

Childhood
Memories



DOWN ON THE FARM

“On Tour”

On Tour



VOL. II, NO. 2
FEBRUARY 1949

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ON TOUR is published monthly by Union Oil Company of California for the purpose of keeping Union Oil people informed regarding their company's plans and operations. Reader participation is invited. Address communications to ON TOUR, 617 West 7th Street, Los Angeles 14, California.

The Cover

"Down on the Farm" proved to be a genuine city slicker when the Company's float was given an enthusiastic ovation by the one-and-one-half-million people who saw 1949's Tournament of Roses in Pasadena.

Insurance Profiteers?

Announcement this month of a proposed Family Medical Plan is apt to make many of us think twice. "A good thing from the standpoint of benefits," we might say, "but it's going to cost money—at least \$4.25 more added to those monthly payroll deductions. Why wouldn't it be wiser to protect the family by simply putting that money in a savings account each month and becoming our own insurance company?"

The plain answer is that a savings account would be the wiser course in some unpredictable instances if we started early enough in life to save and persisted in our course until we had enough and kept enough in reserve to meet every emergency.

But the equally plain truth is that hardly one person in twenty *does* save enough for his own protection. We make many brave starts. But eternally barking at the door of every savings account is a new house, a new car, a new outfit of clothes, a well-earned vacation, a swell business opportunity or any one of a thousand other inducements displayed before eager eyes. Presently out comes part or all of the savings and our self-insurance idea is just an idea again. About then, sickness is likely to pay us an unexpected visit. The present is plunged into a financial nightmare and the future becomes heavily mortgaged.

Insurance is more of a blessing than most of us realize. It survives on a relatively small percentage of our income. It has brought skilled medical rescue to millions who otherwise would have suffered needless misery or premature death. It has enabled countless people to enjoy happier and more secure lives. It has succeeded better than any other measure in assuring that the misfortunes of the few are relieved by being distributed in harmless financial particles among the many. Moreover, it stays out of reach until really needed.

"But look at the money the insurance companies are making," we argue. "Why doesn't the government insure us on a non-profit basis?"

Well, maybe the insurance companies aren't as rich as we imagine. Most of those great buildings and housing projects we see arising on insurance money represent the investments and savings of the insured, not the profits of the underwriters.

As for government insurance, we have a pretty good example right here at home as to why it might be a better idea to leave insurance matters in insurance hands. Union Oil employees have been paying up to \$30 each year, representing one per cent of our earnings up to \$3000, into the State of California Disability Plan. This month we have voted overwhelmingly to accept an insurance company plan through which we shall receive greater benefits at a cost up to \$15 a year.

Thanks to competitive insurance interests!

End Products of Poso Crude Refining

By Jack Norton



In about the above proportions, ingredients (l-r) barium hydrate, tallow and specially selected lubricating oils are blended into Unoba Greases, the finest all-purpose lubricants ever developed.

As explained last month, Poso crude loses its identity after going through a series of distillation and treating steps at Oleum Refinery. It finally emerges from Unit 31 in a series of lubricating oils known in the refinery as raffinates, while of course its heavier fractions are stored as fuel oil blending stock and asphalt.

The Compound Department is concerned principally with these raffinates, for it is with such ingredients that we manufacture a number of important Company products.

The batch method of making high quality greases has not been improved upon by the otherwise rapidly changing petroleum industry.

Not all of our products require compounding or blending other than the mixing of some heavy and light oils to assure proper viscosities. A familiar example of such straight mineral oils is our Aristo Motor Oil, which is drawn from raffinate storage, blended to viscosities ranging from SAE 10 to 60, and shipped to markets. Aristo, because of its low price and better than average quality, has been in wide use for many years as a lubricant in internal combustion equipment.

Under the trade name of Red Line Darval Oils, we prepare additional Poso raffinate for use as inexpensive journal oils, track oils, or for the general rough lubrication needs of industry.

Compounded Oils

The second phase of Compound operations consists of producing special purpose oils by blending Poso raffinates with various types of additives. The oil is pumped from storage tanks to lube blending kettles. There it is thoroughly mixed with the compounding agents until a completely uniform product is obtained. After passing through a carefully designed testing procedure, it then proceeds to a storage tank. Packaging and shipment are regulated to meet market demand. One example of such a compounded motor oil is our Dieso-Life, which has met with fine success in the crankcase lubrication of Caterpillar and other diesel engines.



Other of our special purpose oils, whose properties cannot be duplicated by straight lubricating oils, are Red Line Steaval Oils, for use in steam engines where wet steam is encountered; Oleum Marine Engine Oil, used for the lubrication of steam powered marine equipment and in deep well water pumps; and Red Line Arbor Oil, a valiant performer in the lumber industry where pitch and gum conditions cause other oils to fail.

Greases

As in the case of compounded oils, Poso lubricating oils are important components of the Company's outstanding greases. These have been developed through many years of research to meet every automotive and industrial need. Such greases as Unoba, Ballroll, Red Line Tractor Lubricants, Red Line Chassis Lubricants, Red Line Cup, and Eboncup all contain the Poso distillates.

Grease production methods are somewhat more com-



Jack Norton, Oleum's assistant superintendent in charge of grease making and lube compounding, is author of this month's narrative.

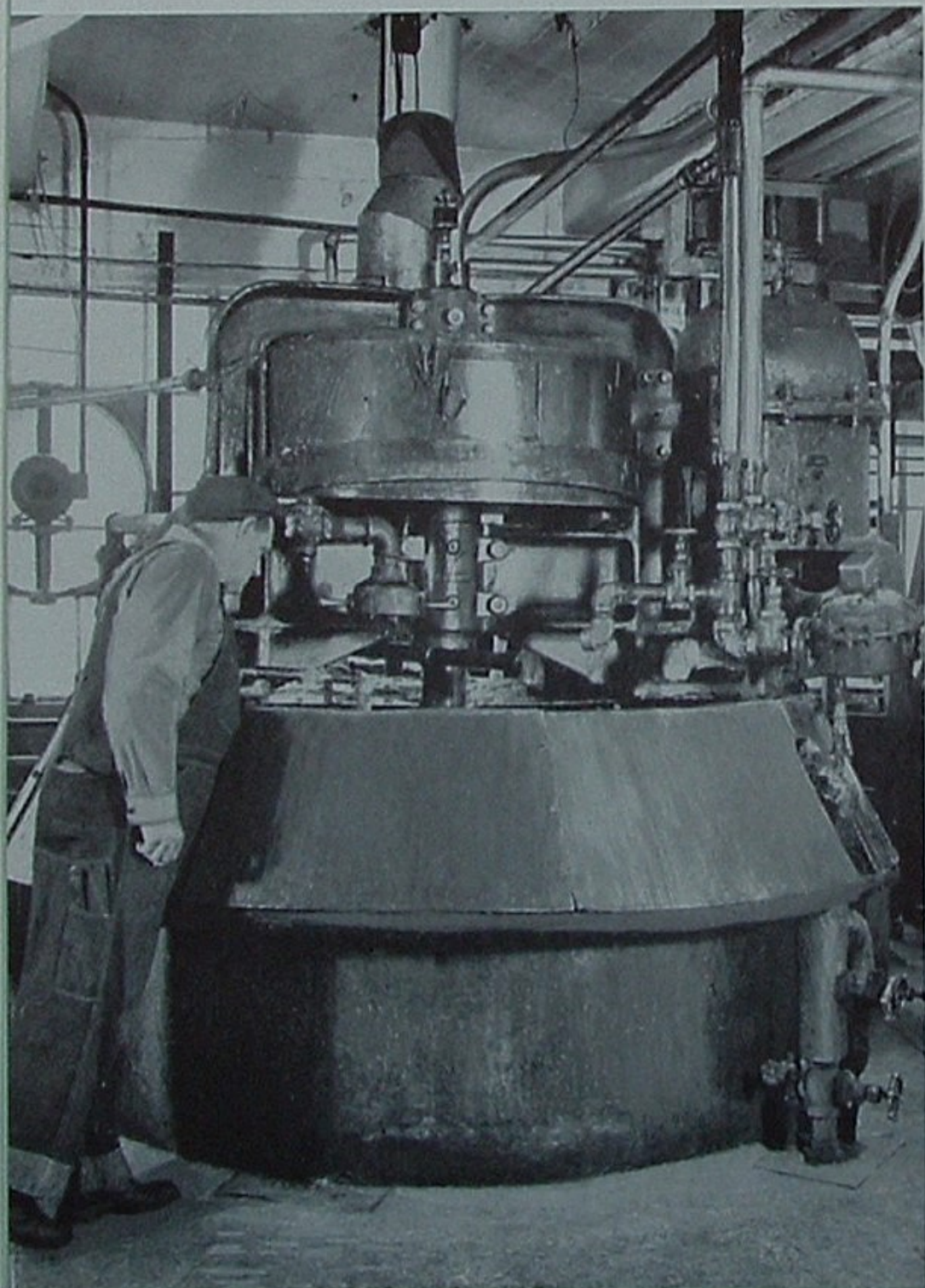
plicated than are the procedures employed in manufacturing compounded oils. Each batch of grease must be produced in accordance with a carefully prepared individual manufacturing procedure. However, all procedures have certain points in common and the following is a simplified version of the process.

A soap concentrate is first prepared by charging to a grease kettle lubricating oil, fat or fatty acid and a metallic hydrate. The hydrate varies with the type of grease desired and greatly influences characteristics of the finished product. Unoba greases contain barium hydrate. Red Line Cup, Eboncup and Red Line Chassis Lubricants contain calcium or lime. Ballroll greases contain sodium or caustic soda. And still other greases can be made with aluminum hydrate.

The mixture is agitated by a revolving paddle mechanism, and heated by introducing steam to the kettle jacket. The hydrate and fat or fatty acid react to form a soap, which is absorbed by the oil component. Agitation and heating are continued until the water content of the concentrate is reduced to the desired point. Then oil is added to the concentrate until a grease of specified consistency is obtained.

