

JAN 50



"On Tour"

Foreword

Due largely to the popularity of several management organization charts published in ON TOUR during 1947 and 1948, it has been concluded that an improved and up-to-date presentation of similar information will meet with employee favor. Accordingly, on the following pages you will observe the manner in which your company is organized; the names, titles and pictures of nearly 200 Union Oilers who constitute part of our present management; and brief descriptions of their departmental scopes and functions.

Because the magazine page has its limitations for chart purposes, ON TOUR has found it impractical in some instances to present these members of management on their related supervisory levels. It is requested, therefore, that our readers and the managers involved assist by making a few interpretations. Where two or more rows of pictures are connected by a continuous curved line, it is inferred that all occupy the same level of supervision.

Furthermore, we should like to point out our greatest difficulty in publishing these charts. The word MANAGEMENT actually includes every employee who supervises other employees or is responsible for a department, plant, office, station or any other such Company division. Necessarily in this instance an arbitrary line had to be drawn, and it is admitted that many Union Oil managers, supervisors, technicians and foremen, quite as important to the Company's operations and success as others portrayed here, are not shown.

Despite these evident shortcomings, it is hoped that this issue of ON TOUR will be most useful and informative—a significant human milestone marking the Company's sixtieth year of progress, and a promising forecast of sixty better years to come.

BOARD OF DIRECTORS

The business and property of Union Oil Company are managed and controlled by the Board of Directors, numbering sixteen. Vacancies on the Board may be filled temporarily by the directors in office, but all directors must be elected or re-elected at each annual meeting of the stockholders. Regular meetings of the Board are held monthly, usually on the last Monday of each month at Head Office; however, the time and place of such meetings may be changed by resolution of the Board, and special meetings are called as required.

The order of business at Board meetings consists of a roll call; approval of minutes of the previous Board meeting and minutes of Executive Committee meetings; the hearing of reports of the Executive Committee, special committees or department heads; and the handling of any new or unfinished business. A majority of the Board constitutes a quorum.

Directors at present are all stockholders, but they need not be in order to qualify for a place on the Board. They are selected on the basis of their industrial experience and renown, knowledge of corporate affairs, business acumen, and many other characteristics that make them valuable to the Company. In considering and acting upon corporate affairs the directors are legally bound to protect the interests of all stockholders.

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EXECUTIVE COMMITTEE AND OFFICERS

The Executive Committee of the Board of Directors, appointed annually, consists of the President of the Company and such other Officers as are members of the Board. During intervals between meetings of the Board, the Executive Committee has full power to act for the Board and to bind the Company in most matters as fully as the Board might or could do, but subject at all times to control of the Board. The Committee does not have power to declare dividends, or to make any change in the by-laws, or to change the salaries of Officers elected by the Board.

The Officers of the Company are likewise appointed annually by the Board of Directors. The Officers consist of the President, such Vice-Presidents as the Board deems necessary, the Treasurer, the Comptroller, and the Secretary.

The paramount obligation of the Executive Committee and Officers is to make and keep the corporate enterprise successful and profitable. This is a many-sided undertaking, requiring proper organization, wise planning, a thorough knowledge of the petroleum and related industries, and countless other requisites.

No other group of Company managers is more conscious of the fact that corporate success, although influenced to a great extent by competition, is measured by management's ability to provide good jobs and working conditions for all employees, to obtain for the stockholder a fair return on his investment, and to provide the public with the best products and services.

THE PRESIDENT

The President presides at all meetings of the stockholders and the Board of Directors. Subject to the Board, he has active supervision and control of the business and affairs of the Company. He keeps the Directors and Executive Committee fully informed; consults with them concerning business affairs of the Company; and sees to it that their orders and resolutions are carried into effect. He, and the respective Vice-Presidents and such other Officers of the Company who may be authorized so to do by the Board or Executive Committee, may sign and execute authorized bonds, contracts, deeds, checks and other instruments in the name of the Company. He is ex-officio a member of all committees and, in addition to the foregoing duties specifically itemized in the Company's by-laws, performs many other acts and duties usual to the position of President or specially assigned to him by the Board of Directors or Executive Committee.

THE VICE-PRESIDENTS

In the absence of the President, the Executive Vice-President is authorized to perform all acts and duties of the President. In addition, the heads of several Company departments, as indicated on the following organization chart, report to the Executive Vice-President.

Largely because the Executive Committee is limited as to numbers and can neither be everywhere at once nor personally direct every phase of the Company's operations, the Board of Directors, where and when it deemed necessary, has elected a number of Company Vice-Presidents who serve as Officers. These men, in addition to heading their respective departments, are directly charged with special duties and powers by the Board of Directors, the Executive Committee or the President. Within their assigned limits, they may sign instruments and act officially for the Board, Committee or President.

ASSISTANTS TO THE PRESIDENT

Assistants to the President are appointed by him to serve as his personal representatives in key or remote areas or to handle the details of a department over which the President exercises direct personal control.

BOARD OF DIRECTORS

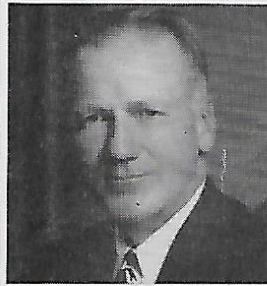
Francis S. Baer
 Leigh M. Battson
 John Earle Jardine
 S. W. Morshead
 Gurney E. Newlin
 James R. Page
 Herman Phleger
 *A. C. Rubel

*H. W. Sanders
 Ernest Stauffen
 *A. C. Stewart
 *W. L. Stewart, Jr.
 *Reese H. Taylor
 W. W. Valentine
 George M. Wallace
 Dwight Whiting

