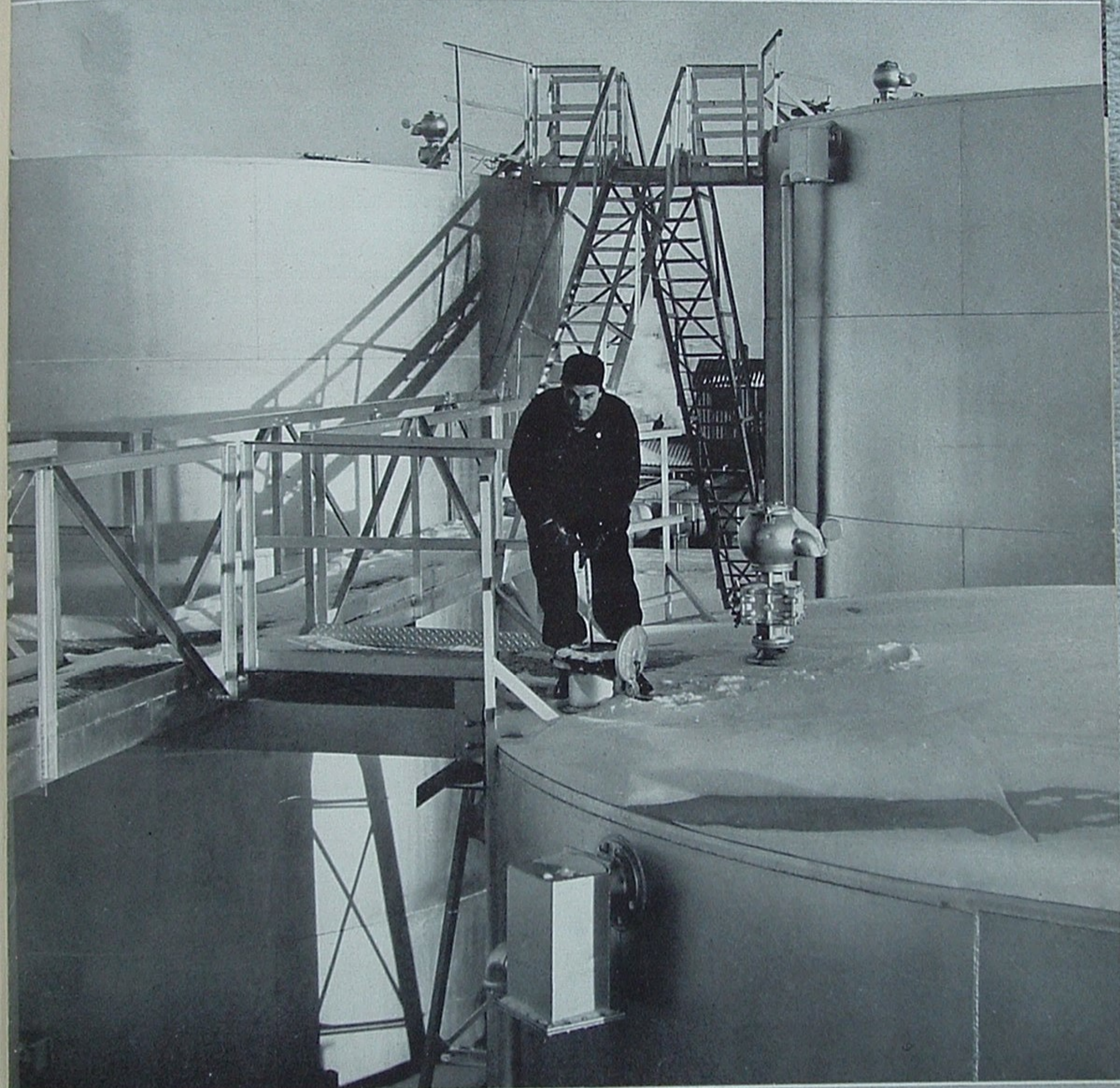


"On Tour"



JANUARY, 1947

The Land of Squeaking Snow

VOL. 9, NO. 1

Your Company's Operations—a Flow Chart in Color (See Page 7)

On Tour

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NOTES ON SICK PAY

A REDUCTION in the length of service necessary before employees become eligible to participate in the Sick Pay Plan has been announced by the Company.

Effective January 1, employees became eligible for sick pay allowance upon the completion of one year of accumulated service. Heretofore, eligibility has been delayed until the January 1 following the completion of the necessary service.

(To accumulate one year of service, a new employee must work the equivalent of 52 scheduled work weeks. If the scheduled work week is 5 days, then an employee must work 52 x 5 or 260 days. However, an employee cannot acquire a year's service in less than 12 consecutive calendar months.)

While the new policy will benefit practically all new employees, it will particularly affect those hired during the early months of a year. For example:

Under the old policy, people hired in January, 1947, would not become eligible for sick pay allowance until after January 1, 1949, almost two years later. Those hired in December, of course, would have to wait only slightly over a year. With the policy's revision, all employees—present and future—will serve a similar eligibility period; all will be included in the plan on their first service birthday.

Other rules and procedures of the Sick Pay Plan—consult your handbook, **WORKING TOGETHER**—remain in full force and effect; except that henceforth sick pay allowances will be determined in the same manner as are vacation rates of pay.

The revised policy does not apply to employees covered by those union contracts stipulating eligibility provisions which differ from the revised sick pay policy.

SOON: INCOME TAX TIME

WHERE'D it go—the money you were paid last year? There was the butcher, the baker, the rent, doctor's bills . . . unless you're a careful budgeter, you not only don't know where it *went*, you don't know how much of it you earned.

Union Oil's payroll offices can vouch for *that*. Hence, to answer your questions before they're asked, Payroll has issued a bulletin. Know ye:

Forms W-2, the Withholding Statement, will be forwarded not later than February 15, 1947. Most employees will receive them with their February 10 paycheck.

Happy figgerin'—and may your withholding tax bring you a refund!



THE COVER

Connie Green, gauger at the Company's Cut Bank Refinery, is dropping his tape into a refined oil tank. Crude oil storage is located several miles away, on the outskirts of the town of Cut Bank.



The Land of Squeaking Snow

Trees at the entrance to Giant Springs Park, located on the Missouri River a few miles outside Great Falls. Steam rising from the warmer water into sub-zero air has frozen on their lower branches. These are the largest fresh water springs in the world.

Meet the Glacier Division, where winter and a photographer arrived at the same time early this season

MONTANANS, like everybody else, talk about the weather. Last year, they had a little more to talk about than usual. Winter came early in October to northern Montana, bringing sub-zero temperatures and covering the state with snow—deep, powdery snow that squeaked and grunted underfoot as Union Oil men made tracks through it in attempting to keep fields, the refinery, and our marketing system operating.

They succeeded, but Winter won several rounds. During the week in which the pictures on this and the following pages were taken, almost all field activities were shut down by the snow and the intense cold. Roads became impassable, so pumpers walked from well to well. Drilling men stayed home—except in the case of those working on a wildcat near the Canadian border where the crew was snowed-in. Supplies were flown to them by air.

Glacier Division is unusual in Union Oil Company for

more reasons than its weather. Isolated by distance and natural barriers from our other territories, having within itself all the functions of an oil company, it is operated as a unit under the management of R. D. Smith, Assistant to the President. Normally, each department head would report to a vice-president.

Cut Bank Field, a few miles south of the Canadian Border, is the Division's crude oil producing area. Spread over its 90,000 acres of slightly rolling plains are about 220 oil wells which yield 2,600 barrels a day of high gravity crude. The Company also operates 82 gas wells in the field for The Montana Power Company. The gas goes through a 20-inch line to northern and central Montana cities.

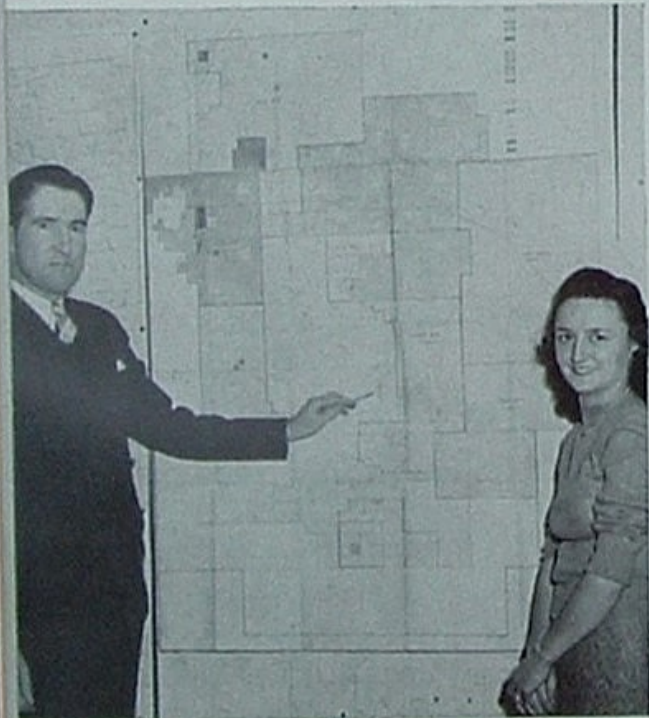
Only a small part of our own production is processed at the Cut Bank refinery; however, the plant is handling about 2,000 barrels a day of oil for other companies. Because of commitments made before Glacier Production was acquired by Union Oil, a large amount of the crude produced at Cut Bank is sold to a refinery in Spokane.

For more information about the land of squeaking snow and for a look at some of the people who make up the Glacier Division, please turn the page.

GREAT FALLS OFFICE



Once a stopping place for northward-bound explorers and traders, Great Falls, with a population of 40,000, now claims to be the largest city in Montana. The photograph was taken looking east along its principal street, Central Avenue. Union Oil's headquarters are in the tall building at right center. On the left are the offices of "Montana Power," from which the Glacier Division was purchased two years ago this month.



J. T. Wamsley, Supervisor of Lands, is pointing out to you—and Mardell Caldwell—a Union Oil gas discovery well in Canada.



Florence Gavigan and Harley Hooker work in the Sales Manager's office. The division's sales territory covers the third largest state in the Union.



Al Adolphson, Division Sales Representative, is shaking hands with Jack Earhart, manager of a very successful dealer station in Great Falls.



R. D. Smith, Assistant to the President, heads the Glacier Division. All phases of the Company's operations come under his management.



E. P. Tallant, Manager of Field Operations, Rocky Mountain Division, glances up from a report. His responsibilities include production outside Glacier.



S. J. Connolly, Area Sales Manager, says "business good." Complete product line, advertising, credit cards, have made '76" go.



Jackie Anderson operates a bookkeeping machine, is from Dakota. Many of the Glacier employees transferred from north of California.



Art Reed, Division Accountant and Dorothy McCulley. (Fashion note: Like most of the other office men, he scorns red flannels, despite the weather.)



Bob Stack has a long beat when he starts collecting mail, for due to space shortage, the U.O. offices are spread over 3 floors.



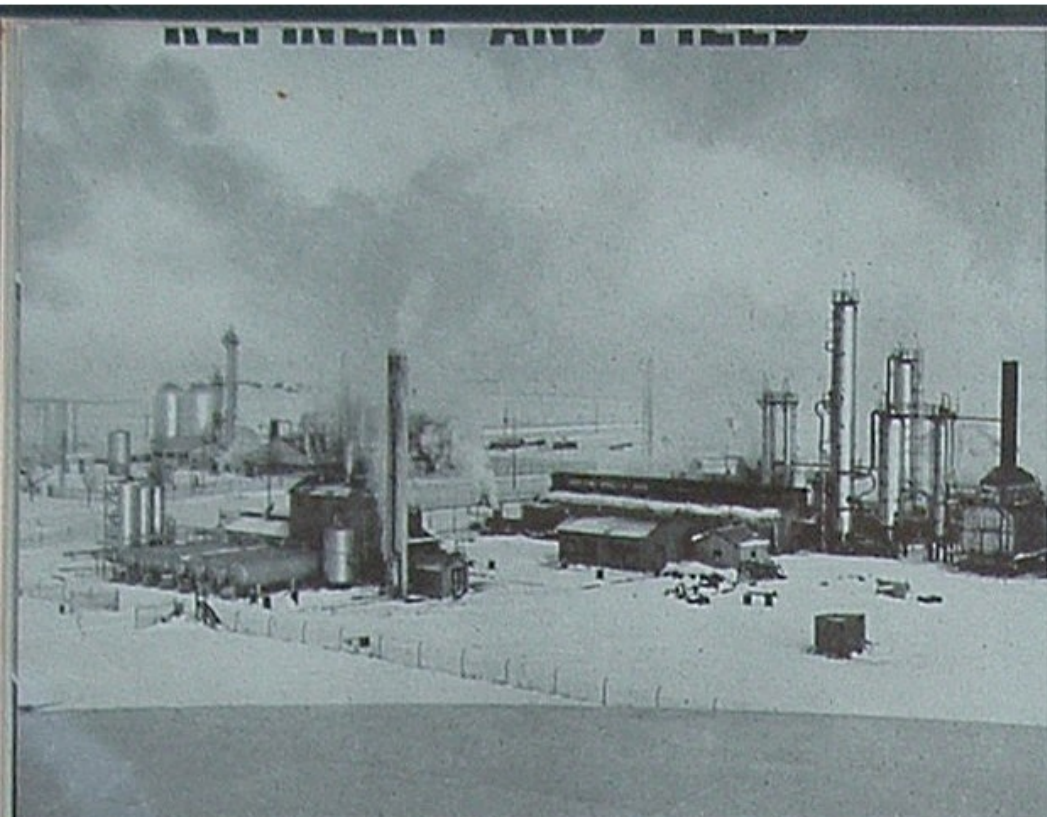
General Clerk Earl Blomquist and Jean O'Laughlin, who operates the teletype. Great Falls is connected by teletype to Cut Bank and to the L.A. Office.