The grease kettles in use at Oleum are capable of handling batches up to 2000 gallons. The various types

Kettles of this type will accommodate up to 2000 gallons of ingredients, heat them to as high as 500 degrees, and blend a batch of finished grease in times varying from eight hours to four days.



of grease are compounded at temperatures ranging between 200 and 500 degrees. A fact seldom known by people outside our Compound Department is the time required to "cook" a single batch. Actually none of our greases can be made in less than eight hours and some varieties require up to four days of processing.

A rigid quality control procedure has been established to insure product uniformity and compliance with exacting test requirements. Grease makers examine each completed batch, subject samples to preliminary tests and, when satisfied that structure, appearance and consistency are right, forward samples to the refinery laboratory for final determination of chemical and physical properties.

Grease making is an art in addition to being a science. Even though exact measurements of ingredients are charged into the grease kettle and processed in perfect conformity with a time and temperature pattern, it often happens that one batch will differ in some respect from another. Therefore, the ingenuity of the grease maker is often called into action. His senses of sight and touch are needed to ascertain the quality of every batch, diagnose any ills and prescribe the proper cure. It takes quite as many years to develop a good grease maker as it does to create a top quality grease product.

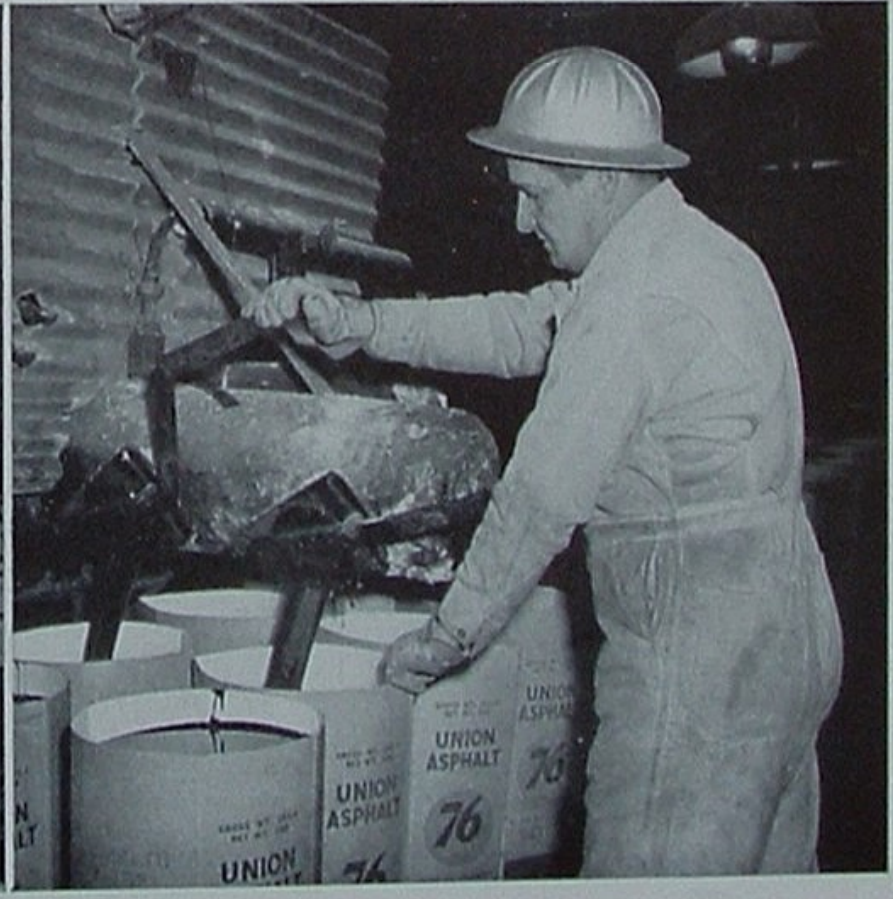
It is possibly because of this delicate manufacturing problem that a perfectly satisfactory flow-line method of producing highest quality greases is still in the offing. Although Oleum Refinery is undergoing an extensive modernization of its lube making facilities, the grease

Shown barreling some compounded lubricating oil for immediate shipment to marketing stations is Maynard Fay, lead package handler.



Packaged in attractive containers holding from one to four hundred pounds, our lubricants serve throughout the United States and abroad.

Several grades of asphalt are drawn hot into hex-cartons for use in making roofs, floors, paints, etc. Package handler is Harold Adams.



kettles and batch system of making greases will not be abandoned.

Unoba

Of great interest to all Union Oil people during the past few years has been the development of our barium base greases marketed under the brand name of Unoba. Prior to our research, practically the only greases available for commercial use were the sodium, calcium and aluminum base varieties. While each was good for a few specific uses, none approached all-purpose usefulness. Sodium greases were resistant to high temperature conditions, but were easily washed away in the presence of moisture or water. Calcium greases exhibited good water resistance, but were of little value under high temperature conditions. Aluminum greases had good water resistance but only fair heat resistance.

The Company's experiments with a different base, barium hydrate, resulted in what we believe is the finest all-purpose grease ever marketed. These Unoba greases, for the first time in the history of grease making, show excellent resistance to both heat and water. They can be manufactured to possess either a buttery or a fibrous



While Neil Bachman feeds 30-pound pails to an automatic weighing and filling machine, A. J. Henry seals pails with a lid crimper.

texture. They adhere unusually well to metal surfaces and will not break down under severe mechanical working conditions.

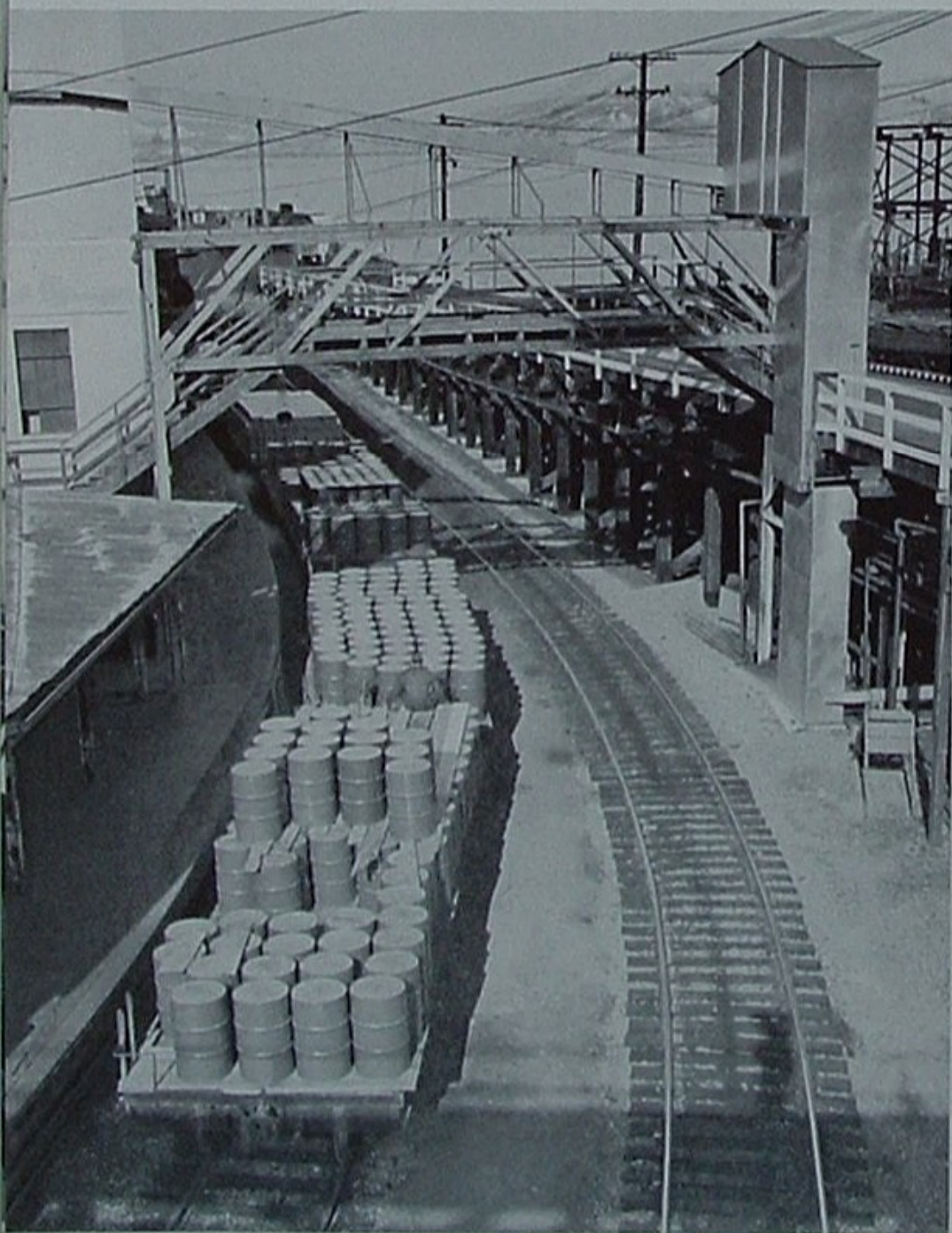
As a result, our Unoba greases are in demand for a great number of uses. Automobiles formerly required a half-dozen or more lubricants for a single lubrication job. Now this one grease can be used for the chassis, springs, water pump, wheel bearings, etc. Many manufacturing and other industrial plants welcome this product that oftentimes takes the place of several single-purpose lubricants. In addition, Unoba greases, because they combine both heat and water resistance, have met many lubrication demands that formerly were considered baffling or outside the realm of the petroleum industry.

Barium soap greases are an exclusive development of Union Oil Company. As testimony of their superiority, a number of competitive companies have sought and received licenses to manufacture them under our patents. At Oleum Refinery many carloads of these products are packaged under other brand names annually and sold throughout the United States and in foreign countries.

Packaging

It is the function also of our Compound Department to package some of the Poso oils and all of the greases

Long a bottleneck at Oleum, the movement of packaged goods by flat-car to a truck-loading area is being corrected by reconstruction.



