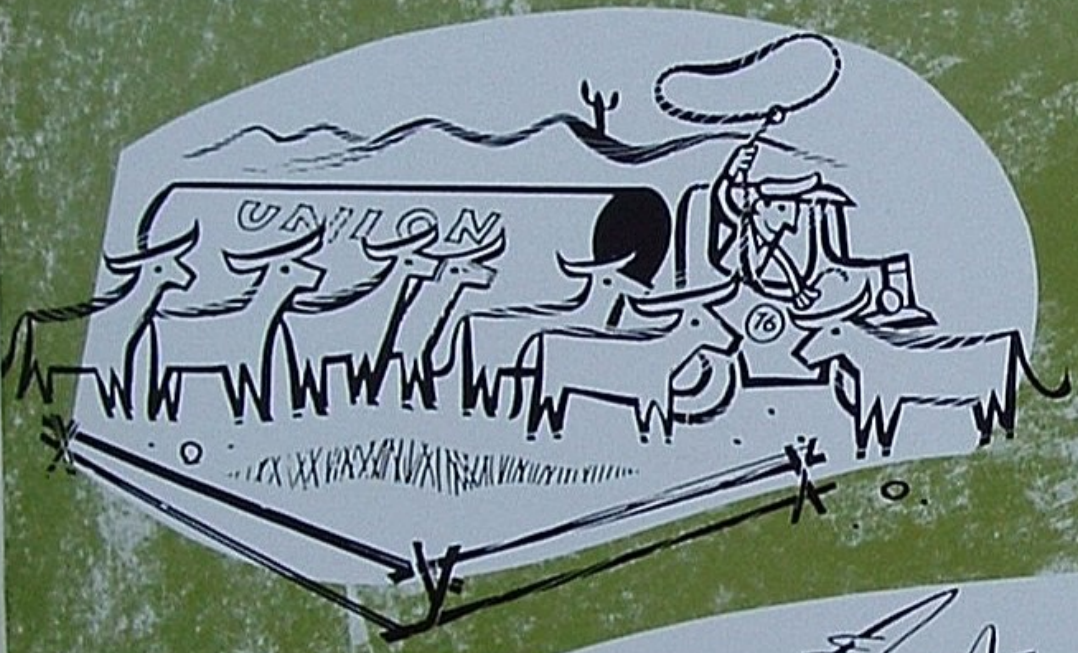
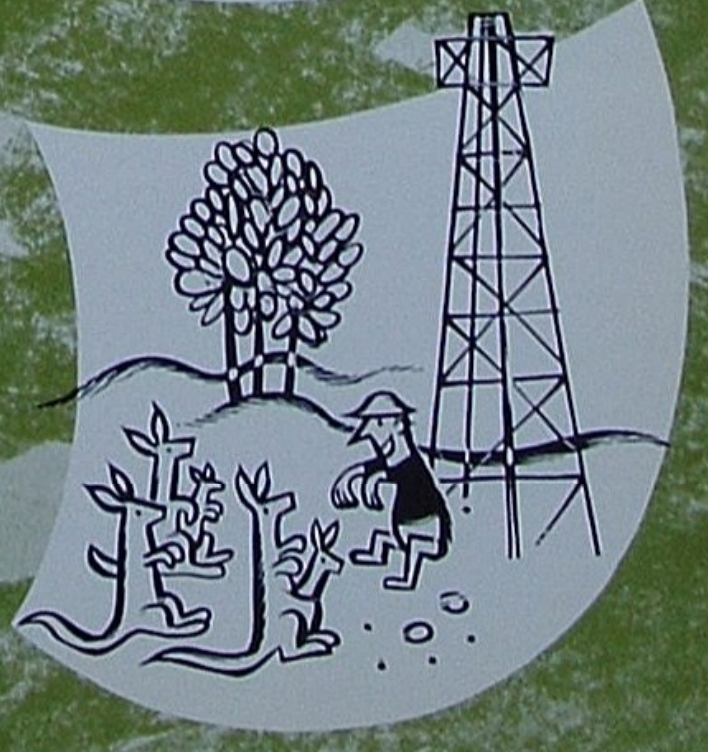
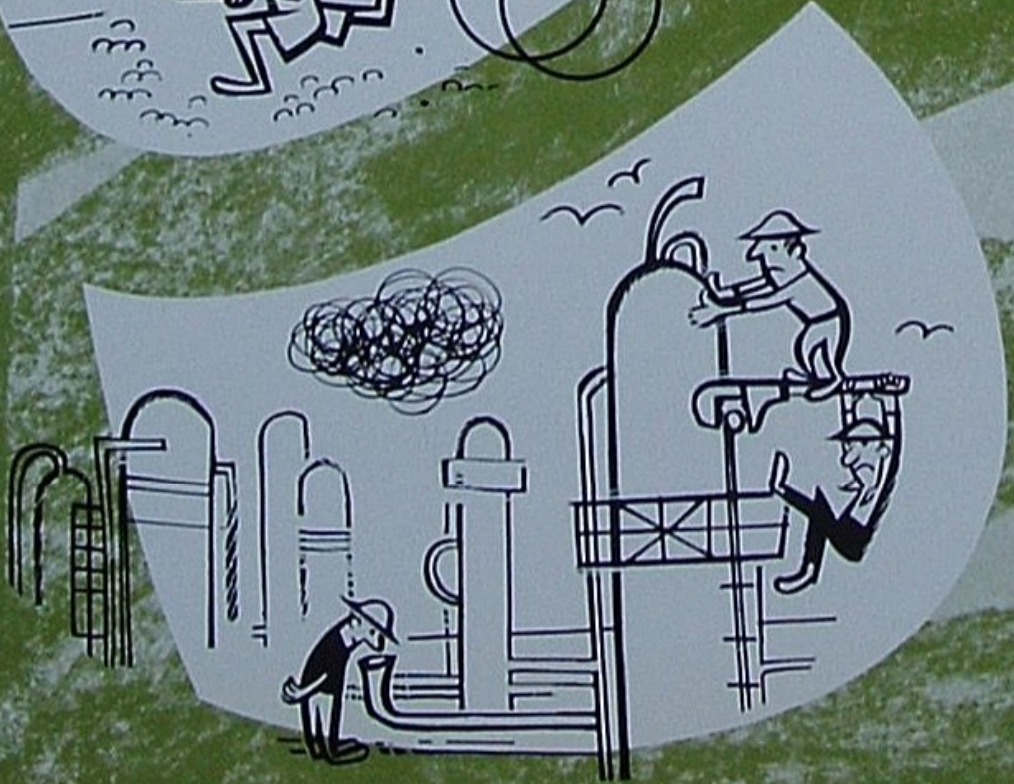


JULY 1963

AROUND THE WORLD WITH UNION OIL COMPANY



SEVENTY SIX **76**
 UNION OIL COMPANY OF CALIFORNIA **UNION**



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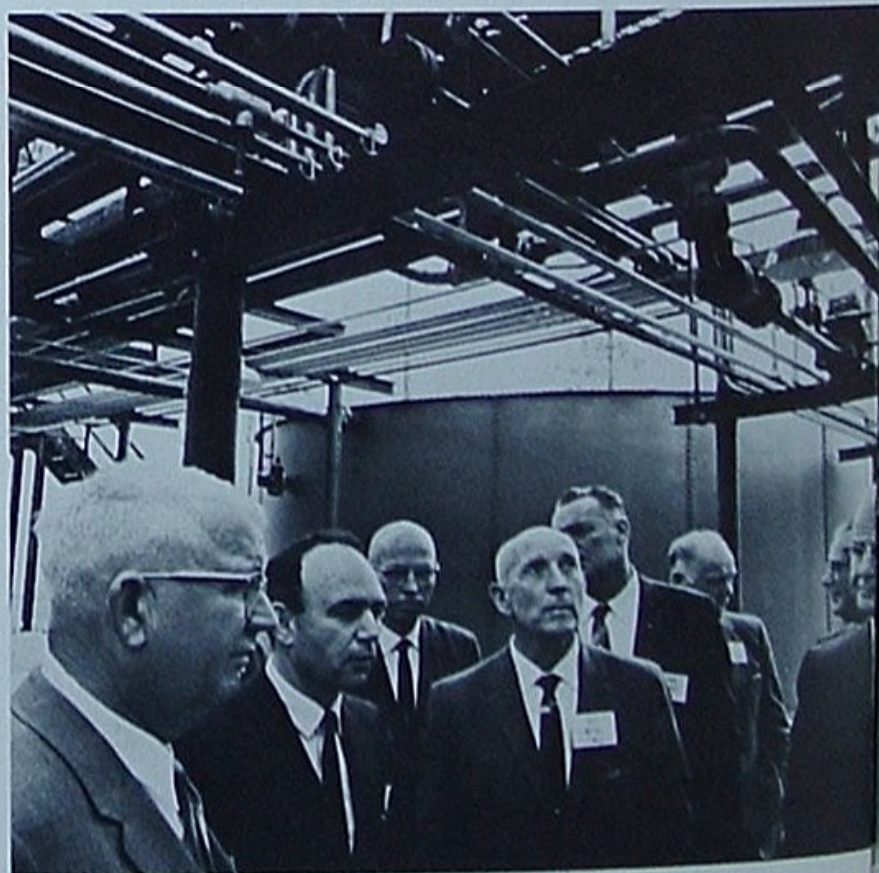
"Bean Feed"

for field men with 30 years "on tour"

Exploration and Production men are down-to-earth even when they celebrate a formal occasion. They're plain spoken, free thinking, equal to anybody, full of fun, serious only in the vicinity of an oil well, and always ready to eat. They work "tours" rather than shifts; address President Rubel as "Cy"; and refer to a sumptuous banquet at the Statler-Hilton as a "bean feed." That is why we rather expected them to supply their own name for E & P's 30-year party, May 1st, honoring those who had achieved 30 or more years of continuous Company service. They did—they called it the "watch party." Which in reality it was, because 28 of the 39 invited were eligible for their handsome 30-year watches, the others having received theirs previously. Our photos give you some idea of the fun they had May 1st in the Los Angeles "lease." Host Dudley Tower picked up the check.

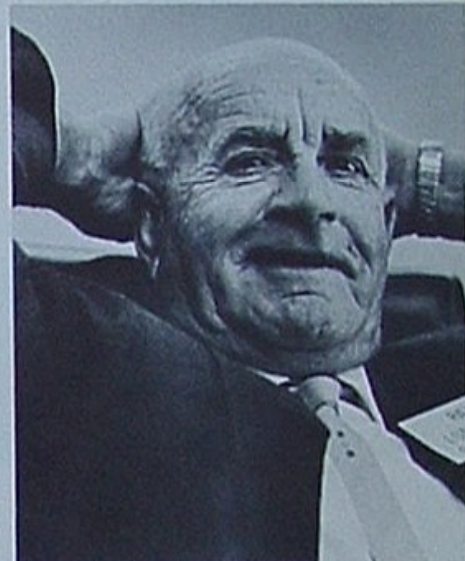


Their day began with escorted tours through Union Oil Center, which they described as "quite a doghouse." Later in the day, they visited Las Cienegas Field in a heavily populated part of Los Angeles. All were noticeably impressed by the Company's success here in developing a project described by President A. C. Rubel as "the only oil field with a city street address."