A few men and women in Accounting: (L-R) Eva Searing, H. R. McLaurin, R. L. Bowker, Julia Medvec, and George Elderkin. Steam heat keeps coats off.



You can't see it in the picture, but Mary Darkenwald, official greeter for the office, has a smile in her voice, too!



The small modern refinery at Cut Bank is a typical two-coil type Dubbs plant. In the foreground is the treating section, almost hiding the absorption plant. At your right is the refining section.

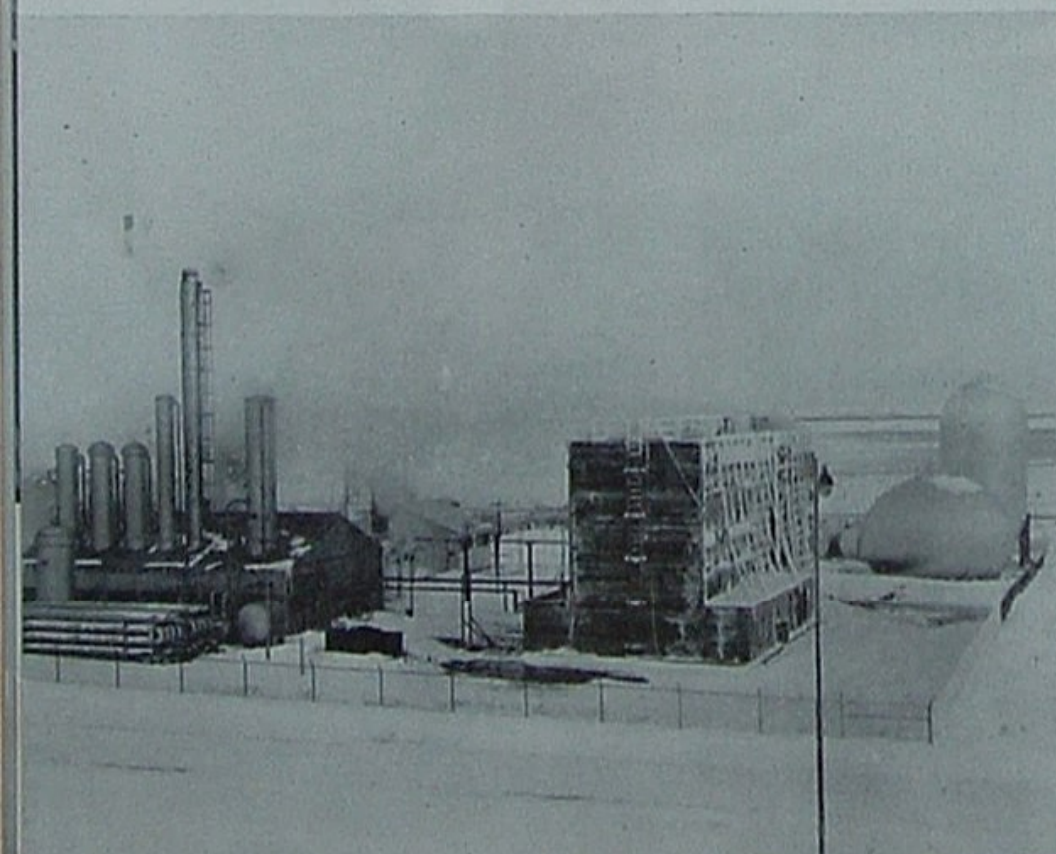


Bleak sky and snowy foreground merge in this photograph of a recently completed well in the northern part of Cut Bank Field. Like most of the other producers in the area, it was drilled with cable tools.



ABOVE: Union Oil's "camp" at Cutbank. BELOW: Gas from wells operated by Union Oil goes through this absorption plant. About 8,000 gallons of natural gasoline and 6,000 of propane and butane are recovered per day.

There was a blizzard blowing when this photo of a tank car loader (posed by Vern Owen) was taken. The car hauls liquified gases which are sold principally to farm accounts. (Apparent sunlight caused by flashbulb.)

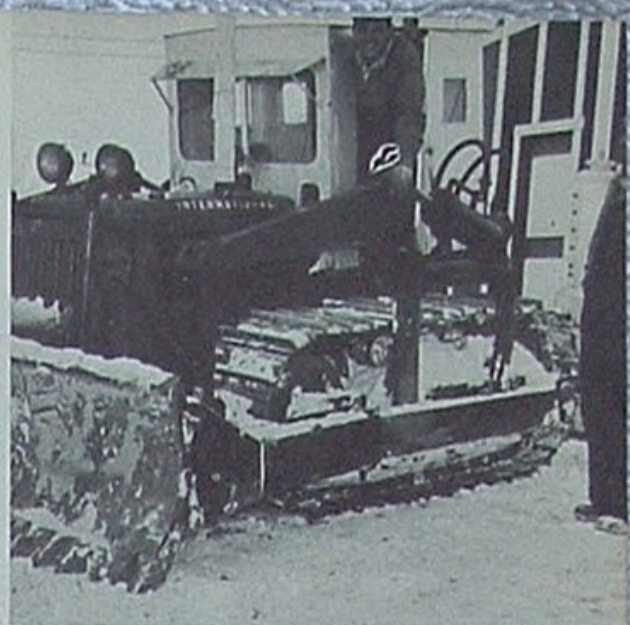




Lloyd Sandell, Drilling Superintendent, shovels a little snow while on an inspection tour through the north Cut Bank Field.



Jim Watson, Production Superintendent, is checking the float arm on a partially frozen gas trap. Jim was assaying storm damage.



Busy men when the snow falls: R. D. McClanahan and Jerry Scott with their snow plow at Hardy Camp.



California and Louisiana roughnecks please note! This contractor's crew at Stufft No. 417-1 are running in a single.



Max Parkin, Refinery Superintendent, looks a little tired after driving from Great Falls to Cut Bank. Snow closed the roads behind him.



Believe it or not, the burners in this refinery furnace froze up during the below zero weather. Operator is Fred Webster.



Operator Harry Birch and Assistant Superintendent Linn Kelleher in the refinery control room. Harry is taking temperature readings.



Mike Ward is opening a shutter on the absorption plant cooling tower. The shutters keep icy winds from freezing water in the tower.

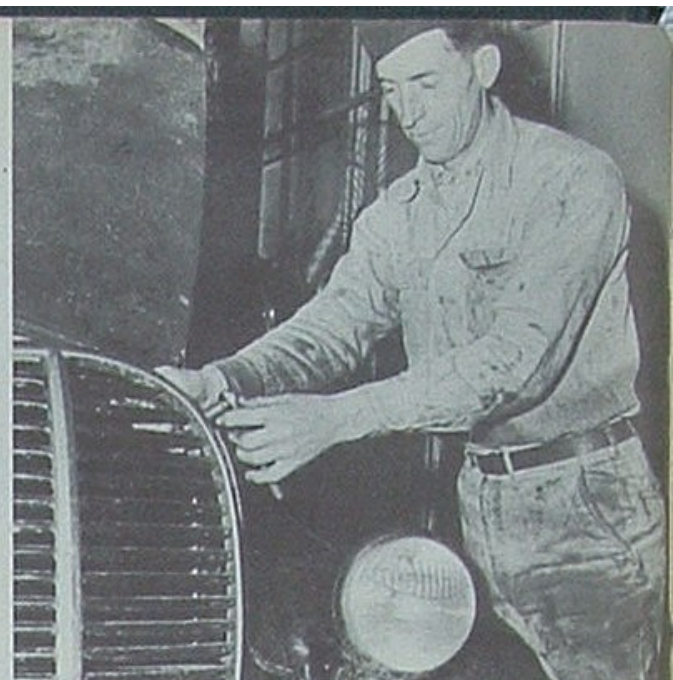


The refinery testing lab: Checking some results are Walter Pollard, Lab Foreman, and Wallace Ruetten, Tester.

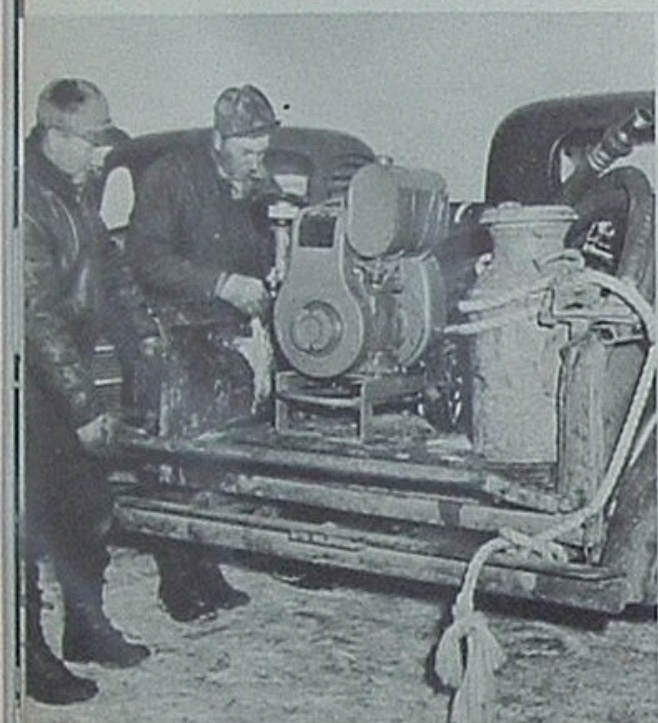
SERVICE AND MAINTENANCE,



Service and Maintenance at Cut Bank is unusual in that it takes care of both field and refinery repair work. Lined up at the S. and M. warehouse order desk are George Higgins, Shop Foreman; John Withers, Constr. Sub-foreman; Don Asbury, Engineer; and Gus Varis, Warehouseman.



Winter in Montana is hard on men, but it's harder on automotive equipment—clutches go out, gears strip, wheels snap off. (John Limke.)



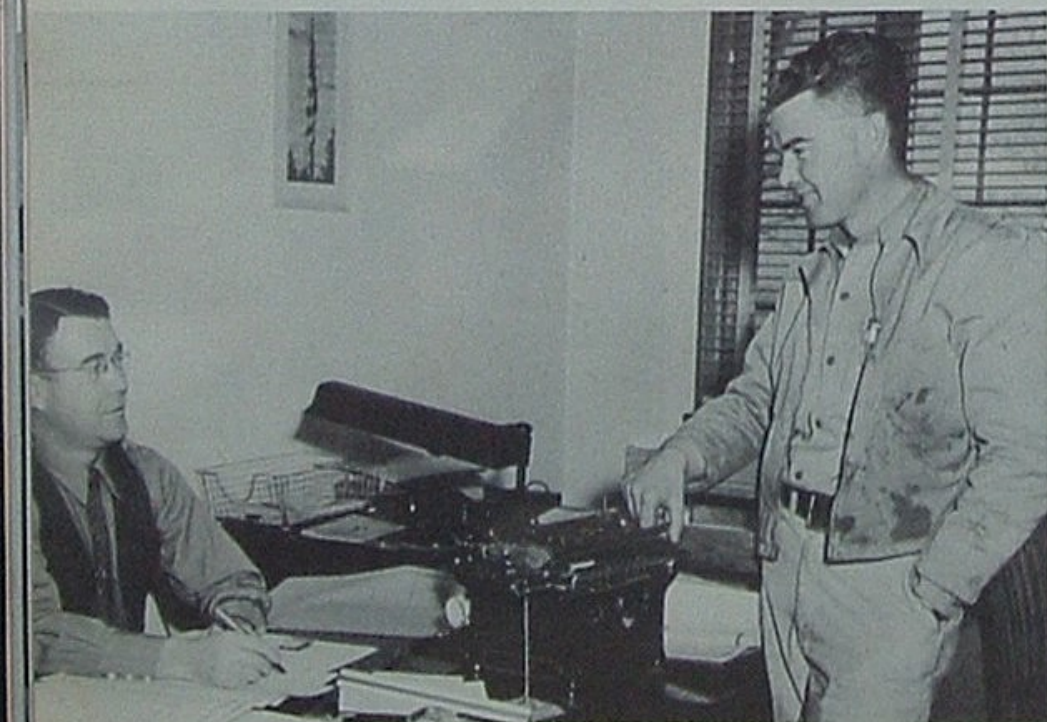
Well-wrapped, wearing the inevitable galoshes, Field Mechanics Red Rovreit and John Lundin start the day.