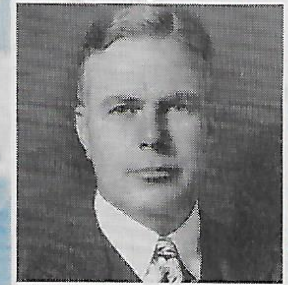
*Member of Executive Committee



REESE H. TAYLOR
 President



W. L. STEWART, JR.
 Executive
 Vice-President



A. C. STEWART
 Vice President

**INDUSTRIAL
 RELATIONS**
 Cont. on page 10

PURCHASES
 Cont. on page 10



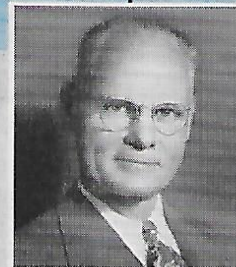
C. E. SWIFT
 Vice President



BASIL HOPPER
 Vice President



R. D. GIBBS
 Vice President



ROY LINDEN
 Vice President



W. A. NEWHOFF
 Vice President

**RESEARCH
 & PATENTS**
 Cont. on page 10

MANUFACTURING
 Cont. on page 14

**TRANSPORTATION
 & DISTRIBUTION**
 Cont. on page 11

MARKETING
 Cont. on page 16

UNION OIL COMPANY OF CALIFORNIA

Directors and Officers

January 1, 1950



A. C. RUBEL
Vice President



H. W. SANDERS
Vice President

EXPLORATION & PRODUCTION

Cont. on page 12

TREASURER

Cont. on page 6



SAM GRINSFELDER
Vice President



IRVING J. HANCOCK
Comptroller



L. A. GIBBONS
Vice President



R. F. NIVEN
Secretary

FIELD OPERATIONS

Cont. on page 12

COMPTROLLER

Cont. on page 8

GENERAL COUNSEL

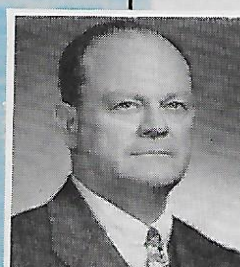
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SECRETARY

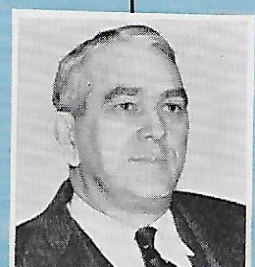
Cont. on page 6



HAINES FINNELL
Public Relations
Representative
(PUBLIC RELATIONS
AND ADVERTISING)



ALAN J. LOWREY
Assistant to
President



R. D. SMITH
Assistant to
President
(GLACIER DIVISION)

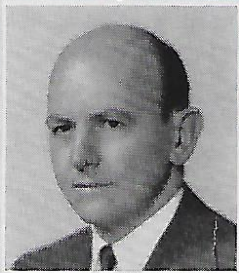
ON TOUR

TREASURER

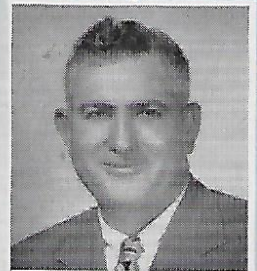
H. W. Sanders

SECRETARY

R. F. Niven



L. B. HOUGHTON
Assistant Treasurer
Assistant Secretary



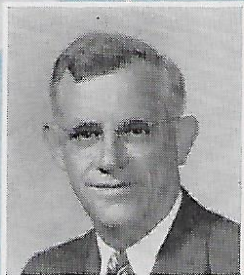
J. E. SUTTLES
Assistant Secretary
(Texas-Gulf Division)



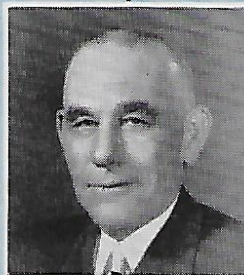
J. C. GRIERSON
Cashier



W. M. SHELTON
General Credit Mgr.



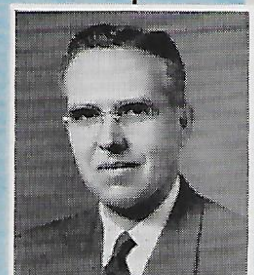
F. J. MALONEY
Assistant Cashier



A. B. SIMPSON
Assistant General
Credit Manager



C. C. BRUNK
Assistant General
Credit Manager



MYRON E. SMITH
Credit Attorney

MARKETING TERRITORY

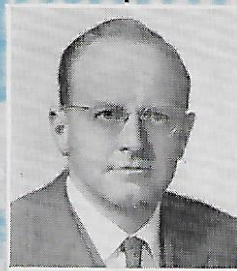
Credit Managers

GENERAL COUNSEL

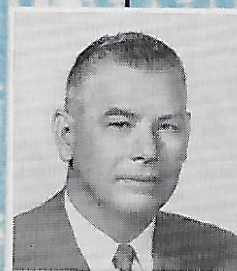
L. A. Gibbons



J. H. POWELL
Assistant Counsel



D. C. GREGG
Assistant Counsel



D. L. SHEPHERD
Manager of Taxes

THE TREASURER

The Treasurer is custodian of all Company funds represented by bank deposits or funds equivalent thereto. He controls and is responsible for all collections and banking arrangements involving cash, checks, notes or other instruments of a financial nature. He maintains a record of all receipts and disbursements with supporting approvals and proper signatures. He assists in planning financial policies; services the funded debt; handles the purchase and sale of all securities; at all times performs any and all acts pertaining to the position of the financial officer; and receives and acts on instructions issued by the Board of Directors, the Executive Committee and the President.

THE SECRETARY

The Secretary keeps minutes of all meetings of stockholders, the Board of Directors, the Executive Committee and special committees, and is custodian of all such records. He has custody of the corporate seal and, with the President or a Vice-President, signs all deeds, contracts, notes, etc., authorized by the Board or Executive Committee. He has charge of these Company documents, also of stock certificate books, transfer books and stock ledgers.

On the Company's behalf, the Secretary accepts service of all legal papers such as subpoenas, writs, etc. He is supervisor of the Union Oil Building in Los Angeles and of Head Office communications.