Events at Union Oil Center ranged from an impromptu board meeting (at left), with field mechanic Ray Lundberg of Rosecrans presiding, to a short-and-sweet "budget meeting" in the auditorium (below). Said Ray (at right) as he briefly occupied the board chairman's seat, "Only 60 more days to go, but I made it!"



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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.

COVER: Seventy-six Union Oilers were chosen to depict the range and scope of Union's worldwide activities in an article beginning on page 2. Their problems and challenges are dramatized in cartoon form on our cover.
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*The names of more than
one in every hundred Union Oilers
is included in this...*

SPOTLIGHT

ON UNION OIL COMPANY

ON THE MORNING of Monday, April 29, 1963, shareholders gathered in the auditorium of Union Oil Center in Los Angeles to hear a report on the Company's activities. At precisely 10:27 a.m. that morning, President A. C. Rubel was describing Union's broad scope of operations.

"Your company has gone truly international," he said. Rubel then gave a report on foreign operations. Later he said, "The company's continued prosperity is due in large part to dedication and teamwork by all members of our organization."

This is a report on that dedication and teamwork.

Because Union's operations are truly global, the hours vary according to time zones, but every incident described in this roundup took place at the precise moment Rubel was speaking about Union's progress around the world.

Let's begin in Hawaii.

8:27 a.m.—Hawaii-Alaska

Six foot four inch William Summers was in Union's Honolulu marketing office picking up the telephone. Chemi-Pure Products, a Honolulu firm engaged in termite and pest control, ordered eight barrels of insecticide-base oil. It was 25-year-old Bill Summers' first oil order of the day, and his first day with Union Oil.

Anchorage, Alaska, is in the same time zone, and it was 8:27 a.m. when plant operator Timothy Twitchell was lying under a tank car hooking up a connection to pump Royal 76 gasoline into storage tanks at the Anchorage marketing station. Tim, a native Alaskan and graduate of the University of Alaska, grunted, "*Asnrgitqnuuk taugam pum-palgrtoi.*" According to our interpreter, retail sales manager T. B. Cooper, this means, "The very best, only, I pump."

In Fairbanks, truck salesman R. O. Purdy was at home, ill with the flu. He was talking with resident sales manager C. J. Miller. Purdy's illness ruined a 50-week-long record at Fairbanks. In that period, despite chilling winds of 72 below zero, no one had missed a day's work. "Our people," Miller said, "can't stand these warm, 50 degree days."

10:27 a.m.—Canada

In the Yukon territories of Canada at this moment, field geologist A. H. "Homer" Johnson was reviewing surface studies in the McKenzie Basin. It was 10:27 and the sun was shining over the Richardson Mountains. "In the next five years," he predicted, "there'll be oil and gas production in this area."

Further south, about 75 miles from Ft. St. John, British Columbia, production foreman Peter Pecharsky was supervising the start-up of a water treatment plant at Milligan Creek.

10:27 a.m.—Washington

Again further south, in Spokane, merchandiser Hal Schaper was talking with retail sales supervisor Dave Eseke about plans for opening a new station. To invite attention, they decided to give away glassware, and sell nickel hot dogs.

In Seattle, sales representative Raymond Snodgrass, who is in charge of railroad accounts, was at the Interbay Roundhouse talking with diesel supervisor W. J. Johnston of Great Northern. They were discussing a change-over to Purple Dot lube oil for the air compressors on 68 diesel locomotives.

Larry Herrly, a leased-station development man, was telling dealer Pat Verdi about the best way to sell batteries on the pump island.

Near Everett, Washington, retail sales supervisor Gary Nelson was drinking coffee on the Mukilteo ferry, enroute

to Whidby Island where he would meet with a prospective dealer for an Oak Harbor station.

Craftsman Hal Martin of the Edmonds Refinery was fixing an instrument that controls side cuts taken from a column.

Head operator Gene Moore at Edmonds, taking advantage of some spare time on a day off, was typing up asphalt and road-oil testing procedures to use the next month while training new operators at Union's Anchorage asphalt plant. For the last two summers, Moore had been operating supervisor at the Anchorage plant.

In Hoquiam, Washington, engineer Robert Hines was repairing a steam pump in the boiler house at the Hoquiam Marketing Station. Clerk Harold Bergstrom was loading a consignee truck.

10:27 a.m.—Oregon

Further south at Portland, Oregon, leadman Gene Pederson, a blond Scandinavian of impressive proportions, was adjusting a delicate meter used to measure volume of S-76 solvent. Compounder Homer Davis faced a shutdown on a heavy day. The smell of burning rubber told him a sump pump was frozen and the rubber belt was turning against a solid pulley wheel.

Plantman Dick Leinan of Portland, himself with no more than three months of service, was expertly demonstrating use of a Mantes filler for filling 35-pound pails of gear oil. His pupil was Walt Richards, a former service station manager who had spent exactly two hours and 27 minutes on his new job.

In Springfield, Oregon, commercial salesman Kirk Cloepfil was explaining the difference between Type A and Type C-1 automatic transmission fluids to Elmer Lewis, shop foreman at the Timber Tractor Co.

10:27 a.m.—California

In Eureka, California, tank truck driver Duart Martin drove up to a freeway construction job on Highway 101. He made the first delivery of a potential 600,000 gallon order of 76 Unifuel to the Granite Construction Co.

Driver Gerald Goyan didn't find things so easy. He jumped out of his tank truck and was dashing to the corral gate at the Sullivan farm, south of Eureka in the Elk River country. Fourteen steers were trying to get out of the gate as Goyan was driving his 2,000 gallon truck in. (P.S. He stopped them.)

In Sacramento, secretary Jeanne Brady was talking on the telephone to a local employment bureau, outlining qualifications for a prospective mail and file clerk. The opening was to come as a result of the retirement of

continued

SPOTLIGHT

continued

analyst's assistant Hilda Murray—and a series of office promotions.

At Berkeley, station manager William Hunt, Jr., was standing at the desk of his station at Telegraph and Ashby. He was putting away his stock ledger after a visit from the auditors.

In neighboring Richmond, merchandiser Richard Owings, returning from a 15-day field trip to test dealers for Union's Certified Car Condition Service, was walking into the Richmond sales office with a bundle of certificates.

Rodeo, California, is the home of Oleum Refinery. Process Engineer Donald Lindros at 10:27 a.m. was talking to foreman Nate Richaud about a coming turnaround.

Electrician William Roberts was running a preventive maintenance test on Gasoline Blending Unit No. 76. "That's appropriate," he grinned.

Machinist Clarence Burns, in a machine room at Oleum, was turning a shaft on a lathe.

Lavonne O'Neal, secretary to Oleum Manager W. T. Jameson, was calling refinery foremen about appointments for an employee service emblem-award ceremony.

Across the bay in San Francisco, at Union's Credit Card Accounting Department, Rose Brosnan was on the telephone with a local bank discussing a check that bounced. Typist Ann Daher, 19, was typing credit card statements; the originals had been damaged in a machine run.

At Santa Maria Refinery, utilities plant operator Donald Abel was regenerating a sodium zeolite water softener used to treat 150,000 gallons of hard water daily. Suspended in a bridge-crane 70 feet over the coke pits at Santa Maria Refinery was Robert Cottle. On that day, typical of many, he moved 700 tons of petroleum coke.

Over on the coast, at San Luis Obispo, wharfman Antonio Figueiredo was at the end of the Avila Wharf, half a mile at sea. At 10:27 a.m., his two helpers signaled that a piling was lined up, and Tony released a brake. The pole slid into the water, ready for the pile driver.

At Santa Paula, birthplace of Union Oil, field mechanic Milton Oliver was helping convert the Hill #2 Well from a flowing well to a Kobe pumper, a step that boosted pro-

duction from 170 to 250 barrels a day.

General foreman Leo Anderson at Kern, California, was talking to his counterpart at the Santa Fe Railroad about lowering an oil pipeline to allow construction of a new spur track near Bakersfield.

At Union Oil Center, Tom Catherwood, marine engineer just back from Japan, was making out his expense report. "Toughest part of the trip," he said.

At the Statler Office Center in Los Angeles, art director George Gootsan of Smock, Debnam & Waddell, Union's advertising agency, was specifying type styles for a Union Oil advertisement.

At Brea, California, home of Union's Research Center east of Los Angeles, Dr. Earl Amott was going over plans with Clem Dummet of Union Oil of Canada for future secondary recovery operations in a Canadian oil field.

Research technician Clint Herron, an all-time softball great, was doing 80 miles an hour at Brea and getting nowhere. Clint was in Research's road-in-a-room, testing experimental gasoline in an auto in the chassis dynamometer laboratory.

In the production division at Brea, foreman Ray Walker was ordering material for the Stearns Absorption Plant, which had been shut down a week earlier.

James Nowinski, a 6 foot 4 inch pipeline engineer, was at the Stewart Pump Station near Brea, helping in shake-down tests of new pumps.

South of Los Angeles is Wilmington, home of the Los Angeles Refinery. Stillman Thomas Blackman had just reduced the input on the fluid catalytic cracker (FCC) from a rate of 36,000 to 26,000 barrels a day. It was part of a test to develop a "mathematical model" of the FCC unit.

In nearby Compton, paleontologist James Eke was eyeing a microfossil, fixing the age of sands from 11,000 feet down in the Rio Vista gas field.

Production foreman Ed Fitzgerald was trying to find a gas leak in one of the Montebello, California, city streets.

In San Diego, marine sales supervisor Joseph Miller was at the 10th Avenue Terminal starting a pump to deliver bunker fuel to the steamer *Nam Hae*.

In the San Diego marketing office, steno Helen Erickson was in the office of commercial sales manager J. S. Foster going over highlights of the past week. Foster had just returned from a week's vacation; he spent seven days riding horseback from Riverside to San Diego.

10:27 a.m. — Arizona and Nevada

In Tucson, Arizona, tank truck salesman Kenneth Reed was pumping Diesel from a 10,000 gallon storage tank on a highway job at Amole overpass. The road contractor had finished the job and 700 gallons of fuel were left over. Commercial salesman Walter Ludwig, wearing a tank



truck salesman's uniform, was standing atop the tank truck, saying, "Fine way for a salesman to dress."