Electrician Bogi Ormson is calipering a bearing while S. and M. Sup't Leonard Shryock kibitzes. Shry's cap and shirt are vivid traffic-stoppers.



Practically all repair work for field and refinery is done in the Company's own shops. Here, Bill Reyman is peening a weld on a 6" drill collar.



Senior Personnel Representative D. Y. Wilson and Engineer Don Asbury in the Cut Bank office. All departments are in the same building, located about four miles east of the town of Cut Bank (Pop. 2,500).



Unfortunately, the office pictures were taken on a Saturday, when most of the force was at home; however we did get this picture of Ruth Bobb and Gene Boyle, Chief Clerk, in the Production Office.



Petroleum, as it comes from the ground, is suitable for only a few uses. Potentially, however, it is the source of innumerable products essential to our way of life. Most of the manufacturing processes by which this raw material is converted into the commodities Union Oil Company markets take place behind the steel of heaters, fractionating towers and tanks.

On the following pages, we have stripped away the steel and depicted in simple, graphic form the flow of petroleum from the time it leaves the oil well until it has been refined and blended into the quality products sold under the "76" label.

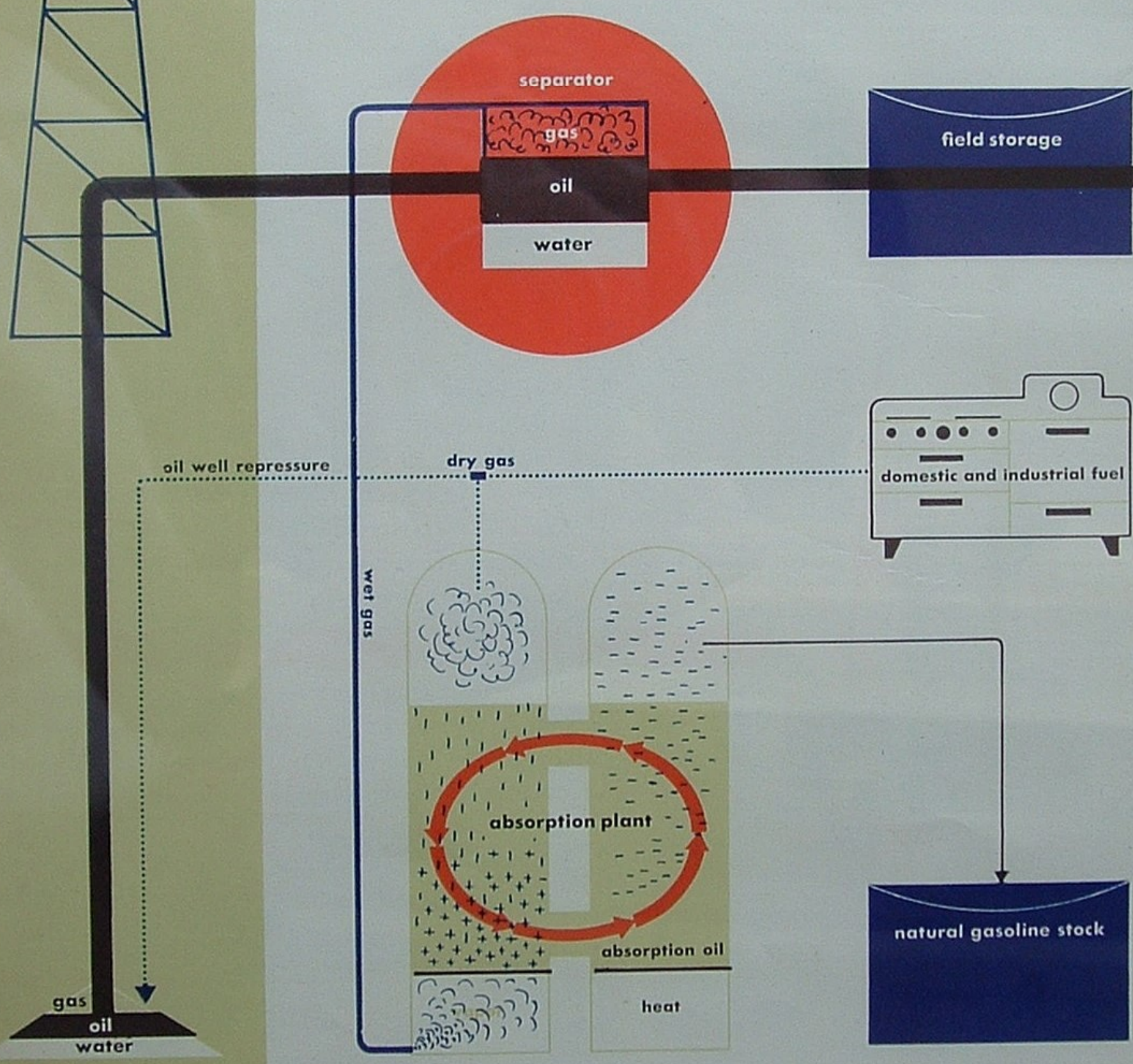
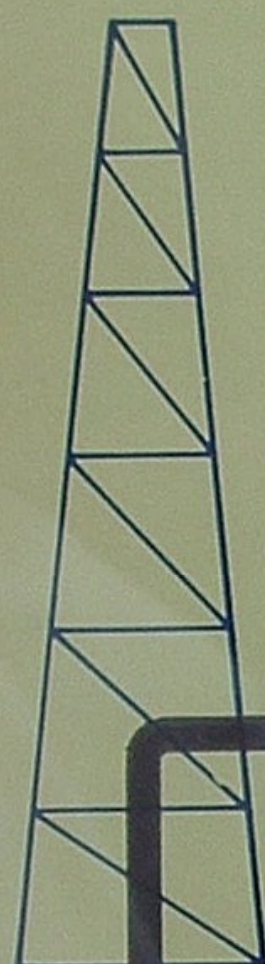
We hope that you will gain understanding of the basic operations of your Company from the study of this chart.

The crude oil from the well which contains water and natural gas flows to a "Gas Trap" or separator which is, in effect, a settling tank. The water, being heaviest, settles to the bottom and is drawn off. The oil and gas are separated. The oil goes to field storage and the gas to the absorption plant for processing.

The gas vapor is saturated with natural gasoline and is called "Rich" or "Wet" gas. This Wet gas is forced through absorption oil

which absorbs the gasoline. In some fields the "Dry Gas" is pumped back into the well to repressure the field and prolong the oil flow; otherwise it is sold for use as domestic and industrial fuel.

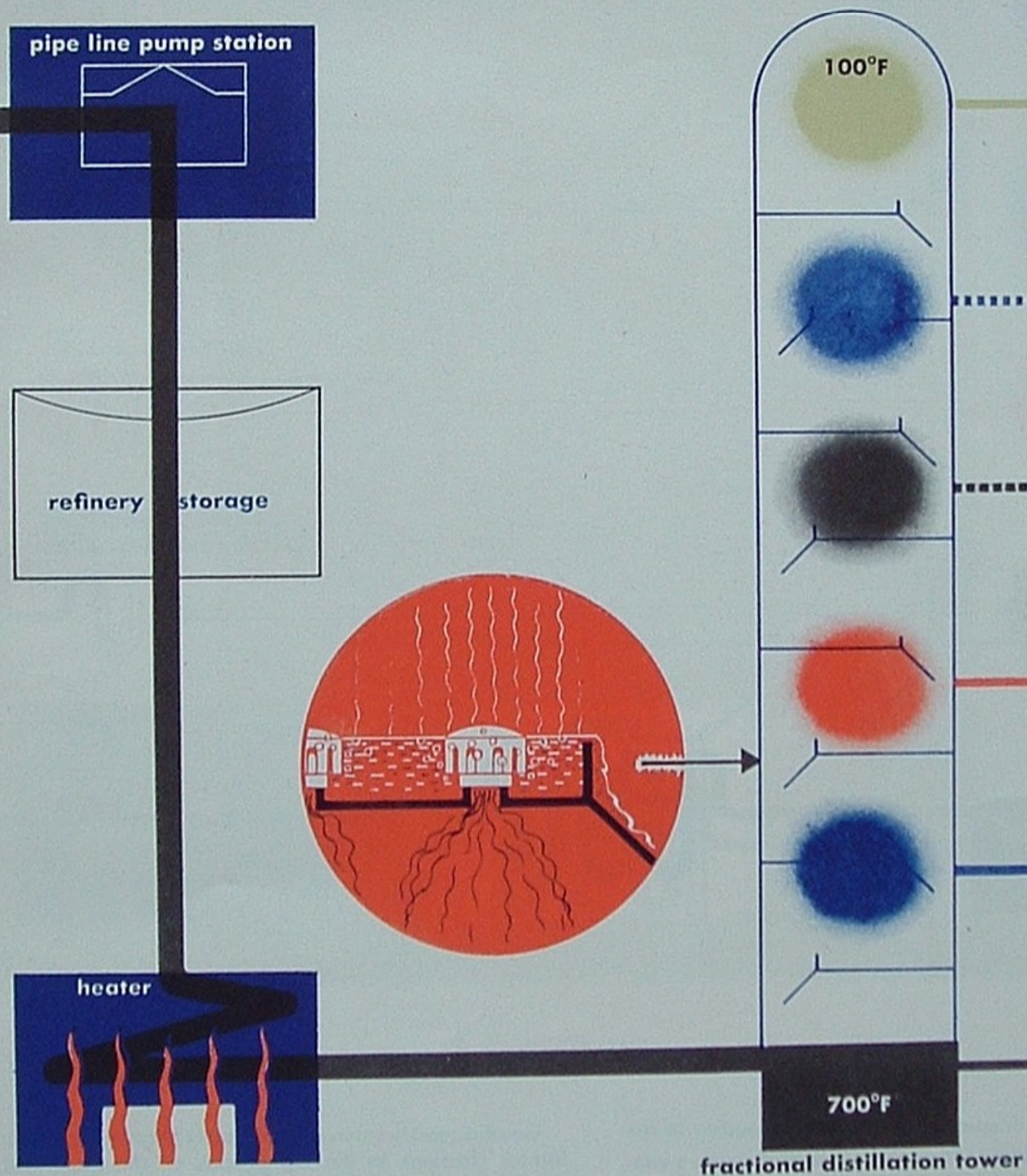
The natural gasoline is separated from the absorption oil and used as blending stock in the manufacture of gasoline. The oil is returned to the absorber and used again.