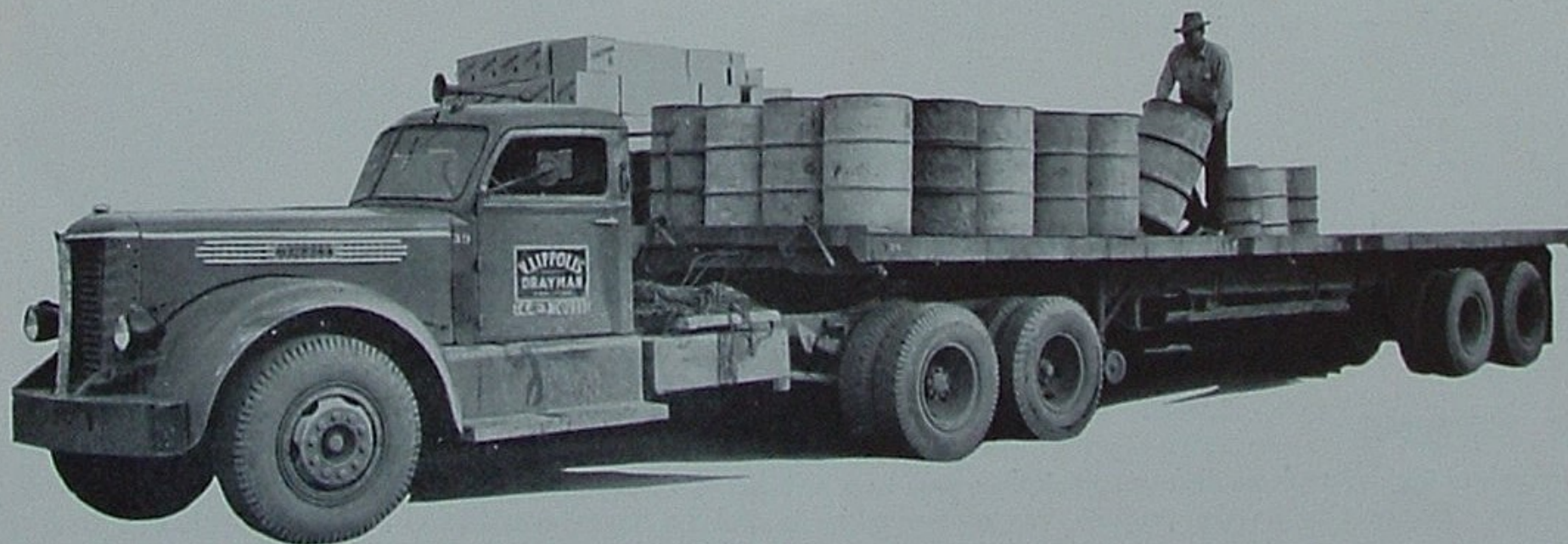


With this 4000-pound capacity "Jitney" Raymond Sampson can fill or empty a large warehouse in less time than several men once required.

in suitable marketing containers. Although the bulk of these products is sold in 53-gallon non-returnable steel barrels, large quantities, particularly of greases, are sealed in steel quarter-barrels, five-gallon pails and one-pound cans.

Unfortunately for the purposes of this narrative, Oleum is now in the middle of an important construction and modernization program. Since these changes find our buildings being remodeled and our normal work routine somewhat changed, it is not possible to give an accurate picture description of the work involved. Undoubtedly ON TOUR will publish a description of the new facilities when they are completed.

The end of Poso crude's refining trail is reached when, in finished product form, it joins an outgoing shipment of other Union products.



The packaging of asphalt is handled by our Asphalt Department. This product is stored in tanks heated by steam coils in order to keep it in a liquid state. Much of it is shipped directly to road contractors and other big industrial users in tankcars with steam heating facilities or in insulated tank trucks. Considerable other quantities are packaged in hex-cartons or wooden barrels and allowed to harden before being shipped by boxcar or truck.

Distribution

Products made from Poso crude find their way to marketing areas by nearly every means of transportation. Our own and other tankships often carry a compartment of finished lubricating oil from Oleum to some distant marine terminal for packaging and further distribution. It is being planned even to dispatch a marine cargo of asphalt to Alaska within the next few months, where it will be used in road construction.

The familiar UOCX tankcar also often carries from 6,500 to 10,000 gallons of oil to such large marketing terminals as San Francisco, Los Angeles, Seattle and Sacramento, where some oils are held in bulk storage until barreled for customer use as needed.

Practically all greases, however, are packaged at Oleum and shipped by rail in boxcars or by highway on large flat-bed trucks. The boxcars often go to distant parts of the United States. The trucks principally serve Company-operated marketing stations and consignees within our Pacific Coast marketing area.

Next month the concluding chapter of Poso crude's adventures will introduce to our readers a few Union Oil customers for whom we spend our energies pumping this oil from deep underground, transporting it hundreds of miles, refining it, blending it, and finally competing with many other oil companies in selling it.



INDUSTRIAL SUMMARY

● STRIKE IS SETTLED

The strike of Oil Workers' International Union (CIO), which commenced at midnight, September 3, 1948, at the Company's Wilmington Refinery, Oleum Refinery and Los Angeles 6th and Mateo Terminal, was officially ended at 12:01 a.m., January 10, 1949, after a majority of the striking workers voted to accept a strike settlement agreement reached between Company and OWIU negotiating committees.

Management has welcomed back with sincerity all employees who have returned to work and has agreed to negotiate new contracts with OWIU.

The strike is over and behind us now so all of us should work harder toward a goal of mutual confidence and understanding.

● MARKETING

The first 1949 Sales and Advertising meeting was held January 7. Fifty similar meetings within the three territories and Glacier Division were scheduled for completion by early February. Each meeting, preceded by a dinner and entertainment, featured our new 33-minute film, "Born to Sell." A public-relations version of the picture will be provided throughout the year for exhibition in schools, clubs and lodges.

Sales and Advertising meetings in the territories and Glacier Division were arranged for retail dealers, distributors, consignees and marketing employees. Similar dinner meetings were scheduled for Head Office employees on January 28 and 31. Meetings were also being arranged for employees of Los Angeles and Oleum Refineries.

Glacier Division has been augmented by 18 bulk plants and certain retail facilities purchased from Shell Oil Company, who discontinued their Montana operations. The additional bulk plants acquired are located at Anaconda, Billings, Bozeman, Columbus, Deer Lodge, Dillon, Eureka, Great Falls, Harlowton, Havre, Helena, Lewiston, Libby, Philipsburg, Plains, Red Lodge, Shelby and Stanford.

● REFINING

After financial consideration of the refineries' program, our executive committee decided to defer the alcohol-ethylene and soap plants. Engineering on the projects was accordingly

stopped and the pilot plant work on the soap project will be stopped as soon as consistent with protection of our investment.

Construction of the high pressure Hypersorber pilot plant is under way.

Contracts for erection of a hydrogen sulfide removal plant were let in previous months and erection will be started as soon as equipment can be delivered.

Consideration is being given to means of converting high sulfur fuel oils into diesel fuels and gasolines. A known route exists consisting of coking, hydrogenation and catalytic cracking, but a number of permutations are available for accomplishing this basic processing scheme. Various type plants are being given engineering consideration.

At Los Angeles Refinery full clean up of all cracking equipment has been accomplished and full production was expected in January. Production quotas for December were met. At the end of December an additional 100,000 B/D of "7600" was blended at the expense of aviation and "76" gasolines.

At Oleum Refinery normal production was achieved during December. Erection of new Triton facilities was well under way with completion anticipated around October, 1949.

● PRESIDENT HONORED

Reese H. Taylor has been elected president of the Western Oil and Gas Association. In this office he will preside over 180 member oil companies, representing 83 per cent of California's crude oil production and 90 per cent of the state's refining capacity.

The purposes of the Association are to promote cooperative oil industry effort; to provide discussion forums on matters of general interest; to promote cooperation with governmental agencies; and to provide means for the study of allied arts and sciences.

● FIELD

New daily production added during December totaled 4,473 barrels of crude per day, which is considerably in excess of the monthly additional new production achieved during the past several months. The principal divisions having new production are the Southern Division in California with 1,621 B/D and the West Texas Division with 1,352 B/D.

An over-production of heavy crudes in California has made it necessary to curtail the Lompoc Field and to decrease development of heavy crude in the Coast Division. A general over-production situation, less intensive, has caused an order to be issued by the Texas Railroad Commission calling for the shutting in of production for four days during January in the state of Texas. This order is applicable to our West Texas and Gulf Texas production.

Regardless of this current over-production, our exploration efforts are continuing apace. There are three wild-cat wells drilling in California, three in the Rocky Mountain Division, one in West Texas, one in the Gulf Coast, and one in Washington.

The West Texas Division, which has been badly handicapped because of inadequate office space, has recently moved to the second floor of the newly completed Wilkinson-Foster Building in Midland, which is their present mailing address.

● **PIPE LINES** One of the often repeated operations in connection with transporting oil through our pipe line system is that of gauging active tanks at our pump stations. Some of our station tank farms are quite extensive in area and a considerable part of an operator's time is spent doing this necessary chore. At Rio Bravo Station, in the San Joaquin Val-

ley, we have minimized gauging time by installing remote-reading automatic gauges on the tanks, permitting the operator to determine actual tank gauges from a panel board in the station pump house.

Remote-reading automatic gauges are being installed on all tanks at Avila Station, our shiploading terminal, where we load approximately 90,000 barrels per day aboard ships for transportation to our refineries or to other companies on exchange. Plans are now under way to install automatic gauges at all of our major pump stations in both the Northern and Southern Divisions.

● **MARINE** Unusually severe weather conditions encountered during most of December along the entire Pacific Coast caused frequent disruption of ships' schedules. On one occasion the SS L. P. ST. CLAIR was compelled to remain at sea off Port San Luis for 24 hours until the weather moderated sufficiently to permit loading.

The SS A. C. RUBEL sailed from Los Angeles on December 15 with a mixed refined and fuel cargo for Company storage in Chile, arriving at Antofagasta on Dec-30.

The SS SANTA PAULA entered a shipyard at Los Angeles Harbor for routine voyage repairs after returning from Central America on December 11. The vessel then

(Continued on Page 23)



● **OUTSTANDING RECOGNITION**

has been accorded two Union Oilers with announcement by The Asphalt Institute that W. L. Spencer (left), manager Sales Services, has been elected chairman of their Pacific Coast Division and vice president of the national organization for 1949; also that F. S. Scott (right), asphalt technologist in our Research Department, has been elected chairman of their Pacific Coast Engineering and Development Committee. The Institute has done much to promote the use of asphalts and standardize their specifications to simplify production and marketing.