Turning north to Las Vegas, Nevada, dispatcher Russell Garris had completed his 21st telephone call of the morning. A commercial customer had just called to say he ran out of 76 Unifuel, and Garris was looking for a truck.

Tank truck salesman Rafael Garibay was 34 miles north of Reno, making a gasoline delivery to Abe & Sue's general store and trading post on the Paiute Indian Reservation.

11:27 a.m. — Mountain States

In Salt Lake City, Utah, Marion Reid, a temporary secretary from Kelly Girl Service, was transcribing dictation. She interrupted her work to tell marketing manager O. G. Gilbert that his annual physical was set for 3:45 p.m. "If you don't keep it," Marion warned, "I'll tell Mrs. Gilbert."

At Great Falls, Montana, Raymond Webb, manager of administrative services, was elated. His wife called to tell him that a letter from Washington, D. C., arrived informing him of his promotion to lieutenant commander in the naval reserve.

At Cut Bank, Montana, maintenance men Dick Copelan and Emmett Embody were 70 feet up on an absorption plant stabilizer. Embody, using a 24-inch pipe-wrench, was closing a valve. "This valve's so tight," he grunted, "that we busted two gear teeth."

Far to the south at Houston, Texas, Temple Young, secretary to Vice President K. C. Vaughan, was filing a direct-expense comparison for the first quarter of the 1963 budget.

In Midland, Texas, secretary Rhonda "Glo" Kinsey, her green eyes sparkling, was doing a turnabout on the typewriter. Her boss, J. H. Euston, was in Los Angeles to attend a ceremony marking three decades of service. Visiting from Los Angeles was chief exploration and production auditor T. O. Mackey. Glo was typing a letter from Mackey to Euston.

12:27 a.m. — The Midwest States

In Tulsa, Oklahoma, it was the lunch hour. District geologist Howard Samsel and geologist G. C. "Butch" Brown were in a state of suspended animation. They were playing chess and kibitzer Boyd Ripplinger broke the silence by saying, "That's not the way I'd have played it." (At last report, all were on speaking terms again.)

1:27 p.m. — New York City

In Manhattan, it was after the lunch hour, and Executive Representative C. E. Denton, an assistant secretary in the company, was discussing Union's first-quarter earnings with a member of the New York Society of Security Analysts. His secretary, Mavis Nathan, was making up a Tele-

type message for Union Oil headquarters in Los Angeles and a cable for Unoco Limited in Hong Kong.

A few blocks away, at New York University, advertising manager Jerry Lubovski was taking notes in a lecture on "Retailing in the American Economy," part of a ten-day seminar for petroleum executives.

6:27 p.m. — Madrid, Spain

In Madrid, Luis Ballestero, Unoco representative in Europe, had just placed a long distance call to his London counterpart, asking for rush delivery of petroleum products for an important customer.

1:27 a.m. TUESDAY — Singapore

Sales manager Samuel Szeto of Unoco (Malaya) Limited was aboard a steamship at the West Anchorage in Singapore, supervising delivery of bunker fuel oil. Although the time was 1:27 a.m. Tuesday, April 30, it was the same moment that Rubel spoke in Los Angeles.

2:27 a.m. TUESDAY — Hong Kong

In Hong Kong, sales representative Philip Yeung yawned sleepily. He was returning from Kai Tak Airport where he met the late jet from Tokyo to help a Unoco customer clear Hong Kong customs.

4:27 a.m. — Philippines, Australia

In Manila, foreign exploration field superintendent James Dabney was sound asleep dreaming of anticlines in the Central Luzon Valley.

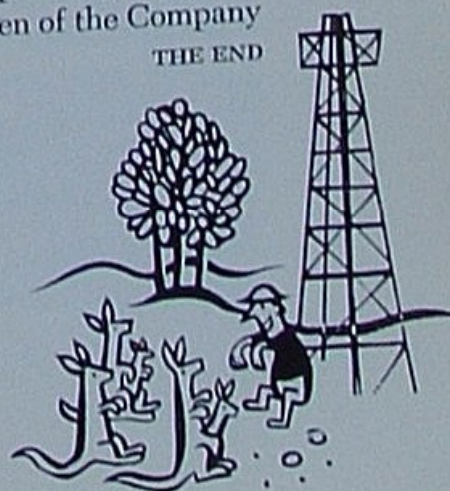
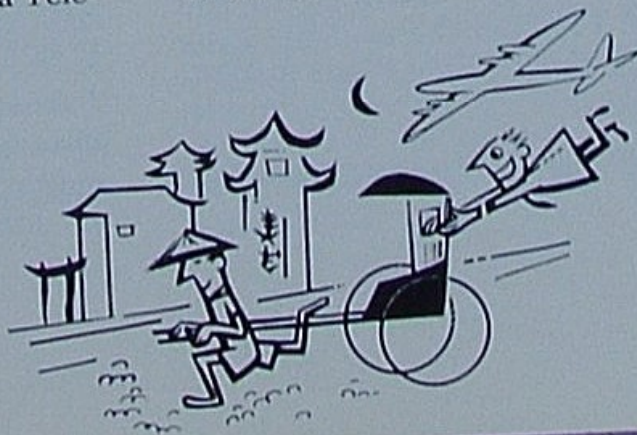
Far to the south, despite darkness, Union's drilling operations in Australia were going on. Petroleum engineer A. W. Buckley was watching a drill stem test on Weribone #1 Well, 65 miles northwest of the Moonie Oil Field. At Southwood #1 Well, three-and-a-half miles northwest of the Moonie Field, geologist Alan Carey was catching ditch samples of drilling mud for geological analysis.

And with that we have a brief look at Union Oil Company — six thousand and more people all twisting bolts, eyeing sands, selling gasoline, filling out reports, telephoning, computing sales slips, scratching their heads over daily problems, and making decisions — small and large. For a brief moment the spotlight has been thrown on the company and its operations have been frozen momentarily.

Half an hour later, the picture would be entirely different. Still, the work being done by Union Oilers around the world was proof that President Rubel knew what he was talking about when at 10:50 a.m. he said:

"I wish to take this opportunity to express my appreciation and thanks to all the men and women of the Company who made this possible."

THE END



lest we forget



The log of America's first fighting ship

U.S. FRIGATE CONSTELLATION

March 27, 1794—I was authorized to be built this day by President George Washington. The President also chose my name, *Constellation*, for the constellation of stars in my flag.

June 27, 1795—My keel was laid in the shipyard of Samuel and Joseph Sterrett in Baltimore, Maryland.

September 7, 1797—I was launched this day at Harris Creek in Baltimore, the first ship of the U. S. Navy and the first ship-rigged Baltimore clipper.

June 26, 1798—This day I was put in active service and ordered to the Caribbean. I am actually two days older than the Navy Department itself and the first commissioned ship of the U. S. Navy.

January 6, 1799—I recaptured an American merchant brig from a French pirate.

January 17, 1799—I recaptured the brig *Betsy* of eight guns from the French.

February 9, 1799—This day, with my 38 guns and a valiant crew, I captured the 44-gun French frigate *L'Insurgente*. This ship was considered the fastest on the seas, but I caught her in 45 minutes.

This day I also captured the French privateer *Deligent* of eight guns. Put a prize crew on board and sent her in as a prize of war.

The French privateer *Union* tried to outrun me too but I caught her and destroyed her in 15 minutes.

February 1, 1800—Sighting a strange sail, I gave chase and discovered her to be the fourth rated *La Vengeance* of 55 guns with 500 men. I fought an eight-hour battle with her all through the night. During this time she surrendered

three times, but
signal. She ran for
the next day.

May 22, 1800—I
that had been cap-

July 22, 1802—I
and killed a Tri-

1804-1805—Cru-
peace was signed

1812—My comm-
suaded President
to sea, and won
sister, *Old Iron*
history.

1812-1815—The
I engaged the 3
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May 20, 1815—I
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May 29, 1819—
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1819-1834—I cr-
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October 9, 1841
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May 22, 1843—
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Emperor Kameh-

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tory of Hawaii, f-

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had tried to take

1853-1855—I wa-


of 38 guns to a g-

by removing all

July 28, 1855—I

United States unt-

around the world



three times, but due to the darkness I could not see her signal. She ran from me and sank in the harbor of Curaçao the next day.

May 22, 1800—Recaptured three American merchant ships that had been captured by the French.

July 22, 1802—This day I sank two Tripoli pirate gunboats and killed a Tripolitan cavalry unit on the beach.

1804-1805—Cruised around and about Tripoli until the peace was signed.

1812—My commander, Commodore Charles Stewart, persuaded President Madison to let the American frigates go to sea, and won his case. If Madison had refused, my large sister, *Old Ironsides*, may have been unknown in naval history.

1812-1815—Though I was blockaded in Chesapeake Bay, I engaged the 38-gun *Juno* and defeated a British invasion of the Craney Islands, destroying 8 boats and 400 men.

May 20, 1815—I captured the Algerian frigate *Mashuda* of 44 guns, wounding her captain with my first broadside.

May 29, 1819—I was designated the flagship of Commodore Perry on the Brazil Station.

1819-1834—I cruised the Caribbean, Mediterranean, and South American waters, protecting American interests.

October 9, 1841—Commodore Lawrence Kearney was my skipper. We docked at Whampoo Beach and obtained an Open Door Policy with China.

May 22, 1843—I came into the Hawaiian Islands to find the British had tried to take the islands by force. I gave Emperor Kamehameha III asylum on board and, when the British demanded his surrender, I protected him. My action and friendship toward this man gave us the Territory of Hawaii, first as an American possession and now as the fiftieth state. We obtained by friendship what others had tried to take by force.

1853-1855—I was repaired and reconverted from a frigate of 38 guns to a gun-deck sloop of 22 guns. This was done by removing all guns from my spar deck.

July 28, 1855—I left Norfolk and did not return to the United States until I had logged 29,227 miles, having sailed around the world, and more.

June 15, 1859—I was sent as flagship on the Africa Station. My orders were to break up the slave trade in that area.

November 21, 1859—While off the Congo River, I captured the slaver brig *Delicia* with 500 slaves.

September 26, 1860—I captured the slaver brig *Triton* with 376 slaves.

May 21, 1861—I captured the slaver *Cora* with 705 slaves and sent her suffering crew into Monrovia and to the U. S. marshal in New York in irons. I had broken the back of the slavers almost single-handed.

1861-1865—I sailed in the Mediterranean, capturing Confederate raiders and blockade runners. Later I transferred to the squadron of Admiral Farragut and took part in the Battle of Mobile Bay and New Orleans.

March 7, 1878—I took stores to the Paris Exposition.

March 18, 1880—This day I sailed from New York with stores of food to keep the starving nation of Ireland alive for several weeks.

June 12, 1880—I returned to Annapolis, Maryland, to be stationed there as a training ship.