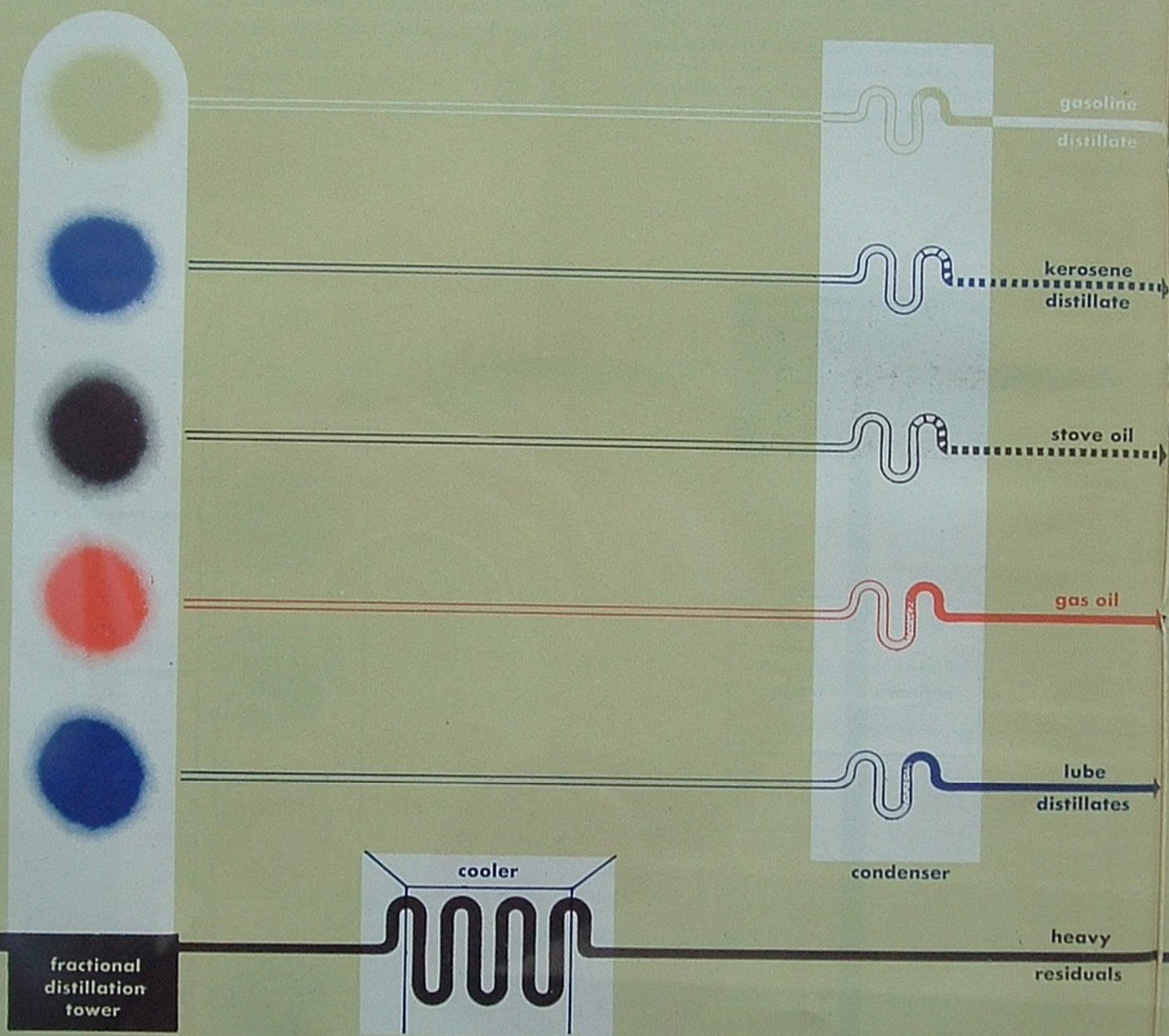


From the field storage the crude oil is pumped to Refinery storage tanks. The oil is vaporized in a Heater and admitted to the Fractional Distillation Tower. This tall vertical tower holds a series of horizontal "Bubble" trays. As the vapors rise in the tower the various "fractions" condense on the trays according to their boiling temperatures. The lighter "fractions," having the lower boiling point, are drawn off from the upper or cooler part

of the tower while the heavier "fractions," having the higher boiling points, are drawn from the bottom portion of the tower. The operation is continuous.

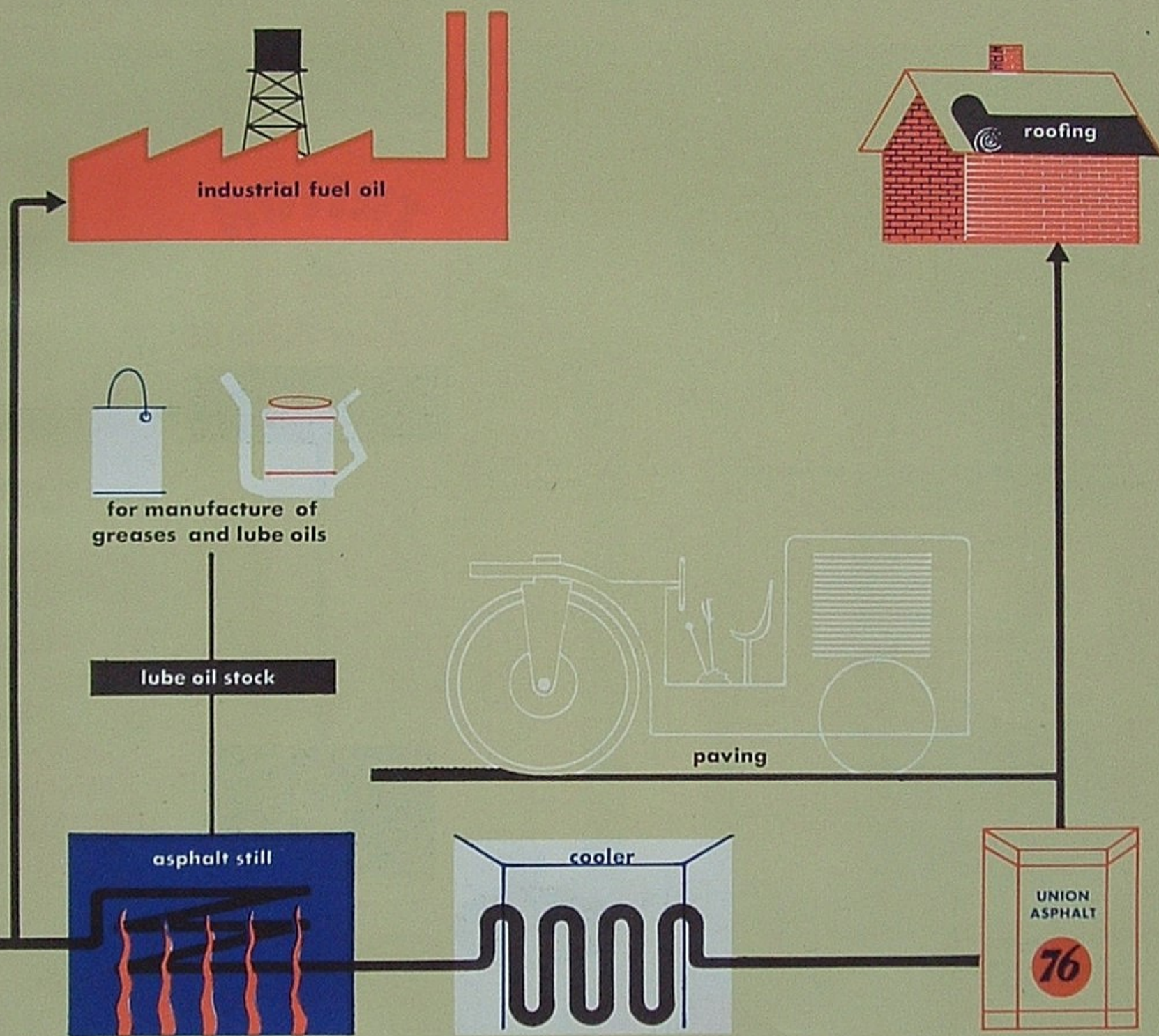
The vapors rise through the vapor chimney and pass through slots in the bubble cap. If the vapor is lighter than the condensate on the tray, it bubbles to the surface and continues to the next higher tray.





The different fractions drawn from the outlets in the Fractional Distillation Tower are passed through a condenser or cooler and then started on their way to various parts of the refinery for processing into Union Oil Company products.

Gasoline and kerosene distillates are obtained from the lighter fractions in the top portion of the Fractional Distillation Tower. Stove Oil and Gas Oil are drawn off the center sections of the tower. From the lower portion of the tower come the Lubricating Distillates and Heavy Residuals.



A portion of the heavy residuals goes to the asphalt still. There the stock is heated and the lighter fractions distilled become lubricating oil stock. The remaining

heavy fractions are processed to form the several grades of Union Asphalt.

Another portion of heavy residuals is blended with gas oil and used for industrial fuel oil.

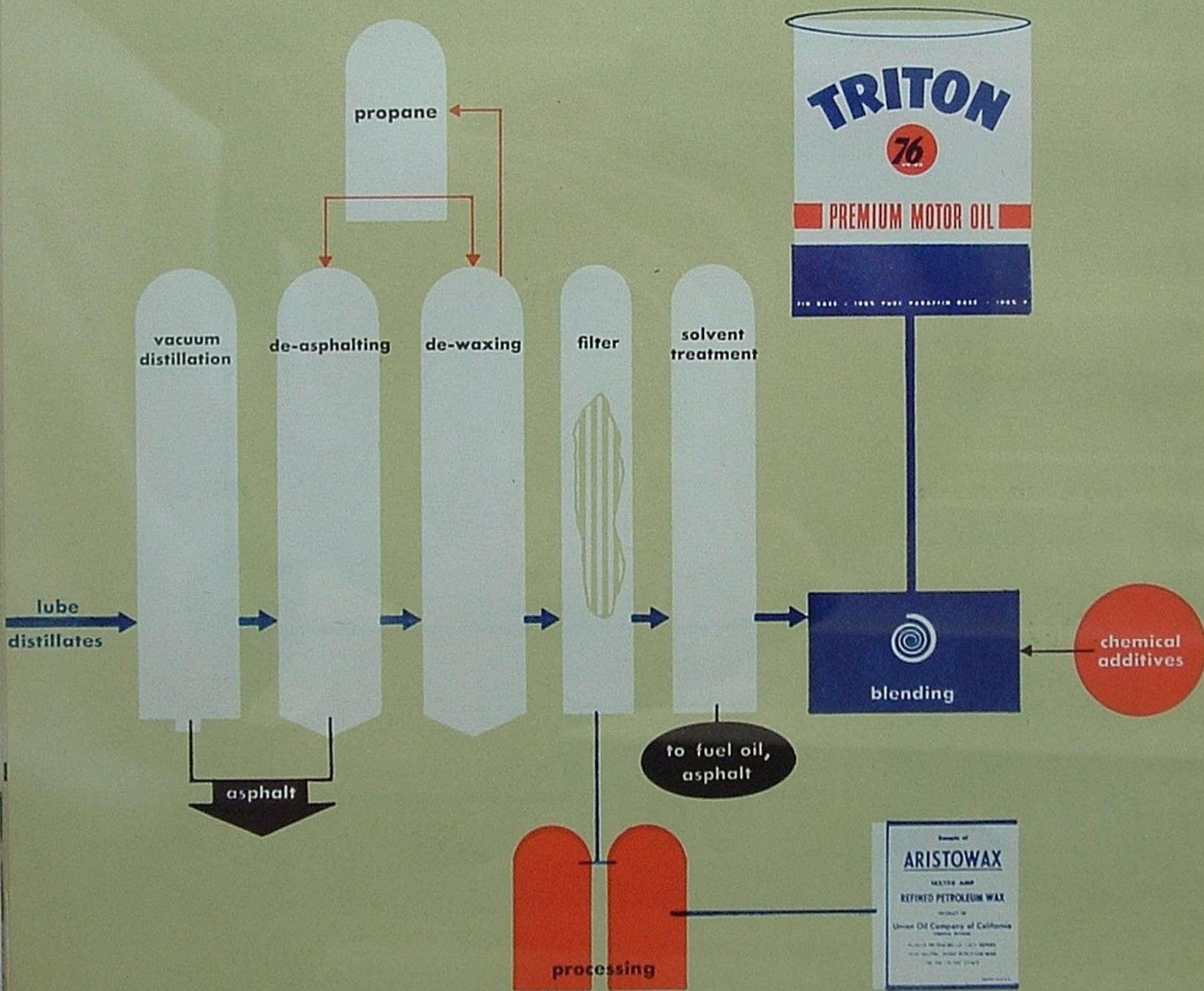
Lube Distillates and Lube Stock are distilled in a vacuum unit which separates the light, medium, and heavy fractions. The stock then goes to the De-Asphalter where it is mixed with liquid propane under 200 pounds pressure. The asphalt, being insoluble in propane, is precipitated and removed.

In the dewaxing unit the pressure is gradually released. The propane is vaporized and recovered for

re-use. This process chills the stock to minus 40° F crystallizing the wax so it can be filtered out.

The de-asphalted de-waxed oil is next treated with special solvents to remove the remaining undesirable compounds. The lubricating oil or "Raffinate," as it is called, is then blended or compounded as desired, to produce the finished lubricating oil.

