Manager
Labor Relations
Services



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Manager
Personnel Services
Union Oil Center



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Employment Services



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Medical Director



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Supervisor
Zoning & Variances



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Supervisor
Rights of Way



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Supervisor
Properties

F. M. ANDERSON, Manager

PROPERTIES ADMINISTRATION DEPARTMENT

CORPORATE STAFF

R. F. NIVEN, Secretary

SECRETARY'S - INSURANCE

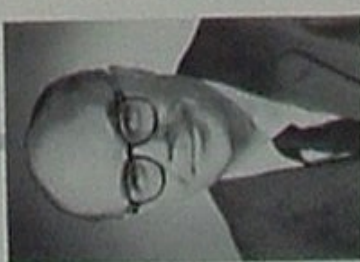


H. E. RATHBUN
Manager
Insurance

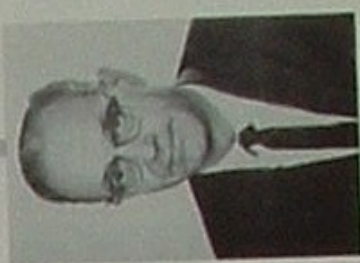


E. W. CAIRNS
Asst. Secretary

PUBLIC RELATIONS DEPARTMENT



E. M. WELTY
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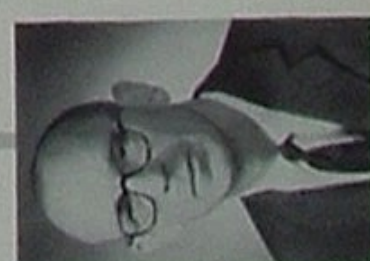
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R. O. HEDLEY
Administrative Asst.



T. D. COLLETT
Editor
Seventy-Six Magazine



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Director of Budgets



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Chief Economist



A. W. SANBORN
Supervisor
Economic Analysis



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Asst. Treasurer
Asst. Secretary



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Credit Services



M. E. SMITH
Treasury Attorney



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Corporate Accounting



O. P. HILTON
Manager
Systems



W. W. PHILIPS
General Auditor

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Industrial Relations



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Division Comptroller
Corporate Assistant
Comptroller



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Vice President
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& Production



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Gas & Gasoline



F. R. WADE
Manager
Reserves,
Valuation & Planning

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INDUSTRIAL RELATIONS DEPARTMENT



D. E. CRAGGS
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Industrial Relations
Pacific Coast Division



J. B. EVANS
Superintendent
Industrial Relations
Central & Gulf Coast Div.



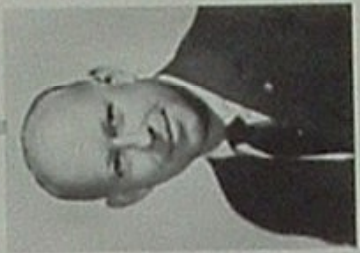
W. L. GEISSERT
Supervisor
Fire,
Safety & Training

H. A. SKINNER, Division Comptroller

ACCOUNTING DEPARTMENT



P. BLAMEY
Supervising Accountant
Pacific Coast Division



J. H. EUSTON
Division Accountant
Central Division



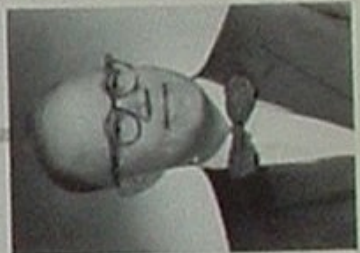
C. A. HENDERSON
Administrator
Gas Accounting



P. K. NOLAND
Division Accountant
Gulf Coast Division

F. R. WADE, Manager

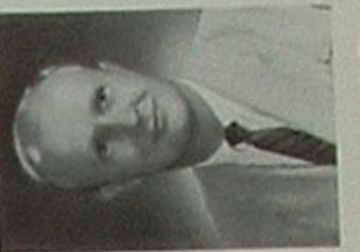
RESERVES, VALUATION, & PLANNING DEPARTMENT



L. W. CHASTEEN
Valuation Engineer



D. E. EVERT
Valuation Engineer



DOWNS McCLOSKEY, JR.
Valuation Engineer

C. E. SMITH, Manager

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W. L. BRADFORD
Supervisor
Operations