1880-1893—I remained on training status at Annapolis, taking the "future admirals" on their summer cruises to Europe. Among those I trained were Admiral Chester W. Nimitz and Admiral William Leahy.

September 6, 1892—I sailed for Gibraltar and there collected works of art for the Columbian Exposition.

May 17, 1894—I was sailed to Newport, R. I., where I remained as a training ship until 1940. Here I trained men who won the Spanish American War and World War I.

August 24, 1940—President Franklin D. Roosevelt placed me in full commission as flagship of the Atlantic Fleet, under the command of Admiral Ernest J. King.

1941-1945—Admirals King and Ingersoll lived aboard my 148-year-old hull, and from my massive communication switchboards came orders that destroyed the Nazi submarine fleets in the Atlantic. I was still a fighting ship.

September, 1946—I was made ready for tow to the shipyard at Boston. There was some talk of scuttling me. Others felt that I should be restored and preserved.

September, 1955—My friends won. I was put aboard floating drydock and taken to my birthplace, Baltimore, Maryland.

1955-1963—I am now docked at Pier 4, Pratt Street, Baltimore. It is good to feel the tread of people, young and old, aboard my ancient timbers. If, while reminiscing on my thrill-packed history, they also pledge their lives to the cause of Freedom, then can I continue to say, "It has been a good fight!"

THE END



GOLD MINING'S FINEST S

WINNEMUCCA, NEVADA

IT SEEMS TO US that nowhere in the world is gold more difficult to see than in a gold mine.

On accepting an invitation to visit Getchell Mine, about 40 miles northeast of Winnemucca, Nevada, we were met at the office door by Mine Superintendent Clair C. Chamberlain. In his let's-get-the-show-on-the-road way, he said: "Please to meet you. What would you like to see first?"

"Gold," we answered no less directly. "Can you show us the diggings where you find this *pay dirt*?" Secretly we had visions of picking up a nugget or two shining with riches.

Within moments we were speeding along a dirt road—swerving clear off the road when an ore-laden Euclid truck came at us 'round a bend—and listening to the superintendent explain why trucks have the right of way—"It's their road, and besides you can't stop one of those things, loaded, short of 300 feet."

At road's end we came to the diggings—one of three terraced open pits currently being mined by Union Oil powered and lubricated equipment.

The mining method was fairly obvious even to us city lubbers. A big Northwest power-shovel scooped the broken

earth into trucks. The Euclids hauled it around a mountain—to the mill if the dirt assayed enough gold, or to a waste dump if it didn't. Motor scrapers patrolled the area to trim ore pits and keep the dirt road in high-speed condition. Not a pick, shovel, burro nor bearded *sourdough* was in evidence anywhere to recall Nevada's yesterday.

The only machine in use we didn't fully understand was a truck-mounted pneumatic drill working on a terrace above the trucks. "That rig is drilling blastholes?" we guessed aloud.

"Well, we'll probably use some of the holes for shooting," Chamberlain replied, "but right now the machine is drilling for ore samples. See those rows of sacks along the ground? Each sack is location-labeled and contains cuttings taken through the level of ore we're now mining. We send the samples to our lab for assaying. In that way we can follow the orebody and tell in advance which part of it is worth milling."

We could hardly wait to reach the drilltruck and its liftings of raw gold. Surely somewhere in that fresh-cut ore could be found a trace of the yellow metal. I picked up a gaudy piece of rock, predominantly red but containing

Getchell's open-pit mining method depends on a pneumatic-drill truck to sample the ore body. Cuttings placed in the location-marked bags are assayed before the digging proceeds.



Rugged Euclid truck (left) hauls the ore and waste rock from three open-pit locations. Ore assaying a sufficiently high gold content is trucked to the mill (below) for crushing, processing and melting into bars of gold.

NEST STAND

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lastholes?" we

an impressive array of colors and compositions. The superintendent smiled: "That's mostly realgar, one of the substances that makes gold extraction very difficult. The orebody here measures about 40 feet wide as an average, but may vary from narrow *stringers* up to widths of 200 feet. The veins and orebodies are a gangue of argillite and limestone in gumbo. Sulphides, principally realgar and orpiment, occur with the gold, along with various oxides.

"But you'll never see gold in this ore with your naked eye. It's so fine grained and thoroughly distributed through the gangue that our lab men can detect it only under powerful magnification."

I dropped my hunk of realgar and we dodged around several more Euclids back to the mill. Maybe under this acre or two of roofing could be found a bar of gold coming off the finished-products line.

We questioned Mill Superintendent James V. Stanford briefly about the milling method. He began by explaining that Getchell's big problem was one of eliminating the arsenic sulphides during a *roasting* process. We followed him with some degree of comprehension through the mill's

continued





GOLD *continued*

crushing and screening processes, but Stanford lost us entirely in his explanation of the *fluosolids reactor* and a dozen other milling procedures that followed it.

Finally I asked him, "Where does the gold come out?"

"Its last step," he replied, "before being poured into bar moulds is through the oil-fired melting furnace. The furnace is cold today. We fire it only when we ship gold. If you want to know when, you'd better ask the boss."

The "boss," General Manager William H. Hisle, is the quiet type—at least 99 per cent efficient and reluctant to be photographed. We probably wouldn't have met him at all had not Union Oil's Sales Supervisor Ed Bollinger and Consignee Lorin Fagg arrived shortly after noon to check on the mine's oil supply. I followed Ed into the boss' office and, after a few moments of introductory conversation, found an opportunity to resume prospecting.

"Mr. Hisle," I began, "when we tell this story of your gold mining operation in *SEVENTY-SIX* magazine, I'd like to give our readers just one glimpse of your product—gold. Would it be possible for you to stand by the big ore pile next to the mill and indicate how much gold can be refined from that much rock?"

We didn't get a definite answer. Hisle had to fly somewhere that afternoon. It would take a little slide-rule work to figure the answer. But he'd see if he could find someone else to pose for our picture.

We were pleasantly surprised a few minutes later when Getchell's five top miners came striding toward the ore pile. Besides Hisle, Chamberlain and Stanford, there were

Office Manager Harvey Gauthier and Maintenance Superintendent Reeve T. Fagg, brother of our Winnemucca consignee. Hisle was carrying two heavy bars that looked every bit like gold. His only words, when Tom Carroll clicked the camera, were, "We can get about this much gold out of the ore pile."

"Is it really gold?" I prayed, itching to heft one of the bars.

"No," said Hisle, "it's babbitt. We never keep gold around the mill. As soon as it's poured, we ship it to the U. S. Mint."

That precisely has been my luck throughout 26 years of Union Oil prospecting for gold. Years ago on some gold dredgers Union served near Marysville, I knew the crews by their first names and haunted the boats, but never saw gold. In Alaska, cleanup day on the dredgers always took place when no visitors were around. I flew into Nome one time with Bush Pilot John Cross, who had only me and a \$12,000 pouch of gold as passengers, but I never got to look inside the leather pouch. Now I've seen one of the largest straight-gold-producing mines in the United States—without seeing a speck of what it produces.

"We don't see much of it either," the five Getchell supervisors laughed sympathetically.

IN RETROSPECT, no element under the sun has equalled gold as an incentive to exploration, conquest and colonization. The precious metal lured Mediterranean civilizations to Africa and the Far East. It brought Columbus to America, Cortez to Mexico, and other trail blazers to every corner of the earth. When western America leaped from

Vital to the mine's success is (left) excellent equipment; (below) Union Oilers Lorin Fagg and Ed Bollinger who supply the machines with our fuels and lubricants; and (at right) most important of all, Getchell's five top miners, (l-r) Harvey Gauthier, Clair C. Chamberlain, General Manager William H. Hisle, Reeve T. Fagg, and James V. Stanford.



centuries of dormant isolation to the dynamic development we see all around us, gold was the triggering device—on California's Sutter Creek, in Canada's Yukon, in Alaska's Nome.

Yet at no time in history has the precious metal been found in sufficient quantity to greatly lessen its value. It has remained, throughout thousands of years, civilization's most stable and coveted commodity—the substance of wealth—the most acceptable medium of international exchange.

Ironically, it was in this country, where competition and the law of supply and demand are championed to establish the value of commodities, that gold was singled out as a necessary exception. The United States, through its Gold Reserve Act of 1934, gave the President power to buy gold anywhere at \$35 an ounce. Despite the multiplying of practically all other commodity values since that time, the price of gold has remained at \$35 in the U.S. and close to that figure abroad.

Whether or not the fixing of gold prices was good or bad is a question for the economists. The point is, a govern-

ment measure that briefly stimulated gold mining soon reversed the trend. As prices of everything else, including wages, began to ascend, the gold mining industry had to tighten its belt. Marginal mines closed. Others ignored new equipment and better processes in order to prolong the day of closing. *Sourdough* prospectors came down out of the hills to accept old-age pensions; few young men replaced them. A whole industry withered on the vine. It is said you can count on the fingers of your two hands the number of straight gold-producing mines still operating in this country.

So the story of Getchell Mine in Nevada isn't exactly that of a rich bonanza in the wide open spaces of the West. The remarkable thing about it is not the wealth of its yield but the courage and skill of its men. Against drastic odds they are wresting a living out of low-grade ore and keeping one of man's oldest enterprises alive.

In that sense, we probably saw more real wealth than we imagined under the stormy Nevada sky. For each of the men in our photograph undoubtedly produces more than his weight in gold annually.

THE END

YOUR MISSING MONEY

When you put together the initials of your benefit plan deduct

LAST MONTH, we outlined the three classes of payroll deductions listed on your paycheck stub: (1) those required by law; (2) the single Retirement Plan deduction required by the company; and (3) the voluntary deductions for benefit plans, for savings, and to pay bills. We told about the biggest deduction of all: federal income tax.

We also mentioned what's added to your paycheck by Union Oil's contribution to the benefit package: an average of more than \$2,000 a year for each employee.

Logically, we said, federal withholding tax and its companion deductions required by law are the first boxes shown on the paycheck stub. They come right off the top. Unless you're investing a full five per cent of your salary in the Employees Incentive Plan and paying off a major credit union debt, deductions required by law probably take away more of your missing dollars than all the other deductions put together.

Now . . .

Combine the next five boxfuls of initials—C.G.I., D.B.I., E.M.P., E.R.P., and I.M.P., plus the Incentive Plan. They form an umbrella of protection for you and your family. All these benefit plans except the Retirement Plan are voluntary. You make your choice—hopefully, all of them—and you pay your money.

The benefit plans are designed to work together in units. We'll go into the details of each plan and each unit during the next few months. Right now, we'll talk about the umbrella: the pattern of protection you buy with payroll deduction—or receive free as part of that \$2,000-plus in company money hidden behind your paycheck.