THE GENERAL COUNSEL

The General Counsel's office has general supervision and control of the Company's legal affairs, including litigation and tax matters, the latter being directly handled by the Tax Division. The Department advises with management and with the various operating departments with respect to all legal matters, laws and regulations pertaining to their operations, and negotiates and prepares and assists in the negotiation and preparation of contracts, leases and agreements of all kinds. Through the Tax Division it has the responsibility of computing, preparing and filing all tax reports and returns which the Company is required to file in conformity with laws and regulations.

COMPTROLLER

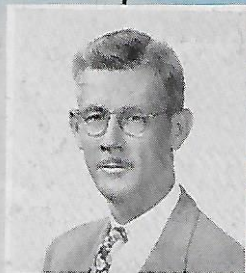
Irving J. Hancock



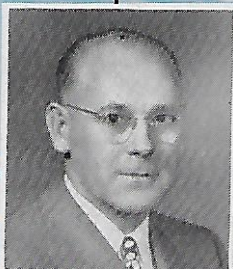
H. A. LAPHAM
Assistant Comptroller



W. H. STEELE
Assistant Comptroller



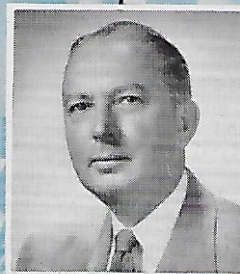
MAX LORIMORE
Chief Accountant



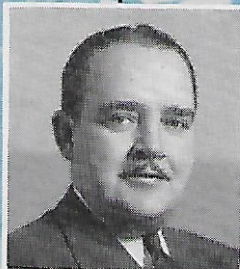
R. F. STINE
Sup'r. Transportation
and Production Accounts



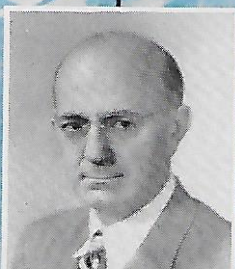
R. L. CAIN
Chief Territory Auditor



O. D. HOUX
Chief Territory Auditor



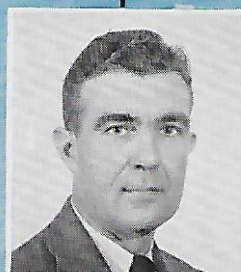
E. C. ROGERS
Supervisor
Marketing Accounts



L. L. SWEET
Supervisor
Manufacturing Accounts



C. M. GJERDE
Sup'r. Payrolls
and Disbursements



W. C. NERO
Chief Field and
Refinery Auditor



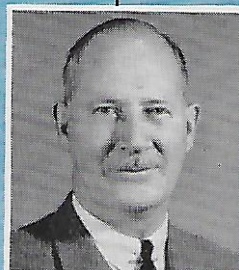
H. A. TOBEY
Chief Territory Auditor



R. M. TEAL
Chief of Office Services



H. J. JOHNSON
Supervisor
Compensation and Benefits



A. E. MORRISON
Insurance Representative



THE COMPTROLLER

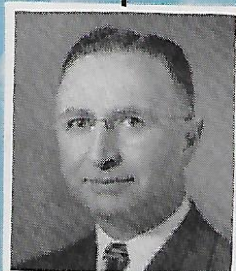
As the principal accounting officer of the Company, the Comptroller is responsible for the installation and maintenance of the various records and related accounting systems, controls and audit procedures required to properly account for all of the Company's properties and business transactions. All financial statements submitted to stockholders, management, and governmental agencies are prepared from such records under the Comptroller's direction.

The Comptroller is responsible for assuring that all moneys disbursed are properly authorized and that assets and services contracted for are received. He supervises the acquisition of insurance to adequately protect the Company against property losses and against liability to others. The Comptroller is responsible for the financial and accounting phases of all employee benefit plans. His department's other duties include maintenance of budget records, control of printed forms, and economic studies of Company operations.

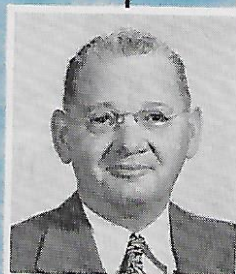
INDUSTRIAL RELATIONS

PURCHASES

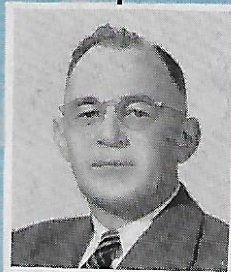
RESEARCH & PATENTS



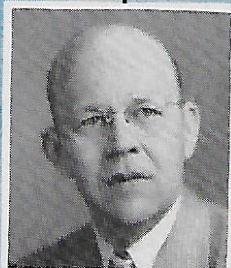
W. C. STEVENSON
Assistant to Executive
Vice President



E. H. WEAVER
Manager of Purchases



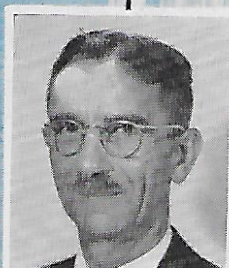
J. P. ROCKFELLOW
Mgr. Employee Relations



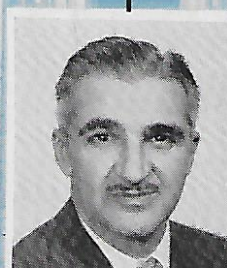
J. M. OWSLEY
Mgr. Wage and Salary
Administration



C. S. PERKINS
Assistant Manager
of Purchases



A. PAGET
General Storekeeper



R. J. GAROFALO
Assistant
Patent Counsel



DR. W. E. BRADLEY
Assistant to Vice President
(Research)

INDUSTRIAL RELATIONS serves the Company by studying human relations trends in industry; developing comparable or improved policies and programs for Union Oil people; and presenting recommendations to executive management relative to (1) the training of employees, (2) employee benefits, (3) hour and wage matters, (4) dealings with labor organizations, (5) fire prevention and safety.

