

*“On Tour”*

OCTOBER, 1947

VOL. 9, NO. 10



# On Tour

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## COLD FACTS

In the same category of certainties headed by death and taxes should be listed that old and enduring curse of the human race—the common cold. It attacks old and young, the clean and the unclean, the wise and the ignorant, the rich and the poor, the doctors and the doctored. And even Union Oilers are not immune, according to records compiled by our payroll offices and the Employees' Benefit Plan. Its annual tax on our health, productiveness and earnings is staggering. An uncomfortably large percentage of the cases handled by the Employees' Benefit Plan are classified as colds or near relatives thereof.

While not expecting to free the world of this curse with the swoop of a single editorial, we do believe it possible to minimize the expense and discomfort of your next attack. Here are most of the gospel facts that science and medicine have agreed upon concerning cause, prevention and treatment:

Colds are caused by a virus—or germs so small that the most powerful microscope will not reveal them to the human eye. However, they have been captured in fine filters and their existence has been proven by other scientific means and tests.

Colds are spread principally by human carriers of the germ. An unshielded sneeze or cough may fell a new victim at any range up to six feet. Breathing, talking, whistling and other vocal exercises are equally effective at closer quarters. But drafts, wet feet, cold weather, open collars and lack of sleep are not causes; they merely lower our resistance to the virus.

As nearly all of us are exposed to cold germs daily, our most reliable defense is good health. We should eat sparingly of meat, fish and poultry. One of our daily meals should include milk or cheese; oranges, grapefruit or lemons; green or yellow fresh vegetables, potatoes, tomatoes, beans, eggs, butter, and whole-grain cereals and breads. We should avoid candies, fountain drinks and other rich foods which furnish quick energy, but are poor substitutes for the health foods above. Eat sparingly; drink plenty of water; get plenty of sleep; exercise regularly and moderately; get the cool bath habit; keep at least an arm's length from the cold carrier; and you'll be a tough nut for any cold to crack.

**CURE:** But if you feel those familiar symptoms coming on,

1. Take a hot bath; swallow one or two aspirin tablets with a glass of hot lemonade; jump into a warm bed with plenty of extra blankets; then "sweat it out for at least ten hours."
2. If the cold is too deeply entrenched to be frightened overnight by the foregoing treatment, stay close to home, bed and a liquid diet. It's time to call a doctor if your temperature continues above normal.

### THE COVER

This new three-faced sign, recently placed "on stream" at Los Angeles Refinery is 131 feet high. The "76" numerals, thirty-five feet high, are encircled by lighted tubing eighty feet in diameter. The sign serves as an airways beacon and is visible in clear weather for twenty-five miles.



# 21<sup>st</sup>

## ANNUAL GOLF TOURNAMENT

It required exactly 16,757 strokes over the Lakewood Country Club course on September 20th to single out the best Union Oil golfers of 1947. Furthermore, explains our statistician, this great sports onslaught against par and turf attracted 166 employees whose scores over the 18-hole route ranged from 75 to a whooping 163 for an average of 100.9. While the lost balls remained in hiding and divots settled down to take root again, the athletes partook of fried chicken in the clubhouse and, meanwhile, witnessed the crowning of 1947's champions.

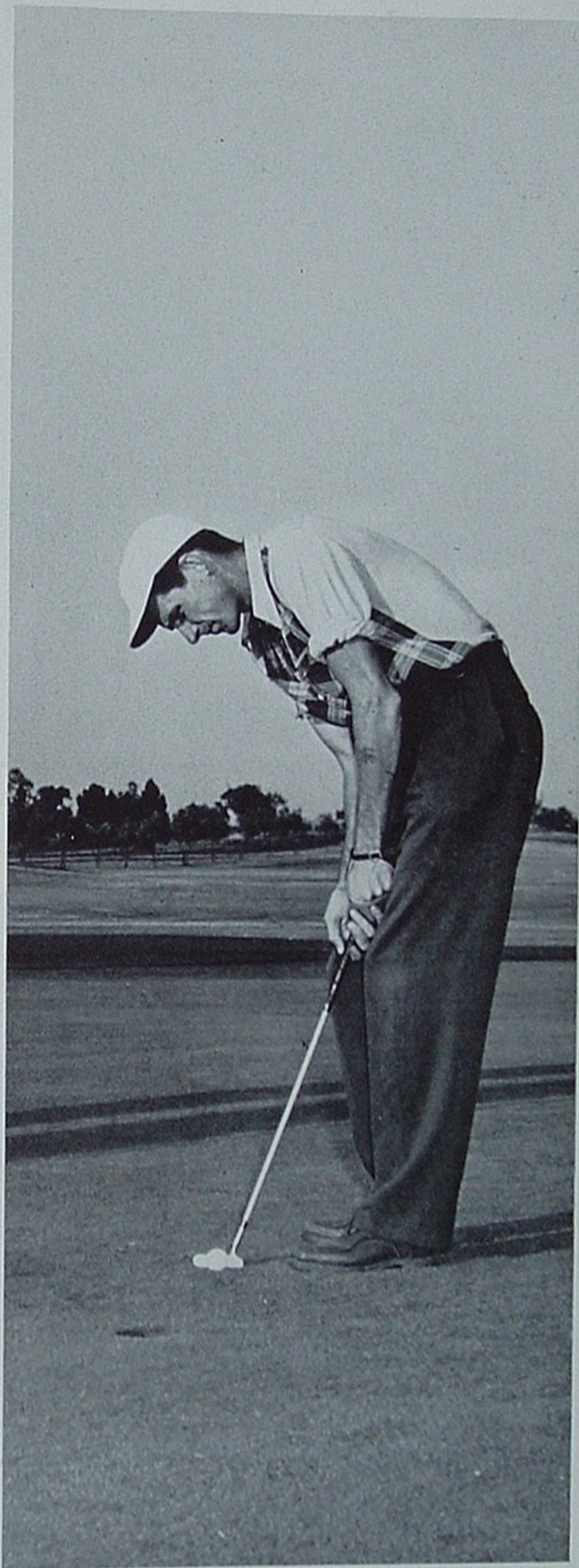
E. A. Sanders of Los Angeles Refinery, a 9-handicap player, shot a 75 to win the President's Cup and become Company champion for the first time.

G. C. Cole, a persistent winner in Oleum Refinery and Bay Area competition, came close to advance predictions by shooting a 78. Two other golfers equalled this score, but Cole won the Vice President's Cup because of his better play on the first nine holes.

The Triton Trophy, given annually to the competitor with the lowest net score, went to A. Roulston of Los Angeles Refinery. His 78 gross minus a 13 handicap produced a net of 65.

H. A. Becker of Southwest Territory Marketing came nearest to making an accurate pre-tournament forecast of his game and won the Century Handicap award.

The winners of the six flights in their numerical order were Elden Turner, Frank Lord, J. A. Bernard, W. J. Whitfield, Myrle Reaugh and H. T. Colby. Flight runners-up in the same order were Jim Tollefson, W. R. Harper, J. Wilson, Ray Tatum, C. E. Denton and A. D. Kimmell. The best approach artist of the day was George Phillips of Southwest Territory Marketing. Ross Hanson of Los Angeles Refinery wielded the hottest putter in the special event. To C. K. Howard of Head Office, who professes to get more exercise than commendation out of the game, went the Goofy Golfer Goblet by virtue (or vice) of a 163. And to the perpetual Bull Thrower's Trophy has been added the 1947 version of verbosity, John W. Chapman of Southwest Territory Marketing.



E. A. SANDERS of Los Angeles Refinery sank this putt for a 75 to win the President's Cup and become low-gross champion, 1947.



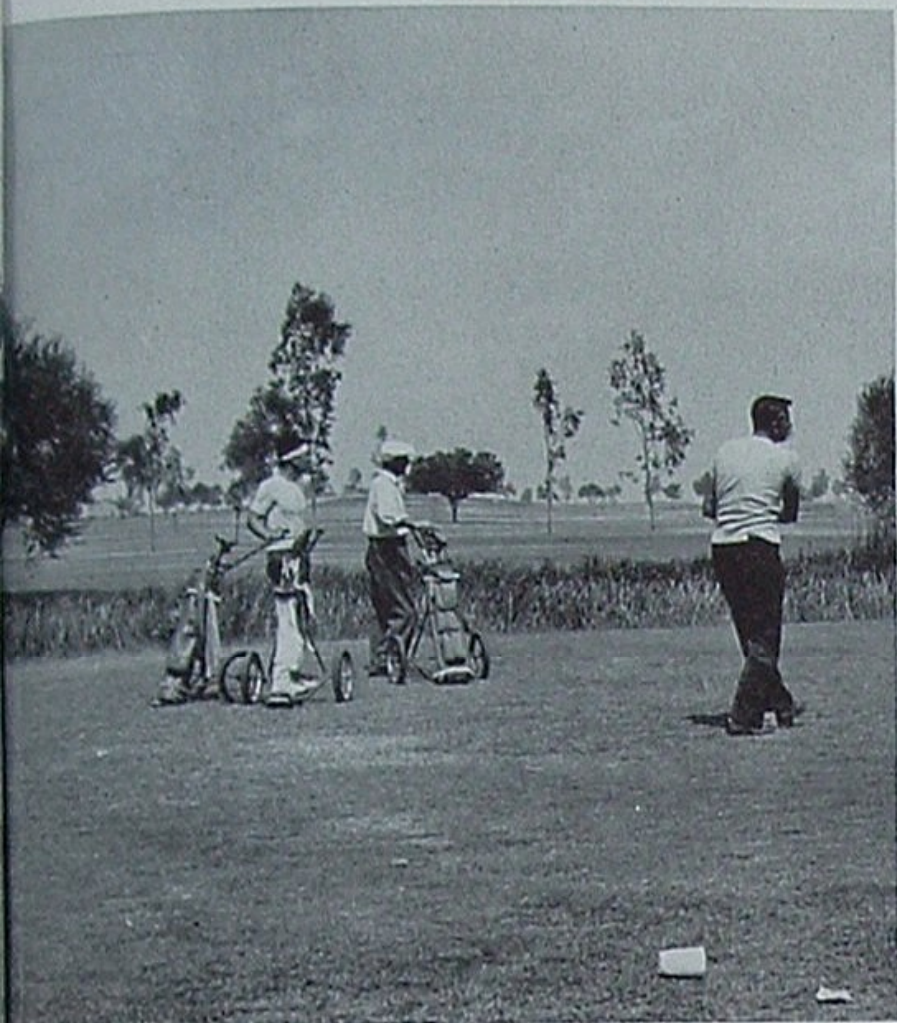


(Left) George Cole of Oleum Refinery was low-gross runner-up and winner of the Vice President's Cup. (Center) Elden Turner of Los Angeles Refinery equalled Cole's 78 and won the First Flight Trophy. (Right) W. J. Whitfield of Southwest Territory Marketing was entirely satisfied to "break a hundred" and be crowned winner of the Fourth Flight.



