



JANUARY 1952

"On Tour"

On Tour



VOL. 14, NO. 1
JANUARY 1952

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T. D. Collett.....*Editor*
R. C. Hagen.....*Asst. Editor*

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 17, California.



Any sales resistance is bound to melt within the radiance of Betty Smith's welcome. She is Southwest's receptionist.

Below, A. E. Fraser, K. A. Walker and T. R. Laidlaw are among the first to leave the new office for their sales fields.





The Petroleum Building's 7th Floor reception lobby has been redecorated in keeping with 1952's latest Union Oil motif.

New Home of Southwest Territory

EVIDENCE of the Company's expansion is seen in Southwest Territory's recent change of address. Formerly, this branch of the Marketing Department occupied most of two floors in the Union Oil Building at 617 West 7th Street, Los Angeles. Today, these 260 employees are pleasantly housed on three floors of the Petroleum Building at 714 West Olympic Boulevard, several blocks removed. The moving task was completed during December.

The Petroleum Building, it will be remembered, was acquired by Union Oil in 1949 with our purchase of all capital stock in the Los Nietos Company. It is a handsome, 11-story building of excellent construction, located on one of the most valuable business tracts in downtown Los Angeles. A western face of the structure supports the city's largest and most spectacular sign, a night photograph of which appears on the front cover of this issue. Union Oil service stations on two sides of the

Territory Management, H. M. Schafer, C. E. Denton, Mgr. J. W. Miller, and H. D. McCarthy are initiating new office.

Wholesale Sales Promotion staff supervise sales to industry and commerce through 109 Southland marketing stations.





Betty Aschkar of
Retail Marketing



Retail Sales Promotion staff, with assistance of 41 retail representatives, guide the sales efforts of 1440 outlets.

building give it a ready-made setting for our Southern California marketing activities.

Office space released by Southwest Territory in Home Office is permitting the expansion of other departments and bringing in from rented quarters of neighboring buildings all groups who can function to a better advantage within Company headquarters.



Secretaries to three of the Southwest Territory managers are (l-r) Marie Lowers, Ruth Carpenter and Ann Peterson.

IBM Accountants are responsible for expense and distribution figures, analysis of sales, stock reconciliations.



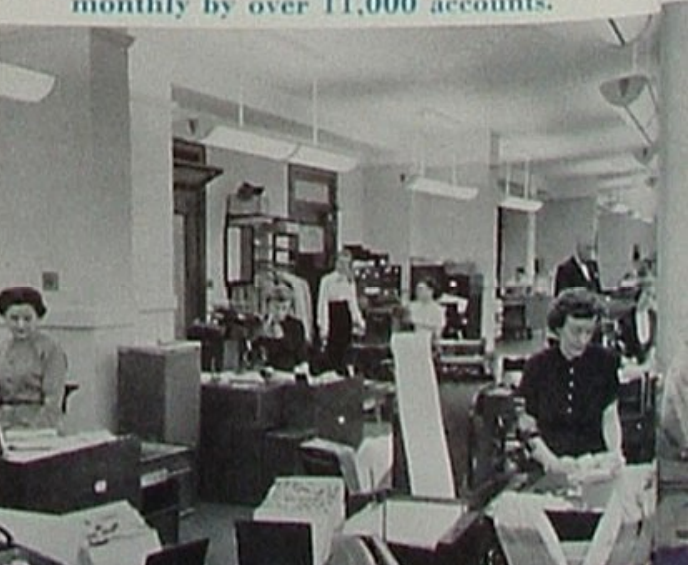
Operating Department is concerned with proper operation of Southwest's 109 marketing stations and 352 vehicles.

Office Services personnel handle office mail, filing, communications and stenographic pool among other duties.



Payroll, one of several accounting offices under supervision of J. S. Swanson, handles payroll of 1100 monthly.

Wholesale Bookkeeping involves the itemized billing of petroleum purchases made monthly by over 11,000 accounts.