H. P. EUBANK
Coordinator
FPC Matters

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STAFF



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Administrative Asst.
& Supervisor
of Budgets



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Production



W. D. OWENS
Director
Secondary Recovery



J. R. SLOAT
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Exploration



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Manager
Drilling Services



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Supervisor
Exploration



G. H. FEISTER
Supervisor
Exploration



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Geological
Coordinator



W. A. SAX
Geophysical
Coordinator



W. L. STANTON
Supervisor
Exploration

OPERATIONS



E. C. BABSON
Manager



C. F. BOWDEN
Manager



J. R. FRASER
Manager



B. D. THORPE
Manager



K. C. VAUGHAN
Vice President

FOREIGN DIVISION

CENTRAL DIVISION

PACIFIC COAST DIVISION

GLACIER DIVISION (Exploration & Production)

GULF COAST DIVISION

EXPLORATION AND PRODUCTION DIVISION

FIELD ORGANIZATION — Central Division

C. F. BOWDEN, Manager



C. H. GLIDDEN
Chief Geologist



L. L. BEVILL
Supervisor
Field Purchases



J. F. HANSEN
Manager of Lands



S. C. GIESEY
Geological
Consultant



H. E. KEEGAN
Division Supt.



D. A. DUNN
Asst. Chief Geologist
Midland, Texas



G. L. ADKINS
District Landman
Midland District
Midland, Texas



D. C. GEORGE
District Landman
Denver District
Denver, Colorado



J. S. HOFFMANN
District Landman
Durango District
Durango, Colorado



EDGAR S. KEEFE
Division Land
Coordinator



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District Landman
Roswell District
Roswell, New Mexico



J. L. WILSON
District Landman
Tulsa District
Tulsa, Oklahoma



ROBERT S. COOKE
Division Engineer
Midland, Texas



G. W. COOMBES, JR.
Division Production
Superintendent
Midland, Texas



W. R. FILLIPPONE
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Denver District
Denver, Colorado



H. L. FOTHERGILL
District Geologist
Durango District
Durango, Colorado



J. C. PEARSON
District Geologist
Roswell District
Roswell, New Mexico



R. M. PINSON
Division Geophysicist
Midland, Texas



HOWARD S. SAMSEL
District Geologist
Tulsa District
Tulsa, Oklahoma



M. L. ZOLLER
District Geologist
Midland District



C. C. MALONEY
Division Production
Supervisor
Midland, Texas



R. W. YARBROUGH
Division Drilling
Superintendent
Midland, Texas

EXPLORATION AND PRODUCTION DIVISION

FIELD ORGANIZATION — Pacific Coast Division

J. R. FRASER, Manager



J. E. KILKENNY
Chief Geologist



R. J. HOYT
Div. Purchasing Agent



J. S. MCNULTY
Division Supt.
Field Operations
(Northern)



H. M. LIAN
District Manager
Anchorage, Alaska



J. L. STAIR
Division Supt.
Field Operations
(Southern)



W. O. PLANT
Division Exploitation
Coordinator



H. H. STREAM, JR.
Manager of Lands



J. R. ADAMS
Area Superintendent
Coast Area, Orcutt



R. H. CURNOW
Area Superintendent
North San Joaquin
Coalinga



W. P. KNICK
Area Superintendent
South San Joaquin
Bakersfield



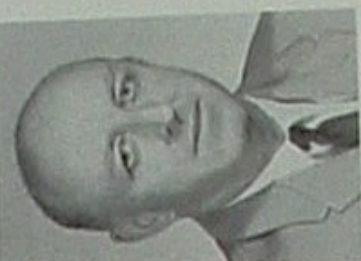
CARL A. STEINER
Division Engineer
Bakersfield



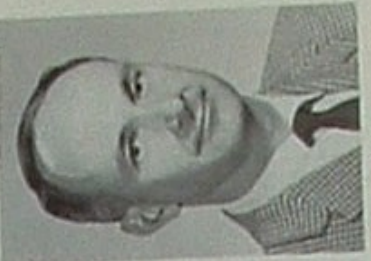
C. B. BOWDEN
Area Superintendent
Santa Paula Area