The plans and free benefits fall in four categories: income continuance, family protection, protection against medical expenses, and savings.

Income continuance: Sick pay, D.B.I., St vol U.C.D., E.R.P.

The benefits in this category keep your income flowing in if you're ill or injured and unable to work.

First comes sick pay. The number of weeks you receive sick pay depends on your length of service with the com-

pany. The company carries the entire cost.

If you're laid up long enough to run out of sick pay or are not yet eligible for it, Disability Benefit Insurance—D.B.I.—goes into action to keep your income at a high level for an additional 52 weeks.

In California the deduction labeled "St/Vol UCD" is integrated with D.B.I.

St/Vol UCD means the mandatory state or a voluntary "Unemployment Compensation-Disability." After the paychecks were printed, the name of this deduction was changed to "California Disability Insurance."

Disability insurance is covered by a section of the California Unemployment and Insurance Code. Another section deals with unemployment insurance. Union Oil pays the *entire* cost of state—and federal—unemployment insurance.

E.R.P., Retirement Plan. This plan and your Social Security supplement each other. With the combination, you'll bow out of Union Oil at retirement age with an income for life.

The company pays the major part of the cost of the Retirement Plan. It also matches your Social Security deduction dollar-for-dollar.

Family protection: C.G.I., A.D.D.T.D.I., and a plan for which there is no deduction: N.C.G.I.

N.C.G.I., Non-Contributory Group Insurance, is a life insurance policy you receive free after one year's service with the company. It supplies the immediate money most families need when death or permanent disability strikes. N.C.G.I. isn't shown on the paycheck stub because the company foots the bill.

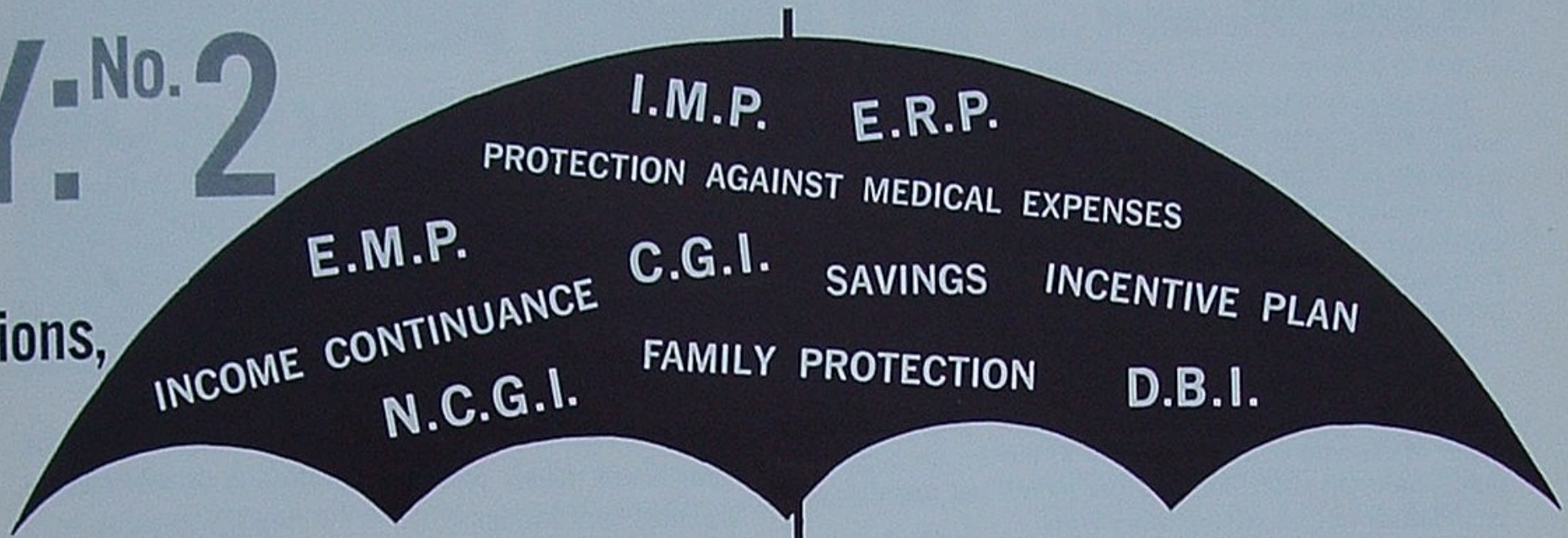
C.G.I., Contributory Group Insurance, is also life and permanent disability insurance—with the amount depending on your salary.

A.D.D.T.D.I.: Accidental Death, Dismemberment, and Total Disability Insurance, is an accident policy for those who want more coverage than that provided by our present group insurance policies. The deduction for this policy is made in the "Miscellaneous" box.

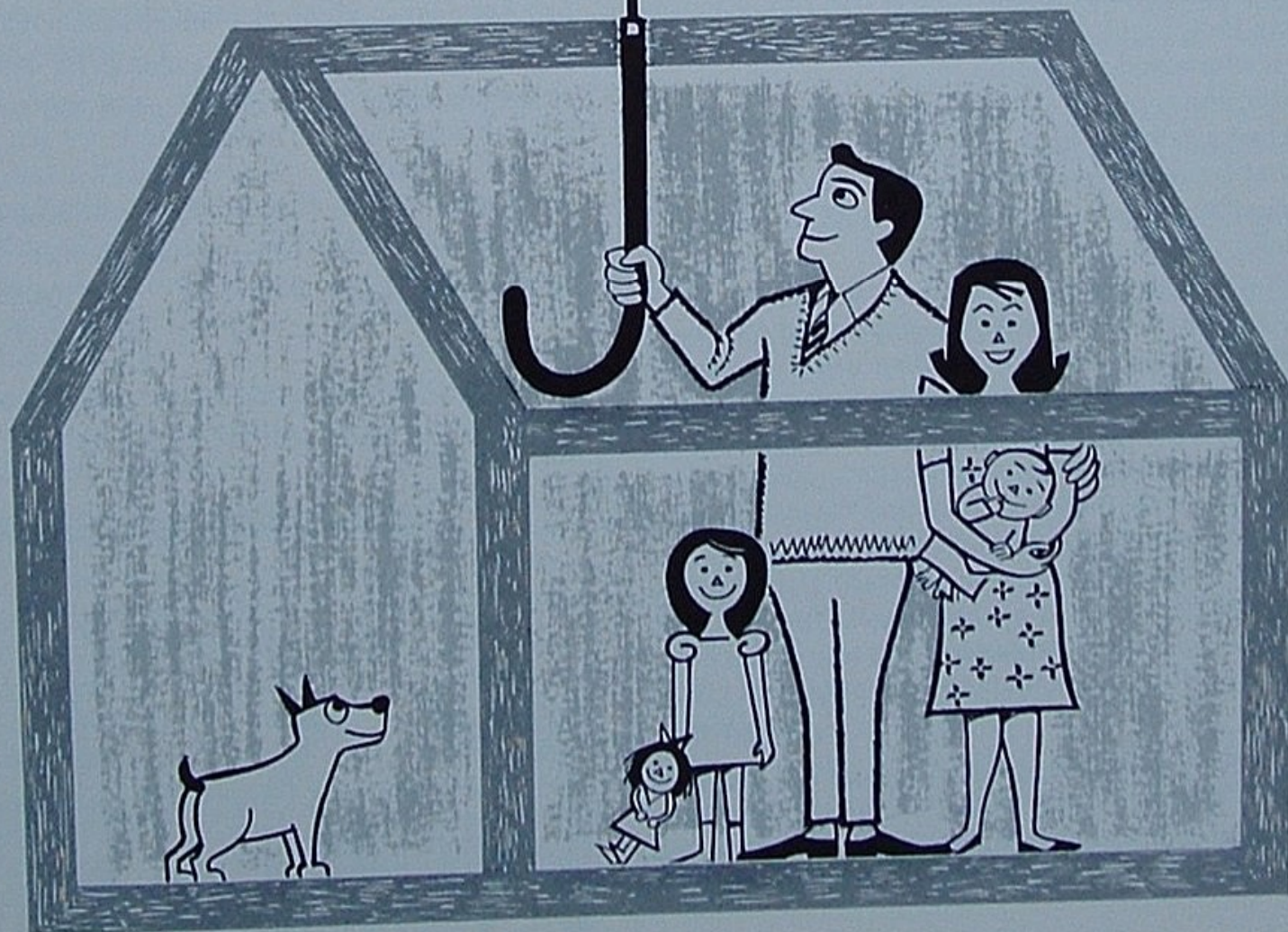
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Y. No. 2

ctions,



.....they form an umbrella of protection.



ued

SIX

YOUR MISSING MONEY *continued*

Two more deductions in this group have the interesting initials ERPL/ORFL. ERPL is an interest-free loan made to people returning from military service or to employees the company "acquires," as through the acquisition of a subsidiary. The loans enable employees to bring their Retirement Plans contributions up to date. ORFL is the Oleum Refinery Fund Loan, a local death-benefit plan.

Protection against medical expenses: E.M.P., and I.M.P.

E.M.P., the Employees' Medical Plan, pays for medical, surgical, and hospital care for employees from the *first dollar* of expense to a maximum of \$1,000 for each condition. Union Oil contributes \$2 per month per member to this Plan as well as paying other costs.

(We put that *first dollar* in italics, because medical plans that start paying with the first dollar of expense are few and far between.)

I.M.P.: Insured Medical Plan for employees and their dependents. This is, principally, a "major medical plan." It takes care of the big percentage of the cost if you or an insured member of your family has a long and expensive illness or a major operation. The plan also includes an accident benefit and "basic benefits" that cover your dependents' expenses for an illness of short duration.

Savings: the Employees' Incentive Plan. The Incentive Plan enables employees to profit from the company's progress by becoming shareowners. It gives them an incentive to increase their earnings and the company's earnings by their own efforts and economies.

Last year, the company's contributions to the Incentive Plan reached an all-time high: \$1,800,000, or \$1.21 for each \$1 invested by employees. For the first quarter of 1963, the company's contribution jumped to \$1.25 for each employee dollar.

Making a quick resume of your deductions.

Three or more of the deductions—depending on where you work—are required by law. These usually take the largest percentage of your missing money.

A baker's dozen of the deductions are for your convenience: union dues, charitable contributions, credit union, Savings Bonds, credit card payments, and the rest. They're merely an easy way to pay your bills or to save money.

Six of the deductions buy you a degree of protection you could hardly afford as an individual. You not only get the advantage of volume buying, but also of the company's contributions—contributions that totaled \$14,000,000 last year.

THE END

(Next month, we'll cover in detail the group of plans that protect your income during periods of illness or injury: sick pay, Disability Benefit Insurance, the state disability insurance plans, and the company's self-insured plan.)