RECORD CROWDS



ALTHOUGH the Union Oil entry in this year's Tournament of Roses at Pasadena on New Year's Day did not quite attain our Grand Prize recognition of 1948, the float was judged first-prize winner of all Class E, commercial, exhibits. Entitled "Down on the Farm," it portrayed entirely in flowers a barnyard scene complete with barn, fence, chickens, implements and animals. Children in overalls, gingham and freckles provided realism. Even the floral animals moved and, with aid of a recording, gave vent to the lowing, bleating and crowing so typical of a rural scene.

A record million-and-a-half people lined Pasadena's famous four-mile parade route. To get front-row ad-

vantages, many placed their chairs and boxes on the street shortly after midnight or some nine hours before the parade started. As the very cool morning dawned, many thousands, huddled under auto robes and blankets to keep warm, were goodnatureedly awaiting the spectacle. Every street and boulevard became a one-way route to Pasadena, with every vacant lot and even lawns becoming profitable parking lots. Undoubtedly a throng of perhaps greater number viewed the parade less intimately but more comfortably through television.

It cannot be said that any flower-decked entry in the Tournament of Roses is less than gorgeous. But the crowds, grown used to the brilliance of such displays,



Children who embellished the floral barnyard with their freckles, straws, denims and gingham were (l-r) Richard Hoerger, Johnny Hogan, Gene Peltier and Carol Peltier. Like genuine farmers, they were on the job before dawn to get everything in readiness for the judging contest.



APPLAUD OUR "DOWN ON THE FARM"

require something unique to excite their applause.

When "Down on the Farm" came into view, a wave of enthusiastic exclamations and applause greeted the nostalgic scene. Then, as all heads turned to catch every detail of the float, there followed the best laugh of the Tournament. For, sitting at the back of our floral barn, was young Richard Hoerger, farm boy, appearing very blue in countenance from the effects of his first experience with a corn-cob pipe.

Official judging of this year's competition met with popular approval also. The Sweepstakes award, for which business firms, manufacturers and hotels are not eligible, went to "Fairy Barge" entered by the city of Long Beach. Our worthy competitor, Standard Oil Company of California, romped off with the Grand Prize won by Union Oil Company in 1948. Their "Circus Days," duplicating an entire circus parade in flowers, well deserved the award and acclaim it received. Glendale's "Alice in Wonderland" won the prize for having most fittingly presented the parade theme, "Childhood Memories." "Kite Flying Days" won the Pasadena Challenge Trophy for the Pasadena Water and Light Departments.

After the two-hour parade had gone by, more than a half-million people visited a post-Tournament exhibition of the floats. Close to 100,000 fortunate ticket holders made a complete day of it by continuing on to the Rose Bowl, where in a most exciting football game Northwestern University barely took the measure of University of California.

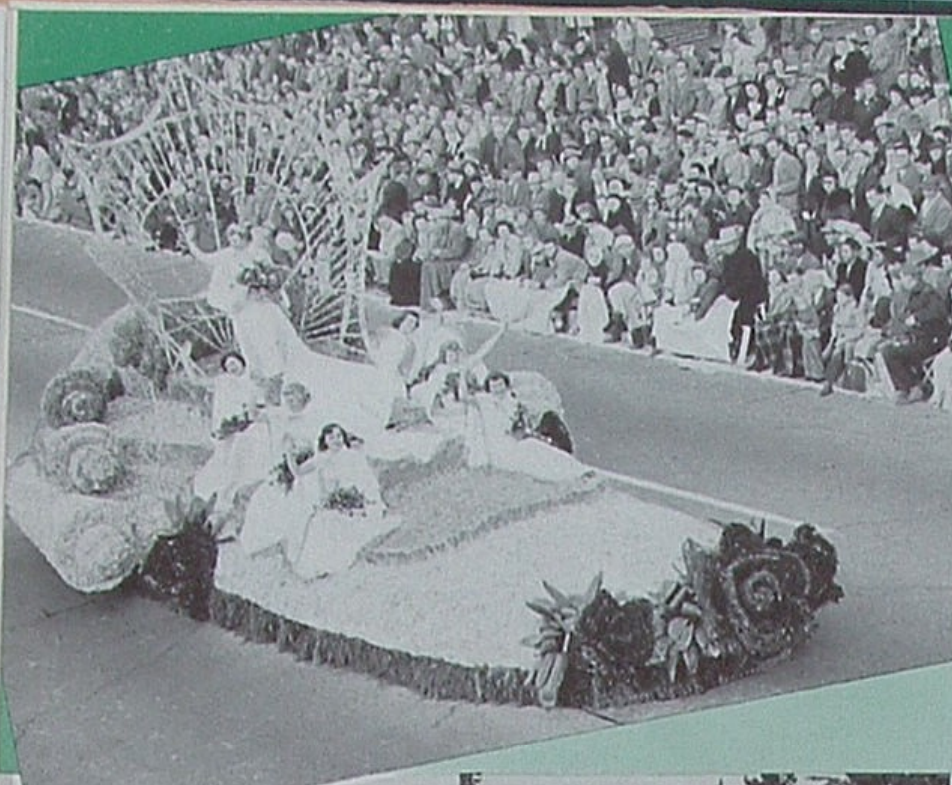
It costs around \$10,000 to prepare and exhibit such a float as "Down on the Farm" in this annual festival. Yet, the practically nation-wide public good will that comes as a reward is felt to justify the expenditure fully.

Statisticians tell us that 10,000,000 radios throughout the nation, Canada and Europe were tuned in on the day's broadcasts. Some 70,000 television sets followed the parade. Nearly 1500 traffic policemen were required to get 300,000 automobiles in and out of the Pasadena area. There were no traffic fatalities as a result of this immense jam, but seven persons died of heart attacks during the parade. Fifty-six spectacular floats and 30 bands combined with hundreds of horses to present the greatest floral spectacle our "decadent" democracy has ever seen.

Many hours of skillful designing and workmanship went into "Down on the Farm." But even the float's rear view evoked pleasure when the crowd discovered Richard suffering first sins of tobacco.



Photos, courtesy of Times-Mirror



Tournament of Rose Queen Virginia Bower.

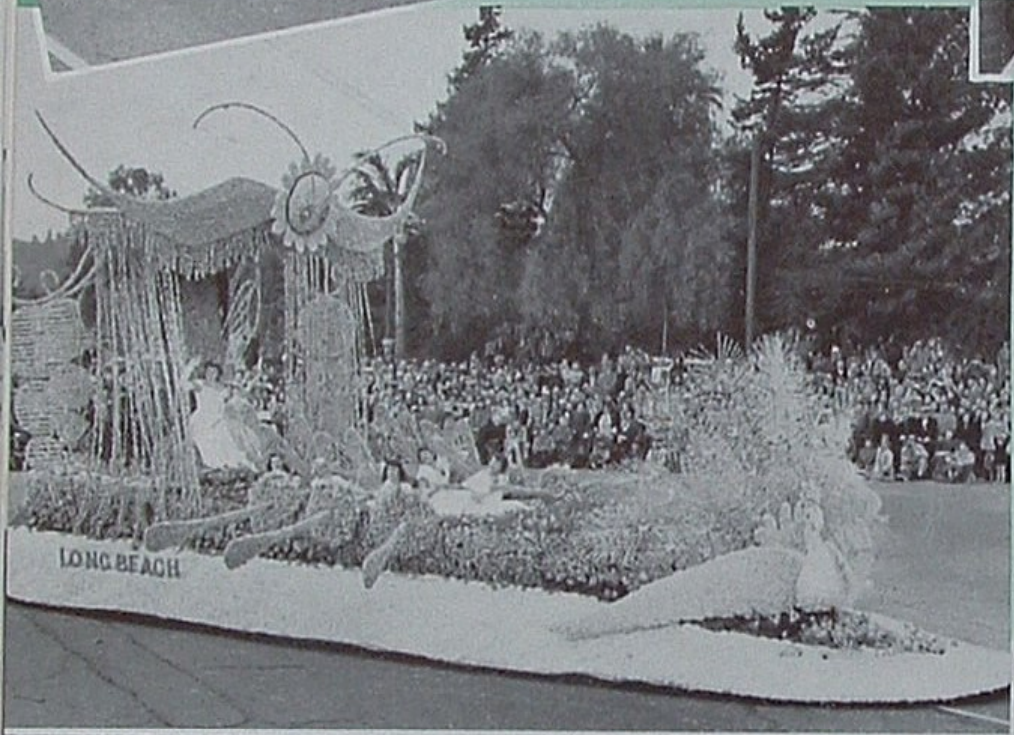
Above: While "Childhood Memories" were passing in parade, youthful impressions were in evidence on the cool sidelines.

Upper left: The Queen and her retinue of princesses graced a regal carpet of roses.

Left: This Long Beach impression of "Fairy Barge" won the top Sweepstakes Award.

Ju In Cas You Wen't The -

Fifteen times this number of Rose Bowl full fans witnessed the Tournament of





Tournament of Rose queen Virginia Bower.