(Left) Checking their arithmetic are (L-R) A. Roulston, Los Angeles Refinery, low-net champion and winner of the Triton Trophy, and Frank Lord, Head Office, winner of the Second Flight. (Right) Joe Bernard, a tournament committee member from Head Office, combined golf with officiating and won the Third Flight.





Out to enjoy the ride over the Lakewood Country Club course were these Union Oil golfers, all of whom later participated equally in the fun, exercise, sunshine and a delicious chicken dinner.

For the outstanding success of the 21st Annual Golf Tournament, credit is given the committee, (L-R) Mac Clocklin, Foster, Calvert, Bernard, Malseed, Nevens, Chapman, L. A. Gibbons, Master of Ceremonies, Hendricks, and Law.







Last of our wooden derricks in the Orcutt district, this veteran of 1906 has bowed to progress and the age of steel rigs.

The last survivor of our wooden derricks in the Orcutt field has bit the dust!

On August 27th a group of musing spectators gathered on Orcutt Hill near the base of old California Coast Well No. 3. They noticed that a section had been cut recently from one leg of the aging derrick and that steel cables anchored it against a premature fall. Most of those present were outranked in seniority by the well; they were anxious to see the rig thrown. However, two men in the crowd had contributed brains and brawn to its building in 1906; they seemed less impatient.

It has been contended humorously by some pioneer oil men that "The old days called for wooden rigs and iron men, whereas the modern requirement is for steel rigs and wooden men." Frank F. Hill, who was general manager of the field when No. 3 was spudded, spoke up to deny the cynical part of this assertion. "Progress in drilling all along the line had to come," he said, "and we old-timers are glad to see it."

On hand too for the ceremony was Jack Reed, whose 43 years of continuous service distinguish him as Union Oil Company's senior employee. Jack was one of the

# Off Tour

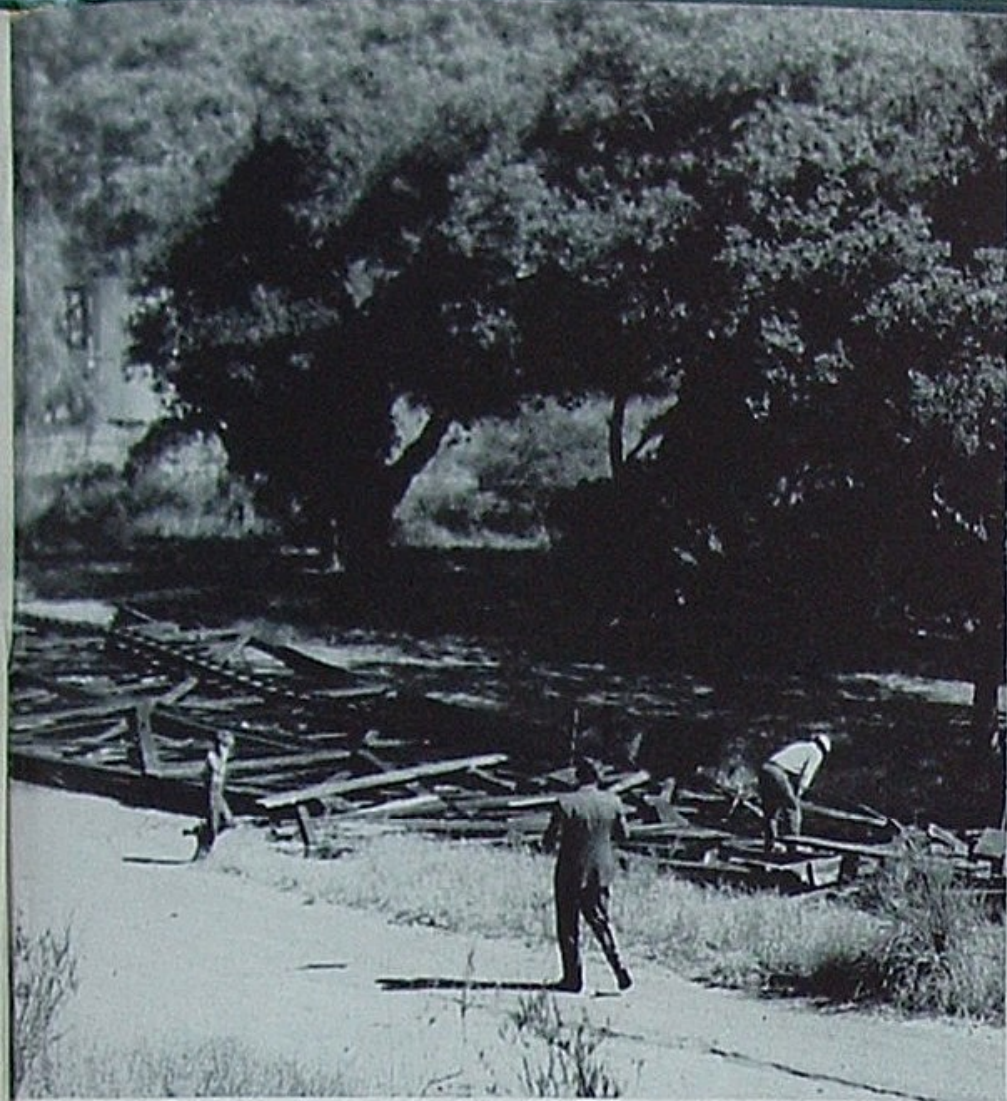
By B. B. Brison

rig-builders who completed this derrick in May, 1906, by installing its doubler, crown and roof in eight hours, establishing a record for such work at the time. He remembered that field employees then received three dollars for a nine-hour day and were proud of their good jobs.

William O. Butler, Coast Division superintendent of production, revealed some of the intimate details taken from No. 3's diary. The well required four months to complete to a depth of 3,455 feet. It had an initial daily production of 400 barrels of 25 gravity oil. In 1919, after being deepened, it was still capable of 275 barrels a day. Even now it continues to produce 10 barrels of 24 gravity oil with a 68 per cent water cut. Its total yield has reached 941,519 barrels.

Following these verbal toasts to an era of valiant producers, Mrs. C. J. Marston, wife of the present head rig repairman, nervously cut the last remaining guy wire and the rig crashed to a fire-wood doom. The stench from its decaying timbers quickly turned all onlookers toward the Newlove Picnic Grounds and a waiting barbecue.

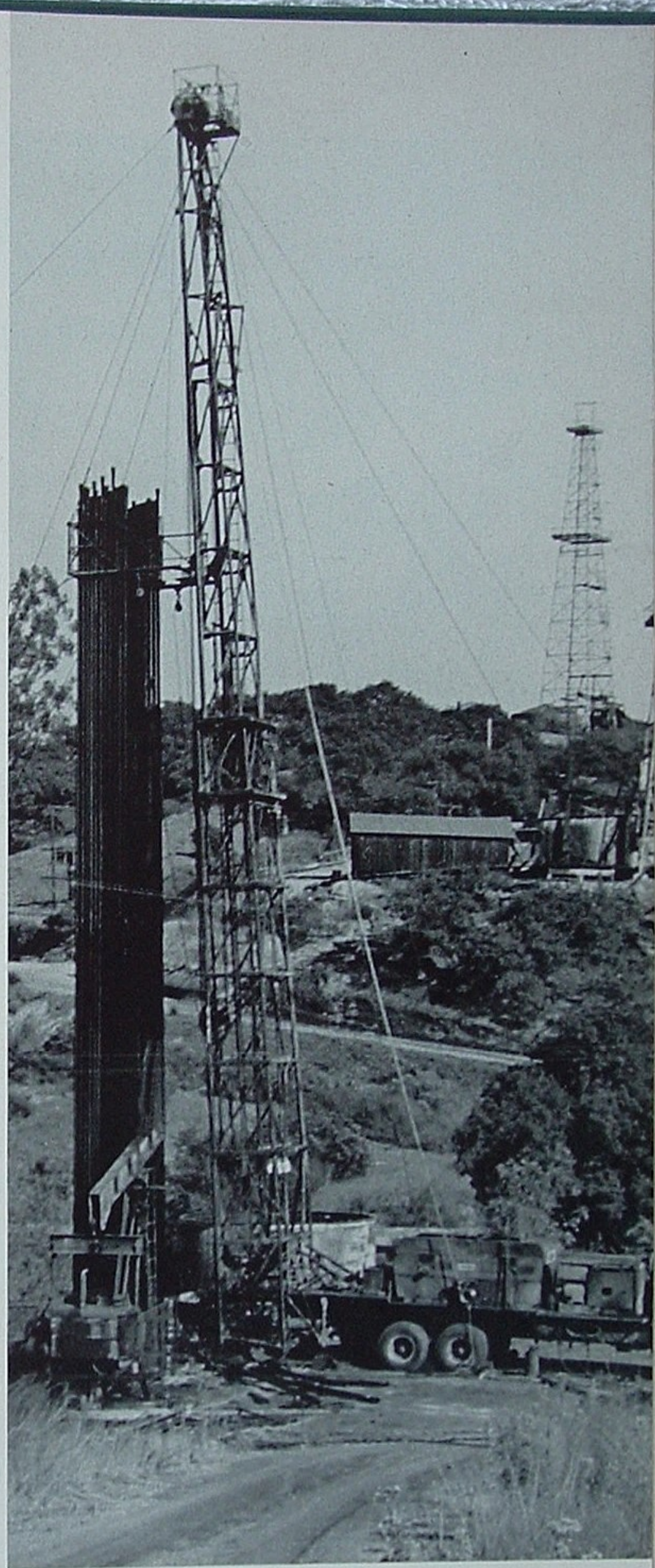




When the derrick over old California Coast Well No. 3 was thrown, it broke into a thousand pieces—good only for firewood.