HIGHLIGHTS OF YOUR BENEFIT PLAN DEDUCTIONS

Union Oil's benefit plans and its policies work together to provide you with an umbrella of protection.

The plans and free benefits fall into four categories: income continuance, family protection, protection against medical expenses, and savings.

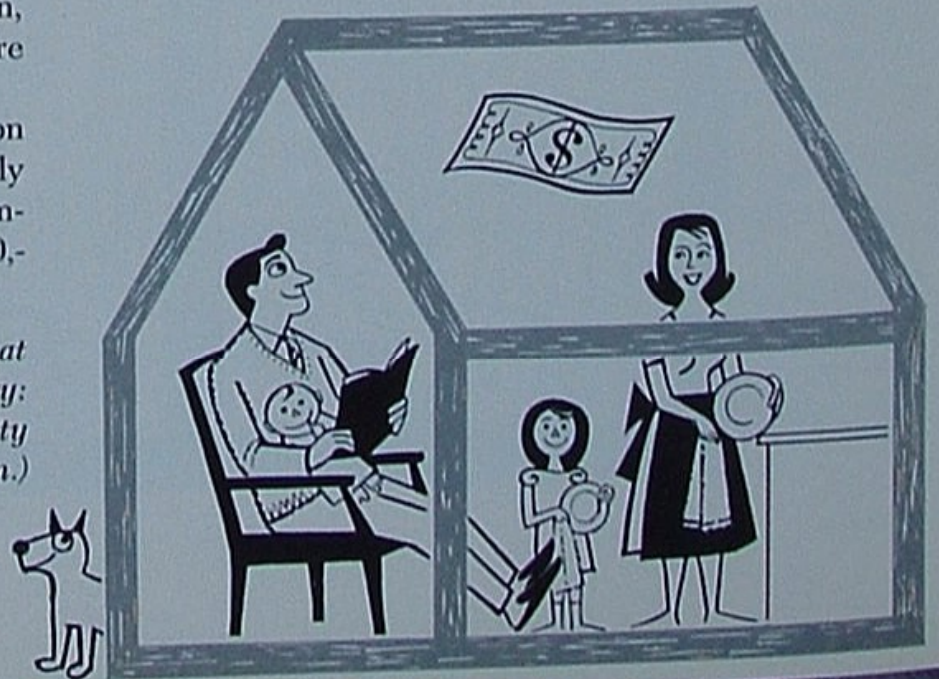
All deductions from your paycheck are voluntary except the three or more deductions required by law and the single Retirement Plan deduction required by Union Oil Company.

If you retire at the normal retirement age, the combination of the Retirement Plan and federal old age benefits provide you with a good income for life.

The Employees Medical Plan has an unusual feature: it pays for the first dollar of expense for medical, surgical, or hospital care. "First dollar" plans are rare.

A baker's dozen of the deductions listed on the paycheck stub are there only for your convenience. They're merely an easy way to pay bills.

Union Oil's contributions to your benefit package average more than \$2,000 a year for each employee.



Business



Highlights

LICENSE BRACKETS ROOT FOR L. A. DODGERS, UNION OIL

An interesting merchandising item for people in Southern California is a Dodger/Union Oil license plate holder. It roots for the Los Angeles Dodgers and Union Oil products.

Union Oilers in the California South Coastal marketing area should be able to buy these distinctive license-plate holders from dealer and company stations in Los Angeles now.

THE FUTURE LOOKS BRIGHT FOR UNION OIL COMPANY

Provided the economic picture doesn't change too drastically, Union Oil Company has a bright future. Our profits this year should show an increase over those of 1962. It's part of an overall growth picture. Here are some factors that contribute to this picture.

Item: Crude oil and natural gas reserves in recent years have increased substantially. Union has reserves of 550 million barrels of oil and natural gas liquids. Natural gas reserves have increased to 5.3 trillion cubic feet. The company has added greatly to its reserves by discoveries in the Gulf area, Alaska, Australia, Canada, Oklahoma, West Texas and California. Nearly a quarter of the company's oil reserves and 60 per cent of its gas reserves are in the Gulf Coast area. An additional 100 million barrels of reserves has

been added through participation in 80 secondary recovery projects. Prospects for the future in secondary recovery are for *at least that much more.*

Item: Many oil companies produce so much crude they increase refinery volume simply to keep the crude moving. We're not in that position. Our wells produce about 70 per cent of the refined petroleum products we sell. This means we don't have to increase volume for volume's sake. Our refining policy is to *upgrade the value* of our products. The result of this is that we have been able to increase refinery profits. For example, work is underway on a \$20 million Unicracking unit at Los Angeles Refinery. This will accelerate the Company's profit trend. The process was developed by our own Research Center.

Item: Union has a strong and long established position in the nation's most rapidly expanding market—the West. As you know, we presently have 4,400 retail outlets. To expand our merchandising facilities, we are building 100 to 150 new service stations every year. The company also operates 80 marine service stations. We have been successful too in marketing our own branded tires, batteries, and accessories.

Item: Research is playing a role in our profit picture. About four out of five cars today use lubricating oil additives developed by Research. The Company's patented Unifining process has been licensed to more

than 100 plants in the United States and abroad. Nearly a quarter of our \$4 million annual research budget is paid for by royalties from licensing our patent processes and techniques.

Unlike many oil companies whose profit growth has slowed or even stopped in the past five years, our profits have been getting relatively better. We have an upward momentum and we fully expect to keep it on the move. We have a management and an organization with the experience and talent to keep our company advancing. This is our most valuable asset. Union today is a lean, efficient, hard-working organization—well equipped to handle itself in the tough, competitive problems of today's oil industry.

UNION PLANS TO SPUD ITS LUZON WILDCAT THIS MONTH

Union Oil of the Philippines, a subsidiary, was expected to begin drilling its first wildcat in the Central Luzon Valley in July. William A. Greenwalt Jr. is resident manager of the project. James R. Dabney is field superintendent.

Site of the wildcat will be at Luisita (Louis-eeta), 73 miles north of Manila.

Exploration in the Philippines was made possible under terms of a Philippine government-approved agreement between Union and the Philippine Oil Development Company. Under this agreement, Union acquired a 50 per cent interest in four PODC licenses in the Central Luzon Valley. Union also has an agreement with the San Jose Oil Company for a 75 per cent interest in its concessions situated on several islands in the Philippines. Altogether, some two million acres are involved.

Union is obligated to drill 40,000 feet of hole on at least three structures.

The Central Luzon Valley, situ-

continued

Business Highlights

continued

ated between Manila Bay and the Lingayen Gulf on the island of Luzon, is regarded as one of the most promising prospective areas of the Philippines. Adding to this is easy accessibility to Manila. Railroads and paved highways traverse most of the concession area, which is predominantly cultivated farmland.

Geologically, the Central Luzon Valley is a Tertiary basin with a relatively thick section of sediments. A considerable amount of geological and geophysical work already has been done in the area. Several structures have been delineated that have excellent possibilities for oil accumulation.

The Philippines, with no production of its own, consumes about 60,000 barrels a day of imported oil and petroleum products. Demand is growing. Thus, there is a substantial market available for domestic oil production, similar to the situation that exists in Australia.

Union Oil has been marketing its products in the Philippines since before World War II, through its consignee, Theo. H. Davies & Co., Ltd.

MINUTE MAN DEALERS SEEK L.A.'S 'PHANTOM'

When a Union Oil customer drives into a "76" station in the California South Coastal Division territory around Los Angeles, a Minute Man likely will ask, "May I check the air in your spare tire?" To the customer, this is a thoughtful gesture. To the Minute Man, it can mean money. The Minute Man is looking for the *Phantom*, an anonymous customer who patronizes Union stations and has his card affixed to the spare tire. The lucky dealer who finds the card wins a \$50 prize. If the dealer has a Minute Man Tire in stock of the same size as those on the *Phantom's* car, the prize is \$75. Considering the number of dealers asking customers

to check their spare, it appears the program is receiving enthusiastic response.

UNION OIL DRIVERS WIN SAFE DRIVING CERTIFICATES

Four Union Oil Company departments have won safety awards in a National Safety Council contest held in the Los Angeles area.

Top awards for perfect safety records in the petroleum section of the contest went to Research, Southern Division Pipeline, Los Angeles Refinery, and the Los Angeles Terminal compound and shipping section. The Terminal's motor transport group took a first place award among oil companies in its category.

(Officially the contest was called the Greater Los Angeles National Safety Council Western Safety Congress Business and Industry On-Duty Disabling Injury Safety Contest for 1962.)

The contest awards were recognition, in part, of a Union Oil program that dates back to 1948 when the Company began honoring its careful drivers with safe-driving awards. These awards are made to professional drivers who pilot Company trucks and to others who drive their own or Company cars on business.

Individually, 1,095 Union Oilers qualified this year for the Company's Safe Driver Award Certificate. Of these, 200 have a perfect record—15

years without a chargeable accident.

To win an award, you have to go a full year without a chargeable accident. This is an accident that could have been avoided by taking every precaution listed in a Company pamphlet entitled "Defensive Driving Pays." For professional drivers, the decision whether or not an accident was chargeable is made by two others drivers and a supervisor.

Purpose of both the National Safety Council's and Union Oil's safe driving programs has been to reduce accidents. There has been a substantial decrease over the years.

INCREASE OUR HOLDINGS IN PACIFIC AIRMOTIVE CORP.

Union Oil Company in May increased its ownership of Pacific Airmotive Corporation, a manufacturer of aircraft parts, to 32 per cent. Union was issued 115,000 shares of Pacific Airmotive's stock in payment of a \$695,816 loan balance. The conversion of the loan into common stock was made at about \$6 a share.

POWERFUL BATTERY PROMOTION STIMULATES SALES FOR 76

Our Powerful Battery Promotion wound up as a very successful drive to stimulate sales of Minute Man Batteries. Sales during the six week drive in March and April exceeded goals. Dealers and their employees divided up 492 prizes valued at \$18,000, ranging from quarter-inch

D. J. Van Harreveld, southern division pipeline superintendent (left), is pictured accepting a National Safety Council perfect record award from George C. Sopp, vice president of the National Safety Council. Safety achievements, made possible by Union Oilers, are described in an accompanying article.





Besides seeing Union's 1963 merchandising and advertising show "Curtain Going Up," Union Oil dealers who attended the annual meeting in Portland, Oregon, saw this scene (above). It was a 76 Automotive Products Display, exhibiting Union's line of automotive services and accessories. Theme of the display was "More Profits Through 76 Programs." Statuesque model April Petersen (below) lent charm.



trainer supervision using the latest techniques and fire fighting equipment. Other groups from within and outside of the company are permitted, when the occasion warrants, to use the fire training grounds to train their people. Recently the Los Angeles Refinery training grounds were used by the field and pipeline departments and at Oleum an oil fire training school was conducted for a group of fire chiefs from the local fire districts.