C. H. CHADBOND
Area Superintendent
L. A. Basin West
Santa Fe Springs



N. B. CLARK
Division Engineer
Santa Fe Springs



J. J. MCCULLOUGH
Area Superintendent
L. A. Basin East
Santa Fe Springs



D. B. BRAISLIN
District Geologist
Washington-Oregon
Olympia, Washington



E. A. HALL
Division Geologist
Southern Division
Union Oil Center



B. C. JONES
Chief Paleontologist
Dominguez



G. H. RICKELS
Division Geologist
Northern Division
Bakersfield



H. L. BURRELL, JR.
District Landman
Alaska District
Anchorage



A. G. HILTON
District Engineer
Alaska District
Anchorage



G. B. HALL
Supervisor
Lease Processing
Union Oil Center



H. S. HARRY
Division Landman
Northern Division
Bakersfield



ROBERT E. TALLON
District Landman
Southern Division
Santa Fe Springs

EXPLORATION AND PRODUCTION DIVISION

FIELD ORGANIZATION — Gulf Coast Division

K. C. VAUGHAN, Vice President



H. W. HIGHTOWER
Manager of Lands



W. C. RAYMER
Chief Geologist



E. S. LOPER
Purchasing Agent



J. E. SUTTLES
Assistant to Vice President
& Asst. Secretary



E. E. SANDS
Manager
of Production



W. F. BOLDING
Assistant Manager
of Lands
Houston



C. M. SCHWARTZ
Asst. Chief Geologist
Houston



R. W. BRYAN
District Geologist
Texas District
Houston



B. M. ELMS
District Geologist
SE Louisiana District
New Orleans



W. W. HENRY
District Geologist
SW Louisiana District
Lafayette



E. J. MARTI
Division Geophysicist
Houston



C. W. STUCKEY
Division
Paleontologist
Houston



H. T. FINNEY
Assistant Manager
of Production
Houston



W. R. BULLEN
District Landman
Louisiana District
Lafayette



S. E. HUGHES
District Landman
Texas District
Houston



A. D. KUTZ
District Landman
Texas District
Corpus Christi



S. C. TERRY
District Landman
SE Louisiana District
New Orleans



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Division Production
Engineer
Houston



C. G. CARLSON
Division Gas
Process Engineer
Houston



J. D. CLARK
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Engineer
Houston



A. I. LAFARGUE, JR.
District Supt.
Offshore
Abbeville



T. W. STOY, JR.
Division Petroleum
Engineer
Houston



HARRY VOSS
District Supt.
Texas
Houston

**EXPLORATION AND
PRODUCTION DIVISION**

FIELD ORGANIZATION — Foreign Division

E. C. BABSON, Manager



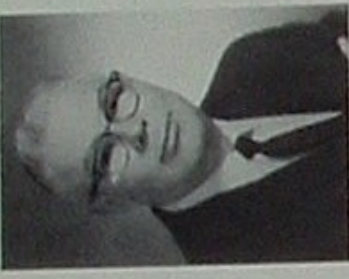
H. L. BRANDON
Coordinator
Lands



W. A. GREENWALT
Special
Assignments



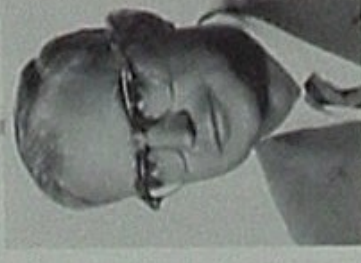
J. C. HAZZARD
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Regional Studies



H. W. LEE
Administrative
Assistant



G. B. PICHEL
Coordinator
Exploration



FRANCES BARKER
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Spain



D. T. GRAVES
Resident Manager
Australia



C. S. MARTIN
Resident Manager
Argentina

B. D. THORPE, Manager



R. J. GERTZEN
Production
Superintendent



J. H. MCCOURT
Division Geologist

**Glacier Division
(Exploration and Production)**

MANAGEMENT AND STAFF

FRED L. HARTLEY, Senior Vice President

STAFF



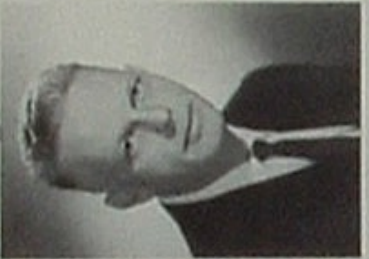
R. H. BUNGAY
Manager
Engineering
& Construction