PURCHASING is responsible for the buying and safeguarding of materials and supplies required by the Company from outside suppliers. Such purchases now amount to approximately \$2,500,000 a month. In addition, the department disposes of scrap and obsolete items, currently exceeding 1,000 tons a month. District offices have been established at Los Angeles, Santa Fe Springs, San Francisco and Seattle.

RESEARCH strives to maintain the Company's position of leadership with respect to processes employed and the quality of products manufactured. Its various specialized groups are concerned with technical advancements in field and refinery operations; improvements in Company products and in the economies of their manufacture; and with the new product needs of industry.

PATENTS Department obtains patents on all Company inventions; contracts for the use of other patented processes; and handles the filing and maintaining of all Company trademarks throughout the world.



J. E. SHERBORNE
Assistant to Vice President
(Field Research)

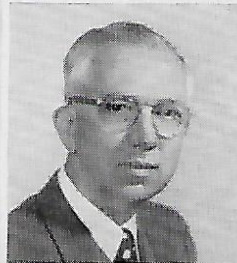


DR. CLYDE BERG
Assistant to Vice President
(Processes)

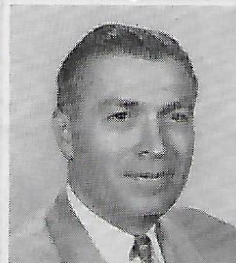
TRANSPORTATION & DISTRIBUTION



J. B. STENE
Manager Marine
Operations



J. H. ROBINSON
Pipe Lines and
Communications



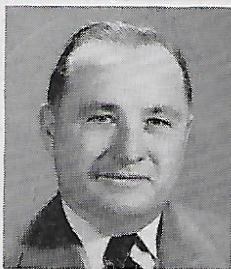
L. C. MONROE
Mgr. Distribution



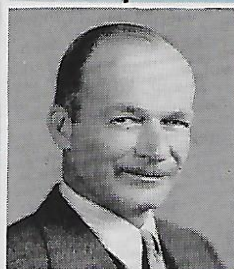
J. W. SINCLAIR
Mgr. Automotive



L. L. LISHMAN
Port Captain
Los Angeles Harbor



R. H. CYRUS
Port Engineer



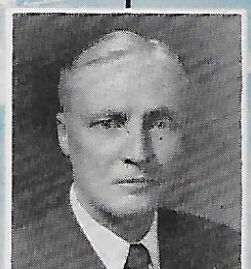
J. B. PATE
Sup't. Southern
Div. Pipe Lines



N. T. UGRIN
Sup't. Northern
Div. Pipe Lines



J. D. REARDON
Traffic Manager



P. BARRETT
Assistant to
Vice President



R. F. LABORY
Assistant to
Mgr. Automotive

TRANSPORTATION AND DISTRIBUTION comprises the Marine, Pipe Line, Automotive and Distribution Departments. Their basic function is to provide adequate and economical transportation of all kinds required in the Company's operations. The department also handles exchanges with and purchases from other oil companies of crude oil and natural gasoline to effect transportation savings.

The Marine Department, with 320 Company employees, operates our seven modern tankships and charters additional vessels as required. It moves large quantities of crude oil from pipe line terminals to refineries and has carried our refined products to many distant ports.

The Pipe Line Department, with 365 employees, operates 1,109 miles of pipe line, 31 pump stations and many related facilities. Company pipe lines are at present carrying 5,870,000 barrels a month.

The Automotive Department handles the procurement, replacement and maintenance of our automotive fleet, now numbering 448 automobiles and 989 trucks. It also maintains stationary combustion engines for the Field Department.

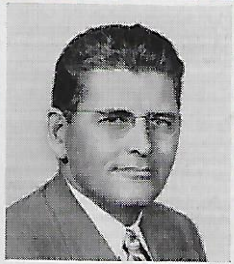
The Distribution Department is largely responsible for moving the Company's refined products to marketing areas. It operates a large fleet of trucks in addition to 641 tank cars. Its transportation contracts with outside agencies exceed \$1,000,000 a month. It prepares documents on offshore shipments, and quotes freight rates and shipping instructions to all departments.

EXPLORATION AND PRODUCTION

Directed by A. C. Rubel

FIELD OPERATIONS

Managed by Sam Grinsfelder



BASIL KANTZER
Mgr. Pacific Coast
Field Operations



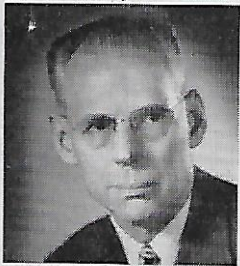
J. M. McNEILL
Sup'r of Gas Contracts
Field Department



W. S. EGGLESTON
Chief Petroleum
Engineer



DUDLEY TOWER
Manager of Operations
Gulf Division



C. D. GARD
Process Engineer



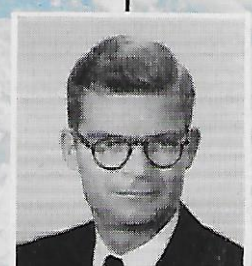
F. C. BOYD
Drilling Sup't.
Southern Division



W. O. BUTLER
Superintendent
Coast Division



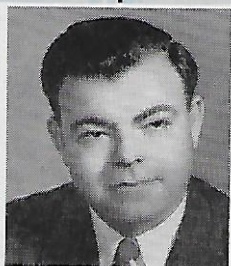
E. C. BABSON
Assistant Chief
Petroleum Engineer



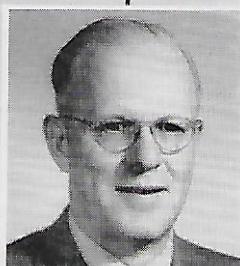
W. Z. BURKHEAD
Chief Geologist
Gulf Division