RECENT BIDDING DEPICTS COMPETITION FOR SALES

In the entire spectrum of American industry, there probably isn't another business more competitive than ours. Here is evidence:

The U. S. Government's Defense

drills to color TV sets. Awards were made by dealers every three weeks, plus a grand prize drawing.

First grand prize winners, who received RCA Victor color TV sets, were Tom Grimes of Oakland and Richard R. Vaughn of Downey, Calif.

Winners of second grand prizes, RCA Victor stereo hi-fi consoles, were Craig Stewart of Northridge and George Sawyer of Arcadia, both of California.

Third grand prize winners of RCA Victor portable TV sets were Jim Fierst, Yakima, Washington; "Dick," c/o Chas. Dopita, Phoenix, Arizona; "Jim," c/o E. B. Ellsworth, San Diego, California; "Ray," c/o Paul Aha, Burlingame, California; "T. C.," c/o Howard Daviess, Las Vegas, Nevada; "Charles," c/o Mack & Mack, Los Angeles; and Edwin Metoyer and Ed Grambow, both of Los Angeles.

OLEUM, LAR FIRE FIGHTERS PRACTICE WITH REAL THING

All Oleum and Los Angeles Refinery employees are trained extensively in the use of fire fighting equipment by putting out real fires on special training grounds. Here in a safe location actual fires are started in trenches, in tanks, on towers, and around other surplus equipment simulating what could happen in a processing unit. The fires are then controlled and extinguished under

Petroleum Supply Center (DPSC) recently called for bids on JP-5 kerosene-type jet fuel. We offered 35,322,000 gallons, and were awarded our total offer for delivery between April 1 and September 30 from our Los Angeles Refinery. To win this bid, prices were calculated to the fourth decimal point.

In DPSC bids for JP-4 gasoline-type jet fuel, we offered 80,703,000 gallons for delivery between April 1 and September 30 from our Oleum Refinery. We were awarded a contract for 26,901,000 gallons. The price, again figured to the fourth decimal point, turned out to be \$00.0002 a gallon lower than the next higher bid price.

When DPSC called for bids on 115/145 aviation gasoline, we offered a total of 29,366,000 gallons for delivery between July 1 and December 31 from our Los Angeles Refinery. While there were other successful bidders, our price turned out to be \$00.0001 a gallon lower than the next higher bid price.

That's close figuring. But results of two other bids—these for fuel oil—were real cliff hangers.

The Los Angeles Department of Water and Power (DWP) called for bids on 44,100,000 gallons of fuel oil to be delivered by pipeline to the Harbor Steam Plant. We offered—and won—21,000,000 gallons at a price of \$00.0000231 below our competition. *That's 1/420 of a cent a gallon.*

Another DWP request called for bids on 50,400,000 gallons of fuel oil to be delivered by truck to the Scattergood Steam Plant. We offered three lots of 16,800,000 gallons each, and were awarded a contract on one lot. The bidding was so close that we won because the BTU content of our fuel oil negated the competition's slight price advantage.

It takes quality and a sharp pencil to stay alive in the oil business these days.

THE END



**IN
FOCUS**



Nick Walraven, whose printing company has served Union Oil for going on half a century, was given an appropriate lapel emblem on announcing his 76th birthday anniversary. The presentation was made by Florence Gillette, Larry Higbee and "Lucky" Allen of the Office Services group in Los Angeles.



In 1926 Major Frederick R. Burnham, DSO, author and explorer, set up a perpetual bowling trophy for employees of Union Oil Company where his son, Rod, was manager of lands. In April, 1963, the 37th awarding of the trophy went to the Los Angeles Refinery No. 1 Bowling Team with a 2,781 for the highest score from among 29 participating teams from Union Oil. Congratulating team members was LAR Manager John Hopkins (third from left). Team members included (left to right) Bill Schweickhardt, Joe Zuanich (high game of 236), (Hopkins), Al Jones, John McDowell and Ed Hyder (high series of 621). Zuanich and Jones were members of last year's championship LAR team.
—from T. H. Gaines

A new record for distance traveled to tour the Los Angeles Refinery was set on April 8 when 90 members of the Lancaster, California, area Campfire Girls made the 110 mile trek to LAR. After a tour of the refinery and laboratory, the young ladies were fortified for the long trip home with foot-long hot dogs and ice cream. —from T. H. Gaines





In observance of "Boys' Day in Industry" on April 30, the Los Angeles Refinery hosted ten boys from local high schools. Shown left to right (front row) are: Tom Keens and Henry Melusi of San Pedro, Gene Komatsu, Steven Crenshaw and Gene Lee of Gardena, (back row) George Orr (the guide), Philip Kendal of San Pedro, Keith Watanabe of Gardena, David Berg, John Brown and Ralph Shaver of Banning.

—from T. H. Gaines



When C. E. Rathbone, marketing director, flew into Billings, Montana, on April 23, he was expecting to be met at the airport by Billings dealer Bill Haws. But he didn't expect to ride into town in this 1922 Packard touring car. Pictured (left to right) are D. F. Charles, division sales manager; Haws; Rathbone; and B. D. Thorpe, division manager. Rathbone said he enjoyed the ride, despite the brisk Montana spring air.

—from L. J. Torkelson

The Nevada State Motel Association, who have contracted to use Union heating fuels throughout the state, also have chosen the finest president available to head their cooperative efforts—Mrs. Ethlyn Harsh of Reno.



June Lockhart of the Lassie TV series stopped in recently for 76 Certified Car Condition Service at the Custom Union Service station in North Hollywood Plaza, California. She was pictured with former manager Tom Price, who was succeeded shortly after this picture was taken by Walt Almgren. The station made headlines for owner Bill Lindsey recently by offering patio tables, chairs and daily papers to patrons while waiting for lube jobs.

—from Dick Lucas



A NEW



In a section of the Edison Field occupied by Union Oil Company, new production equipment presents a shining contrast to derricks of a fading era. These devices are expected to prolong the field's life for some 15 years.

LEASE ON LIFE

*That's what electronic devices
have given our
Edison and Fruitvale oil fields.*

BAKERSFIELD, CALIFORNIA

THE ABANDONMENT of an old oil field is rarely a pleasant prospect — especially to the people who have spent years of their working careers keeping the field equipment shipshape and the wells productive.

By the same token, when ways and means can be found of keeping a field profitably active — and its people employed — everybody's happy.

Near Bakersfield, Union Oil's Edison and Fruitvale fields have been declining in recent years to marginal productivity. When production costs rise consistently above the net value of oil produced, then a field has to be abandoned. Both Edison and Fruitvale were approaching that critical economic point.

During discussions relative to abandonment, our field people at Bakersfield elected to try something new. Available from a supply house in Long Beach was new electronic equipment that, its designers claimed, could handle most manual chores in an oil field. A decision was made to try the automatic controls first at Fruitvale, then, if successful, at Edison.

Now installed and in operation at both locations, the controls are living up to their advance billing. Automatically they measure and record every barrel of crude produced from each well. As the crude stream moves through gas traps and separators, electronic devices keep accurate tab of the gas, oil, water and sediments thus separated. All shipments of clean oil are continuously measured and recorded, eliminating the need of field tanks.

Also, the equipment requires fewer trips to the fields to read meters or gather data. Production figures are trans-

mitted automatically, via radio, to our Kern Station at the edge of Bakersfield. There a receiver mechanism transcribes the radio impulses into a ticker-tape sort of report. Information transferred from the tape to IBM cards is then ready for its high-speed accounting journey through data-processing machines in Los Angeles.

The self-sufficient oil fields of course require some degree of inspection, repair and maintenance. For these jobs it

continued

Field operator Otto Pedro remembers when clock-watchers were frowned upon; with electronic gear, the clock has to be watched.





Checking final installation details with the supplier, Walter Ennis of Long Beach, is John Anderson (left), production supervisor at Bakersfield. The radio equipment relays oil measurements to Kern Station.

At Kern Station, production clerk Joe DeLozier and district foreman Jim Bailey receive a ticker-tape report telling precisely what each well is producing.

A NEW LEASE ON LIFE *continued*

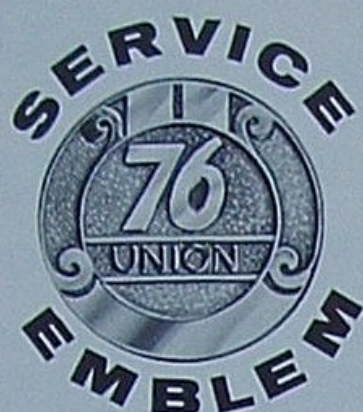
was found that our veteran field operators were fully qualified after being trained to master the electronic gear. They are usually the first to say, "Why didn't somebody think of this before?"

The continuation of Edison and Fruitvale fields is advantageous to the Company, its employees, and the national economy.

Nearly a thousand barrels a day of oil were involved in the discussions of whether to abandon or automate. That we can now keep the 24 old wells pumping for an estimated 10 or 15 more profitable years means adding hundreds of thousands of barrels to Union Oil's and America's petroleum reserves. And for quite a number of people it means the continuance of employment that might otherwise be lost.

THE END





AWARDS

REFINING & MARKETING

40 YEARS

LESLIE A. SMITH Union Oil Center

35 YEARS

STANLEY BIEHN San Francisco, Calif.
 RUSSELL S. BOND Union Oil Center
 ORIN L. DYER Los Angeles Refinery
 ARTHUR ERICKSON Seattle, Washington
 HUGH E. LILLQUIST Tacoma, Washington
 DAVID C. McEWEN Bakersfield, Calif.
 HAROLD PEDERSEN Oleum Refinery
 ERNEST B. STRICKER Los Angeles Refinery
 DANIEL B. TROUT Union Oil Center

30 YEARS

LAWRENCE W. BRUCE Sacramento, Calif.
 WALTER J. DILL, JR. Union Oil Center
 GEORGE A. FISH Oakland, Calif.
 NORRIS V. HARTSELL Los Angeles Refinery
 RAYMOND L. HAYNES Taft, California
 MICHAEL S. McNAMARA Oleum Refinery
 LEON M. YOUNG Oleum Refinery

25 YEARS

HAROLD T. MORIYAMA Hawaii
 JOHN T. PATRICK Oleum Refinery
 JAMES W. REID Oleum Refinery
 GEORGE B. SNYDER Santa Maria Refinery
 GROVER C. STARK, JR. Union Oil Center

20 YEARS

CLOYCE E. BECK Los Angeles Refinery
 E. I. FITZPATRICK Union Oil Center
 LOERN A. HALVERSON Los Angeles Refinery
 HAROLD D. MAGNES Colton, California
 WILLIAM D. MHOON Los Angeles Refinery

15 YEARS

CLYDE L. CALDWELL Oleum Refinery
 RUTH W. COSTANZA Union Oil Center
 STANLEY H. NIELSEN Richmond, Calif.
 DOROTHY E. SMITH Los Angeles Refinery
 HAROLD E. TRUSCOTT Reno, Nevada

10 YEARS

CARL H. BAUHOF, JR. Los Angeles Refinery
 CLARENCE B. BURNS Oleum Refinery
 EARL J. GRISSOM Pasadena, Calif.
 CAPITOLINA HOLL San Francisco, Calif.
 JACK E. LEHNER Bakersfield, Calif.
 JOHN LISSOLO Oleum Refinery
 WILLIAM H. PHILLIPS Sacramento, Calif.