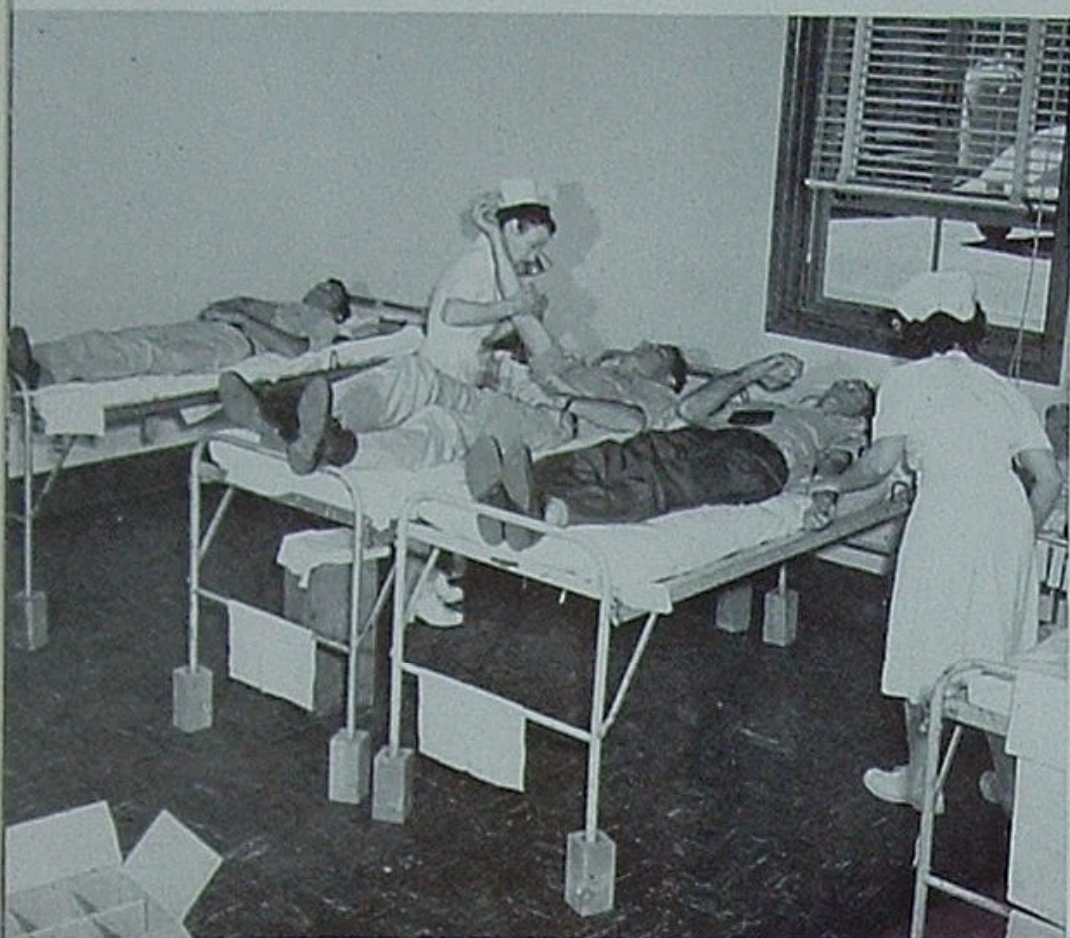


Of the spectators present, two had helped to build the derrick. Jack Reed (left) was then a rig-builder. Frank F. Hill (right), now retired, was general manager of the field 40 years ago.



Today many such wells as No. 3 are drilled and later serviced by portable equipment. This modern unit at Orcutt will hereafter coax the veteran toward its million-barrel mark.





TO ACCEPT the blood offerings of 175 Los Angeles Refinery employees required less than an eight-hour day, thanks to smooth cooperation of the donors and the Red Cross.

# HEARTWORK

## THE BLOOD DONORS

A unit of the American Red Cross is pointing with pride to their new record of blood donations established at Los Angeles Refinery on September 18th. Employees, 175 strong, responded to the call, of which 162 were accepted as donors. The highest previous accomplishment of this Red Cross unit in a single day amounted to 158 pints of blood—the gift of an entire community.

The Refinery cafeteria banquet room was converted to a hospital for this occasion. The volunteer donors were summoned in small groups from the various jobs, and thereby kept both the blood and gasoline production lines in constant operation. Each pint donation was sealed, labeled and immediately stored in a special refrigerated truck built to accommodate 500 pints.

The purpose of the present drive is to bolster the nation's rapidly dwindling supplies of needed whole blood. With VE and VJ days came an abrupt halt in the voluntary donations by American citizens. Unfortunately, the need in hospitals and disaster areas did not halt nor even diminish greatly. Today, donations are far short of peace-time needs.

Refinery employees found that the giving was not entirely one-sided. Each received coffee, fruit juice and donuts on a better than ounce-for-ounce exchange basis. In addition, each donor was given a card entitling him or his immediate family to a pint of free blood as required from any Red Cross blood bank.



REMINISCENT of war days was this Refinery banquet room, equipped with ten hospital cots and kept constantly busy supplying precious whole blood for existing American needs.



# HEADWORK

By Gale S. Peterson

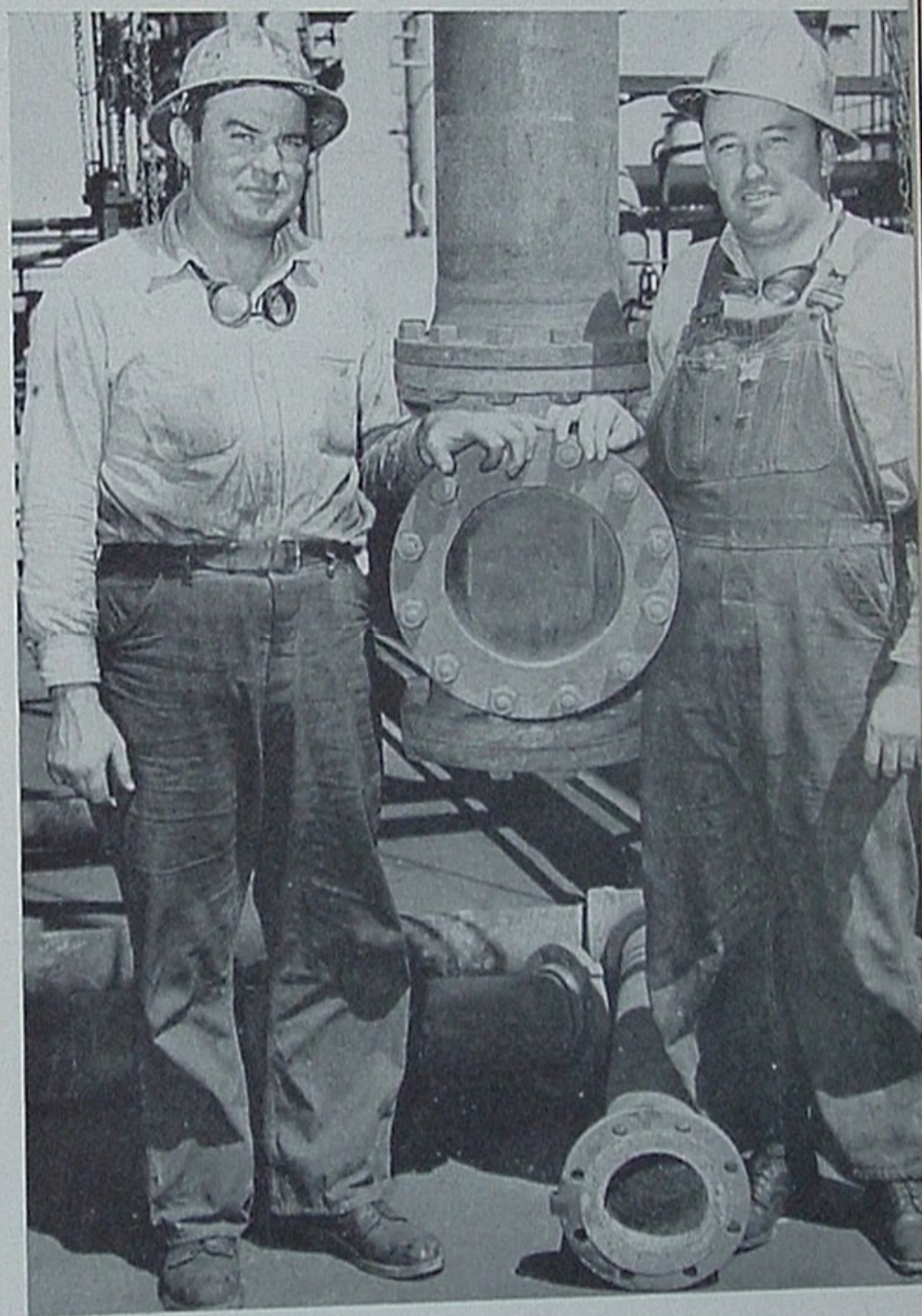
## “BATHESCOPE”

**THE PROBLEM**—The various petroleum fractions or “cuts” emerge hot from the top and side outlets of a distillation tower. Before being pumped into refinery storage tanks, these products require cooling. This is done by passing the oil through an exchanger—which is simply a bundle of tubes immersed in a cooling tank through which salt water is circulated. Each cooling tank usually contains a number of tube bundles; and from time to time a tube in one of the bundles will begin leaking.

**THE FORMER REPAIR METHOD**—Until recently, a faulty tube in the exchanger made it necessary to shut down the entire cooling section, drain all salt water from the tank, detach the defective bundle and hoist it out for repairs. A diver and diving equipment were out of the question because of high water temperatures.

**THE NEW REPAIR METHOD**—Good heads at Los Angeles Refinery have now devised a better way. It was conceivable that the tube bundle near the bottom of the tank could be disconnected from above the water surface with a long-handled wrench, providing the workman's range of vision could be extended. Refinery craftsmen therefore adopted the principles of a periscope and constructed a “bathescope.” This consisted of a section of 8” pipe fitted with a “T” at its lower end. A plate-glass window in one opening of the “T” reflects an image through mirrors to the upper outlet of the pipe. By lowering the window of the “bathescope” by overhead crane and illuminating the working area with a waterproof light, it was found that a good under-water image could be reflected to the repairman above. However, the craftsman had to reverse his normal coordination between hand and eye, as the bathescope image always appears in reverse to the viewer.

The new method has proved to be a very satisfactory time saver.



Odell Buckelieu (L), boilermaker, and Harry Howard, pipefitter, have helped in the construction of the new “bathescope.” An underwater image is reflected through mirrors to workmen.



# ...Meet the Management

*This fourth in our series of picture-charts and biographical sketches presents the men who supervise Union Oil's Marketing Department in the Northwest Territory.*

## **R. LINDEN**

### **Manager Northwest Territory**

... Born November 17, 1895, in St. Louis, Missouri. ... Educated at Redlands High School, Redlands, California, and Southwest University, Los Angeles. ... For a short time worked as a tire salesman in the Imperial Valley. ... Joined Union Oil Company August 6, 1916, as a plantman and warehouseman in Los Angeles. Was transferred to the Accounting Department in 1917, and in 1921 was promoted to district accountant, Los Angeles District. Transferring to Sales in 1923, he became sales supervisor, Los Angeles District, in 1925; operating manager, Southern Division, in 1927; operating manager, Portland Division, in 1929; district sales manager, Spokane, in 1930; sales manager, Northern Division, in 1933; sales manager, Southern Division, in 1934; manager Central Division, in 1938; manager, Northern Division, in 1943. ... Served for three years in the United States Army Quartermaster Corps on petroleum projects in Iceland, England, Germany, France and Italy. Was discharged in 1946 with the rank of colonel, and was awarded the Legion of Merit. ... Returned to Union Oil Company as manager of the Northwest Territory. ... Is a member of the Seattle Chamber of Commerce.