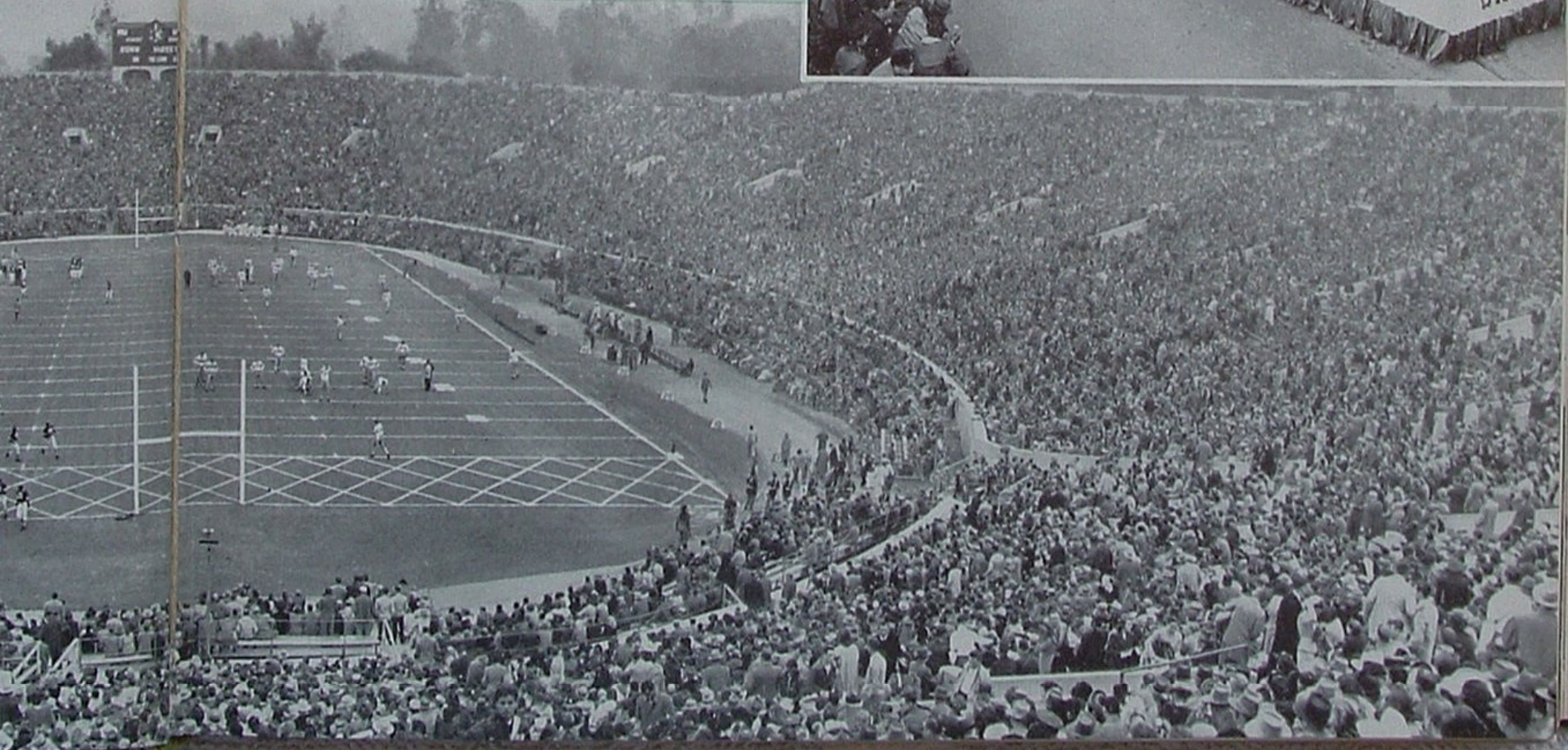
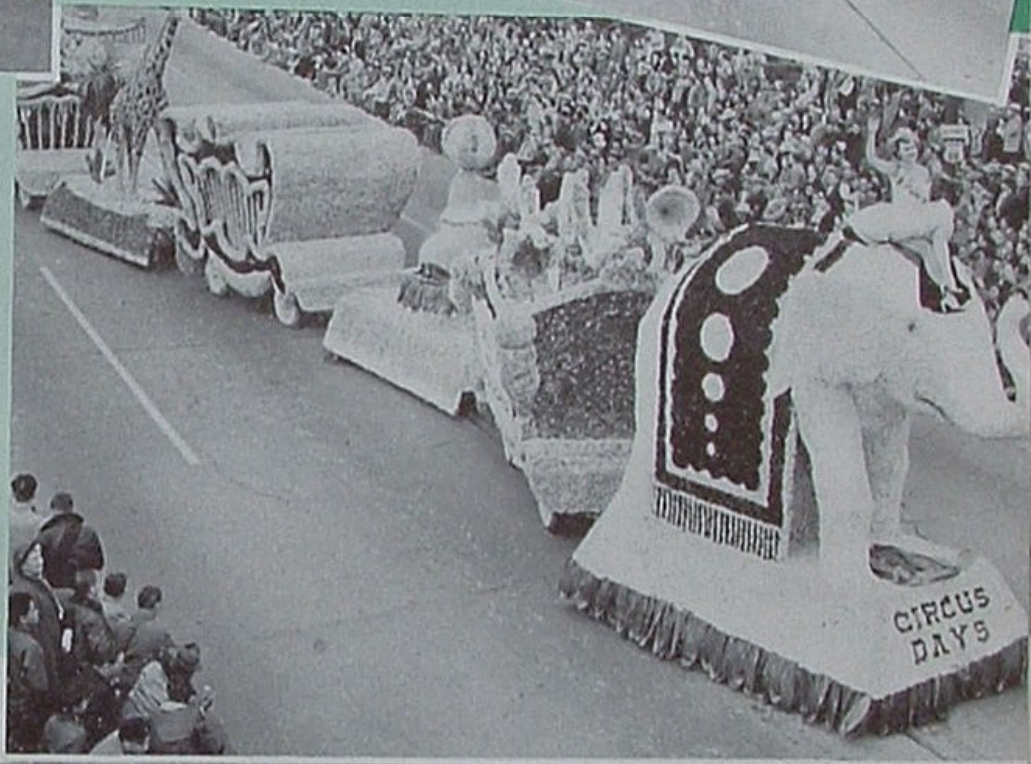
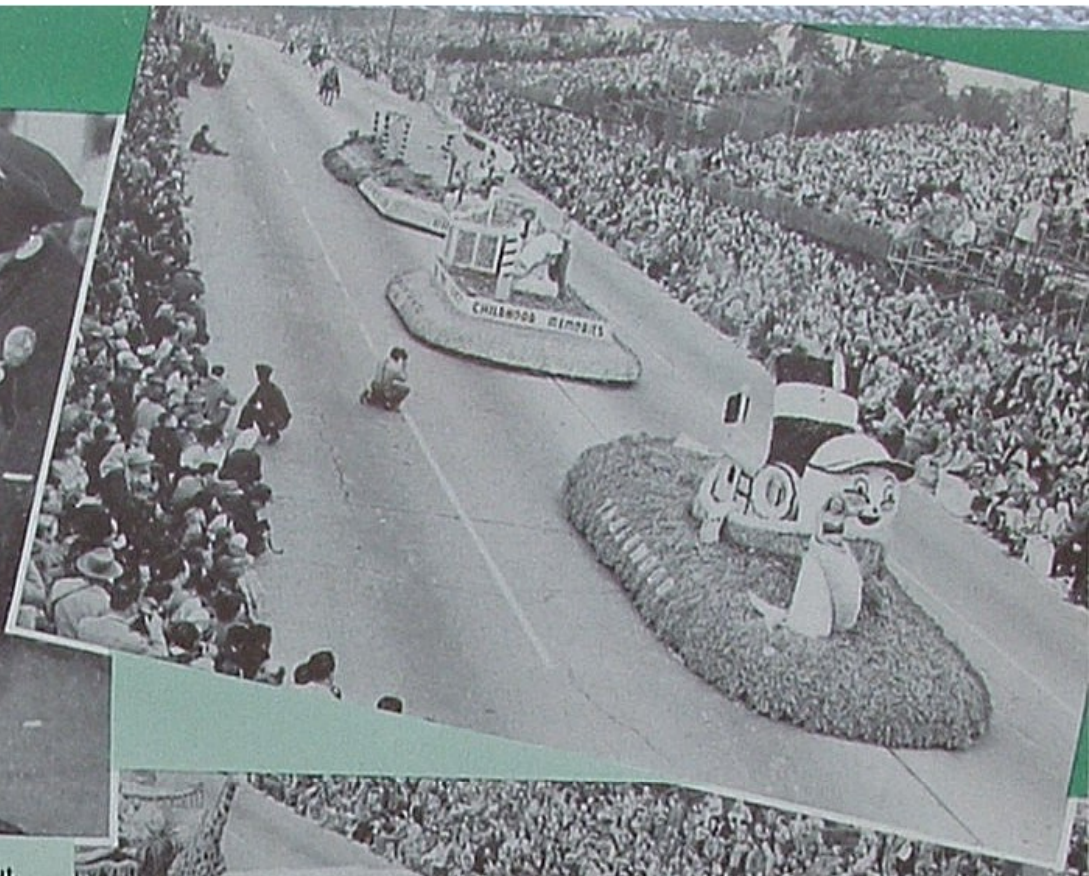
Above: "It isn't me I'm worried about, it's mother and dad. They've gotten lost."

**Just In
Case You
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Thre -**

Upper right: Spacious bleachers accommodated thousands of visitors at \$5 each.

Right: "Circus Days" by Standard Oil Company merited the Grand Prize decisively.

umber of Rose Bowl football fans witnessed the Tournament of Roses.



Now

**protection
for your
entire
family**

**UNION OIL EMPLOYEES OFFERED
A FAMILY MEDICAL PLAN**



FEAR of being unable to provide hospitalization, surgical and medical benefits to the unprotected members of our families need no longer be the lot of Union Oilers. After careful investigation, an insured Family Medical Plan has been found that promises to remove all such fear as well as most of the financial hardships that might befall a breadwinner through accident or illness among his dependents.

Final acceptance of the Plan now depends entirely upon employee response. If a large enough percentage of Company employees who have eligible dependents subscribe to the insurance, it will take its place March 1, 1949, among our other valuable security plans.

It must be emphasized here that Union Oil management is not urging employees either to accept or reject this insurance. The Company is participating in none of the direct costs and expects to receive no monetary benefits. A lengthy study of this and similar plans has been undertaken solely in the spirit of furthering good employee relations. It will be with the same cooperative intent that the Company will handle the collection of

premiums through payroll deduction, if the proposal is acceptable to employees.

The Plan, tailored specifically to Union Oil employee needs by Occidental Life Insurance Company, is one of the most comprehensive and least expensive ever offered. Like most other forms of insurance, it cannot be extended without cost. But, as further reading will indicate, the cost is reasonable and believed to be well within the reach of all workers. Individually, we could not find similar benefits elsewhere at a comparable price.