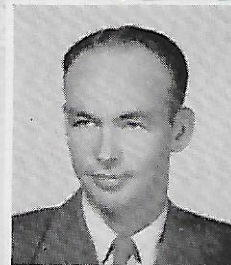
K. C. VAUGHAN
Sup't. Los Angeles
Basin Division



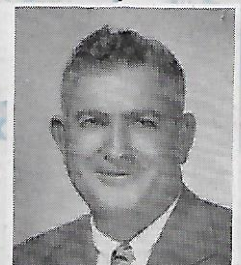
R. A. MCGOEY
Superintendent
Valley Division



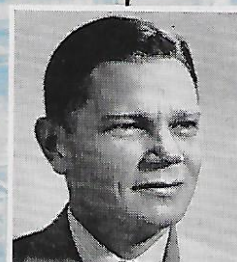
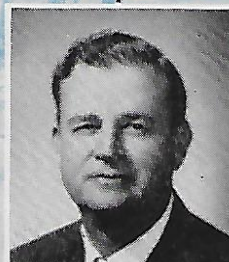
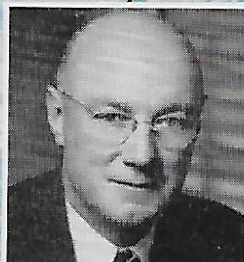
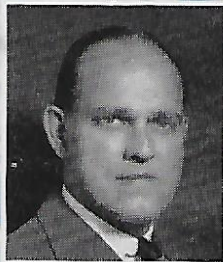
C. W. FROOME
Superintendent
Ventura Division



R. J. MEERS
Division Sup't.
Gulf Division



J. E. SUTTLES
Division Landman
Gulf Division



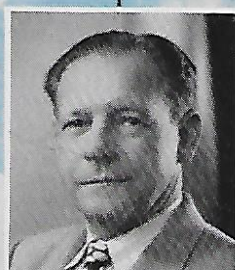
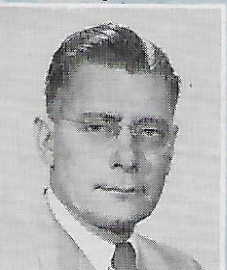
A. P. LOSKAMP
 Manager of Operations
 West Texas Division

E. R. ATWILL
 Mgr. Operations
 Rocky Mt'n Div.

E. B. NOBLE
 General Manager
 Canada

L. D. CARTWRIGHT, JR.
 Chief Geologist

R. G. GREENE
 Manager Exploration
 Pacific Coast



S. C. GIESEY
 Division Geologist
 West Texas Division

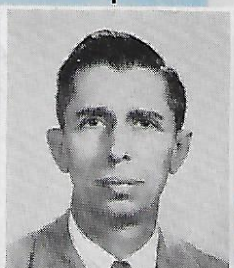
E. P. TALLANT
 Mgr. Field Operations
 Rocky Mt'n. Division

W. W. HEATHMAN
 Mgr. Field Operations
 Western Canada

R. W. BURNS
 Chief Geologist
 Western Canada

STANLEY WISSLER
 Chief Geologist
 Pacific Coast

F. W. BUSH
 Manager of Lands
 Pacific Coast Area



J. S. McNULTY
 Division Sup't.
 West Texas Division

C. L. SHERWOOD
 Division Landman
 West Texas Div.

PRODUCTION AND EXPLORATION

The Production and Exploration Department of Union Oil Company is responsible for the acquisition and development of prospective and proven oil lands; the production of crude oil and gas; and the extraction of natural gasoline, butane, etc.

Production of crude oil and natural gas is carried on in California, Louisiana, Montana, Texas, Wyoming and Alberta, Canada. Exploration is being carried on in the foregoing areas as well as in Colorado, Florida, Mississippi, New Mexico, Nevada, North Dakota, Utah, Washington and in Paraguay, South America.

The Company operates or has an interest in some 2,760 oil and gas wells and is currently producing approximately 90,000 gross barrels per day. An additional 21,000 barrels per day of heavy crude is shut-in in California.

There are 1,270 Company employees in the Production and Exploration Department, including those out of state.

MANUFACTURING

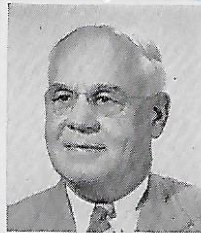
Directed by Basil Hopper



K. E. KINGMAN
Manager



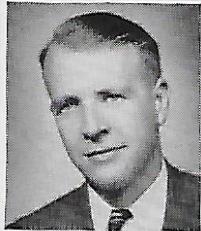
HOMER REED
Chief Engineer



JOHN SALMOND
Supervisor of
Refinery Operations



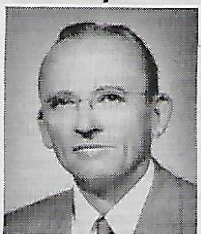
G. H. HEMMEN
Manager
Oleum Refinery



H. C. MEINERS
Assistant Manager
Oleum Refinery



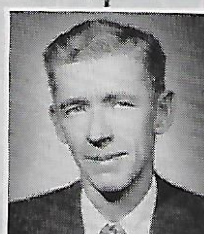
V. H. TAYLOR
Sup't of Distillation
and Cracking



G. J. CULP
Sup't of Operations



HARVEY R. FIFER
Sup't. Lube Treating Dept.



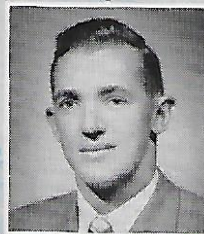
R. C. DIEHL
Sup't of Compound
Shipping and Asphalt Div.



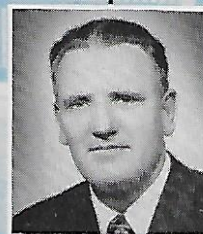
J. H. BROOKS
Chief Refinery
Engineer



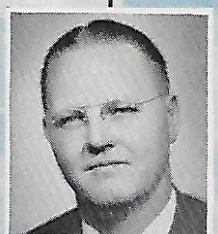
E. N. FAGG
Sup't of Personnel



R. G. FAIRFIELD
Process Supervisor



H. G. CLARK
Supervisor of
Laboratories



C. E. PEDERSON
Chief Clerk

MANUFACTURING DEPARTMENT

The Manufacturing Department, with 2,000 Company employees, operates four refineries.