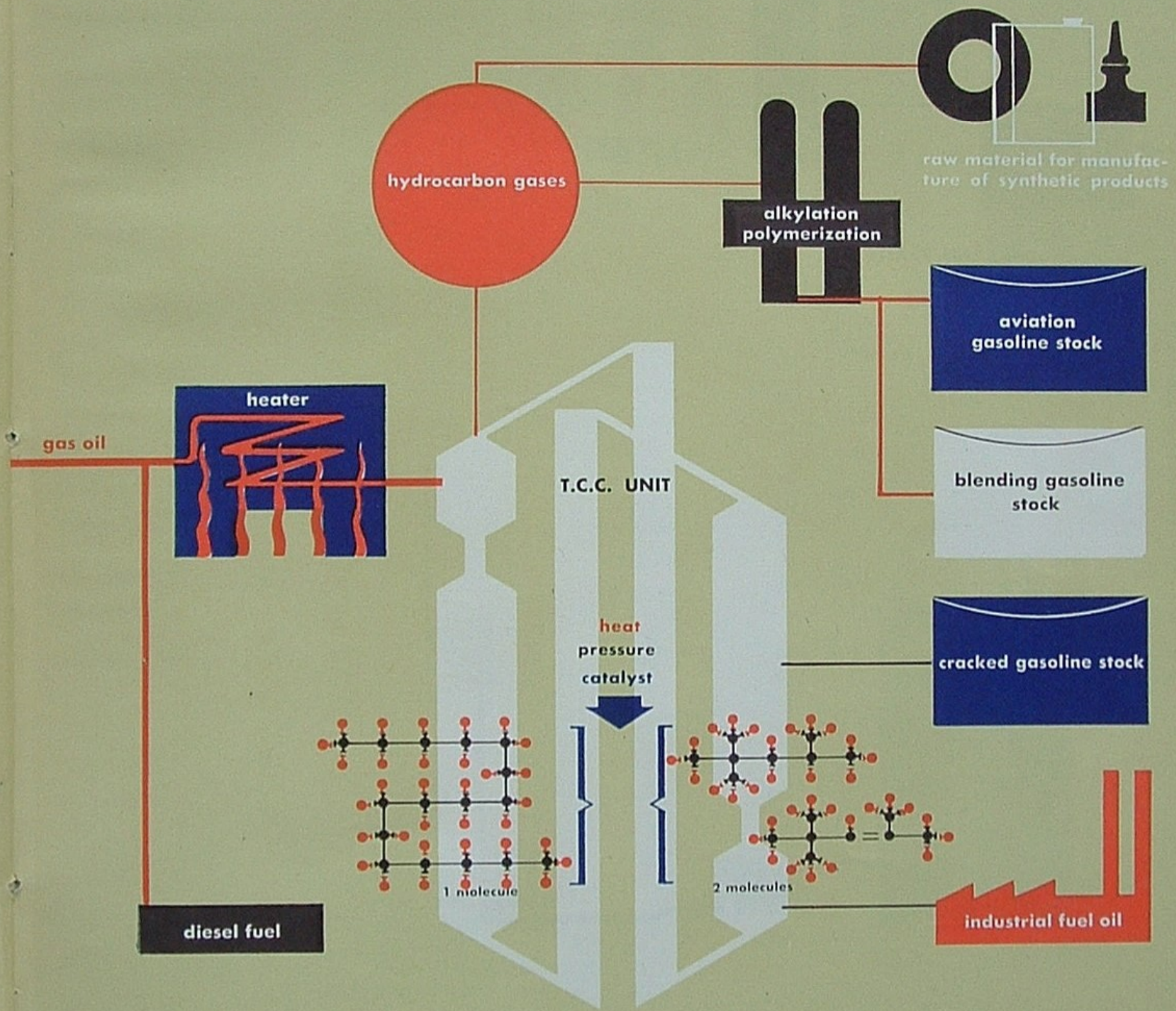
Wax extracted from the filter is processed, packaged, and marketed under the label "Aristowax."

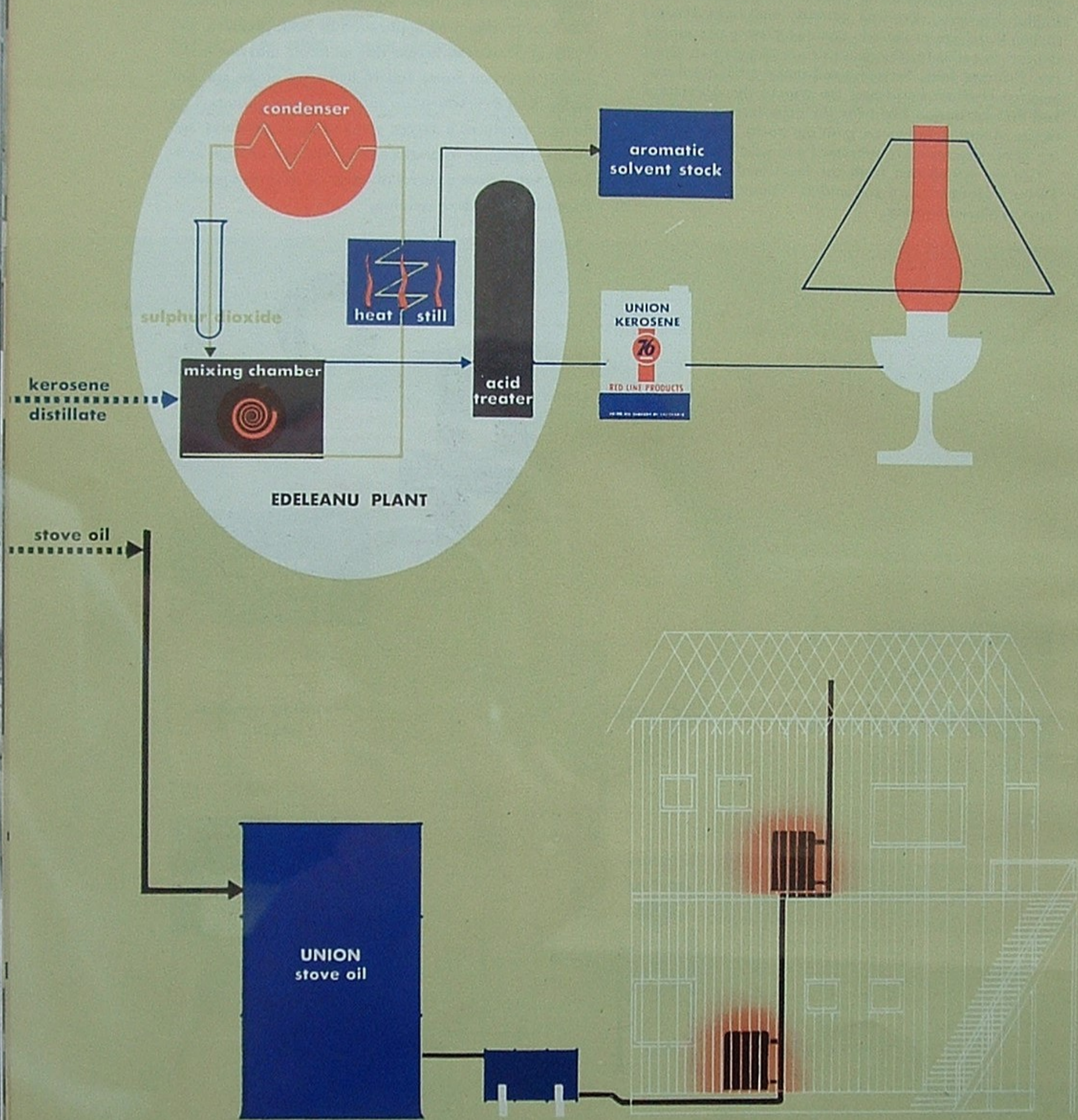


Gas oil fractions are vaporized and pumped to the Thermoform Catalytic Cracking (TCC) Unit. The heavier hydrocarbon molecules are "cracked" and reformed into lighter fractions. Cracked gasoline and light Hydrocarbon Gases are produced. Some of these gases supply the raw material for the manufacture of Synthetic Rubber, Printing Inks, Solvents, and many other products. Selected Hydrocarbon Gases are sent to the Alkylation and Polymerization Plant for the manufacture of High Octane Aviation and motor gasoline stocks. The remaining heavy fractions are processed and sold for fuel oil.

Gas Oil withdrawn from the Fractional Distillation Tower is also packaged and sold as "Diesel" fuel for all types of Diesel engines.

Cracking is the process of breaking down the original molecular structure of the oil. A typical gas oil molecule might consist of 16 carbon atoms and 34 hydrogen atoms. The "cat cracker," by application of heat, pressure, and a chemical catalyst, breaks this molecule into one molecule of 8 carbon atoms and 16 hydrogen atoms and one molecule of 8 carbon atoms and 18 hydrogen atoms. This method produces a larger yield of light products and makes it possible to produce more gasoline of high anti-knock value from a barrel of crude oil than was possible from old methods of refining.

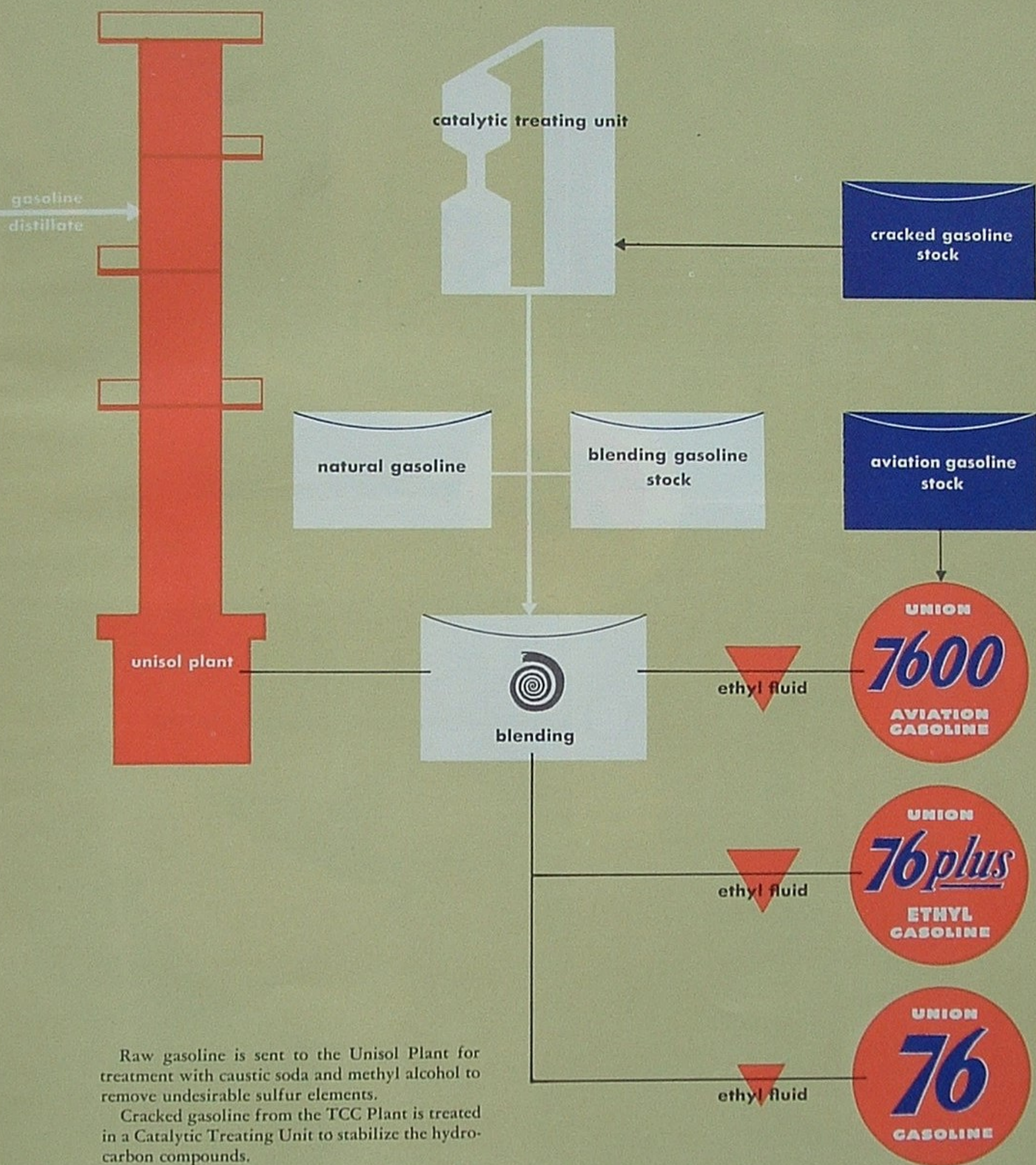




Liquid Sulfur Dioxide is mixed with the kerosene distillate to extract the aromatic hydrocarbons which are detrimental to the kerosene but valuable in the manufacture of aromatic solvents. The treated kerosene stock

is then retreated with sulphuric acid, neutralized with caustic soda and washed to produce the finished product, a high grade, smokeless, odorless fuel.