Retail Credit people under R. D. Roberts, are responsible for proper credit relationships with 120,000 credit card accounts.

Barbara Chaffin
stenographer



Retail Bookkeeping personnel handle over 600,000 credit orders monthly to keep abreast of service station sales.



Southwest Territory marketing people are elated with the move aside from its space advantages. They are finding better parking accommodations. Their new coffee shop promises a degree or so more of roominess and privacy. And, well, having a building of your own sort of stimulates departmental pride and independence.



Personnel, under Dumont Kimmel, administers all employee and industrial relations functions in this marketing area. Wholesale Credit, also under Mr. Roberts, safeguards credit dealings with over 11,000 buyers of our products.



Tabulation & Expense Distribution staff price customer invoices, tabulate sales, and account for funds expended.

Traffic & Distribution people are responsible for stock control and movement of stocks to Southland points of sale.



Violet Perlin of
Expense Distribution

RICE



a study in contrasts

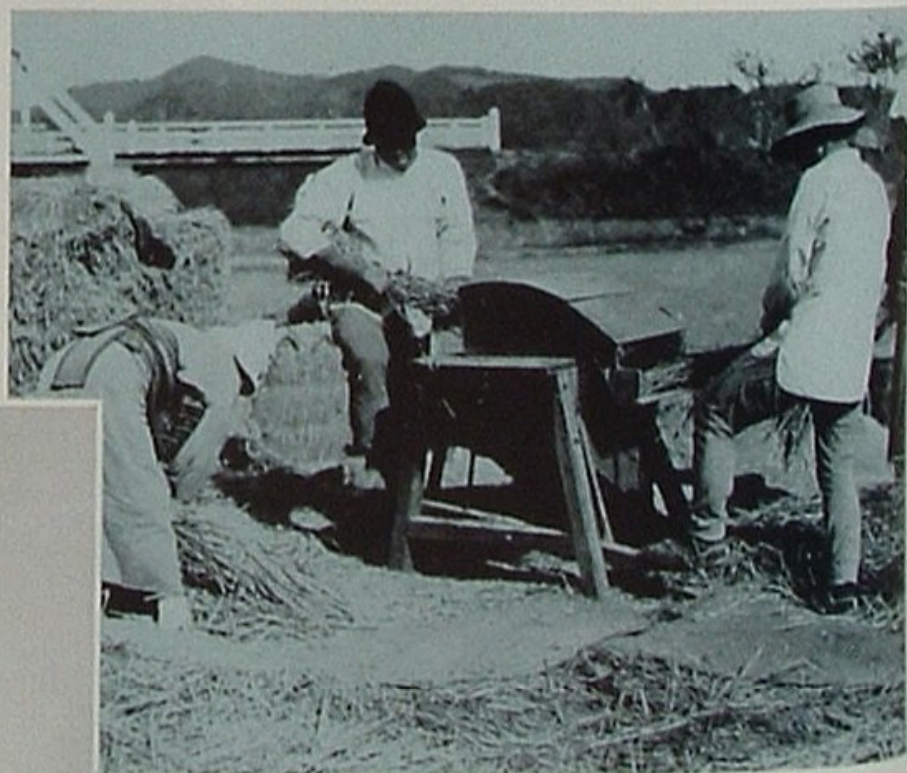
OVERLOOK people and machines in these two photographs and you have remarkably similar portions of the good earth. Both are rice fields—broad, river-leveled flood basins, ideal for cultivation of the world's major foodstuff. Trees along river banks and hills in the distance are nearly identical. Even power lines cross the fields at comparative angles. Except for the people and machines, no one would know French Indo-China from northern California.

However, careful observers might see in the alternate patches of grain and swamp, right, evidence of a dis-

appointing harvest—possibly improper planting and irrigation, lack of fertilization, or no knowledge of how to aid the rice against parasites. The fields and heavy yield at left, in contrast, reflect a bounteous measure of success.