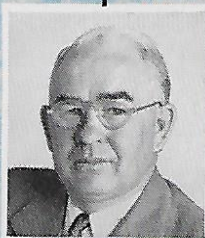
Los Angeles Refinery has a crude oil capacity of 66,000 barrels per day and is equipped to manufacture all grades of aviation fuels, motor gasolines, solvents, kerosene, diesel fuels, fuel oils, asphalt, and several petroleum chemicals. It has deep water shipping facilities for handling cargoes of oil in large tank ships. The refinery maintenance shops, laboratories and warehouse facilities, recently constructed, are considered some of the finest in the industry. The refinery occupies a site of 394 acres, exclusive of a large reservoir storage area.

Oleum Refinery has a crude oil capacity of 70,000 barrels per day and is equipped to manufacture aviation gasolines, motor fuels, diesel fuels, fuel oils and asphalts. In addition, this refinery manufactures high melting point waxes, all types of lubricating oils and greases, and coke. In operation here are complete facilities for the packaging of all petroleum products and equipment to recondition all types of packages. The refinery is located on San Pablo Bay, opposite Mare Island Navy Yard, and has deep water accommodations for tank ship cargoes. Oleum Refinery occupies a site covering 436 acres.

Maltha Refinery at Bakersfield has a crude capacity of 8,000 barrels per day and manufactures some grades of aviation gasoline, motor gasolines, diesel fuels, fuel oils and asphalts. The refinery occupies a site of 22 acres.

Cut Bank Refinery has a crude oil capacity of about 4,000 barrels per day and manufactures several grades of gasoline, diesel fuels and fuel oils. This Montana refinery occupies a 239-acre site.

GLACIER DIVISION
Managed by R. D. Smith



E. B. PALMER
Manager of
Los Angeles Refinery



H. AMBROSIER
Superintendent
Maltha Refinery



P. J. FRYAR
Sup't. of Distillation
and Alkylation



M. S. THOMSON
Sup't of Cracking



E. R. FRIESS
Superintendent
Operating and Treating



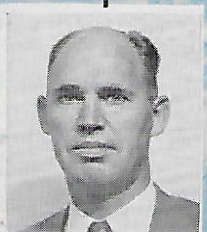
J. W. TOWLER
Chief Refinery
Engineer



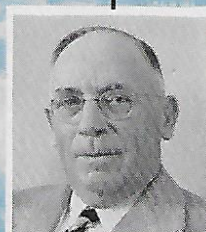
L. A. SMITH
Sup't of Personnel



P. N. FAWCETT
Process Supervisor



L. E. McVEY
Supervisor of
Laboratories



H. M. CAMERON
Chief Clerk



MAX PARKIN
Superintendent
of Plants

ON TOUR

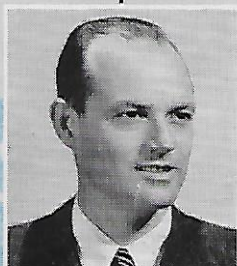
MARKETING-DISTRIBUTION

Directed by A. C. Stewart

MARKETING Managed by Roy Linden



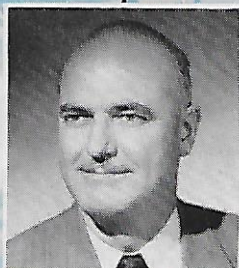
LAWRENCE WOLFF
Executive Assistant



W. L. SPENCER
Assistant to
Sales Manager



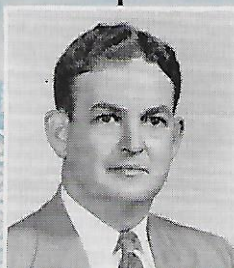
F. K. CADWELL
Manager



C. A. GOUGHNOR
Sup'r. Lube Oil
and Grease Sales



F. T. HOLT
Sup'r. Retail Sales

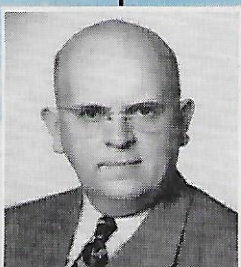


G. S. SMITH
Sup'r. Refined
Oil Sales



P. H. BOYD
Sup'r. Fuel Oil
and Asphalt Sales

**NORTHWEST
TERRITORY**
Cont. on page 18



H. D. SEELEY
Administrative
Supervisor

MARKETING DEPARTMENT

The Marketing Department is responsible for the sale of some 200 products, most of which are manufactured by the Company. This activity on the West Coast is handled by the Northwest, Central and Southwest Territories and Glacier Division, covering the states of Arizona, California, Idaho, Montana, Nevada, Oregon, Washington; portions of New Mexico, North Dakota and Utah; and the territories of Alaska and Hawaii.

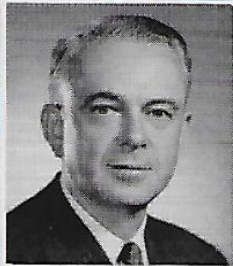
Refinery Sales is responsible for the marketing of Company products in other portions of the United States.