C. E. DENTON
Executive Represent.
& Asst. Secretary



P. K. DOYLE
Manager
Industrial Relations



M. E. JOYCE
Division Comptroller
Corporate Assistant
Comptroller



C. S. PERKINS
Director
Purchasing



M. S. THOMSON
Manager
Planning & Develop.

OPERATIONS

WESTWAY
PETROLEUM
COMPANY



A. E. GROGAN
President

CRUDE SUPPLY
& BULK SALES
DEPARTMENT



E. L. HIATT
Vice President

MARKETING
DEPARTMENT



C. E. RATHBONE
Director

REFINING
DEPARTMENT



J. W. TOWLER
Vice President

REFINING AND MARKETING DIVISION

STAFF



P. K. DOYLE, Manager

INDUSTRIAL RELATIONS DEPARTMENT



J. G. FULTON
Supervisor
Wage & Salary



A. LOHSE
Supervisor
Fire & Safety

R. H. BUNGAY, Manager

ENGINEERING & CONSTRUCTION DEPARTMENT



P. S. GRANDLE
Supervisor
Engineering



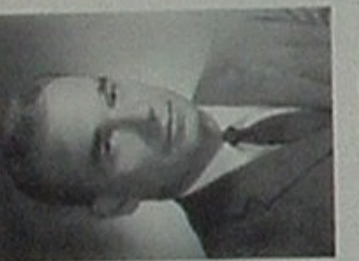
R. A. MCKEAN
Process Supervisor



F. G. PIERCE
Supervisor
Electrical & Electronics



L. A. SMITH
Program Manager



S. D. TABER
Senior
Pipeline Engineer

M. S. THOMSON, Manager

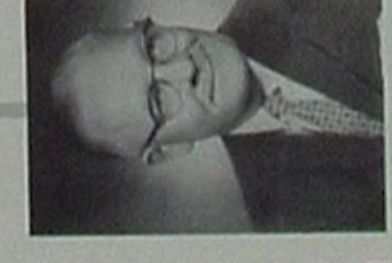
PLANNING AND DEVELOPMENT DEPARTMENT



S. BIEHN
Supervisor
Credit Card Accounts



W. R. GRIFFITHS
Supervisor
Refining & Marketing Accounts



W. W. WORKMAN
General Credit Mgr.



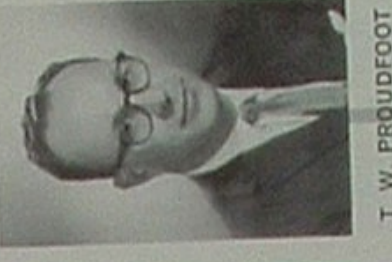
J. BYRNE
Manager
Refining Development



R. N. CREEK
Manager
Transportation & Distribution Develop.



K. G. HANKS
Budget Supervisor



T. W. PROUDFOOT
Manager
Marketing Develop.



W. C. VAN SICLEN
Manager
Economics & Operations Develop.

C. S. PERKINS, Director

PURCHASING DEPARTMENT



ARTHUR ERICKSON
Dist. Purchasing Agent
Seattle, Washington



F. M. KNIGHT
Purchasing Agent
Union Oil Center



E. E. SCHULTZ
Dist. Purchasing Agent
San Francisco, Calif.

MARKETING DEVELOPMENT



J. W. GROESCH
Manager
Marketing Research



A. F. STRIBLEY
Manager
Commercial Planning



J. D. SCHULZ
Manager
Retail Planning

CRUDE SUPPLY AND BULK SALES DEPARTMENT

E. L. HIATT, Vice President

REFINERY
BULK SALES



A. D. GRAY
Manager

MILITARY
& BULK SALES
SERVICES



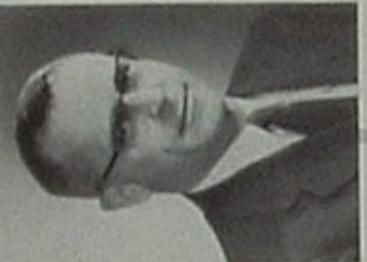
E. E. MAHONEY
Manager

MARINE



D. L. POVEY
Manager

CRUDE OIL
SUPPLY



H. K. SAID
Manager

PIPELINE



J. H. WHITE
Manager



T. SHEEHAN, JR.
Supervisor
Marine Operations



W. J. DILL, JR.
Supervisor