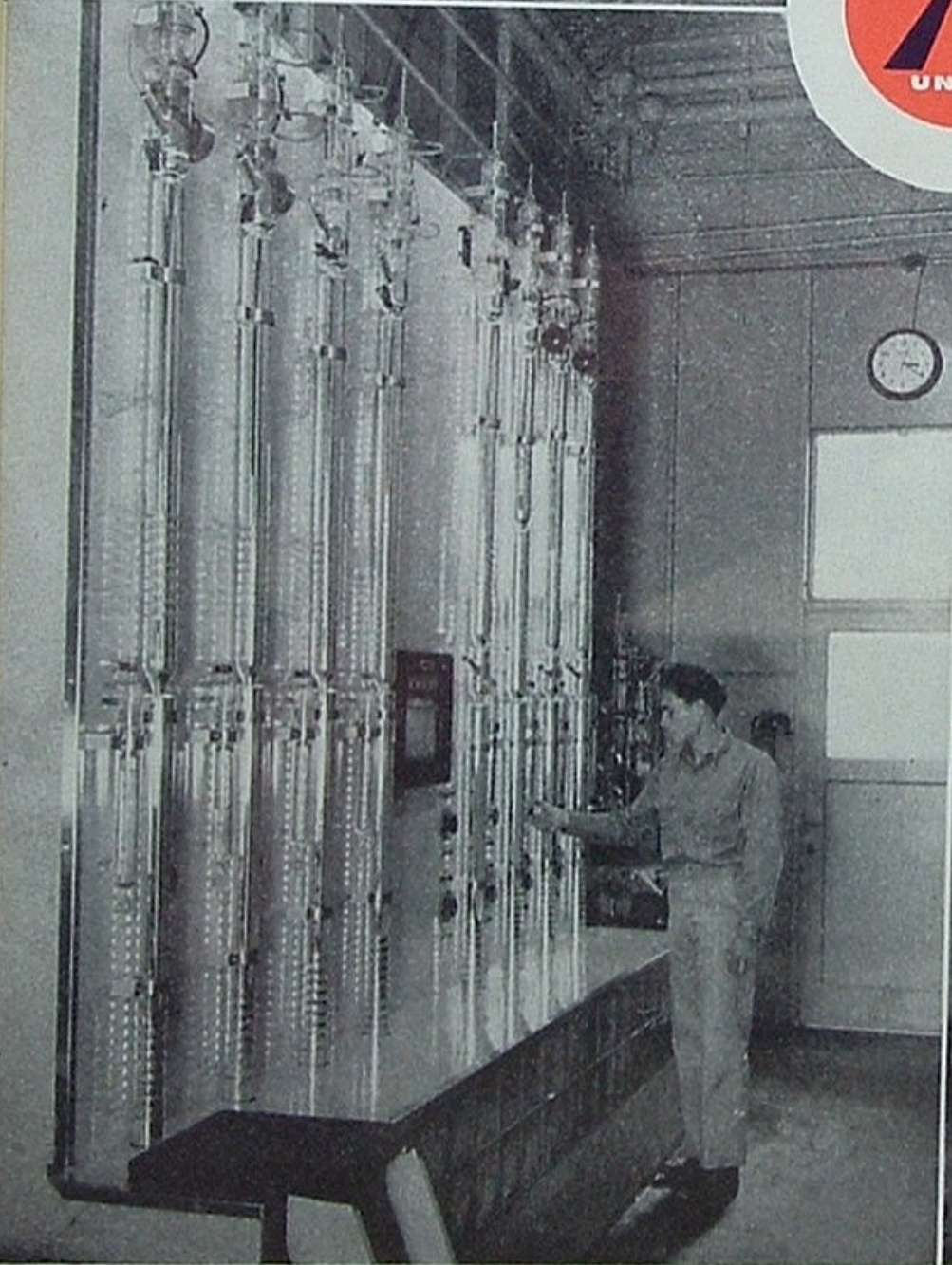
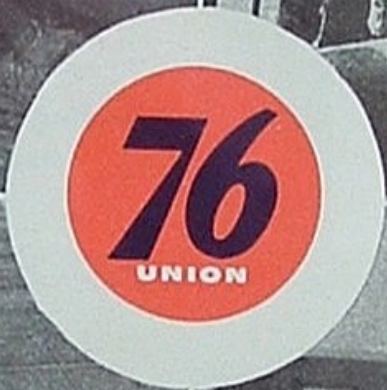
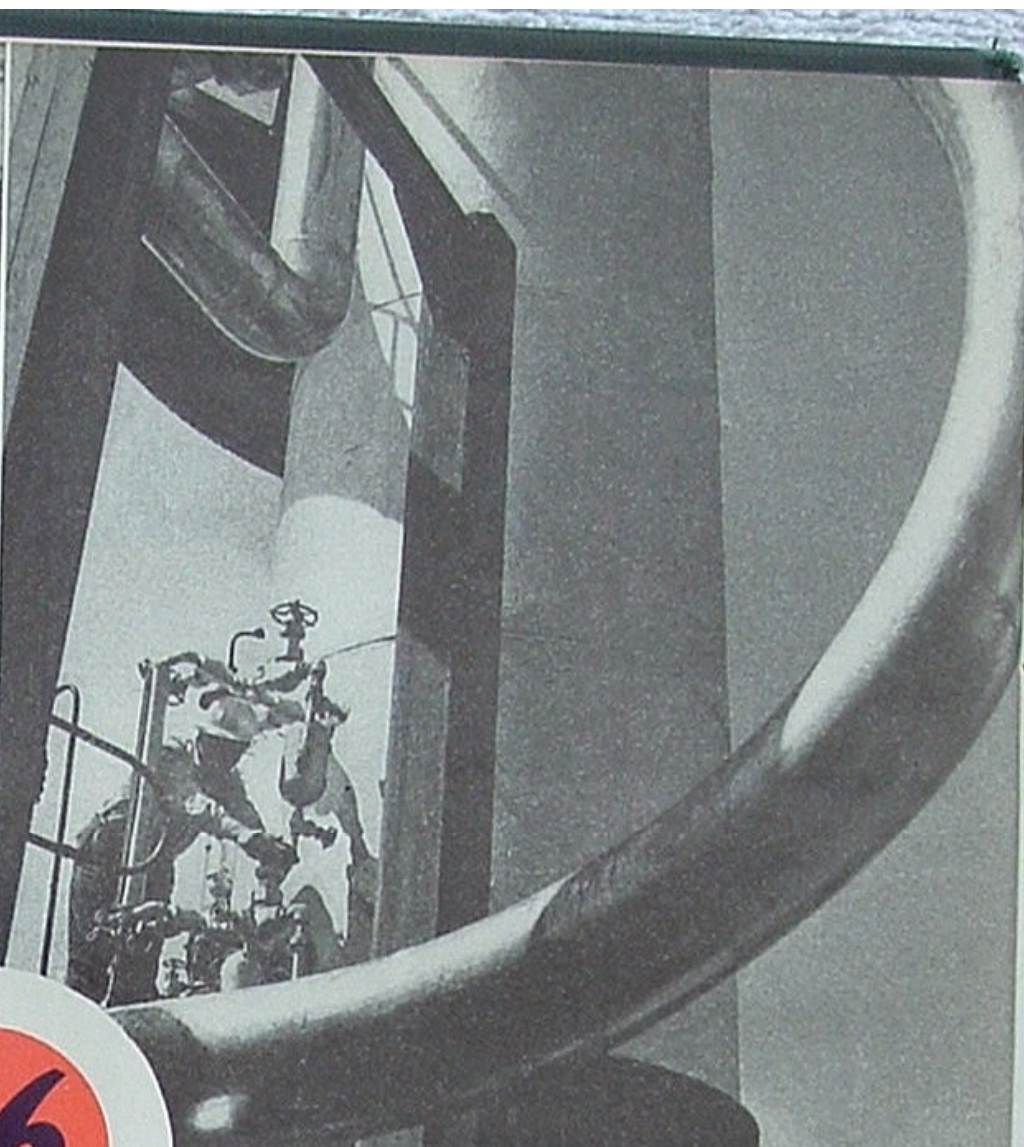
Stove oil is withdrawn from the Fractional Distillation Tower, packaged and sold as a fuel for stoves.



Natural gasoline from the absorption plant, blending gasoline stock from the Alkylation and Polymerization Plant is precisely blended with refined raw gasoline and Treated Cracked Gasoline. Tetra-ethyl lead is added. The finished blend is "Road Method" tested to insure high quality and performance of "76" gasoline.

"76 Plus" Gasoline is made from selected high grade gasoline stocks to which Ethyl fluid is added.

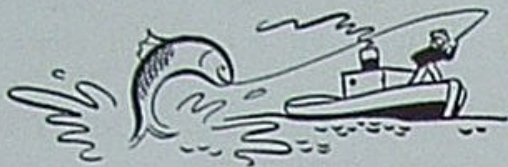
"7600" Aviation Gasoline is prepared from alkylation gasoline and other carefully segregated gasoline fractions to which ethyl fluid is added.



EMPLOYEE NEWS



NORTHWEST TERRITORY NEWS



Never again will we find a person with the old world courtesy of ERNIE GRAY, who passed away last month. His graciousness resulted in hundreds of friends, both among his fellow-workers and his customers. For the past twenty years his main objective has been to determine in what way the Union Oil Company could best serve his clientele, which included the larger steamship companies, and to follow through to see that such assistance was rendered.

When one grandchild appears in the Union Oil family, it is difficult to put up with the proud grandparent for a day or two, but when TOM FITZPATRICK and JIM FEDERSPIEL both boasted new grandchildren on the same day it was nearly insufferable. TOM WISE, down Salem way, turned up with a new nine-pound baby boy October 21st, and he reports that although he is just able to get around, the cigar situation is well under control.

Hunting season seems to be in full swing—GEORGE VANHOFF, of Spokane, drove twenty miles out of town on his day off, took steady aim, and took care of the meat situation very nicely. F. W. TUCKER, of Pt. Townsend, walked across his back yard between cups of coffee one morning and shot a 220-pound buck. BILL THOMPSON claims he shot only one buck on opening day. AL STRASSMAIER and CLAUDE ENDICOTT toured Eastern Oregon in search of venison, but apparently the deer were smarter than their customers who returned home with only a growth of beard and the smell of resin on their hands. CARL LEITHOFF didn't fare so well either. After winging several birds, Carl waded into a lake to make the catch, got stuck in the mud and either fell the rest of the way or just bent over to pull his feet out. And then there is H. E. FLEETWOOD, who hunted all day without a firing pin on his gun.

After our surprising ten inches of snow recently, we envy CHARLOTTE MC GINNIS more and more. She leaves the cold north for a month for an air-trip through Guatamala, San Salvador, and a stopover in Mexico City. Makes one realize the war is really over, doesn't it? That good-looking girl who works with BILL MORGAN of the Land Department, is NORMA OAKES, a former Tech.

Sergeant in the Marines. Candidate for the busiest gal in the Spokane office is HELEN ELDEBURG. Whether it is PBX, cashiering, mail, teletyping, writing letters, or turning out reports, Helen has the situation well under control. BERT HARDEN is on the fall jury panel at Spokane, but he got an unexpected vacation from his civic duties when the first case drawn was a mistrial.

BILL SMITH and "OLE" OLSON are the newest plutocrats at Portland; Ole driving a new streamlined Studebaker and Bill whipping around in a new Chevrolet. MARGUERITE KAMPFER will be the recipient of an amphibious jeep to bring her to work on time if the "unusual" rains at Portland don't cease soon. JIM TINGLEY entertained the boys with tales of the old days at a recent meeting, when he received his twenty-five years' service award. All agreed there had been quite a few improvements. RAY MAHAN and IVAN MOORE have been conducting a cooking school. These Home Economic demonstrators do not recommend Unoba for home cooking, however, as they have conclusively proved that the melting point is too high. It cost AL RHODE \$4.00 when he came out of hibernation at Medford and paid a visit to the Portland office, as BERT COLLINS closed in to collect some bets.

Thanks to HAL GRANVILLE and OLIVER LEEDY, who so ably aid us in trying to cover three states and Alaska—a large expanse of ground. (Gudrun Marie Larsen)

CENTRAL TERRITORY NEWS



LILLIAN JOHNSON, Distribution Expense Clerk, proudly displays her company Service Emblem which now has three rubies, while DON WALKER is the proud possessor of a ten year pin.

"LARRY" NEWMAN is the father of another baby girl who is the cause of Larry's frequent worn out look as LAUREL JEAN insists on a 2 A.M. feeding.

The Oakland District Irish Ambassador and Alameda Representative, ROBERT O'BRIEN, announces the arrival of a future follies prospect. He has been in the clouds because of the fine rounded-out job of having first a son and now a daughter.

ALFRED BAIGINI, after twenty months in the U. S. Army, has been

While Photographer Rod Daley was wandering through the Great Falls office shooting the story which begins on Page 1, several of the girls nailed him and asked, "How's about a picture of the bowling team in our new uniforms?" Hence, pretty girls being what photographers like most to take pictures of, we present Mardell Caldell, Jackie Anderson, Eva Searing (Captain), Jean O'Laughlin, and Mary Darkenwald. When last we heard, they were in second place in the city's B League. (On two occasions while the Cut Bank photographs were being taken, the camera froze and had to be thawed. It did NOT freeze when the shot on the right was made.)