PAUL J. ST. PIERRE New Orleans, La.
 E. A. SAGMEISTER Los Angeles Refinery

EXPLORATION & PRODUCTION

40 YEARS

E. H. CHRISTOPHER Orcutt, California

20 YEARS

IRA J. DYSON Abbeville, Louisiana
 GEO. W. HUNT Santa Maria, California
 ROBERT LEMAIRE Abbeville, Louisiana
 EARL O. MOFFITT Montebello, California
 ARVIN L. WEST Orcutt, California

10 YEARS

DONOVAN C. ALLEE Coalinga, California
 M. J. BRENNEMAN Midland, Texas
 DONALD J. McDONNELL Coalinga, California
 LEROY MEDEIROS Coalinga, California
 CURTIS A. NEAL Sansinena, California
 WENDELL F. RAMAGE Coalinga, California

CORPORATE DIVISION

35 YEARS

SYLVIA CASTOR Union Oil Center
 WILLIAM W. PHILIPS Union Oil Center

30 YEARS

GEORGE R. LAKE Research Center
 F. L. SPRINGMANN Union Oil Center

20 YEARS

IRENE CARNAL Union Oil Center
 WILLIAM L. KENT Research Center
 RAYMOND W. MATTSON Research Center
 LOREN L. NEFF Research Center
 HELEN NICKLESON Union Oil Center

15 YEARS

MARGARET I. GARVEY Union Oil Center
 FRANK C. RIDDICK, JR. Research Center
 ALBERT W. SANBORN Union Oil Center
 RICHARD M. SCAMMAN Union Oil Center
 CLIFFORD M. STUBBE Union Oil Center

10 YEARS

DOUGLAS V. MUIR Research Center
 OSCAR B. WIGINTON Research Center

DEALERS

35 YEARS

L. F. HUCKER Harper, Oregon

30 YEARS

R. A. BRUNDAGE Los Angeles, California
 J. R. DUSS La Canada, California
 GEORGE C. and TSUNEO KIMURA Honolulu, Hawaii
 O. W. MARTIN San Marino, California

25 YEARS

A. M. WALKER Los Angeles, California

20 YEARS

KEAMS CANYON TRADING COMPANY Keams Canyon, Arizona

15 YEARS

BAARSOTTI & TIMM Spanaway, Washington
 J. M. BAUMAN San Diego, California
 HARRY BECK Greenacres, Washington
 HALLOWELL CHEVROLET CO. Clovis, California
 HERMAN HUEBNER Port Orchard, Washington
 KATSUYOSHI KUROKAWA Hanapepe, Kauai
 C. G. LEE Coalinga, California
 GERALD MILLER Port Angeles, Washington
 HAROLD OLSON Arlington, Washington
 HENRY STANKEY Salkum, Washington
 YASUMITSU TAKUSHI Kaneohe, Hawaii

10 YEARS

HAROLD T. DUNCAN Concord, California
 J. DAVID GILLELAND Everett, Washington
 ELDON HELGELIEN Tacoma, Washington
 HUBERT LEW San Francisco, California
 J. S. MORBERG Glide, Oregon
 PAUL C. MORSE San Francisco, California
 G. PRITCHARD and W. LANGSTAFF Buena Park, California
 RYAN & SKELLY Poulsbo, Washington
 DEXTER SELBY Lakewood, California
 CLARENCE ZINE Elverta, California

5 YEARS

LOUIS DE ROSE—May Grand Junction, Colorado
 MERVIN L. EINSPAHR—May Grand Junction, Colorado
 BENNETT YOUNG—May Palisades, Colorado
 ALASKA OIL SALES Anchorage, Alaska
 URAL BITTLE Yakima, Washington
 WILLIE BOWSER Menlo Park, California
 CHECKER YELLOW CAB COMPANY Cheyenne, Wyoming
 D. W. DUSEK Kingman, Arizona
 MONTY A. GUTERMAN Hanford, California
 IRVING HADLEBAN, LAKE EARL GROCERY Crescent City, California
 ELVIN E. JOHNSON Prineville, Oregon
 LAVON KEEFE Santa Ysabel, California
 CONNER KESSLER Charleston, Oregon

continued

SERVICE EMBLEM AWARDS
continued

A. J. MANIX Avon, Montana
 NAVARRO INN Navarro, California
 NAVES GARAGE Novato, California
 FRED E. PAPE San Rafael, California
 A. J. QUINN Corbett, Oregon
 D. E. SHAFFER Tacoma, Washington
 TINSMAN'S GROCERY Eureka, California
 GILBERT YNIQUES Gonzales, California

CONSIGNEES

35 YEARS

F. A. LAMB Lakeside, California

30 YEARS

LELAND R. CHESTER Woodland, Washington
 W. E. HOESSEL Westley, California

15 YEARS

ROBERT E. SIVELL Lodi, California

5 YEARS

E. A. BOSWELL Tonopah, Nevada

DISTRIBUTORS

10 YEARS

ERNY OIL DISTRIBUTORS, INC.
 Louisville, Kentucky

RETIREMENTS

June 1, 1963

ELEANOR A. ANSLEY
 E & P, Pacific Coast Div. May 2, 1947
 JAMES C. BONNER
 R & M, Northwest Div. June 19, 1922
 SYLVIA L. CASTOR
 Comptroller's July 9, 1928
 RICHARD J. GERTZEN
 E & P, Glacier Div. February 7, 1933
 JOHN A. MARUSICK
 R & M, Northwest Div. April 11, 1927
 RUSSELL G. McADAM
 R & M, Purchasing January 26, 1928
 LESTER W. McLENNAN
 Research Dept. June 14, 1928
 HILDA E. MURRAY
 R & M., Calif. Central Div. June 10, 1935
 PETER F. PAUL
 R & M, Los Angeles Refinery June 20, 1930

IN MEMORIAM

Employee:

EARL E. NAY
 Pacific Coast Division March 22, 1963

Retirees:

BRUNO H. SCHROEDER
 Oregon Division May 6, 1963
 BERT L. WELCH
 Pacific Coast Division May 6, 1963



**TURNING
 BACK THE PAGES**

(40 YEARS AGO THIS MONTH)

Here are highlights from the Union Oil Bulletin, the granddaddy of Seventy-Six Magazine, from July, 1923.

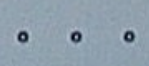
From an article entitled "New Union Oil Home:"
 "On the 27th of this month, the Union Oil Company will say good-bye to the building it has called home for the past ten years, and will move into new quarters at Seventh and Hope Streets.

"The new building is a twelve story, steel-frame structure, the upper nine floors of which will be used exclusively by the Union.

"The ground floor is finished with ornamental iron windows for the various stores which will occupy this space.

"Beginning with the prosaic motive of a pressing need for more floor space, the company will occupy a building that stands as a symbol of the majesty and might of California oil. The opening of its doors will mean various departments of the home office organization, which have been scattered because the old offices were insufficient to accommodate them, will again be housed under one roof."

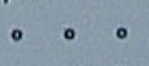
JULY, 1963: *For 35 years, Union Oil was headquartered at Seventh and Hope Streets. In March, 1958, the Company moved to its new quarters in Union Oil Center.*



Here's proof of another kind of the progress in the oil industry in 40 years. The July issue of the *Bulletin* reported:

"Union Oil Company is drilling and bringing on production the greatest number of deep wells ever drilled. . . The company has 45 wells drilling that are between 4,000 and 5,000 feet deep. . ."

JULY, 1963: *Today the average depth of wells, drilled by Union Oil in the United States is 7,332 feet. Union's deepest producing well, situated in the Gulf area, is 17,526 feet deep.*



The humor column entitled "Refined and Crude" carried these tidbits:

"Success in business depends not so much upon lying awake at night as in keeping awake in daytime."

"A lot of trouble on this earth grows out of someone's attempt to let his conscience be your guide."

What will it cost to provide a job for him?



Two types of jobs will be available in private industry to this year's crop of graduates: (1) New jobs created by our expanding economy, (2) Vacancies in established jobs created by such natural causes as retirement, death, illness and winning tickets on the Irish Sweepstakes.

Established or new, though, it takes a large amount of capital investment to provide most jobs in the U.S. Here at Union Oil, for example, there is an average net investment of \$70,000 in tools, drilling rigs, refineries, etc., behind each job in the company.

Obviously, the "tools" required to put a secretary to work at Union Oil don't cost \$70,000. On the other hand, the equipment behind one of our refinery workers may run twice as high. So the figures are realistic. Admittedly, the oil industry is on the high side in capital-per-employee requirements. But the average for all U.S. manufacturing is between \$15,000 and \$20,000.

Now under our economic system, there are three sources of new "tool" money for private industry. They are: (1) **Equity capital** invested by owners or stockholders, (2) **Borrowed capital** provided by loans or bond issues, and (3) **Profits** that can be plowed back into the business. (Money set aside for depreciation helps replace worn out equipment but doesn't buy tools for new jobs.)

However, without adequate profits—or the reasonable anticipation of them—no company can continue very long to acquire either equity capital or borrowed capital. So profits are the key to the whole "tool" money situation.

If we are to continue to provide the additional jobs which our growing U.S. labor force requires—and continue to increase our nation's productivity—adequate profits for American industry are an absolute must.

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

Union Oil Company of California 
MANUFACTURERS OF ROYAL TRITON, THE AMAZING PURPLE MOTOR OIL

This advertisement has appeared in the following magazines:
U. S. News & World Report - June 10
Harpers - July
Time - June 14
The Atlantic - July
Sports Illustrated - June 17
Cosmopolitan - July

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



Where We Work...

Break out the lace curtains, men, Minute Man stations are getting the feminine touch. For the fifth year, our Sparkle Corps is rating the housekeeping at Union Oil stations and offering tips on what pleases a lady customer. At the left is one of 16 Sparkle Girls who went on the road just before the Fourth of July. A two year veteran of the corps, she was known last year as Regis Stevens of Sacramento. This year she became Mrs. Kent Cochrum, a sparkling June bride.