Crude Oil Supply



J. G. BAIRD
Supervisor
Northern Division



C. H. CAMPBELL, JR.
Supervisor
Operations Division



D. J. VAN HARREVELD
Supervisor
Southern Division

REFINING AND MARKETING DIVISION

J. W. TOWLER, Vice President

REFINING DEPARTMENT

ORCUTT REFINERY



R. L. HARSIN
Superintendent

LOS ANGELES REFINERY



J. M. HOPKINS
Manager

REFINING PLANNING & SERVICES



L. F. GRANDEY
Manager

OLEUM REFINERY



W. T. JAMESON
Manager

SANTA MARIA REFINERY



G. B. SNYDER
Superintendent



D. M. CHAFFEE
Supervisor
Process



R. M. BROWN
General Supt.
Operations



W. N. STARK
Superintendent
Personnel



J. R. MORTENSEN
Chief
Refinery Engineer



E. R. FRIESS
Supervisor
Refining Coordination



H. F. BOWERMAN
Supervisor
Operations Planning



G. B. STONE
Superintendent
Personnel



C. L. CALDWELL
General Supt.
Operations



M. A. MANDERS
Supervisor
Process



J. H. BROOKS
Chief
Refinery Engineer



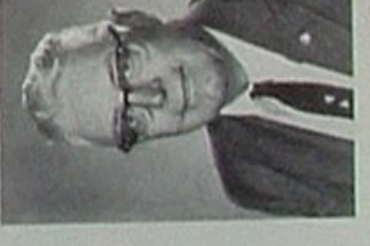
P. J. FRYAR
Superintendent
Thermal Cracking
& Distillation



H. C. O'BRIEN
Superintendent
Catalytic



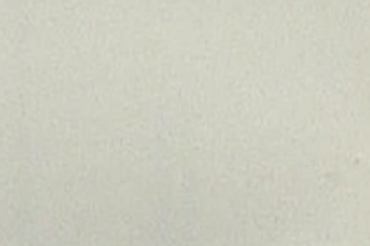
F. VAN ACKER
Superintendent
Bulk Operations



G. B. MCBRIDE
Superintendent
Maintenance



M. A. REAUGH
Superintendent
Lube Oil



F. N. LAMMERMAN
Superintendent
Distillation



E. P. BARNETT
Superintendent
Refined Oil



FRANK HECKEL
Superintendent
Maintenance

MARKETING DEPARTMENT — Management

C. E. RATHBONE, Director

STAFF



A. R. OUSDAHL
Manager
Marketing Services



JERRY LUBOVISKI
Manager
Advertising
& Merchandising



G. H. HEMMEN
General Manager
Marketing
Distribution

OPERATIONS

SOUTHWEST
MOUNTAIN
DIVISION



R. BRENCHLEY
Div. Sales Manager

CALIFORNIA
NORTH COASTAL
DIVISION



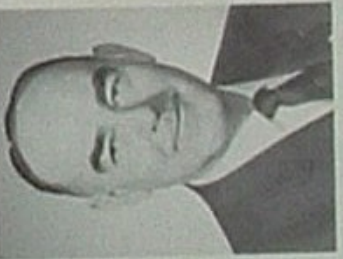
J. J. GRUNEWALD
Div. Sales Manager

CALIFORNIA
SOUTH COASTAL
DIVISION



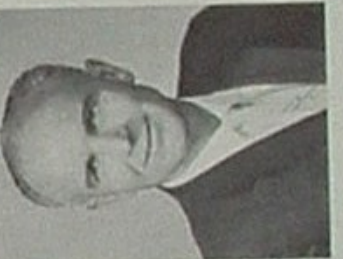
E. KENDALL, JR.
Div. Sales Manager

NORTHWEST
DIVISION



W. I. MARTIN
Div. Sales Manager

CALIFORNIA
CENTRAL
DIVISION



W. M. McCLURE
Div. Sales Manager

OREGON
DIVISION



J. T. RAABE
Div. Sales Manager

HAWAII
DIVISION



R. H. RATH
Div. Sales Manager

NATIONAL & SPECIAL
ACCOUNTS — EASTERN
CONTINENTAL DIVISION



W. L. SPENCER
General Manager

GLACIER DIVISION
(Refining &
Marketing)