LEFT: Union Oil's familiar Santa Claus is wishing you a Merry Christmas over Ina Buell's shoulder at the Head Office Girls' Club Annual Christmas Party. The other two reasons for his broad smile are (L-R) Marge Adams and Rosabelle Luhmann.

BELOW: When the Los Angeles Refinery Foreman's Association held its December meeting, four of the Association's ex-Presidents were present. They are (L-R) Phil McCutchan, G. B. McBride, W. E. Dana (incumbent), Ed Genter, and L. E. Pickens. To make the picture complete, only Ray Gale and O. A. Hawthorne are needed. A detailed story of the dinner, at which other members of the Union Oil management led by W. L. Stewart, Jr., explained the functions of their departments, will be carried in "On Tour" next month.

discharged and is back at work as Manager of Service Station 935. A warm and hearty welcome to you Al.

Chico District extended a welcome hand to a San Francisco Service Station Manager, "FRENCHY" EVANS, newly appointed Retail Representative, Marysville.

FRED MILLER, former Santa Clara Service Station Manager, was recently transferred to Santa Cruz as a Tank Truck Driver and, from all reports, is doing an outstanding job.

A feminine touch, in the person of JANE BROWN, District Manager stenographer, is having a reforming effect on the San Jose plant male employees. Sudden outbursts are cut short, much to the amusement of Jane. MAX MITCHEL has frequently shown his thoughtfulness by providing roses from his garden.

ERNIE WATERS and JIM COODALE, newly appointed consignees at Petaluma and San Rafael, respectively, say being a consignee is swell except there are too many bills connected with the business.

Aloha—It's Honolulu for BERNARD SCHWALM, of Oakland District, to take up the duties of LEO LAVERING, whose new residence will be Manila, P. I.

JIM ANTHONY, who attended a Firemen's Convention in Long Beach, where he represented the Redding City Fire Department, says: "Its no lie what they say about visiting firemen."

LARRY STRONG, Reno Plantman, who Marined it against the Japs, has returned after a forced layoff. Californian WADE SPENCE, District Representative, has gone Nevadan, and believe it or not he has a place to live—that's news.

November 10 is a big day for HAROLD MORRISON, S. F. Purchasing Agent, for on that date he was born and married. The most recent November 10 was his twenty-sixth wedding anniversary.

Hunting and fishing holds the limelight in Central Territory. A flash from Redding brings the news that "DEERSLAYER" KEELER has been having a swell time hunting big "Mule Tail" in his favorite hunting grounds near Mt. Lassen. ROSCOE KIMBLE, Dunsmuir, reports a successful duck shoot near Klamath Falls after having bagged a nice deer on the first day of the season. DOC GILBERT, District Representative, Petaluma, spotted a buck while deer hunting in Calaveras County, but there were no steaks to pass out as he shot the buck in the wrong end. Someone has started a rumor that the stripers are running. To everyone except LOUIS KEAHEY it's still a rumor. Louis, better known as "Cassidy", recently spent half a day waving a beautiful striped bass under the nose of discouraged "ISAAC WALTONS" at the San Jose Plant, trying to prove his contention that it is only a matter of knowing how. BILL HOFFMAN, FRANK GOULD, and BUD BACHMAN have made several trips to the San Joaquin Delta region with fond hopes of returning to a fish dinner, but to date have had to settle for sardines and crackers. Better luck next year "Toughies."

Berkeley Chamber of Commerce presented the Oakland District with a very fine certificate giving Oakland Plant recognition for thirty-seven years of active participation.

Early November initiated the first general sales meeting since the recent organization of the Chico District. There are so many miles within the area that one meeting was held in Redding, the



other in Marysville, with GEORGE SMITH conducting. With the present year drawing to a close, sights are already set to establish Chico District as the leader for 1947.

Our sympathy to BUD ENOCHS on the loss of his father. Evidently nothing of interest has happened in our BAKERSFIELD, FRESNO, or SACRAMENTO Districts as we have received no items from our "reporters" there. (Everitt Smith)

SOUTHWEST TERRITORY NEWS



The "slickest" thing in the Los Angeles District right now is the grease contest. Of course, by the time this goes to press, it will be over and we will know the winners. However, at the present time, that demon salesman from Watts, ROBBIE ROBINSON is leading with twenty deals. Runner-up, and rumor has it that he will soon overtake Robbie, is none other than Los Angeles' own "SACHELFOOT" CARTER, ("Mac") with seventeen deals.

BUCK JONES, a newer member to the LA sales force, recently took a two-week vacation and majored in housekeeping during that period. Buck's wife gave birth to a 6-pound, 8-ounce boy. Congratulations to you and your wife, Buck.

ED REED, PAPPY CHAMBERS, VIC MORRISON, and JOE MILLER at San Diego have just completed their part in San Diego's Community Chest Drive. The boys covered a major portion of the

Commercial and Industrial Division and reported a very successful campaign.

KENNY REYNOLDS, of Long Beach, has been spending his "after hours" very wisely by making copper bowls for Christmas presents.

It has been reported that A. N. TILSTON ventured to the UCLA-SC game clothed in rubber pants, rubber coat, and a fireman's hat. After all this his team lost—sooo sorry!

BOB FRANKS drew the right number from the hat and won the football pot for the game of the year UCLA-SC.

"Schoolday sweethearts", and soon to be "lifetime sweethearts", are JUANITA CRAWFORD, SWT, and LEWIS PATTON. The date will be sometime in January and the place—Texas. Their home will be in Louisiana.

ANN MARSHALL GRINDE, Credit Order, is a bride of one month. Congratulations!

An addition to the Credit Order is NORRIS WAIT, formerly SS Mgr. Nice to have you with us. (Ruth Anderson)

PHOENIX DIVISION



The winter season for Phoenix and the Valley of the Sun is now at its zenith—tourists swarming in by the thousands and Union Oil Dealers working at top speed to take care of their automotive needs. For the many visitors, and new residents as well, Union Oil Company's new city map has proved quite a boon, and

the local Chamber of Commerce has commented on the very favorable publicity given the Company by these maps. Even the native Phoenicians (and you certainly have to look hard these days to locate one!) find them very handy—the city has grown so rapidly that even they have difficulty in navigating.

EVELYN SUGGS, District Office receptionist, has embarked upon the sea of matrimony, the event taking place Thanksgiving Day in Long Beach. Congratulations and all best wishes, Evelyn! The same to BILL ROBBINS, Tank Truck Salesman down Tucson way, who finally convinced his lady love that together, "Life Can Be Beautiful." The bride and groom utilized Bill's vacation for a two-week's honeymoon tour of the West.

Football has had a very special meaning to C. J. "KELLEY" KOLDOFF, Phoenix District Office, for his son Casey has been making pigskin history on the St. Mary's High School Team. His outstanding performance has contributed no small measure to the capture of the City Championship, and Kelly has every reason to feel proud.

BILL SOPHER, Southwest Territorial Representative, has been a visitor recently in the Phoenix District Office. His previous lectures here on the technical background of Union's lubricating oils and greases have really been tops. We were all hoping his visit this time meant another interesting session over what makes the stuff tick but he would just greet everyone with a cheerful smile, and then disappear through those mysterious portals leading to the "corner pocket."

An old landmark is disappearing from the center of Phoenix Marketing Station Bulk Plant. "Lake Unoba", as it was known when the rains came, is being filled up and graded, positively ending all further Minute Man Supply shipments by barge. But the Minute Man claims he intends using the new space for a helicopter field. Ah, the atomic age we live in! (Paul Dummel)

FIELD DEPARTMENT NEWS



Coast Division

By the time this reaches the public, vacations will be a thing of the future, but at this writing the last vacations are just finishing. MAC HAMILTON returned from Alabama the last of October and passed thru snow in Arizona. GEORGE PAULUS returned from Tennessee the last of November and claims that he got out just before the snows came.

The stork is still busy. A boy was born on Halloween to the VICTOR L. MARTINS. Union Oil came near being in the news when former employee WILLIS GRIFFIN's wife had triplets, the first set in Santa Maria.

CARL MORGAN's daughter MAURINE (TUDIE) was one of the candidates for Homecoming Queen for the Stanford-California game.

ABOVE: The Foreman's Association's very successful Membership Committee: (L-R) Charley Broaded, Phil McCutchan, Al Greenwood, Tom Jones, Glenn Hinkle, Walt Heywood, Gene Friess.

RIGHT: You're getting a bird's-eye view of Oleum's annual Christmas Party at a time when people were looking up, food was going down, and everybody was having fun. A Committee composed of Kathleen Arata, Winnie Bonicalzi, Marie Halterman, and Bertha Gebauer worked hard to make the event a memorable one. "Mac" McLennan was Master of Ceremonies and Walt Kreutzen's orchestra played loud and well.

ON TOUR



The Bulletin Board

ANNOUNCEMENTS ON PERSONNEL, ORGANIZATION, POLICY

ORGANIZATION—NORTHWEST TERRITORY

Please be advised of the following changes in organization:

Mr. S. Biehn has been appointed Acting Territory Accountant in the absence of Mr. O. M. Johnson who is on sick leave.

Mr. W. H. Graham has been appointed Acting Assistant Territory Accountant.

Signed, R. LINDEN.

Recent arrivals are L. P. (PEANUTS) ADAMS from Bakersfield, Head Well Puller, and HOWARD SAID, sent here from Los Angeles to represent the Land Department. Howard's first and toughest assignment will be to find desk space in the Orcutt office, and a house. A "new" rotary crew has arrived from Bakersfield. This crew includes some "Old-Timers": WILLIAM G. SAUNDERS, LEONARD P. HENSLEY, WILLIAM E. KINNEY, JOHN T. SAVAGE, HARVEY C. COOLEY, EDWIN F. PREHODA, and LELAND S. COFFEY. Also M. M. DUCKWORTH and ROY O. HALE. We are losing MELVIN COATES who is returning to Santa Fe Springs.

Highlight of the league bowling recently was PORT CLEVINGER's score of 268 high game and 618 high series, averaging a neat 206 for the evening.

There are several Union Oilers in the hospital—D. A. (NICK) NICHOLSON, C. K. GREEN, R. R. (DOC) WEIDE, and RAY BICKMORE. We hope that they will recuperate quickly and will be out among us again soon. A movie was shown to some of them and the hospital staff, using our new 16-mm. projector.

The American Legion held a Turkey Shoot before Thanksgiving at the Newlove Picnic Grounds. AL MARSH won two in a field of stiff competition. Others didn't fare so well.

Congratulations are in order to BOB HAMILTON who was married to RUTHE DE LONGE November 27th in Beverly Hills. Father Mac says that he hasn't lost a son—he's gained one more quail shooter in the family.

R. L. (LEE) LAUENSTEIN gave a very interesting and informative speech before the Santa Maria Oil and Gas Association in November. The subject of his speech was "Stock Tank Temperature, Measurement, and Control." LYMAN SCHEEL, the new Program Chairman for the Association, has arranged a highly interesting and varied list of topics and speakers for the coming year. (Lois Johnson)

Glacier Division

Our many hunting enthusiasts were very much disappointed this fall when the State Fish and Game Commission found it advisable to close the entire state for Chinese pheasants and Hungarian partridges. Consolation: More and better birds next fall.

Engineer Trainee, BOB ROBINSON has all but lost his respect and confidence in mankind. Reason: His Labrador retriever picked up a dose of strychnine. After spending all night working with the dog, we are happy to report that "Duke" is recovering and also that Bob is much relieved.

LINN KELLEHER, formerly at Oleum, is recovering from an appendectomy. Linn has no regrets as the nurses were nice to him. (Marjorie Parker)

Southern Division

Brea Production had an exciting few minutes this month when the garage and change room burned down. The fire also destroyed a Company welding truck and personal cars of eight employees. The cars were locked and could not be moved. A high wind was blowing and spread the fire so rapidly that only one car was saved from the flames.

The revival of the annual Company Turkey Shoot, scheduled to be held at the Dominguez Skeet Range on November 24, was postponed because of the weather.

ELSIE YOUNG, recent bride, who's been taking calls on the switchboard at S.F.S. as Elsie Fletcher for 10, these many years, left to make her home in Ventura. She was honored by the Girls Club at a luncheon, and was given, as a parting gift, a black

leather bag and a gardenia corsage. Next day her switchboard pals held open house for her in the conference room. Superintendents to roustabouts came by to wish this popular lady happiness and good luck, and as concrete evidence of their regard, presented her with a Westminster chime clock.

Three reasons for Thanksgiving:

An 8-pound baby daughter to HUGH W. SMITH of Service and Maintenance, S.F.S.

A daughter to J. V. BARDIN of Southern Division Pipe Line.

A son to ROBERT J. BRUNOT of Southern Drilling to make it a pair—a boy and a girl.