Who Is Eligible

Eligibility for membership in the Family Medical Plan is limited exclusively to Union Oil Company employees having dependents. The employee himself, being already eligible for protection under the Employees' Benefit Plan, is not further covered by the new insurance, except in the event of his death or dismemberment in a non-occupational accident. The Plan is designed to protect his unmarried children between the ages of 14 days and 19 years and his wife. In the case of a woman employee,

her unmarried children between the ages of 14 days and 19 years and her husband are protected.

Accident Benefits

If the insured employee suffers death or the loss of an eye or limb in any accident of a non-occupational nature, he or his beneficiaries will receive either \$250 or \$500, depending upon the severity of the accident.

Hospital Benefits

If any eligible dependent of an insured employee is confined to a lawfully operated hospital, the insurance company will reimburse the employee as follows:

- (a) A hospital benefit up to \$9 daily will be allowed for each day of hospital confinement not to exceed 31 days during any one disability.
- (b) In addition, special hospital costs, other than charges for room and board, nurses' fees and physicians' fees, will be paid up to a limit of \$180 for each period of disability.
- (c) An ambulance fee, not to exceed \$5, will be paid to transport the dependent to or from a hospital, if an ambulance is required.

Surgical Benefits

If any insured dependent shall require a surgical operation, the insurance company will reimburse the employee in accordance with a surgery price schedule that is soon to be distributed. For example, this price schedule would oblige the insurance company to pay up to \$40 for a tonsillectomy, \$150 for abdominal cavity surgery or removal of an appendix, \$25 for a blood transfusion, or \$225 for removal of a kidney.

Maternity Benefits

If the wife of an insured employee is treated for pregnancy, which term includes resulting childbirth and complications therefrom, a total aggregate reimbursement up to \$60 for such treatment will be provided. Maternity coverage does not commence until nine months after a dependent's wife's insurance is effective. But if such dependent's insurance terminates for any reason, maternity coverage does not cease until nine months thereafter.

Medical Care Benefits

If an insured dependent is necessarily and regularly treated by a legally qualified physician, as a result of a non-occupational accidental injury or sickness, the doctor's *third* and subsequent calls will be covered by insurance as follows:

- (a) \$5 each for doctor's calls at home
- (b) \$3 each for doctor's calls at the hospital
- (c) \$3 each for calls at the doctor's office

X-Ray and Laboratory Benefits

Insurance will reimburse the employee for expense reasonably incurred for any X-Ray examinations (excluding dental, pre-marital or pregnancy X-Rays) or lab-

oratory examinations made for diagnostic purposes when authorized by the attending physician in connection with any non-occupational accident or sickness for which the dependent does not require hospital confinement, providing such payment does not exceed \$25.

General Provisions

1. For the Family Medical Plan to become effective, approximately 75 per cent of all Company employees with eligible dependents must insure their dependents.
2. Insured employees who enroll their dependents for this protection must insure all eligible dependents.
3. Only eligible dependents of insured employees may be covered.
4. The cost of dependent coverage is payable by the employee in addition to the cost of employee coverage under existing plans and insurances.
5. Coverage for dependent children ceases upon attainment of age 19, or upon marriage of the dependent child.
6. Surgical benefits are paid for surgery either inside or outside the hospital.
7. Full benefits will be paid to a dependent even though an employee terminates his services with Union Oil Company prior to the dependent's recovery from an insured disability.
8. The policy contract will contain an experience rating clause under which the experience at the end of each policy year will be reviewed and the employees given advantage of any savings that might accrue due to good experience.
9. It will be the responsibility of employees to report changes in their number of eligible dependents in order to qualify for additional coverage.
10. Occidental Life Insurance Company has group offices in strategic spots throughout the territory in which Union Oil Company operates. Every possible step will be taken to give efficient claim service, allowing the employees to select their own physicians in connection with disabilities of their dependents.

The Cost

The monthly cost (handled through payroll deduction) of this Family Medical Plan to each employee who insures will vary with the number of his dependents, as follows:

For one dependent	\$4.25
For two dependents	6.25
For three or more dependents	7.75

For Your Comparison

ON TOUR is presenting on the following pages a chart prepared by Occidental Life showing how the proposed Family Medical Plan compares with four of the most popular medical or hospital arrangements in use elsewhere.

How the Family Medical

With Similar Plans Now in Popular D

COVERAGE		PROPOSED PLAN	BLANK PLAN NO. 1	BLANK PL
TYPE OF PLAN:		Insured	Service	Clinic
AVAILABILITY:		Wherever employees and families are located	California only	California only
ELIGIBILITY:		Benefits are available to dependents only	Benefits available to dependents if employee subscribes	Benefits available to employee subscribers
DEFINITION OF DEPENDENTS:		Husband or wife and unmarried children between ages of 14 days and 19 years	Husband or wife and unmarried children between ages of 30 days and 19 years	A person totally dependent on kin or marriage, and subscriber
BENEFITS PROVIDED:				
1 Hospital Confinement		Up to \$9 daily for 31 days for any one disability	Cost of ward room (3 or more beds) for 21 days for any one disability	Benefits provided at reduced costs for hospitalization is not for dependents
2 Hospital Services		Up to \$180 for any one disability	Full cost allowed	
3 X-Rays		Up to \$25 for X-Rays outside hospital	Requires hospital confinement	According to cost of Industrial Accident Commission
4 Surgical Fees		According to schedule, with \$225 maximum	Covers all operating costs if family income under \$3000	Major operation—\$ Minor operation—\$
5 Maternity Benefit		Flat fee of \$60 whether in hospital or not	Maximum payable \$50	Flat fee of \$50
6 Medical Care		Provides from \$3 to \$5 per doctor's call after 2nd visit, maximum \$225	No provision for dependents	Reduces cost of operation to between \$1.25 and
REQUIREMENTS:				
1 Hospital Service		Free choice	Member hospital only	Clinic facilities
2 Medical Service		Free choice of doctors	Calif. member doctors only	Clinic staff only
3 Medical Examination		Not required	Not required	Required of subscribers
4 Pre-existing conditions		Coverage provided	Coverage provided	Requires signing of
COST PER MONTH:	1 dependent	\$4.25	\$4.90	Varies according to
	2 dependents	\$6.25	\$6.80	Varies according to
	3 or more	\$7.75	\$6.80	Varies according to

Medical Plan Compares

Plans Now in Popular Demand

PLAN NO. 1	BLANK PLAN NO. 2	BLANK PLAN NO. 3	BLANK PLAN NO. 4
	Clinic	Clinic	Insured
	California only	San Francisco Bay Area only	World-wide
to dependents if em	Benefits available to dependents if em- ployee subscribes	Benefits available to dependents if em- ployee subscribes	Member, employee and their dependents
d unmarried childre 0 days and 19 year	A person totally dependent, related by kin or marriage, and residing with sub- scriber	Husband or wife and dependent children under age 18	Husband or wife and unmarried children between ages of 3 years and 17 years
n (3 or more beds y one disability	Benefits provided are in the nature of reduced costs for services rendered. Hos- pitalization is not furnished for depen- dents	Room and board furnished for 30 days for any disability	\$5 per day for 100 days for any one disability
onfinement	According to costs allowed by Indus- trial Accident Comm.	Full service provided	Up to \$100 for any one disability
g costs if family in	Major operation—\$25 allowed Minor operation—\$15 allowed	At one-half of regular rates for period of one year	Up to \$25 for X-Rays outside hospital
\$50	Flat fee of \$50	Covers all operating costs, requires use of Plan hospital	According to schedule, with \$250 max- imum
pendents	Reduces cost of outside-hospital calls to between \$1.25 and \$2.50	Full care provided at cost of from \$95 to \$140	\$5 daily (41 days) or according to ob- stetrical schedule
only	Reduces cost of outside-hospital calls to between \$1.25 and \$2.50	Reduces cost of outside-hospital calls to between \$1 and \$2	Provides from \$2 to \$3 for first accident call or fourth illness call
tors only	Clinic facilities	Plan hospital only	Free choice
	Clinic staff only	Clinic staff only	Free choice of doctors
	Required of subscriber	Required if over 60	Not required
	Requires signing of waiver	Doctor's services provided, charge made for hospital	Coverage provided
	Varies according to illness	\$4.45	\$6.67
	Varies according to illness	\$5.25	\$7.67
	Varies according to illness	\$5.25	\$9.67



Although much of "Born to Sell" was filmed in the studio, many of its scenes required Union Oil "on location" acting. Besides the principals in action here at our dealer station in Westwood Village are such important cogs to movie-making as the camera, grip, prop, script and boom men.

Triton In Color Movie Debut

TRITON, whose merits have been extolled through such mediums as newspapers, magazines, pamphlets and billboards, is now moving to higher recognition through sixteen millimeter motion pictures in color.

Just being released by Union Oil Company are two

movie versions of the Triton story. One, under title of "Born to Sell," is a hard-hitting ball-carrier being sent into the retail game to score a decisive touchdown over Eastern competition. The second, entitled "The Right Formula," is a shorter version slanted toward bringing to public attention the great industrial achievement behind development of the West's first premium motor oil.

Professional finesse characterizes both of the film versions, either of which will be highly entertaining and informative to any motion picture audience. Apex Film Corporation of Hollywood were chosen to produce the two pictures. Their staff of writers, directors and technical personnel includes many of the outstanding people engaged in moviedom's rapidly expanding short-subject field. They have to their credit scores of training films used by the United States military forces; many commercial, educational and religious documents; as well as a number of highly rated feature movies.

The cast of Union Oil's semi-documentary pictures is outstanding to say the least. All are veteran actors who, in the roles of Company employees, dealers and customers, are certain to be recognized for their work in

"Betty" has no trouble at all making up her mind that Triton 30 and "Ralph Courtney" are an excellent combination for her convertible.



ON TOUR



many other entertaining films. "Charley" is played by Jimmy Lydon, better known as "Henry" of the "Henry Aldrich" series or as the elder son in "Life with Father." Dealer "Bill Horner," Walter Sande in private life, will be remembered as the bad man in Gene Autrey's "Rim of the Canyon." Ida Moore, who plays "Miss Quimby," was the delightful old lady who recently starred with Gary Cooper in "Good Sam." The heart interest, "Betty," is played by Phyllis Coates, formerly a contract player with Warner Brothers. Lyle Talbot, veteran of stage and screen, and ten or so other studiously picked actors complete the professional cast.