B. D. THORPE
Manager

MARKETING DEPARTMENT — Staff

G. H. HEMMEN, General Manager

DISTRIBUTION DEPARTMENT



F. W. BUSH
Manager
Marketing Real Estate



R. C. DIEHL
Manager
Marketing Supply



J. R. POWNALL
Manager
Marketing Engineering

A. R. OUSDAHL, Manager

MARKETING SERVICES DEPARTMENT



F. H. OTT
Supervisor
Product Services



J. P. SIDFORD
Supervisor
Price Services



O. L. TOBEY
Supervisor
Policy Services

JERRY LUBOVISKI, Manager

ADVERTISING AND MERCHANDISING DEPARTMENT



W. K. DAVIDSON
Manager
Sales Aids & Materials



M. H. GARRETT
Manager
TBA



E. I. LASH
Coordinator
Merchandising —
Automotive Services



M. J. SIEBENHAUSEN
Manager
Training Services



W. H. THOMPSON, JR.
Manager
Community Service

MARKETING DEPARTMENT — Sales Management



C. B. EMERICK
Sales Manager
Tucson



J. S. FOSTER
Sales Manager
Commercial
San Diego



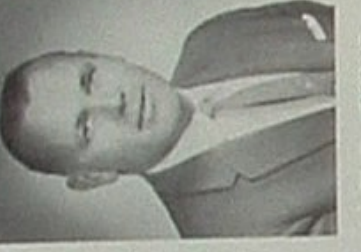
J. H. GARRISON
Sales Manager
Retail
San Diego



O. G. GILBERT
Sales Manager
Salt Lake



W. I. HAVLAND
Manager
Operations



D. R. JESSUP
Manager
General Services



T. E. LUKE
Sales Manager
Phoenix



J. H. MINER, JR.
Manager
Personnel & Training



C. S. PALMER
Sales Manager
Las Vegas

HEADQUARTERS: PHOENIX, ARIZONA

SOUTHWEST — MOUNTAIN DIVISION, R. Branchley, Division Sales Manager

CALIFORNIA NORTH COASTAL DIVISION, J. J. Grunewald, Division Sales Manager

HEADQUARTERS: SAN FRANCISCO, CALIFORNIA



J. N. BATEMAN
Manager
General Services



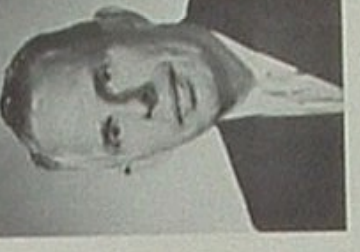
W. S. CHRISTOPHER
Sales Manager
Retail
San Francisco



C. R. HAND
Manager
Operations



J. C. ROBERTSON
Sales Manager
Retail
San Francisco



E. C. SMITH
Manager
Personnel & Training



W. L. STEWART, III
Sales Manager
Commercial
San Francisco

CALIFORNIA SOUTH COASTAL DIVISION, E. Kendall, Jr., Division Sales Manager

HEADQUARTERS: LOS ANGELES, CALIFORNIA



H. W. BRAGG
Sales Manager
Commercial
Northern Area



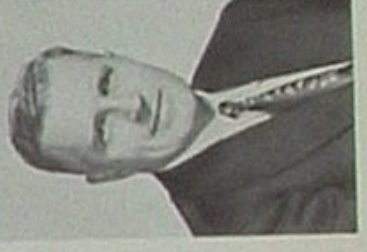
S. A. BROWNE
Sales Manager
Retail
Southern Area



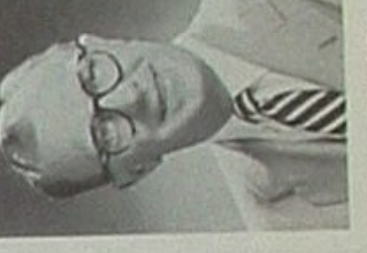
G. G. CHAPPELL
Manager
Personnel & Training