JESSE GILL of Service & Maintenance, S.F.S., retired October 31, after twenty-seven years of service; and W. M. BARR, Northern Division Pipe Line, retired on the same date with twenty years of service to his credit. (Lloyd Kinney)

REFINERY NEWS



Oleum Refinery

One of the luckiest Oleumites of the month was Technical Trainee ED MOLLOY, who, in one day not only acquired a new son, but also a new car. Mother, son, and car are all doing fine, and the new son is properly Ed's favorite receipt of the day, but he does admit that at 2 A.M., a new car is likely to be quieter.

Researcher and lapidary JERRY SMITH is also a new father, and in addition is recovering from the fortunes of his Palo Alto Alma Mater in the recent big game.

The sick list narrows down this month to HARRY FRASER, recovering from a recent operation, and HAROLD GRAVES and JOE FARIA, both scheduled for an early return.

Those wounded veteran donation cans appeared under the directorship of LEE CARROLL and KENNY ALLEN. Art work was by "CHIZZY" FRISVOLD, and materials and facilities came through the courtesy of the Oleum management.

Either driven up here by the inclement weather of his native workshop or on legitimate business, LAWRENCE SWEET, ex-Oleumite and Head Office accountant, was welcomed at Oleum late in November. He refused to discuss weather south of the Tehachapi.

Contrary to popular belief, that was not the United Nations Headquarters Locations Committee following JACK PATRICK around the refinery on November 21st, but rather a group of high-selling Minute Men, whose sales efforts had won them, among other things, a trip through the refinery.

Oleum's shiny new red fire engine has Chief HAMILTON almost wishing for a harmless fire. And speaking of new equipment, word comes that Locomotive Engineer ED OLSON is preparing to stick his head out of a new window soon when he will get a 60-ton diesel locomotive to obey his commands.

Our Holiday season culminated at the annual Christmas dinner dance December 11th at the Mira Vista Country Club. The entire refinery was represented, and the hard working recreational committee in charge of this affair was entitled to rest on its laurels at the conclusion of the party in which the whole family at Oleum got a chance to exchange "Merry Christmas" greetings. (Clyde Morton)

L. A. Refinery

Have you ever heard of a turkey shoot being transformed into a duck shoot? It seems as though this California weather can do almost anything. The "heavy dew" which poured down on the pre-Thanksgiving week-end called a halt on the planned turkey shoot for all Union employees in the Southern area. But nonetheless, some of the more intrepid gun fans braved the elements and came out to the Dominguez Skeet and Trap Range to bang

IN MEMORIAM November, 1946

Edward J. Adams (ret.)
Gardner E. Pressey

No. Div. Whlse.
Cent. Whlse.



SERVICE BIRTHDAY AWARDS

JANUARY, 1947

Thirty-Five Years

Gover, Andrew F., So. Div. Field

Thirty Years

Anderson, Andrew K., So. Div. Field
Lopez, Alvin, Oleum Refy. Mfg.
Mackintosh, James C., So. Div. Field
Richards, Frank T., So. Div. Field
Sweet, LeRoy M., So. Div. Field

Twenty-Five Years

Brown, John W., So. Div. Field
Griffin, John, Union Oil Bldg.
Hatfield, Frank E., So. Div. Field
Hirth, Wilton C., So. Div. Field
Hutchason, L. Wood, Valley Div. Field
Isaacs, Thomas W., Valley Div. Field
Kinkade, Henry C., Valley Div. Field
Meatheringham, Wm. J., So. Div. Field
Miller, Ernest, Coast Div. Field
Morris, Frank D., Valley Div. Field
Myracle, Tony F., So. Div. Field
Orens, Andrew J., So. Div. Field
Randel, Tip, So. West Terr.

Richardson, James E., So. Div. Field
Schrote, Noah C., So. Div. Field
Siler, Ben H., So. Div. Field
Tobey, Harold A., No. West Terr.
Ulrich, James A., H. O. Compt.
Witt, Leonard, So. Div. Field

Twenty Years

Bourassa, George A., L. A. Refy. Mfg.
Copeland, Raymond C., So. West Terr.
Culbertson, Carrol L., So. Div. Field
Davis, Dewey V., Coast Div. Field
Finnegan, John A., L. A. Refy. Mfg.
Fladung, John A. Jr., So. West Terr.
Glenn, Haden L., No. Div. Pipe Line
Keightley, Edward, So. West Terr.
Martin, Wilton I., So. West Terr.
McMillan, James B., No. Div. Pipe Line
Noyes, Carl C., So. Div. Field
Scanlon, Dennis J., L. A. Refy. Mfg.
Threadgold, Victor W., So. West Terr.
Todd, David J., So. Div. Field
Vieweg, Arthur, L. A. Refy. Res.
Shoup, Chancey H., Valley Div. Field

Fifteen Years

Crane, Wilbur, L. A. Refy. Mfg.

Greewood, Allan S., L. A. Refy. Mfg.
Jefferys, Winifred G., So. West Terr.
Jordan, Carlos W., Cent. Terr.
Lindberg, Ruby C., No. West Terr.
Long, Paul M., H. O. Compt.
Macaulay, Clyde M., Cent. Terr.
McGilliard, Theo. R., So. West Terr.
Mikesell, John J., L. A. Refy. Mfg.
Miller, Harold F., H. O. Compt.
Murphy, Norbert R., So. West Terr.
Ricca, George S., So. West Terr.
Taylor, Guy G., L. A. Refy. Mfg.
VanMeter, Herbert F., Oleum Refy. Mfg.

Ten Years

Blanpied, Carl, H. O. Field
Brock, Richard L., So. West Terr.
DeFrance, Edward W., So. Div. Field
Duval, Carlton W., So. West Terr.
Kelley, Blanche M., H. O. Exec.
Lemker, Emily L., H. O. Compt.
Marino, Lester C., Cent. Terr.
Schuler, Wm. C., Cent. Terr.
Sheperd, Dewey L., H. O. Tax
Stolz, Vernon J., So. West Terr.

away at clay pigeons. The shooters agreed unanimously that no self-respecting pigeon would be out on a day like that so they must have been ducks.

The Refinery Speakers' Club has just completed a busy month and is looking forward to more of the same. "PENNY" PENHALE of the Instrument Shop copped the top honors in a "speak-off" held November 4, with a very amusing speech on the advertising of those products such as after-shave lotion which are supposed to make the male animal irresistible.

At the following meeting, "Penny" was elected as president of the organization to serve in the post vacated by PAUL LUETH, who was transferred to Head Office. At the same time, JOHN CHRISTIANSEN was installed in the vice-president's chair.

A unique form of torture is in store for the members at the next meeting. Every man is to deliver a three-minute speech into a recording machine, and then must remain until the record is played back. It is hoped that this excellent medium of voice-training will not startle the speakers into permanent silence.

Telephone operator WANDA PEMBERTON and JACK MOORE of Distillation have been married recently following the September announcement of their engagement. In this bear market on weddings, two new names have been added to the future's list. FRANK VAN ACKER of Cracking and BETTY THOMAS, formerly with the Company, announced their engagement at a recent party. The wedding will be next spring.

Several new members have been added to the button-busting club this past month. EDWARD ATTANE of Research, and VERN LUMAN from Operating and Treating have both increased their families by one. ABE BULLINGTON of the Tin Shop is talking about his new daughter. FLOYD GOODRICH, Distillation, is also happy about his recent addition. DON LINK from the T.C.C. Plant is not quite so happy about this one. It seems as though Don lost a little money on the deal.

Back to work just recently after being in the hospital for repairs are NICK KAY, DICK CROG, and PAT TATE of Research, DONNA JENSEN, steno, and MARGE SAVILLE of the inspection lab.

(W. K. Park)

Maltha Refinery

B. L. JOHNSTON came back from spending five weeks in Mexico with glowing accounts of the people, the good roads, and the scenery.

LARRY RICHINA and GRAY GARRIS are proud fathers of baby girls, each the second girl in the family. (Agnes Dougan)

HIGHLIGHTS ON HEAD OFFICE



After twenty-eight years of outstanding service, quietly and efficiently discharging the duties of head file clerk in the Marketing Department in Head Office, ELVINA LANGE retired. The lovely Parker pen and pencil set given her by her fellow employees was concealed in one of her files in nefarious fashion, and after a speech, HAROLD SEELEY asked for that file.

The position of Manager of Public Relations was assumed by HAINES FINNELL recently when SHERMAN MCFEDRIES resigned to accept a position with the Company's advertising agency.

Cupid is still actively balancing on that big toe, having launched a dart into the heart of our KATHARINE WILLIAMS who recently became Mrs. Harold Sheldon at Las Vegas.

WALLY CRANK has transferred his talents from the Financial Accounts to Production and Transportation Accounts Division, and has been replaced by DICK DELANY.

CHET WIND, who has been paying the crews of our tankers during the war, has been transferred to a supervisory assignment in connection with the Outer Harbor Dock Company activities.

C. H. ELLIOTT, who has been very ill for some months, paid the ninth floor a visit and he says he is "rarin" to get back.

The question in Production and Transportation is, "Who got the worst of it, RUTH CALLAHAN, or the horse?" Seems she was preparing a horse for a horse show; the animal became excited and stepped on Ruth's toe, crushing it. Anyway Ruth got the "horse laugh."

RUTH COURTS, a former employee in P. & T., was recently sent to Japan on a government job.

The card record room at Santa Fe Springs was closed, thus causing the transfer of all the cards to Head Office including cards, WALTER SCOTT, TOM MACKEY, and ERNIE HARDCASTLE.

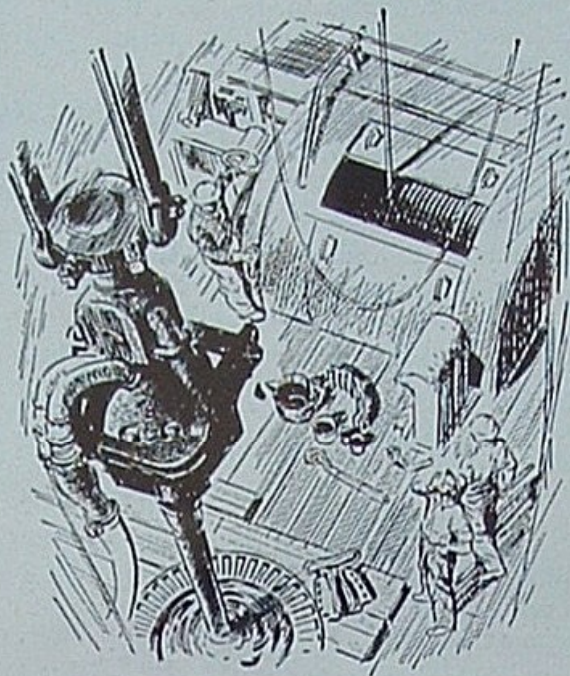
DORIS HARTMAN, the dutiful housewife, left the Company to join her husband in Florida.

SHIRLEY must be a popular name. SHIRLEY FRANDSEN resigned and has been replaced in the Disbursement Division by SHIRLEY JOHNSON. (Ray Teal)

What is Profit?



1. Before people can have such things as shoes and gasoline and vacuum cleaners, at least two things are necessary. Someone has to provide the "tools" and raw materials you need to make those products. And someone has to perform the labor of turning them out.



2. Now if you're going to ask a man to put all his *labor* into the production of gasoline and petroleum products *for other people*—instead of expending it on things for his family and himself—you obviously have to compensate him in some way. Under our American economic system we do this with *wages*.



3. By the same token, if you're going to ask a man to put his *money* into "tools" and raw materials that will produce gasoline *for other people*—instead of spending it on things for his family and himself—you have to compensate *him* in some way. So we offer the "tool-provider" a chance to make a *profit*.



4. At Union Oil, for example, 34,970 individual Americans have put up varying amounts of money to provide the refineries, drilling rigs, service stations, etc., that we need to make and distribute petroleum products. If the company makes a profit these people—called shareholders—are rewarded with cash dividends.



5. As a rule, about half the profits are plowed back into more "tools" and half are paid out in cash dividends. But the *total* profits each year are much smaller than most people think. In 1945, for example, they amounted to only 5.9% on the capital invested in the company—less than 6¼¢ out of each dollar the company took in.



6. It seems to us that this is certainly not an unfair reward for the contribution these "tool-providing" people have made to the company. And without this profit *incentive* we Americans could never have achieved the high productivity and efficiency that have made this country great.

UNION OIL COMPANY
OF CALIFORNIA

This series, sponsored by the people of Union Oil Company, is dedicated to a discussion of how and why American business functions. We hope you'll feel free to send in any suggestions or criticisms you have to offer. Write: The President, Union Oil Company, Union Oil Bldg., Los Angeles 14, Calif.

AMERICA'S FIFTH FREEDOM IS FREE ENTERPRISE