## **J. M. OWSLEY**

### **Manager Sales Service**

... Born April 14, 1909, in Seattle, Washington. ... Educated at Broadway High School, Seattle, and University of Washington. ... Worked for the Rossman Tire Company, and was field secretary for the Grand Council of DeMolay. ... Joined Union Oil Company in 1932 as a service station salesman in Seattle. In the years that followed he became a salesman, Seattle, in 1935; agent, Yakima, in 1938; division advertising supervisor in 1939; area sales manager, Seattle, in 1940; personnel representative, Northwest Territory, in 1943; and manager of sales services, Northwest Territory, in 1946. ... He is a member of the Pacific Northwest Personnel Management Association, Municipal League of Seattle, and the Seattle Chamber of Commerce.

## **O. M. JOHNSON**

### **Territory Accountant**

... Born June 11, 1900, in Osage, Iowa. ... Educated at the Redmond High School and the University of Washington. ... During school vacations worked in saw mills, logging camps and steel rolling mills of the Northwest. ... Joined Union Oil Company in 1923 as a clerk and warehouseman in Olympia. He did accounting and auditing work in the Seattle office from 1924 to 1927, when he was appointed assistant district accountant. Subsequently he became assistant district accountant, Portland, in 1930; assistant division accountant, Seattle, in 1933; division accountant, Seattle, in 1942; and Northwest Territory accountant in 1945. ... Is a charter officer of the National Office Management Association.

## **WILLIAM A. SCOTT**

### **Distribution Manager**

... Born December 17, 1901, in Spangle, Washington. ... Educated at Harrington High School, Harrington, Washington, and Linfield College, McMinnville, Oregon. ... During school vacations worked on a wheat ranch and, following graduation, had a few months' experience in operating a service station. ... Joined Union Oil Company in 1924 as a clerk and warehouseman in McMinnville. Subsequently was appointed to clerical assignments at Kendall, Klamath Falls and Portland. He became stock clerk, Willbridge, in 1929; assistant plant superintendent, Willbridge, in 1937; plant superintendent, Edmonds, in 1939; plant superintendent, Seattle, in 1941; plant superintendent, Willbridge, in 1942; and distribution manager, Northwest Territory, in 1944. ... He is a member of the board of directors of the Seattle Traffic Association; a member of the Transportation Club and the Propeller Club, Seattle.

## **RUSSELL S. BOND**

### **Construction Supervisor**

... Born January 13, 1906, in Pontiac, Michigan. ... Educated at South Bend, Washington, High School and Oregon State College. ... Worked as an engineer on railroad location of a logging road in Oregon; later for the Union Bridge Company of Portland as an assistant engineer. ... Joined Union Oil Company in 1928 as a tank truck salesman at Raymond. He was appointed a draftsman, Seattle, in 1929; construction supervisor, Northwest Territory, in 1940. ... Is a registered professional engineer in the states of Washington and Oregon.



**L. L. FARMER**

**Credit Manager—Seattle**

. . . Born May 25, 1896, in Sidney, Arkansas. . . . Educated at Franklin High School, Seattle. . . . Served in the United States Army from 1917 to 1919, one of these years overseas. . . . Worked in the credit department of Armour & Company, Seattle, and as credit manager for Frye & Company, Seattle. . . . Joined Union Oil Company in 1928 and became assistant credit manager, Seattle, during that year. He was appointed district credit manager, Spokane, in 1929; assistant division credit manager, Seattle, in 1934; and credit manager, Seattle, in 1939. . . . Is a member of the Seattle Association of Credit Men.

**WILLIAM S. NEWTON**

**Credit Manager—Portland**

. . . Born January 7, 1899, in Spokane, Washington. . . . Educated at Broadway High School, Seattle, the University of Washington, and Washington State College. Served in the United States Navy during World War I. . . . Worked in the automotive parts business for four years. . . . Joined Union Oil Company as an assistant in the Seattle Credit Department in 1929. Was appointed assistant credit manager, Spokane, in 1933; assistant credit manager, Portland, in 1939; division credit supervisor, Portland, in 1942; and credit manager, Portland, in 1945. . . . He is a past president of the Oregon Motor Supply Credit Association and a member of the Portland Association of Credit Men.

**T. J. FAHAY**

**Credit Manager—Spokane**

. . . Born December 22, 1900, in Nanaimo, British Columbia. . . . Educated at the Britannia High School and the University of British Columbia, Vancouver, B. C. . . . During school vacations worked as a laborer in lumber mills and canneries. . . . Joined Union Oil Company December 29, 1921, as a member of the Accounting Department in Fresno. . . . Transferred to the Credit Department in 1923, becoming division credit supervisor, Head Office, in 1929; district credit supervisor, Fresno, in 1930; district credit supervisor, Spokane, in 1937; credit manager, Spokane, in 1945. . . . He is a director of the Spokane Retail Credit Association, and a trustee of the Spokane Association of Credit Men.

**W. E. DAVENPORT**

**Division Manager—Seattle**

. . . Born September 6, 1891, in Fergus Falls, Minnesota. . . . Educated in Bellingham High School, Bellingham, University of Washington, and Stanford University. . . . Worked for Leland S. Rossner in the construction of Shell Oil Company Pacific Coast facilities; and for the James Black Construction Company in

Seattle. . . . Following some private contracting, he joined Union Oil Company as a district clerk in Seattle in 1919. He was appointed a salesman, Seattle, in 1921, and later that year was made agent at Mt. Vernon. Next he became agent, Everett, in 1923; special agent, Wenatchee, in 1924; district sales manager, Spokane, in 1929; district sales manager, Sacramento, in 1930; district sales manager, Fresno, in 1932; operating manager, Central Division, in 1933; and division manager, Seattle, in 1934. . . . Is a member of the Alaska Committee for the Seattle Chamber of Commerce, and has held a number of offices in the Society of Automotive Engineers.

**A. D. GRAY**

**District Sales Manager—Portland**

. . . Born October 25, 1903, in Ada, Minnesota. . . . Educated at the Lewis & Clark High School, Spokane, and Gonzaga University. . . . During school vacations worked as a truck driver and life guard, and, after graduation, worked as a salesman in Spokane. . . . Joined Union Oil Company in 1929 as a truck driver in Cheney, soon being appointed a salesman in Spokane. He became agent, Portland, in 1934; agent, Seattle, in 1937; district sales manager, Yakima, in 1940; area sales manager, Seattle, in 1942; wholesale supervisor, Portland, in 1944; assistant division manager, Portland, in 1945; division manager, Spokane, in 1945; and district sales manager, Portland, September 1, 1947.

**RAYMOND I. MAHAN**

**District Sales Manager—Spokane**

. . . Born December 25, 1910, in Sulfur Springs, Texas. . . . Educated at Clarksville, Texas, High School and the University of Texas. . . . Served as an instructor in chemistry at the University of Texas, and held a Union Oil Company research fellowship for two years. . . . Joined Union Oil Company in 1934 as a member of the Research Department at Wilmington. He was appointed associate chemist, Los Angeles, in 1938; chemist, Wilmington, in 1941; technical assistant, Distribution Department, in 1943; chief clerk, Marketing Department, in 1945; chief of training procedures and programs, Sales Services, in 1945; resident manager, Portland, in 1946; and district sales manager, Spokane, in September, 1947. . . . He is a member of the American Chemical Society, Sigma Xi, Society of Automotive Engineers, and the Kiwanis.

**R. M. LIVINGSTON**

**District Sales Manager—Alaska**

. . . Born December 24, 1904, in Barrie, Ontario, Canada. . . . Educated at the Sweetwater High School, National City, California. . . . Worked as an attendant in a garage and as a service man for a car dealer, San Diego. . . . Joined Union Oil Company in 1924 as a

*(Continued on Page 12)*



# The Northwest Territory



T. J. FAHAY  
Credit Manager  
Spokane



W. W. NEWTON  
Credit Manager  
Portland



L. L. FARMER  
Credit Manager  
Seattle



J. M. OWSLEY  
Manager  
Sales Services



W. V. CRIDDLE  
District Sales Manager  
Medford



P. H. BOYD  
District Sales Manager  
The Dalles



A. H. RHODE  
District Sales Manager  
Everett



R. I. MAHAN  
District Sales Manager  
Spokane



W. E. DAVENPORT  
Division Manager  
Seattle



**MARKETING DEPARTMENT**

Directed by A. C. Stewart



**R. LINDEN**  
Manager



**O. M. JOHNSON**  
Territory  
Accountant



**W. A. SCOTT**  
Distribution  
Manager



**R. S. BOND**  
Construction  
Supervisor



**A. D. GRAY**  
District Sales Manager  
Portland



**R. M. LIVINGSTON**  
District Sales Manager  
Alaska



**F. K. CADWELL**  
District Sales Manager  
Tacoma



**A. ZENGER**  
District Sales Manager  
Walla Walla



**T. G. WISE**  
District Sales Manager  
Salem



## MEET THE MANAGEMENT, Cont.

(Continued from Page 9)

warehouseman in Chula Vista, California. After serving for seven years as a clerk, salesman and agent at Chula Vista, he was appointed special agent, San Diego, in 1931; special agent, Bakersfield, in 1932; agent, Modesto, in 1933; agent, Stockton, in 1935; area manager, The Dalles, in 1943; and district sales manager, Alaska, in 1944. . . . He is a member of the Alaska Committee for the Seattle Chamber of Commerce.

### F. K. CADWELL

#### District Sales Manager—Tacoma

. . . Born January 23, 1906, in Bellingham, Washington. . . . Educated at Union High School, Union, Oregon, and the University of Oregon. . . . Worked for the Sun Portland Cement Company, the Union County, and the State of Oregon Highway Department. . . . Joined Union Oil Company in 1929 as assistant stock clerk in Portland. After several clerical assignments in Portland and Vancouver, he became district salesman, Vancouver, in 1934; later agent at Vancouver; district representative, Spokane, in 1943; assistant division manager, Spokane, in 1945; assistant division manager, Seattle, in 1946; and district sales manager, Tacoma, in August, 1946. . . . Is a member of the Tacoma Chamber of Commerce.

### A. H. RHODE

#### District Sales Manager—Everett

. . . Born October 18, 1897, in Portage, Wisconsin. . . . Educated at the Portage High School. . . . Served overseas in World War I. . . . Worked as an order clerk for a Portland fuel company. . . . Joined Union Oil Company in 1923 as a price clerk, Portland. He was appointed assistant district accountant, Portland, in 1928; assistant district accountant, Seattle, in 1930. After serving as resident manager in Tacoma and Portland, he was appointed area manager, Portland, in 1945; district sales manager, Medford, in 1946; and district sales manager, Everett, in 1947. . . . He has held several offices and committee chairmanships in the Tacoma and Portland Kiwanis Clubs.