J. S. COWIE
Sales Manager
Retail
Northern Area



W. V. CRIDDLE
Manager
Operations



D. R. HEPBURN
Sales Manager
Retail
Western Area



E. R. McCLOUD
Sales Manager
Commercial
Southern Area



C. C. PETRAY
Manager
General Services

NORTHWEST DIVISION, W. I. Martin, Division Sales Manager

HEADQUARTERS: SEATTLE, WASHINGTON



J. W. HASTINGS
Manager
Operations



F. J. KERTH
Sales Manager
Anchorage



T. R. MCGILLIARD
Sales Manager
Retail
Seattle



M. E. NICHOLS
Sales Manager
Commercial
Seattle



R. E. ROBBINS
Sales Manager
Spokane



R. F. RYAN
Manager
General Services



H. R. WEBB
Manager
Personnel & Training

CALIFORNIA CENTRAL DIVISION, W. M. McClure, Division Sales Manager

HEADQUARTERS: SACRAMENTO, CALIFORNIA



E. B. BEVAN
Manager
Operations



R. CAMPBELL
Sales Manager
Retail
Fresno



R. D. DAVIS
Sales Manager
Commercial
Fresno



D. L. GUSTIN
Sales Manager
Reno



J. S. KENT
Sales Manager
Commercial
Sacramento



D. A. RUSSELL
Sales Manager
Retail
Sacramento



L. G. TIEMANN
Manager
General Services



D. G. ZENK
Manager
Personnel & Training

OREGON DIVISION, J. T. Raabe, Division Sales Manager

HEADQUARTERS: PORTLAND, OREGON



L. C. BURKLUND
Sales Manager
Commercial
Portland



C. C. CORSIGLIA
Sales Manager
Retail
Portland



J. E. FRIER
Manager
Personnel & Training



F. K. LORD
Manager
Operations



W. M. TUFTS
Sales Manager
Eugene



J. W. WHITE
Manager
General Services

HAWAII DIVISION, R. H. Rath, Division Sales Manager

HEADQUARTERS: HONOLULU, HAWAII



G. D. GEDGE
Sales Manager
Commercial
Honolulu



J. W. MULLEN
Sales Manager
Retail
Honolulu



J. W. WATKINS
Manager
General Services

GLACIER DIVISION, B. D. Thorpe, Manager
(Refining and Marketing)

HEADQUARTERS: GREAT FALLS, MONTANA



W. P. BARBER
Supt. of Plants
Cut Bank



D. F. CHARLES
Division Sales Mgr.

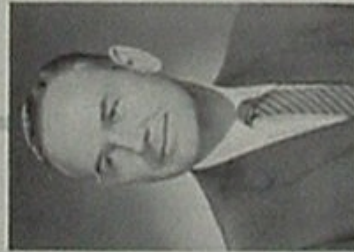
NATIONAL AND SPECIAL ACCOUNTS—EASTERN CONTINENTAL DIVISION

W. L. Spencer, General Manager

HEADQUARTERS: LOS ANGELES, CALIFORNIA



D. C. CRAIG
Manager
Railroad & Fleet Accts.



E. KEIGHTLEY
Manager
Aviation Accounts



R. F. KOCH
Manager
Eastern Continental
Division &
National Accounts



D. L. NIELSEN
Manager
Asphalt and
L.P.G. Accounts



H. H. CRIST
Sales Supervisor
Dallas, Texas



P. E. HEWITT
Sales Supervisor
Kansas City, Missouri



J. S. KENNEY
Distribution Mgr.
Philadelphia, Pa.
New Orleans, La.



M. L. LIPSON
Sales Supervisor
Denver, Colorado



F. J. MCCARTHY
Sales Supervisor
Philadelphia, Pa.



N. N. NOVELL
Sales Supervisor
Akron, Ohio



P. J. ST. PIERRE
Sales Supervisor
New Orleans, La.



A. H. WEBBER
Sales Supervisor
Chicago, Illinois



H. E. HOOKER
Manager
General Services



R. C. HURLBERT
Sales Manager
Special Accounts

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



Photo by Russ Halford

Where We Work...

The first voices you hear when you dial Union Oil Center in Los Angeles belong to these six women; they handle the thousands of calls that come into Union Oil Center each day. (Other thousands of incoming calls over Union Oil's own telephone system are completed by automatic dialing.) Where they work is deep down and quiet, three stories below ground. From left, the ladies are: (standing) Deanna MacSporran and Jewell Case, Chief Operator; (seated) Mary Harvath, Cleo Bean, Rebecca Fisher, Mary Cardozo.