By coincidence, the people in these pictures symbolize a great difference between East and West. One American workman and his truck can in an hour's time far exceed the transportation accomplishment of 50 Indo-Chinese working from sunrise to sunset. And the total difference in manhours represented by the two harvests must be enormous.

How long (and what cost in drudgery) it takes Japanese farmers, and their families and neighbors, to thresh a five-acre field we can only guess. But five acres is a small part of one day's work for two Yankee harvester operators. Well paid for their operating and maintenance skill, the westerners commute by private automobile from town to the rice fields; do in 30 days the work of a thousand oriental hands; and spend the 11 remaining months of each year in other gainful pursuits.



ON TOUR



The noon mess call at a military camp in French Indo-China is a far cry from the farm dinner table in California. Most countries of the East, to whom rice is the staff of life, grow less than they need of this commodity and have to depend upon imports. California rice field workers, on the other hand, enjoy a wide variety of American-produced meats, vegetables, fruits, grains, and the so-called luxury foods. Besides, they produce rice in such quantity that over 90 per cent of the California crop is exported to Hawaii, Puerto Rico and the Philippines. And shiploads of mercy rice are being sent to Far East countries ravaged by famine and war.

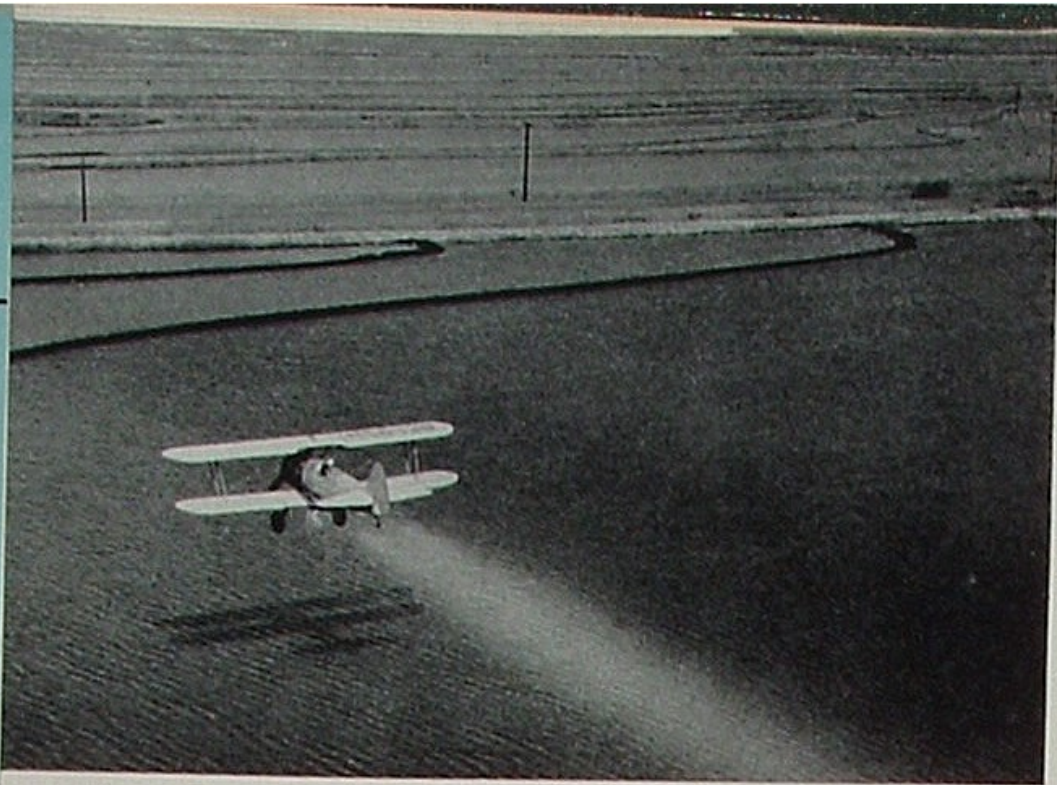


Gunmen guarding rice fields in America and Asia have entirely different marauders in mind. Foreman Walter Weber of Terhel Farms in California is concerned only with a flight of ducks, which will retreat at the firing of his parachute flare. More sinister in Asia are pillaging bandits and armies, who often take not only the grain but the lives of those who produced it.