### PAUL H. BOYD

#### District Sales Manager—The Dalles

. . . Born February 17, 1911, in Dinuba, California. . . . Educated at Orosi Union High School, Orosi, California, and Visalia Junior College, Visalia, California. . . . Joined Union Oil Company as a warehouseman and clerk at Visalia in 1929, and was transferred to Modesto as assistant agent in 1931. Transferred to auditing assignments in 1933, he worked successively out of headquarters at Sacramento, Oakland, Portland and Spokane. He became marketing station superintendent, Spokane, in 1940; assistant plant superintendent, Seat-

tle, in 1941; assistant plant superintendent, Portland, in 1943; terminal superintendent, Portland, in 1944; area manager, Medford, in 1945; and district sales manager, The Dalles, in 1946. . . . Is a member of The Dalles Chamber of Commerce.

### A. ZENGER

#### District Sales Manager—Walla Walla

. . . Born December 7, 1904, in Portland, Oregon. . . . Educated at Gresham High School, Gresham, Oregon. . . . Worked as a grocery clerk in Gresham. . . . Joined Union Oil Company in 1926 as a truck driver in Gresham. He was appointed a salesman, Kendall, in 1929; agent, Hood River, in 1931; agent, Eugene, in 1936; district representative, Wenatchee, in 1942; area manager, Wenatchee, in 1945; and district sales manager, Walla Walla, in 1946. . . . Is a member of the Walla Walla Chamber of Commerce.

### T. G. WISE

#### District Sales Manager—Salem

. . . Born March 9, 1907, in Hinton, West Virginia. . . . Educated at Colton Union High School, Colton, California, and San Bernardino Junior College. . . . Served for two years in the United States Army Air Corps of the Philippine Islands. . . . Joined Union Oil Company August 27, 1931, as a tank truck salesman in Redlands, later serving as assistant agent there and in San Bernardino and Pasadena. He was appointed agent, Corona, in 1936; agent, El Centro, in 1937; special clerk, Division Office in 1937; agent in Hyde Park; district salesman, Hyde Park, in 1940; assistant division sales manager, Phoenix, in 1941; member of Distribution, Head Office, in 1943; and district sales manager, Salem, in 1944. . . . He is a member of the Salem Chamber of Commerce.

### W. V. CRIDDLE

#### District Sales Manager—Medford

. . . Born October 23, 1909, in Seattle. . . . Educated at the West Seattle High School. . . . Worked as secretary to the vice president of a Seattle investment firm; later as manager of an exporting and importing firm in Victoria, B. C. . . . Joined Union Oil Company in 1934 as a stenographer and clerk in Seattle. Was appointed secretary to the division manager, Seattle, in 1935; later obtained truck driving experience in Hoquiam and Kirkland. After returning to Seattle in 1938, he held several positions in the Operating Department; was made distribution supervisor, Seattle, in 1942; assistant plant superintendent, Seattle, in 1943; chief clerk in the Distribution Department, Seattle, in 1944; terminal superintendent, Seattle, in 1945; district representative, Salem, in 1947; and district sales manager, Medford, September 1, 1947.



# UNIONNEWS

and Views

OCTOBER, 1947

VOL. 9, NO. 10

## REESE H. TAYLOR DISCUSSES PROFITS WITH FOREMEN

Invited by the Los Angeles Refinery Foremen's Association to be guest speaker at their special dinner meeting, Palos Verdes Country Club, September 26th, President Reese H. Taylor explained why today's so-called "high profits" represent one of industry's most serious problems.

He compared industry's predicament with that of the man whose pre-war house, costing \$6,000, now has a sale value of \$13,000. The home owner could sell for a large \$7,000 profit; but out of this increase he would be obliged to pay a capital gains tax of perhaps \$650, and, if he spent this profit, he'd not be able to buy another house in which to "continue the business of living."

Similarly, if industry distributed all of today's profit to the shareholders, or used it to raise wages or lower prices, it would be unable to replace the equipment and raw materials necessary to continue the business of producing. Industry's cost of doing business has risen step by step with the cost of living. Money, due to inflation, just isn't worth what it was before the

war. To stay in business, that is, to replace oil reserves, refineries and service stations that are constantly being depleted or worn out—requires that a substantial portion of profits be plowed back into higher priced operations and replacements.

Furthermore, industry is obliged to turn over 40 per cent of these profits to the State and Federal income tax collectors. Unfortunately, the amount of money we can deduct from gross earnings to replace obsolete and worn out equipment is limited by the Treasury Department for tax purposes to the amount the equipment cost when it was originally purchased. The same is true of oil reserves. But neither equipment nor oil can be replaced today at the original cost.

The speaker pointed out that a refinery ten years ago required an investment of \$8 for each gallon of daily gasoline output; today the cost has risen to \$25. Pipe

lines that formerly cost \$12,000 per mile, now cost \$30,000. Tankers, trucks and service stations are likewise much costlier.

On the profit side, Mr. Taylor concluded, Treasury Department figures reveal that in 1943—a good year—only 67 per cent of the corporations in this country made any profit at all. The average profit from a sales dollar in that year was a little over three cents, all of which, of course, wasn't paid out in dividends. If the petroleum industry operated today on a non-profit basis, the average price of all oil products would be reduced by only eight-tenths of a cent per gallon. It is out of this eight-tenths of a cent that we have to pay the additional amounts necessary to discover and develop new oil reserves, replace pipe lines, tankers, refinery equipment and so on, and also pay an adequate amount to the investor who supplied the tools for these operations. Profits are not too high and there is a very good chance that they are not high enough.



Cigars were in order when the L. A. Refinery foremen heard that Reese Taylor had become the father of a new son, James Marshall Taylor, on September 25th. (L-R) Nate King, Reese H. Taylor, Wes Dana, Ray Fulp and Frank Walker.

### NEW RADIO SHOW

A new Union Oil Company radio program will be heard over the Mutual-Don Lee Broadcasting System beginning October 27th. This is to be a Monday-through Friday "Analysis of the News" by Rex Miller. The program will be heard each morning between 7:30 and 7:45.

The news commentator, Mr. Miller, has had wide experience as an editor and foreign correspondent. He is a former Rhodes scholar.

Our current radio program, "Richard Davis, Private Investigator," will not be sponsored by the Company after the October 20th broadcast.

### PARAGUAY

The revolution in Paraguay is officially over and any concern that was felt for the Company's explorations in the Chaco can be set at ease. Our second well, La Paz D-1, is now below 5,000 feet and still making hole. Three geophysical crews are testing the region for possible Union Oil drilling sites.



# MANUFACTURING

## Oleum Refinery



**UNINFLATED BY VICTORY** It took a lot of convincing on and off the alleys to determine Oleum's 1946-1947 bowling champions. But the unerring score board finally lifted the hand of the Boiler Shop in victory. The capable-looking team included (standing L-R) Clark DeLozier, Frank Longfellow, Robert Herwat; (kneeling) Carl Jardin, Jack Campers.

**UNDAUNTED BY DEFEAT** Not because of their bowling prowess are these girls of Oleum Refinery being feted and photographed. The fact is, C. E. Hamilton, secretary of the 1946-1947 Bowling League, is presenting them with the uncoveted "Gutter-Ball" Trophy, which in previous years at least has always gone to the team finishing in last place. Evidently crestfallen by their up-side-down victory, the girls are (L-R)



**MR. FISH, I BELIEVE!** Here is the type of picture that drives an editor crazy. We've never seen nor caught anything like this out of print. Yet, every now and then along comes the same old string of bass suspended in front of a new lessee — same number, same stripes and same posture. Larry Pearce of the Distillation Department is the most recent to offer a photograph as evidence. Hereafter, the sense of taste must dictate our editorial acceptance. No filets, no fish!

Bertha Gebauer (Captain), Kathleen Arata, Frances Pink, Marie Halterman and Sadie Hillis.



**L. H. FREMBLING** A highly productive refinery career came to a pause on October 1st when Lou Frembling retired. Lou worked for many years as a cooper in the Asphalt Shed, then moved to the Compound where he recently worked as Gangleader No. 1. His service continuity dates from 1921; however, he did some work for the Company as early as 1919. Instead of giving in to the temptation of idleness, he plans to keep busy and productive as long as time will allow.



**C. E. VAN MARTER** Thirty-three years ago, when Claude E. Van Marter came to work at Oleum, the refinery operated 42 motors with a total of 584 horsepower. Today two 7500 KW transformers furnish 741 operating motors with a total horsepower of 19,639. That is how the foreman of Oleum's Electric Shop might be expected to measure time and progress. Claude will retire on November 1st. He worked for two years in Sales construction work before transferring to the refinery. He is perhaps proudest of the fact that the safety record of his shop shows only one lost-time accident since 1915.



## L. A. Refinery



Among other things received from Electrical Department friends by Mr. and Mrs. Griffin when Charley retired were this rolling pin and "bay-window blind."

**NOTHING TO SNEEZE ABOUT** The "no smoking" rule in the refinery revived a favorite tobacco fad of two centuries ago, that of chewing "snuff." About ten years ago some of the boys at the agitators began saving the empty snuff boxes by stacking them against the walls of the control house. Recently a new control house was built and the aromatic souvenirs were doomed. A bushel basket full had already been thrown out when the accompanying picture was taken. Prominent among the members of the "Copenhagen" club were Charlie Hines, Larry Hughes, Percy Goodell, Clarence Abernathy, Tom Bosanko, and Henry Hazelwood.



**\$500 WORTH OF BROADBILL** On their way home from an unsuccessful day of ocean fishing, four Union Oilers found their freedom of the seas disputed by 500 pounds of fighting broadbill swordfish. They promptly harpooned the big fellow and watched him run off with 800 feet of half-inch line attached to two barrels and a flag. It required three hours for the fish to tire itself out and an additional two hours for the fishermen to get their catch aboard. The lucky sportsmen were Lawrence King, Leonard "Red" King, Larry Smith and Eugene Loper.



**KINDNESS WHEN NEEDED** Except to express our sympathy, there is only one reason to review the tragedy that took the life of Mrs. Hugh Parr in a Wyoming accident August 24th. The accident brought to light some of the mutual interest and good will that Union Oil people feel toward each other.

Hugh Parr of Los Angeles Refinery and his wife and two daughters were on a vacation trip when they became involved in a head-on collision near Cheyenne. Mrs. Parr died the following morning. Hugh suffered deep lacerations, a fractured jaw and four fractured ribs. The daughters required treatment for shock.

Word of the accident soon reached Nate King, personnel man at Los Angeles Refinery. Nate in turn sought the advice of Vice President Sam Grinsfelder, and contact was quickly made with Max L. Campbell, laboratory technician at Laramie. Max drove at once to Cheyenne, where he arranged for a well-known orthopedic surgeon to handle Mr. Parr's case at Employees' Benefit Plan expense. Max also saw to it that an insurance company was notified, the services of a lawyer were obtained, and plane reservations were made for the Parr family's return home. Thus, a sad misfortune was made less difficult and the bond between fellow-workers received new strength.