Among bona fide Union Oilers of the acting group are several members of our Los Angeles Refinery research staff. Vance Jenkins, research supervisor, has a speaking part and was commended highly by the professionals. Bob Tanner, engineer, and George Porter, research technician, also performed like seasoned troupers.

Script writer of both pictures was Francis Skinnell, whose best-seller, "In Line of Duty," was named the best war story of 1946 by the New York Herald Tribune. William Thiele directed production and collaborated on the writing, while Harry Poppy was in charge of production.

It is evident that nothing has been spared in the Company's effort to tell a true story in an interesting and understandable manner. Even animation is used in the pictures to depict those three villains of the lube oil



Newcomer "Charley Neale" learns a lesson in salesmanship when his customer stumps him with, "What about the oil's viscosity index?"

Top: Tom Handley and Lyle Talbot as Union Oil chemists react an experiment that raised Triton to the peak of oil excellence.

In circle: "Miss Quimby to Horner:" "My car has a definite smell of gas this morning. Do . . . whatever it is you do . . . and check the batteries—don't miss any of them!"





For a time "Acid" terrorized motor bearings and metals . . .



and "Oxygen" raised havoc with un-compounded motor oils . . .

industry, "Oxygen," "Acid" and Sludge.' In the story, as in real life, all three of these dead-enders are given the bum's rush from their hideout in a motor block by none other than "Additives," boon companion and body-guard of our good friend Triton.

For years there has persisted the myth that premium Eastern lubricating oils are superior to premium Western oils. The myth owes its existence to a pre-Triton

decade when there was a period of acknowledged Eastern supremacy. However, the propane-solvent method of oil refining perfected by Union Oil ended every advantage claimed for Eastern oils. Triton Motor Oil bowed to no competitor and, in fact, set a new high in several important specifications. Then, with the addition of our patented compounds at the close of World War II, Triton outdistanced all Eastern competition by

Counsels "Horner:" "One of the easiest, simplest ways to pass oil information to customers is to show them the message on the can."

Union Oilers Vance Jenkins (left) and Bob Tanner (right) teamed with actor Lyle Talbot, contributing realism to this lab scene.





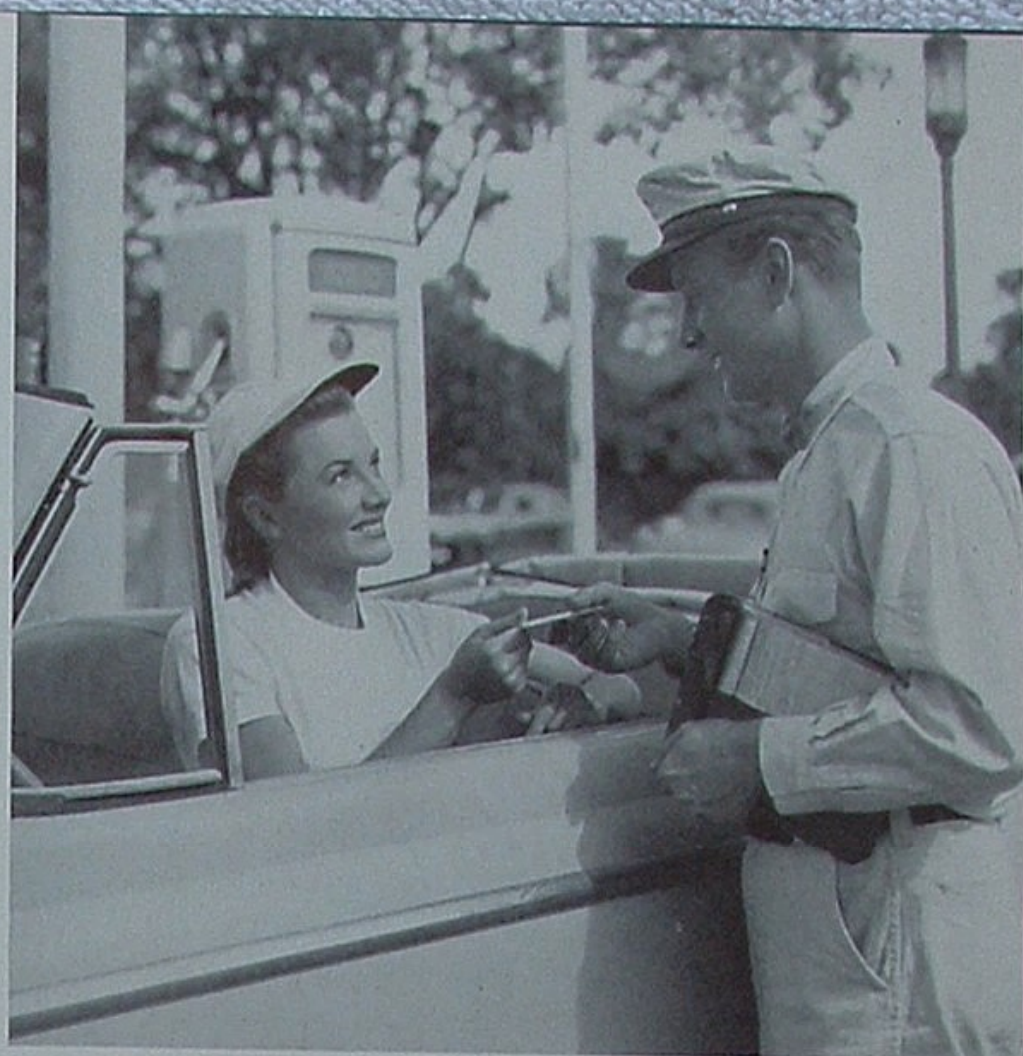
and "Sludge" gummed up the oil lines and piston rings . . .

a wide "extra margin of safety"—so wide that for the first time in petroleum history motorists were told they needed to change oil only twice each year with premium Triton.

Nevertheless, technical facts that have been proved in laboratories and field tests are woven into public consciousness quite like democracy is woven into democrats or Christianity is woven into Christians—only by long years of constant hammering. Oil buyers seldom think in laboratory terms. Therefore, it has taken a dozen years and every conceivable method to make our claims heard.

"Born to Sell" and "The Right Formula" should go a long way toward convincing our dealers and the public.

but Triton, fortified with "Additives," emerged triumphant!



It takes all kinds of customers to make a service station world. There is the "Betty" type (above) that every operator dreams of serving. Then there is the type (below) who left "Charley" standing flat on his heels with a departing, "To me, personally, oil is a matter of the utmost indifference. This is not my car. It's my mother-in-law's!" Every type is always appreciated by dealers.



OUR FIRST LADY

By Everett Smith

QUITE some time ago—1906, in fact—and just four months after the disastrous fire and earthquake in San Francisco, Union Oil Company chalked up another first. At our old Potrero plant on 16th and Illinois Streets in San Francisco some far-sighted manager boldly employed a young lady stenographer. Of course she was pretty, blonde and Irish, and bore the becoming name of Miss Alice O'Dea. We San Franciscans claim she was the very first lady stenographer employed by our Company. But if there are conflicting claims, we'll be satisfied in remembering her as first lady of the Bay Area.

Alice was the subject of a few other firsts also. She was first girl in the purchasing department when that group of Union Oilers occupied the Flood Building. Later, in 1914, she added the first feminine touch to our newly established export department, remaining there until 1937. Then, after seven years of sales promotion work, she was appointed receptionist in 1944 of our Territory Office building atop Rincon Hill, San Francisco. At the time of her retirement, January 1 of this year, she had accumulated 42 years of continuous service, which is certainly the record for Union Oil women employees.

Miss O'Dea recalls that the Potrero Plant was known as the Arctic Oil Works in 1906, having just prior to Company purchase served as a base for whaling vessels. In fact the corrugated-iron covered building being used as a garage at Potrero today is said to have served originally as a whaling shed. Its floor is made of brick and its wooden skeleton is held together by square-headed nails of that early era.

Visitors who have anything unkind to say about San Francisco's streetcar system should have rode to work with Alice in 1906. The car line then ended several blocks from the plant and it was a case of walking the



remaining distance. In wet weather, teams and wagons churned the unpaved streets into rivers of mud. If there were no valiant gentlemen within rescuing distance, all a girl could do was lift up several layers of skirts and plow through the mire.

Of course, those were the days of tank wagons drawn by teams of six or eight mules or horses. One of the horses, named January, was assigned to the mail buggy and knew the way to town better than many new drivers. Behind January and a 1906 dashboard Alice has "hitched" many a pleasant ride.

Today horseshoes is a favorite noonhour pastime at Potrero. But during the full hour repast of days gone by it was quite the thing to go for a row-boat ride on San Francisco Bay. If caught in the outgoing tide, employees usually returned well exercised and late for work.

Miss O'Dea has been president of the Native Daughters of California, as well as several other prominent women's organizations. She is extremely fond of traveling, having accomplished extensive trips to Hawaii, Alaska and Panama. Her kindness and generosity are known to hundreds of Union Oilers and friends.



SERVICE BIRTHDAY AWARDS

JANUARY, 1949

Forty-Five Years

Reed John E., Coast Div. Field

Thirty Years

Gibbs, Ronald D., H. O. Executive
Goss, Calvin R., No. Div. P/L
Harris, Arthur G., Central Territory
MacLean, Chester E., Southwest Territory
Quayle, John Y., H. O. Wage & Salary
St. Clair, Wm. M., No. Div. P/L

Twenty-Five Years

Fay, Maynard R., Oleum Refinery Mfg.
Boller, Lewis M., So. Div. Automotive
Capitani, Joe, Coast Div. Field
Cassingham, Wm. O., L. A. Ref. Mfg.
Darrow, Wallace H., Oleum Ref. Mfg.
Heggie, A. Leslie, So. Div. P/L
Ingrum, Daniel C., L. A. Refinery Mfg.

Thirty-Five Years

Heyward, John B., Jr., Oleum Ref. Mfg.
Killip, Peter, Oleum Refinery Mfg.

Thirty Years

Salmond, John, H. O. Manufacturing

Twenty-Five Years

Eipper, Clarence O., L. A. Refinery Mfg.
Garman, Trella B., So. Div. Field
Rockfellow, John P., H. O. Employee Rel.