Foreign Sales covers operations in the Central American Division, comprising the republics of Costa Rica and Panama, including the Canal Zone, and the South American Division which covers Chile. In addition, Foreign Sales promotes and

GLACIER DIVISION
Managed by R. D. Smith



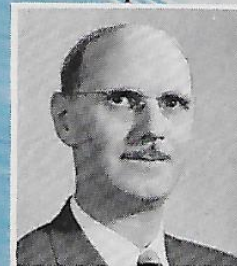
W. A. NEWHOFF
 Manager



J. W. MILLER
 Manager



D. P. HUNTER
 Manager of
 Refinery Sales



J. W. GRAHAM
 Manager of
 Foreign Sales

**CENTRAL
 TERRITORY**
 Cont. on page 20

**SOUTHWEST
 TERRITORY**
 Cont. on page 22



A. D. GRAY
 Special Representative
 New York



A. R. OUSDAHL
 Special Representative
 Chicago



S. J. MEARES
 Division Manager
 Central America



S. J. CONNOLLY
 Sales Manager
 Glacier Division

handles package exports to other Latin American countries, the Far East and the South Pacific Islands.

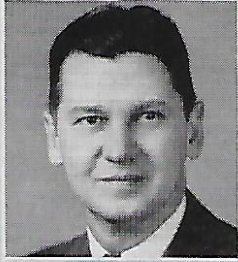
Through the entire Marketing Department approximately 47,000,000 barrels of petroleum products are sold annually at a total revenue of nearly \$200,000,000.

GLACIER DIVISION

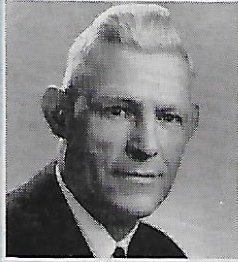
The Glacier Division comprises the state of Montana and a small area surrounding Williston, North Dakota. Division headquarters are maintained at Great Falls. Wholesale activities are conducted through 23 consignee-operated marketing stations and 18 distributors. Retail sales are handled through 90 lessee-operated service stations and 120 dealers not under lease. There are approximately 17 Company employees in the Division engaged in marketing and distribution.

NORTHWEST TERRITORY

Managed by F. K. Cadwell



T. G. WISE
Manager
Sales Services



W. E. DAVENPORT
Distribution
Manager



H. R. WEBB
Personnel
Representative



O. M. JOHNSON
Territory
Accountant



R. S. BOND
Construction
Superintendent



L. L. FARMER
Credit Manager
Seattle



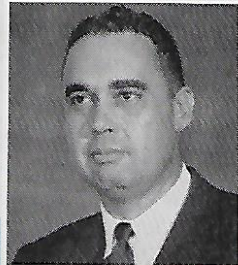
T. J. FAHAY
Credit Manager
Spokane



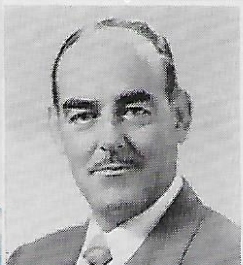
W. S. NEWTON
Credit Manager
Portland



A. D. GASS
District Sales Mgr.
Seattle



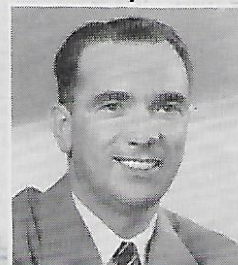
H. W. BRAGG
District Sales Mgr.
Portland



W. I. MARTIN
District Sales Mgr.
Tacoma



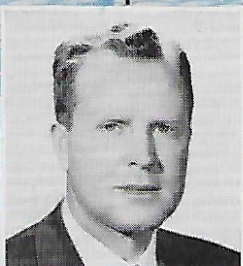
L. C. BURKLUND
District Sales Mgr.
Salem



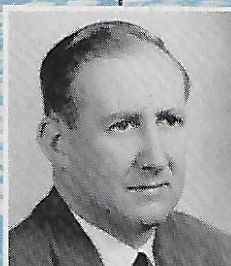
R. J. BONTEMPS
District Sales Mgr.
Spokane



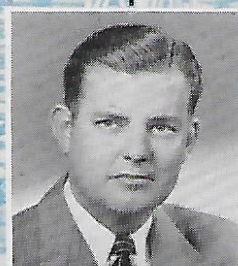
A. ZENGER
District Sales Mgr.
Walla Walla



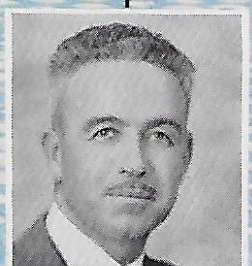
J. H. FISHER
District Sales Mgr.
Medford



J. S. BARLOW
District Sales Mgr.
Yakima



J. H. MCGEE
District Sales Mgr.
Everett



D. B. HAYES
District Sales Mgr.
The Dalles



NORTHWEST TERRITORY

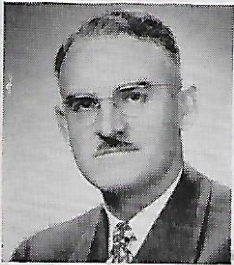
The Northwest Territory comprises the states of Idaho, Oregon and Washington; also the southeastern and western portions of Alaska. District headquarters are maintained at Everett, Medford, Portland, Salem, Seattle, Spokane, Tacoma, The Dalles, Walla Walla and Yakima, Seattle being also the location of Territory offices. This Northwest marketing area has 7 distribution terminals with total storage capacity of 1,520,270 barrels. Wholesale marketing is conducted through 28 employee-operated marketing stations, 163 consignee-operated stations and 7 distributors. Retail sales are handled through 6 employee-operated service stations, 736 lessee-operated units and 858 dealers not under lease. There are approximately 650 Company employees in the Territory engaged in marketing and distribution.