**INCIDENTALLY** No sarcasm is intended if the Refinery telephone girls add "Dear" to their customary "Hello" for a while. You see, as of September, Kay Sheffield became Kay Montgomery and Dorothy Lovingood lived up to her name by becoming Mrs. Allen.

Hal Huffman of Research finds his laboratory experience of no small worth in mixing formula for the new baby. When the Jim McDonald's returned from their honeymoon, they found the new home supplied with a year's supply of rice, concealed everywhere in the house except in the rice department. To make matters worse, the doorbell had been rigged to start ringing the moment the lights were turned out. Jim is carrying a short length of two-by-four.

Our latest enlistment in the crutch brigade is Betty Knapp, whose swan-dive without water backfired. Roy Wills and Red King won their wooden props at a ball game. And Betty Caplinger tangled with a freight train.

## Maltha Refinery

**JAMES ROLLITT RETIRING** Except for a brief intermission in 1921, James Rollitt, Maltha Refinery employee, would qualify as one of the few men in the Company with forty years of service to their credit. He came to work at Oleum in 1907; worked there until 1921; then migrated to Maltha where he has been a still man for twenty-five years. His quiet and orderly manner of living are reflected in his outstanding record of good health. In the last twenty-five years he has visited the doctor only once and lost only two days on account of sickness. He is retiring November 1st.



# MARKETING

## Northwest Territory

**A SWELL VACATION** In presenting the accompanying picture of Vic Criddle, who was recently transferred to Medford, Oregon, as District Sales Manager, we must tell you of the "swell" vacation he "bumped" into. Seems that Vic's young daughter came



home from Sunday School with suspicious lumps behind the jaw. Vic and his wife, Betty, couldn't remember similar childhood experiences, so they wisely cruised near the front porch instead of taking off on their vacation. Sure enough, as the vacation day dawned, so did two additional cases of the mumps. Be it ever so "humple," there's no place like home!

**SEATTLE BOWLING** Eight bowling quintets—six men's and two women's teams—started what looks like a bang-up season September 2nd. All forty "76'ers" are bowling in one league this year, promising to keep all side-bets safely within borrowing reach. Fred Olness tallied high score the first night of the season with a 217. Ken Crist set a pretty high seasonal mark for the others to shoot at by scoring a 241 on the second night. A large crowd gathered as he marked up seven straight strikes before dropping to mere spares. Other 200-or-over bowlers in the first three weeks of play were Pat O'Brien, Virginia Huse, Russ Bond and Vern Van Horn.

**FISH FADES FECHTER** Not only did Harold Fechter, engineer at the Edmonds Plant, return with an empty creel from a day of fishing on Puget Sound, but his left hip pocket wore the appearance of utter abandon. In

fact, his wallet, stuffed with identification cards and a full month's pay, had done a net "half gainer" overboard and all the way down. If you catch a bass with a Union Oil Credit Card, please get suspicious and call Harold.

**TOM HANSEN HONORED** Tom Hansen, District Representative at Ketchikan, Alaska, was recently elected and installed as president of the Ketchikan Rotary club.

**DEAR GUDRUN:** It seems like nothing sensational ever happens here in Wenatchee. The boys drive their trucks on the right side of the road; never burn the plant down; keep clear of politics; and just sell one load after another of Union products. Therefore, all we can offer is this little snapshot of (L-R) J. W. Hunt, Paul Richardson, Glen Stoven, Harlan Miller, Clyde Dahlen and J. S. Bassett mindin' ours and the Company's business. Betcha the picture will never see the printing press anyway. I know, I used to be correspondent in Spokane. It's very discouraging.

Regards, JOE



**PARI-NUPTIALS** The August wedding of Barbara Evensen and J. Harvey Boyle, Jr. at the Queen Anne Methodist Episcopal Church in Seattle, hath joined two Union Oil family trees. The former Miss Evensen is the step-daughter of our Chet Kinsey, and Harvey Boyle, Jr. is the son of our Harvey Boyle, Sr., who has been a Union Oil Company representative for the past 24 years. Seen in the picture are Chet (L) and Harvey, Sr. (R) engaged in the traditional wedding-day ceremony of passing the buck. We seriously doubt that the greenback changed hands.





# MARKETING

## Central Territory



**BARNEY SCHWALM** A recently formed chapter of the Society of Automotive Engineers, Honolulu, has elected Barney Schwalm to its Board of Governors. He will also serve as editor and chairman of the S. A. E. Publications Committee, Hawaii Section.

Barney, who is the Company's industrial service representative in Honolulu, is well known to employees of Oleum Refinery, where he worked as a chemist for several years.

**SMITTEN WITH SHEEP** Some months ago we related how George Smitten, consignee at Fallon, Nevada, had solved his plant weeding and lawn-mowing problems by offering free board to two ewes and a ram. Well, came spring and with it four lambs. It is now rumored that Smitten is well on the way toward putting Union Oil in the sheep business. We recall that a ram used at the Watsonville plant for similar weeding purposes used to also help customers un- gently over the fence.

**NEWSETTES** It's a new son, Christopher, for the Barney Schwalm's, Honolulu . . . John Moulton, Jr. was wed to Marguerite Hitchcock at Bel Air and honeymooned in Mexico City before returning to his Honolulu job. . . . Laurette Rouquette is now Mrs. Don Luce; and Dorothy Mitchell is the smiling Mrs. Bill Rainey. . . . Chico is just thirty minutes from anywhere now that Johnny Grunewald has a private pilot's license.



**LOOK, NO ENGINE!** Most air-minded sportsmen shudder at the thoughts of what might happen up there if their plane motor dropped out. But L. E. "Frenchy" Evans, retail representative at Marysville, doesn't even bother about such things. Frenchy was a glider pilot in the Army Air Forces

during the last war. The thrill of being carried aloft by air currents and relying on the wind for motive power "must have brought out some of the eagle in me," he states. At the first post-war opportunity he obtained the use of this graceful craft and is often seen week-ending among the clouds over Yuba and Sutter counties.

**NEW SEMI FOR McKALE'S** Adding another modern note to their group of super-service stations in San Francisco, McKale's, Inc. have taken delivery of a new 5500-gallon Semi Autocar Truck. This truck will transport "76" and "7600" gasolines from our Potrero Plant to the McKale

retail outlets. On hand at the christening of this new ship of the metropolis were (L-R) R. W. Horn, Autocar Company; George F. Herrman, Vice President, McKale's Inc.; S. A. Waters, District Sales Manager, San Francisco; Earl McKale; and W. D. Groves, Sales Manager, McKale's.





# MARKETING



## R. W. HOFFMAN IS SANTA CRUZ CONSIGNEE

The popularity of "Biff" Hoffman was demonstrated at a September 11th "best wishes" dinner in San Jose. Employee friends from throughout the Bay Area gathered to toast his 21 years of Company service and wish him a most prosperous regime as consignee at Santa Cruz.



## TEN PINS

Here are the winners of the Central Territory Summer Bowling League:  
1st Place—"Spark Plugs" composed of (L-R) Norman Paulson, Jack Kent, Bernice Leete, Sam Addiego; 2nd Place—"Clearex" composed of Duke Duchnowski, Violet Delich, Frances Manthy, Bart Fleming; and 3rd Place—"Four Tritoneers" composed of Russ McMahon, Helen Blair, Verna Ingram, Basilio Herrera.

## Southwest Territory

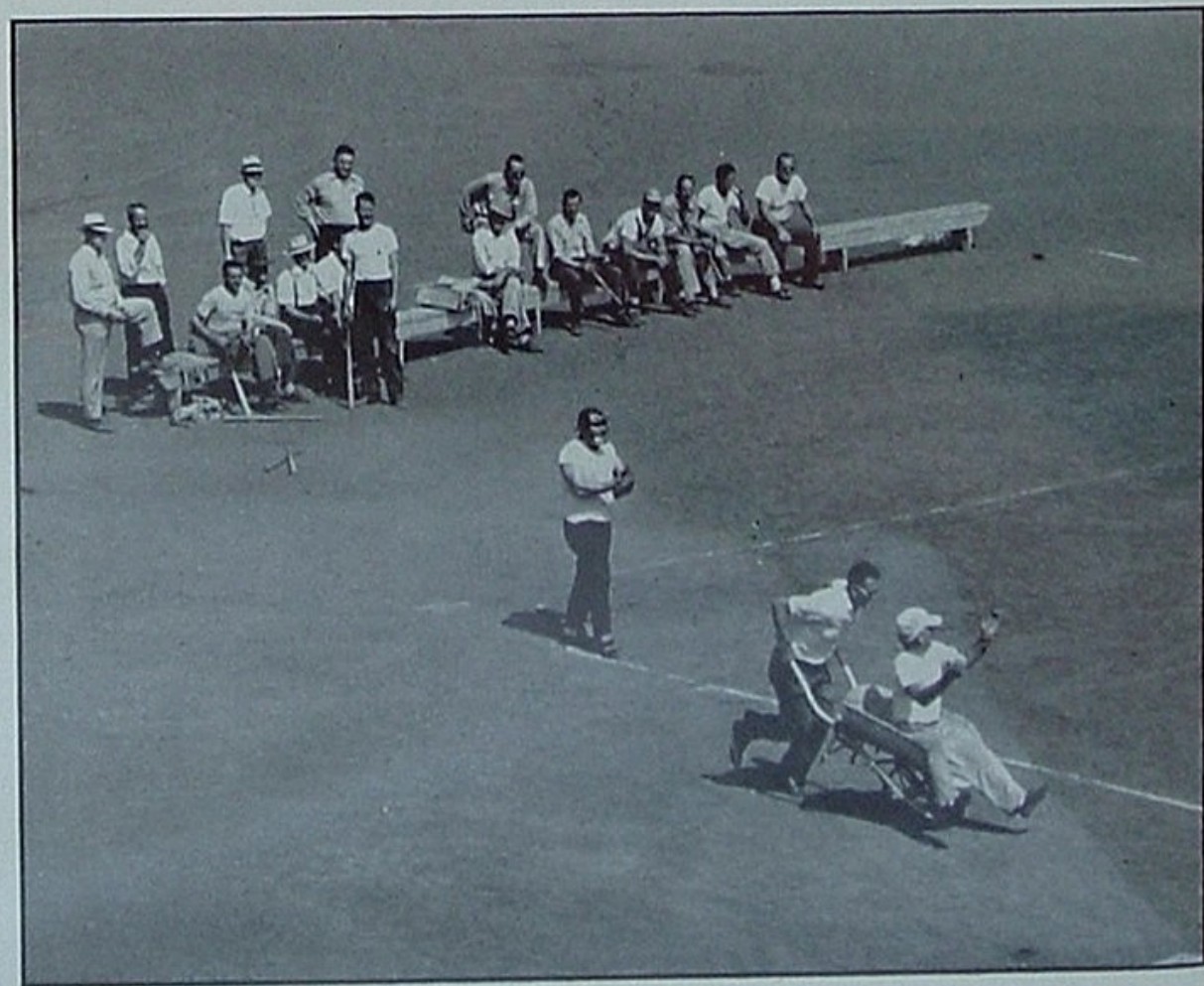


**AIR AMBULANCE** H. W. Ullerich, resident manager at Norwalk, has the distinction of serving some of the first planes in the United States to be used exclusively as air ambulances. One of his most loyal customers is George A. Le Cuyer, operator of South-

ern California Air Ambulance Service. This company bases two twin Cessnas at Bellflower Airport No. 116. These oxygen-equipped ships, manned by a pilot and attendant, offer ambulance and hearse service to any destination.