Judd, Charles F., L. A. Refinery Mfg.
Olinger Linneus E., Southwest Territory

Twenty Years

Ashby, Wilbur E., Southwest Territory
Bremer, Frederick B., Jr., S. W. Terr.
Cook, Vivien E., Oleum Refinery Mfg.
Forrest, James G., H. O. Field
Griffiths, Wilbur R., H. O. Comptroller's
Hemphill, Wallace A., Central Territory
Johnson, Lester C., No. Div. P/L
Longnecker, Wm. A., Southwest Terr.
Pace, Russell K., Southwest Territory
Ray, Lawrence J., Oleum Refinery Mfg.
Walters, Chauncey C., H. O. Mfg. Plt.
Process

Williams, Charles W., Northwest Terr.

Fifteen Years

Anderson, Donald J., So. Div. Field

FEBRUARY, 1949

Twenty Years

Anderson, Floyd E., L. A. Refinery Mfg.
Casey, Garrett W., L. A. Refinery Mfg.
Cozad, Wm. John, Jr., Southwest Terr.
Evans, Idus F., Honolulu Dist.
Jardine, John E., Executive
McDonough, Clarence J., Coast Div. Fld.
McLeod, Edward P., So. Div. Field
McNally, Wm. R., Oleum Refinery Mfg.
Mays, Paul E., Central Territory
Prairo, Joseph E., Oleum Refinery Mfg.
Rettke, Donald H., H. O. Comptroller's
Rizzoli, Valerio, No. Div. P/L
Rutkoske, Edward L., L. A. Refinery Mfg.

Brooks, James H., Oleum Refinery Mfg.
Chapman, John Walter, Southwest Terr.
Downs, Alford M., Northwest Territory
Hocking, Garfield T., So. Div. Field
Marsh, Alfred E., Coast Div. Field
McGinnis, Charlotte A., Northwest Terr.
Page, Mary C., H. O. Traffic
Turcanik, Martin F., Oleum Ref. Mfg.
White, Randle K., Southwest Territory

Ten Years

Armstrong, Raymond M., S. W. Terr.
Browne, Milton J., H. O. Field
Davis, Norman E., So. Div. Automotive
Gregg, Howard J., L. A. Refinery Mfg.
Phleger Herman, Executive
Robey, Ferris A., Southwest Territory
Whittier, Leland K., Executive

Truesdale, Orville, No. Div. P/L

Fifteen Years

Dummel, Paul L., Southwest Territory
Ledbetter, Benj. C., No. Div. P/L
Purcell, Arthur Edw., Northwest Terr.
Savage, Arthur C., So. Div. P/L
Winters, Wesley H., Northwest Territory

Ten Years

Acquistapace, Hy. Joel, Central Territory
Dawes, Leslie J., Central Territory
Humphrey, Dean, Grea Falls, Mont.
Matthynsens DeRoy C., Northwest Terr.
Talpt, Arthur, Cut Bank, Mont.

YOUR FEDERAL INCOME TAX

You must file a Federal Income Tax return

1. If you received income of \$600 or more during 1948.
2. If you received less than \$600 and are entitled to an income tax refund.

Return must be filed

At office of Collector of Internal Revenue in your district; between January 1 and March 15, 1949; on Form 1040A, Short-Form 1040 or Long-Form 1040, to any of which must be attached a withholding statement, Form W-2, issued by your employer.

Form 1040A may be used

1. If income is less than \$5000 and was entirely from wages subject to withholding by employer, or
2. If income is less than \$5000 with not more than \$100 thereof from wages, interest and dividends that were not subject to withholding.

If Form 1040A is used

The Collector will figure your tax for you and send you a bill or refund as indicated by said computation.

"Split-income" computation usually favors taxpayer

Because, in computing the tax, husband and wife di-

vide their net income in two, after deducting their exemptions, determine the tax on one of the halves, and then multiply the result by two. This permissible method usually places both taxpayers in a lower sur-tax bracket.

Return must be signed by

1. Yourself only if separate return is filed.
2. Yourself and spouse if joint return is filed.

Forms are available at

All Collectors' offices and most banks and post offices.

Help in preparation of return is afforded

By 16-page pamphlet available with forms or by representatives at Collector's office or any branch thereof.

INDUSTRIAL SUMMARY

(Continued from Page 9)

loaded another cargo of fuel at Oleum for delivery to the International Railways of Central America at San Jose, Guatemala and La Union, El Salvador.

The SS VICTOR H. KELLY was chartered to Imperial Oil, Limited, for a single voyage to Vancouver, B. C., while all other ships of the fleet were employed during December in maintaining stocks at distributing terminals and supplying refineries.

If you want fewer products — increase taxes

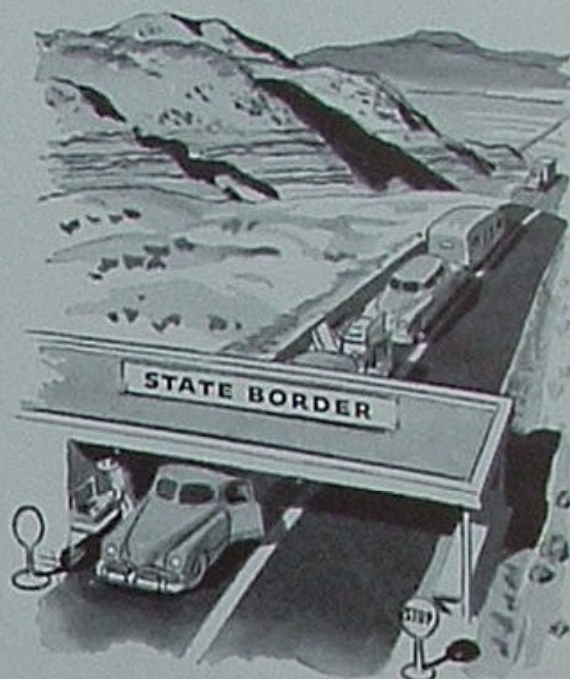


1. Every time a new person is added to the population of the United States it takes \$110 worth of refining equipment, distribution facilities, oil wells, etc., to supply him with the petroleum products he needs.* It's up to the oil companies in this country to see that those additional facilities are provided.

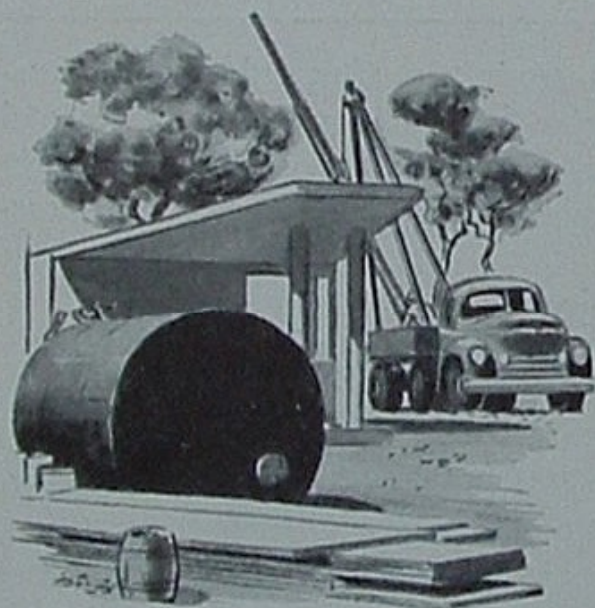
*Statistics based on period 1941-1947.



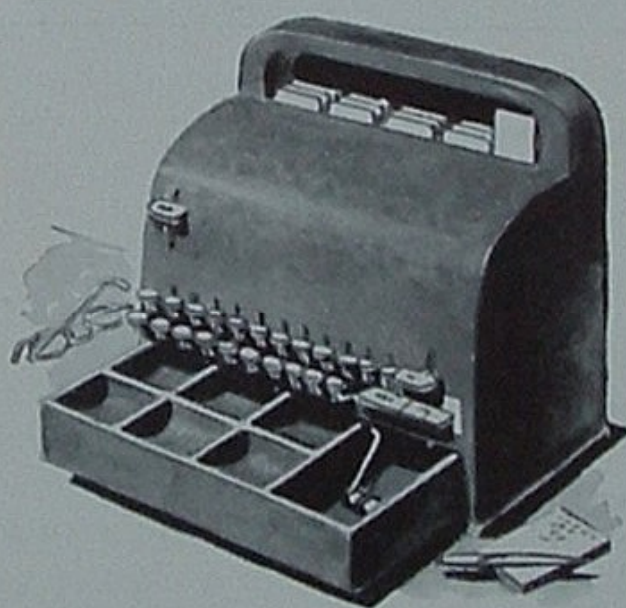
2. On top of this, the amount of petroleum products that the average American needs has been increasing each year. Between 1940 and 1948 the annual per capita consumption in the U. S. increased 39%. So it's up to the oil companies to see that additional facilities are provided for this increased consumption as well.



3. In the five western states served by Union Oil Company the population has increased about 40% since 1940. In order to supply our share of the requirements of these new people—plus the increased requirements of our old customers—Union Oil had to spend \$192,000,000 on new facilities, modernization of old facilities and replacements between 1940 and 1948.



4. Approximately 156 million dollars of this money came out of earnings of the company and from funds that had been set aside for replacement of facilities (depreciation). But the rest had to be secured through outside financing—either by borrowing or by the sale of preferred stock.



5. In other words, when all our costs of doing business were met, our employees paid and our stockholders given a reasonable dividend, there wasn't enough cash left over—in spite of our so-called high profits of the last two or three years—to finance the facilities that had to be added. We had to go outside the company to get the money—a process you can't continue forever.



6. The moral of all this is that at today's high costs you have to have high profits* if the increasing requirements of the American people are to be met. For most of those high profits go right back into increased facilities. Any attempt to "redistribute the wealth" by further taxing those profits will only end in fewer facilities, less products, higher prices and shortages.

*High, that is, by accepted accounting practices and today's tax procedures.

UNION OIL COMPANY
OF CALIFORNIA

INCORPORATED IN CALIFORNIA, OCTOBER 17, 1890

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.