CENTRAL TERRITORY

Managed by W. A. Newhoff



W. E. JENKINS
Assistant
Territory Mgr.



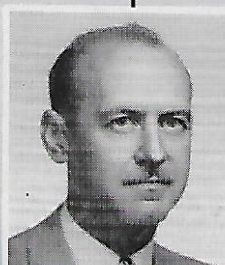
F. C. BARR
Manager
Sales Services



E. L. HIATT
Distribution
Manager



EVERT SMITH
Personnel
Representative



P. BAXTER
Territory
Accountant



C. H. MANN
Credit Manager
San Francisco



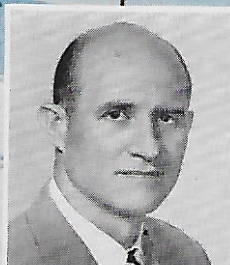
W. W. WORKMAN
Credit Manager
Sacramento



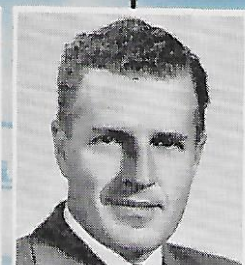
E. A. COX
Credit Manager
Fresno



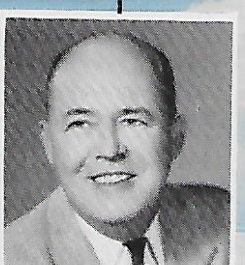
S. A. WATERS
District Sales Mgr.
San Francisco



C. E. RATHBONE
District Sales Mgr.
Oakland



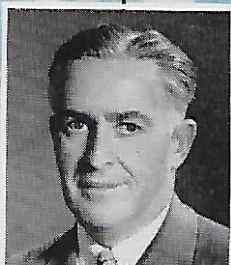
W. V. CRIDDLE
District Sales Mgr.
Sacramento



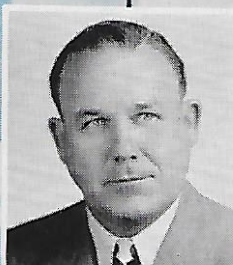
W. S. CHRISTOPHER
District Sales Mgr.
Fresno



R. C. NICHOLS
Construction
Supervisor



J. J. GREELY
District Sales Mgr.
San Jose



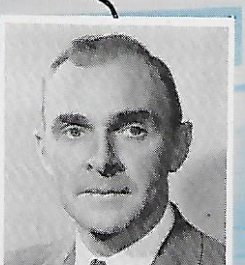
E. G. FLANNIGAN
District Sales Mgr.
Bakersfield



I. C. LEONARD
District Sales Mgr.
Reno



R. H. RATH
District Sales Mgr.
Honolulu



J. J. GRUNEWALD
District Sales Mgr.
Chico



CENTRAL TERRITORY

The Central Territory comprises the northern and central portions of the state of California, generally including all of California north of the Tehachapi Mountains, northern Nevada and the territory of Hawaii. Territory offices are located in San Francisco. District headquarters are maintained at Bakersfield, Chico, Fresno, Honolulu, Oakland, Reno, Sacramento, San Francisco and San Jose. The Territory has 3 distribution terminals with total storage capacity of 77,516 barrels. Wholesale activities are conducted through 20 employee-operated marketing stations, 107 consignee-operated stations and 3 distributors. Retail sales are handled through 4 employee-operated service stations, 680 lessee-operated units and 742 dealers not under lease. There are approximately 630 Company employees in the Territory engaged in marketing and distribution.

SOUTHWEST TERRITORY

Managed by J. W. Miller



C. E. DENTON
Assistant Territory
Manager (Wholesale)



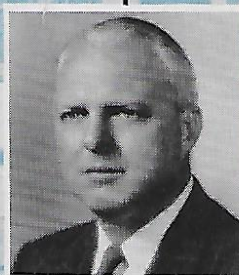
H. D. McCARTHY
Assistant Territory
Manager (Retail)



H. M. SCHAFFER
Assistant Territory
Manager (Operations)



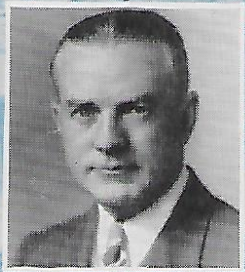
J. W. CHAPMAN
Personnel
Representative



J. S. SWANSON
Territory
Accountant



R. M. SHAFFSTALL
Credit Manager
Arizona



R. D. ROBERTS
Credit Manager
Los Angeles



P. E. ETHRIDGE
District Sales Mgr.
Los Angeles



R. H. ROCKWELL
District Sales Mgr.
Hollywood



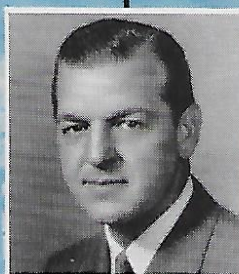
E. R. McCLOUD
District Sales Mgr.
San Diego



DUMONT KIMMELL
District Sales Mgr.
Pasadena



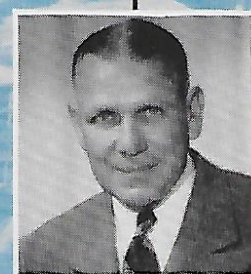
R. C. INGRAM
District Sales Mgr.
Long Beach



J. S. FOSTER
District Sales Mgr.
Riverside



W. J. VOLLMER
District Sales Mgr.
Arizona



W. A. COLE
District Sales Mgr.
Santa Barbara



SOUTHWEST TERRITORY

The Southwest Territory comprises southern California, including the Bishop-Owens Valley area, southern Nevada, southern Utah, Arizona and the western portion of New Mexico. The Territory headquarters are in Los Angeles. District offices are maintained at Hollywood, Long Beach, Los Angeles, Pasadena, Phoenix, Riverside, San Diego and Santa Barbara. The Territory has three distribution terminals with total storage capacity of 332,043 barrels. Wholesale activities are conducted through 39 employee-operated marketing stations, 61 consignee-operated stations and 7 distributors. Retail sales are handled through 35 employee-operated service stations, 850 lessee-operated units and 525 dealers not under lease. There are approximately 1,020 Company employees in the Territory engaged in marketing and distribution.

Leo F. Anderson



For the motorist who demands the best!

Royal Triton is the famous purple oil designed to meet the lubricating needs of the finest precision-built motor cars. 7600—the gasoline of the future—more than meets the power requirements of today's highest compression engines. This distinguished combination is available at the sign of the seventy-six.

U N I O N O I L C O M P A N Y