**PASADENA PICNIC** Taking advantage of the Production Department's invitation to sample the new picnic grounds at Brea, marketers from the Pasadena District cooked up a rousing stag barbecue on September 27th. The softball game had just gotten off to

a good 35 to 34 start, when both sides pulled aces out of their sleeves in the form of new pitchers. These ghost-ball slickers put an abrupt end to hits, runs and errors. The game gradually disintegrated as the sound of frying steaks and galloping "bones" echoed through the glen.





## FIELD

### ARTHUR L. JUDD RETIRING

Art Judd served his electrical apprenticeship as a "hot stick" man for the Los Angeles City rail lines. It was his job to make emergency repairs on broken trolley wires without disrupting service by shutting off the current. He transferred his talents to Union Oil problems in 1922, serving as electric



foreman, electrician and electric salvage repairman. With Mrs. Judd he will spend as much of his retirement time as possible at their mountain cabin above Redlands. Art is modest about his own accomplishments but takes much pride in the exploits of his son Harvey, who was a submarine officer in Japanese waters during the last war.

### SCHUPPERT'S 252

Earl W. Schuppert of the Automotive team in the Union Oil League, Fullerton, got to within "striking" distance of bowling heaven on September 18th. Eight successive strikes were chalked up to his credit before a spare came along to ease the tension in the ninth frame. His score of 252 was worth a miniature medal and the congratulations of his team mates.

### TELEVISION PRIZE-WINNER

Mrs. Geneva O. Moore, production clerk at Santa Fe Springs and wife of Harry Moore, Comptrollers, did us proud on September 18th by winning the main prize in a KTLA Television show. During the "You'll Be Sorry" program, Mrs. Moore was the first person in the audience to put several clues together and correctly guess the identity of an object hidden throughout the show by an "emcee." Her reward was a new Philco radio.

### CHARLES E. BELL RETIRING

The retirement in November of Charles E. Bell brings down the curtain on an oil career that began in Texas and Oklahoma nearly thirty years ago. After three years in some of the big fields of the South, Char-



ley came to Santa Fe Springs to work in the then world's largest absorption plant of General Petroleum. In 1930 he joined the Del Rey Oil and Gas Company, which was purchased in 1943 by Union Oil. The

Bells live in Inglewood and have two sons, a daughter, and five grandchildren all living in Taft.

### FROM RIGS TO RANCHES

Cyrus Stull, who retired March 1, 1947, after 27 years in Southern Division Field, has realized the dream of a lifetime. He and Mrs. Stull had hoped someday to retire to one of those song-book ranches where "The deer and the antelope play."

Recently the renewal of a boyhood acquaintance put Cy on the trail of a good deal in Oregon. As a result he is today manager of a thousand-acre cattle ranch on the Umpqua river, 35 miles from Roseburg. He reports the deer and bear so thick as to be a nuisance—with antelope playing only a couple of hundred miles away in Southeastern Oregon.

### NOTICE!

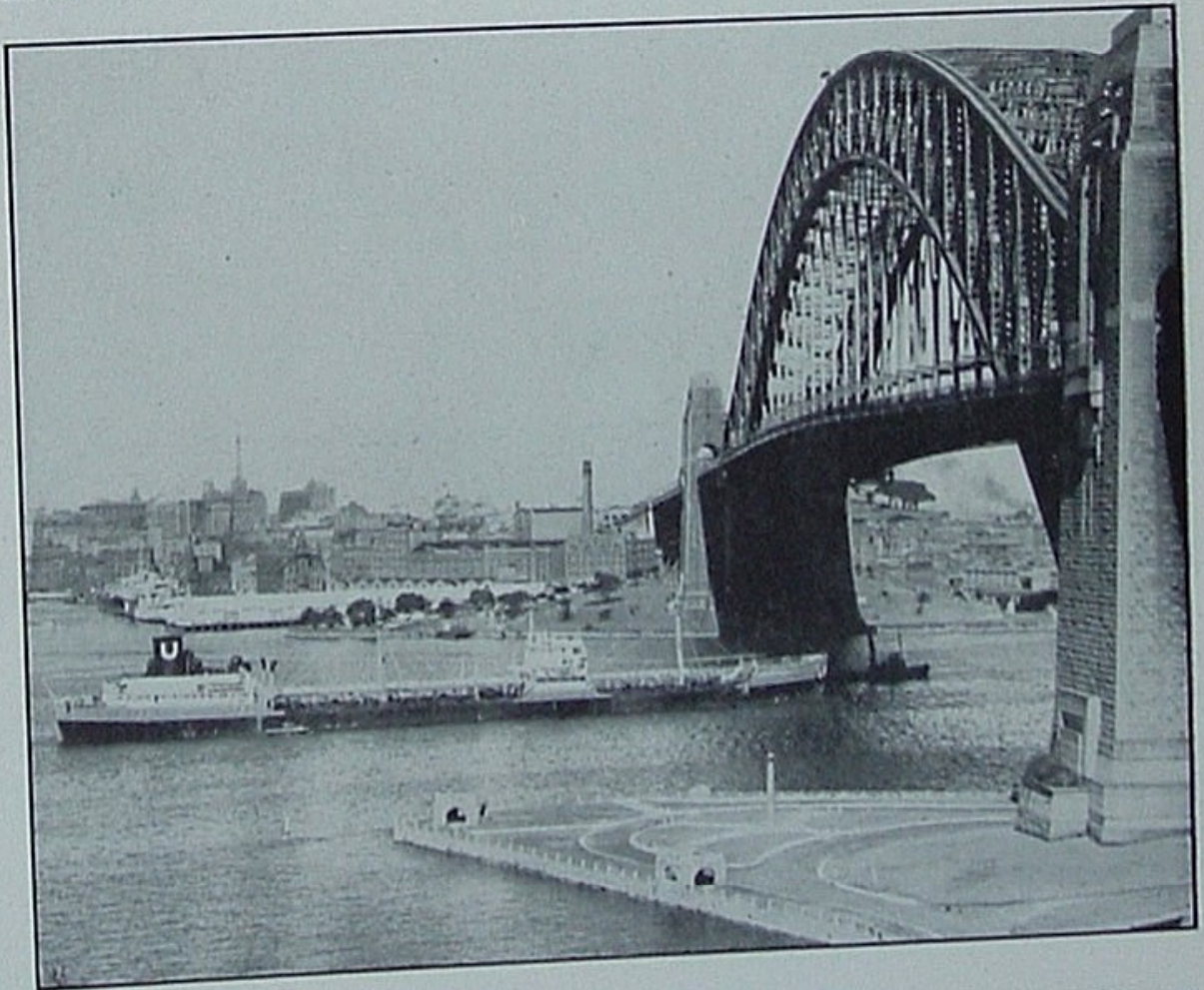
### TURKEY SHOOT

The 11th Annual Union Oil Company Employees' Turkey Shoot will be held Sunday, November 2, at the Stearns Lease Picnic Grounds, near Brea. The shoot is limited to employees and guests if guests are vouched for by an employee. Eligibility and shooting rules will be similar to those in past shoots. Watch bulletin boards for details and map.

## MARINE DEPARTMENT

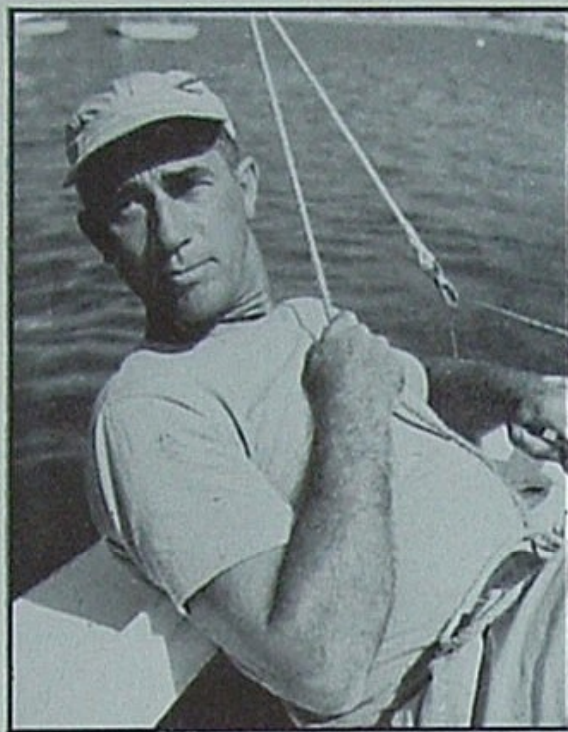
**THE "LOMPOC" DOWN UNDER** An enterprising photographer in Sydney, Australia, snaps incoming ships near this world-famous bridge, then goes aboard to find buyers for his hand-tinted art. In Captain E. J.

Fulton of the LOMPOC he found a customer for this picture of our fine new tanker arriving in Sydney on September 3rd. Captain Fulton is generously sharing with us this inviting glance of the land "down under."





## HEAD OFFICE



**STARR TITUS** With a name such as Starr Titus in the competition, small wonder that the racing season at Alamitos Bay Yacht Club was not dominated by the Smiths and the Johnsons! Starr, a weekday Wage and Salary specialist, turned his interests to sailing on weekends and holidays. As a result, he won one third-place, one second-place, seven first-place trophies and the Grand 1st Place championship for Rainbow Skimmer Class Boats.



**GUESS WHO?** Here's a photo quiz that shouldn't give you much trouble. The tiny blonde miss bears a striking facial resemblance to her dad, an unusually big man. Her first name is Margaret and she has a new brother James as of September 25th. Her mother, also a Margaret, was formerly public relations representative for Union Oil Company. She is seen walking toward her "Taylor-Tot" after inspecting a Company plane. A year's subscription to ON TOUR will be given free to every employee who can identify the young lady correctly.



**STYLE NOTE** At the annual golf tournament no one thought about a trophy for the best-dressed contestant. So, Leonard J. Anderson of Head Office Comptrollers attracted not even a gray stain for this handsome handpainted tie. The Minute-Man and "76" emblems were painted by the artistic hand of a lady who is said to know good petroleum products and people when she sees 'em.

**'TIS SAID THAT** September hath taken more than a normal June supply of brides and fiancées in the persons of Arletta Pierce, Earlda Marino, Bea Chapman and Aileen Fitzpatrick. . . . Gene Mahoney blew in from Miami just ahead of the Gulf Coast hurricane. He spent eight weeks in the New York and Chicago offices as vacation relief for Mike Weston and Vic Nordquist before taking down with the Florida vacation fever himself. . . . Likable Norman Ch'in of Plant Process issued cigars and candy on September 29th on behalf of Jeffrey Lloyd, his first-born.



**OCTANE CLUB** For more than two years the Octane Club, composed of head clerks in the Comptrollers Department, Head Office, has been perfecting its organization and development. The club grew out of a desire on the part of these employees to obtain a better understanding of the petroleum industry in general and the Company in particular. They meet monthly at a con-

ference or dinner table and have as their guest speakers Union Oil managers and executives or other men who are experienced and well-versed in oil operations. Occasional field trips to wells, plants and refineries round out the educational objectives of the club. At one of their recent dinner meetings (shown in the accompanying picture) H. W. Sanders, Company Treasurer, was guest speaker.

## GLACIER DIVISION

**AS THE FIRST SNOW FELL** The Clarence Peck's visited in Great Falls just long enough to make everyone envy them the adventures of retirement. . . . Fried chicken, with baseball as an appetizer, was the entree at Ryan Dam when the Great Falls office employees gathered for their annual picnic. . . . Winter came in earnest—temporarily, we hope—when wet snow began falling on September 17th. The two-day storm closed roads and damaged trees that had clung too long to their green summer frocks. Bring on that Indian Summer! . . . Patricia Konesky is sporting a diamond big enough to be an engagement ring. . . . The Falls Alley Women's Bowling League is pleasingly decorated with "76" signs as our Bira Elder, Patricia Carrico, Jean O'Laughlin and Jackie Andersen go into action.





# SERVICE BIRTHDAY AWARDS

OCTOBER, 1947

### Forty Years

Woodard, Fred M., So. Div. Field

### Thirty-Five Years

Pyle, Guy E., Valley Div. Field

### Thirty Years

Brown, Harry W., H. O. Purchasing

Cariker, Luther M., So. Div. Field

Gragg, Alden O., So. Div. Field

Johnston, Byron L., Maltha Refinery

Kelley, Arthur R., So. Div. Field

Nendel, Raymond, Coast Div. Field

Shultz, John P., No. Div. Pipe Line

Walton, Joseph E., No. West Territory

### Twenty-Five Years

Allen, Samuel A., Coast Div. Field

Baxter, Paul H., Central Territory

Brett, Henry A., H. O. Field

Cole, Harold M., So. Div. Pipe Line

Doty, Earl, So. Div. Pipe Line

Gresham, George A., Oleum Refinery

Johnson, Leslie C., Coast Div. Field

Margaroli, James, No. Div. Pipe Line

Marston, Lawrence, No. Div. Pipe Line

Morlan, William E., So. Div. Pipe Line

Pedersen, Clarence E., Oleum Refinery

Pickrell, Ray D., So. Div. Field

Souza, Joe, No. Div. Pipe Line

Stratton, Fred D., So. Div. Field

Todd, Lester, So. Div. Field

### Twenty Years

Bernhardt, Clyde S., L. A. Refinery Mfg.

Brant, Cecile H., So. Div. Pipe Line

Dahlgren, John V., Oleum Refinery Mfg.

Hansen, Thomas P., No. West Territory

McLean, William, No. viD. Pipe Line

Silva, Leslie J., Oleum Refinery Mfg.

Taylor, John, L. A. Refinery Mfg.

Wise, Calvin C., Oleum Refinery Mfg.

### Fifteen Years

Abbott, Claude V., Marine-Wilmington

Fiddler, Claude, So. West Territory

Fulton, Eugene J., Marine-Wilmington

Kortan, Geo. A., So. Div. Field

Labory, Raymond F., H. O. Automotive

Nyman, Emil A., No. West Territory

Pickett, Betty D., So. West Territory

Robinson, James I., Central Territory

Silverstone, Stanley R., Central Territory

Wooten, Edwin P., Jr., So. West Territory

### Ten Years

Austin, Esther L., So. West Territory

Bragg, Jack L., Coast Div. Field

Davis, Leonard E., H. O. Legal

Dormaier, Emil, Valley Div. Field

Hardy, Edwin R., H. O. Comptrollers

Jones, Thomas R., L. A. Refinery Mfg.

Perez, Ricardo, Central America

Ring, Maurice V., Marine-Wilmington

Roberds, Ernest W., No. Div. Pipe Line

*In my opinion ...*



Dear Sir:

I notice that the day-rate equivalents of monthly rates are now being calculated on the assumption that there are 21.67 days per average month instead of 21.75 days as formerly. Why, in the light of present adverse living conditions, has the schedule been changed? Is it because the stockholders consider themselves unrewarded?

Answer through ON TOUR (or are you afraid?)

(Signed) "Just", An ole payroll clerk

Dear "Just":

If you are promoting the return of the old 21.75 factor, you must be a pretty heavy stockholder yourself.

Some of the not-so-ole payroll clerks tell us that the 21.67 figure is more favorable to employees generally than 21.75 would be. You see, the lesser the number of days in an average month, the greater the rate per day. And of the ten conditions under which a day-rate equivalent is used, there are nine conditions wherein this method of calculating pay acts to the employee's advantage. In the remaining case his loss is so small as to be negligible. Furthermore, Administrators of the Fair Labor Standards Act stipulated this pay-calculation formula way back in 1938. As a one-share stockholder I was mildly against the reform; but as a wage-earner I was solidly for it. Thanks! Come again!

The Editor

Dear Editor:

It has always been my understanding that Company magazines, such as ON TOUR, were published for the enjoyment of the majority of employees. The past few issues have spent too much time bolstering the ego of top management by giving life histories of its members. . . . Let's get back to the interests and benefits of the majority. . . . Give us more information on what the Company is doing in Canada, Paraguay, Louisiana, Texas, etc., and less about the top few.

(Unsigned)

Dear (Unsigned):

Before we are through, the "top few" in the "Organization" series are going to number well over one hundred. Our intention has been to give management the same diagnostic treatment that we might a refinery, for instance, so that employees would have a better understanding of who they are and what makes 'em tick. You are our sole objector—and that is news! However, we applaud your other interests and join you in appealing for more and better news from everyone, anytime, anywhere. If you think it's tough to read history, you ought to try writing it!

The Editor

## OOPS!

In the September issue, ON TOUR incorrectly identified A. H. Petre and Ray Bontemps as district managers at Tacoma and Olympia respectively. According to nearly everyone in Northwest Territory, both are district representatives. Excuse us all to pieces!

## IN MEMORIAM

October, 1947

P. R. Kendrick

Retired

Walter Barnhart

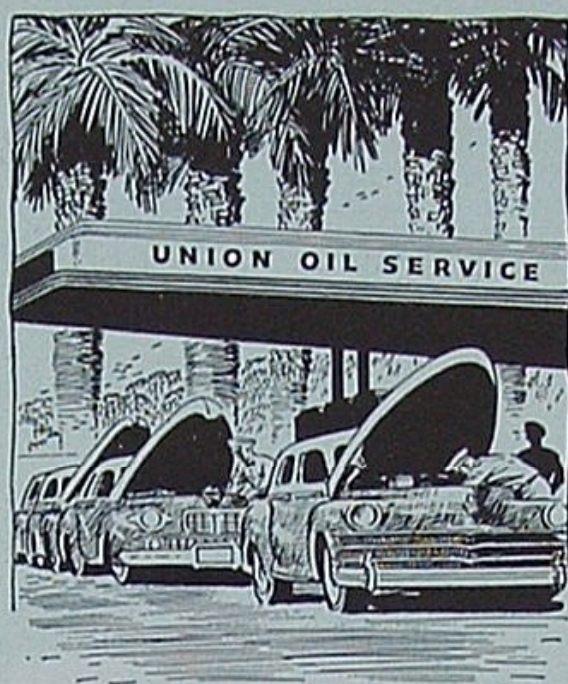
Retired



# Why American oil companies can't relax



**1.** In January, 1946, Union Oil Company introduced a new motor oil. This oil—*New Triton*—was so high in quality you had to change it only 2 times a year. In an industry where 1,000-mile oil drains had long been an established practice, it created quite a sensation. So much so that you might have expected us to rest on our oars for a while.



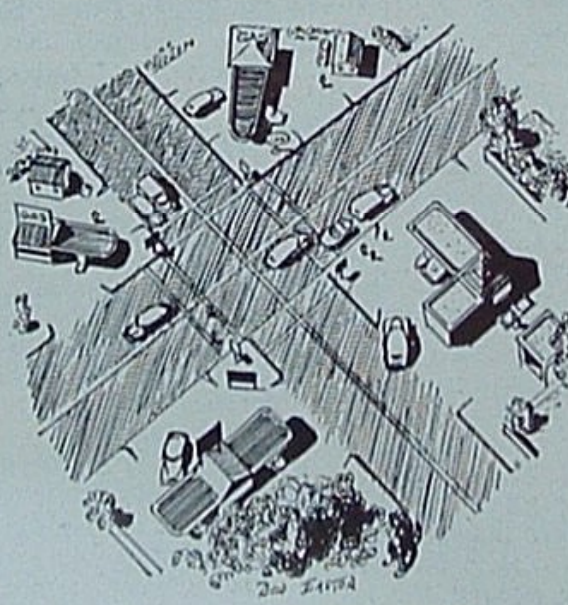
**2.** But 18 months later four new cars with sealed crankcases rolled out of Los Angeles to begin a road test on a still newer motor oil—*Royal Triton*. During the test all four cars were driven up and down the Pacific Coast until each had covered a distance of 30,000 miles. Make-up oil was added as needed, but *no oil was changed*.



**3.** For a distance equivalent to three years average driving, the crankcases remained sealed. At the end of the test, the motors were torn down and inspected by automotive engineers. The result? *Royal Triton* came through with flying colors—gave absolute protection in every one of the motors for the entire 30,000 miles.



**4.** A few weeks later the results were announced to the public and the West had another great new petroleum product—*Royal Triton Motor Oil*. Now with the marketing advantage we already had with *New Triton* it might seem logical to ask why we didn't hold *Royal Triton* off the market until the public demanded something better.



**5.** The answer is that we happen to be in a highly competitive industry. We don't have all the motor oil business by any means. There are 399 other refiners in the United States who make motor oil and some 20,000 wholesale distributors who market it. Consequently, the *incentive* to get new business with an improved product is constantly with us.



**6.** In fact, this *incentive* is the driving force behind our whole free, competitive, American system. By offering a reward in the form of more business or more wages to anyone who can "build a better mousetrap," it constantly encourages the introduction of new and better products—products that have given the American people the highest standard of living in the world.

**UNION OIL COMPANY**  
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*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 Building, Los Angeles 14, California.*

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