Women and children of the East are depended upon for much of the strenuous field and harvesting labor. Rice harvesting in America finds children in school, and women doing work that is commensurate with their strength and well-being—below, weighing a truckload of rice as it enters storage elevators.





Airplane planting of rice was pioneered by Sir Charles Kingsford-Smith in Northern California 30 years ago. Varney Air Industries and Willows Flying Service now plant some 60,000 acres annually here with six seeder planes.

Petroleum's Green Thumb

THERE are several explanations of East-West contrasts, depending upon whether the analyst is sociologist, philosopher, politician, missionary, or other specialist in some realm of endeavor. But we, being oil men, are inclined to explain progress, or the lack of it, in terms of petroleum and machines. So, as we make the following inspection of production methods in California's foremost rice area, you may sense some of the pride we take in displaying our "green thumb."

Most rice planting in northern California is done by airplane. Flying at 120 miles an hour and as low as 20 feet above the rice checks, a single airplane can distribute its 900-pound load of seed evenly over a five-acre tract in less than four minutes, and will average about 400 acres a day. The seed rice is soaked prior to planting to stimulate germination and to assure that it will sink immediately to soil lying under 10 inches of water. Seeding begins about May 1 and is usually concluded within 40 days.

Airplanes are used to spread nitrogen fertilizer on the checks shortly after planting and to spray insecticide and weed killers for the control of such pests as "rice shrimp," lilies, sedge, nut grass and bulrush. The Sartains of Terhel Farms, Inc., also take to their private planes to spot irrigation failures or any signs of crop damage during the growing season.



A Varney plane is being loaded simultaneously with gasoline and seed. Consignee W. B. Ramage, left, fuels the job.

Harvester combines enter the rice checks in October. They thresh the grain and accumulate a truckload in top hopper.



Mr. and Mrs. Terrill Sartain of Terhel Farms, Inc., also use their planes to inspect crop during growing season.

Tractor-drawn "bank-out" wagons receive the load of threshed rice and take it across muddy fields to a road.



Harvesting, which begins early in October, is almost wholly mechanized. A combination harvester cuts the rice, threshes it, and discharges a truckload at one time into tractor-drawn "bank-out" wagons. Crossing muddy fields to a roadway, the *bank-outs* empty themselves into trucks by means of gasoline-driven screw conveyors.

Trucks proceed several miles to a centrally located rice elevator. After being weighed, the grain is deposited in an underground hopper by mechanically lifting the truck's front end. Endless belts and screw conveyors then take over the moving of grain inside the elevator.

Samples of each rice load are tested for temperature and moisture content. Finally, by means of petroleum-fueled driers and blowers, the field crop is reduced in moisture content to 14 per cent and cooled to ideal storage temperatures of 70 degrees or under. Some 20 million pounds of rice can be stored in the Terhel elevator shown here. Normally, the grain is transported by truck during winter months to rice mills and grain ships in the Sacramento and San Francisco Bay areas.

Terhel Farms, Inc., near Colusa, where these harvesting pictures were taken, is one of California's larger farm operations. Their system of crop rotation limits rice production to 4,000 of the farm's 15,000 acres. A force of 30 men steadily employed here is increased to 70 workers during the harvest. Their major mechanical



A normally good harvest from surrounding fields will tax the 20-million-pound capacity of these rice tanks. Equipment here consists of scales, mechanical conveyors, driers and blowers. Trucks move the crop to mills during winter.

aids include 19 tractors, 9 harvesters, 14 trucks, and 2 airplanes in addition to seeding and spray planes supplied by contractors. The annual petroleum requirements of one such farm amount to nearly 150,000 gallons—roughly the money-value equivalent of less than 10 workmen's wages.



Bank-out wagons are emptied mechanically by gasoline-powered screw conveyor into conventional grain trucks.

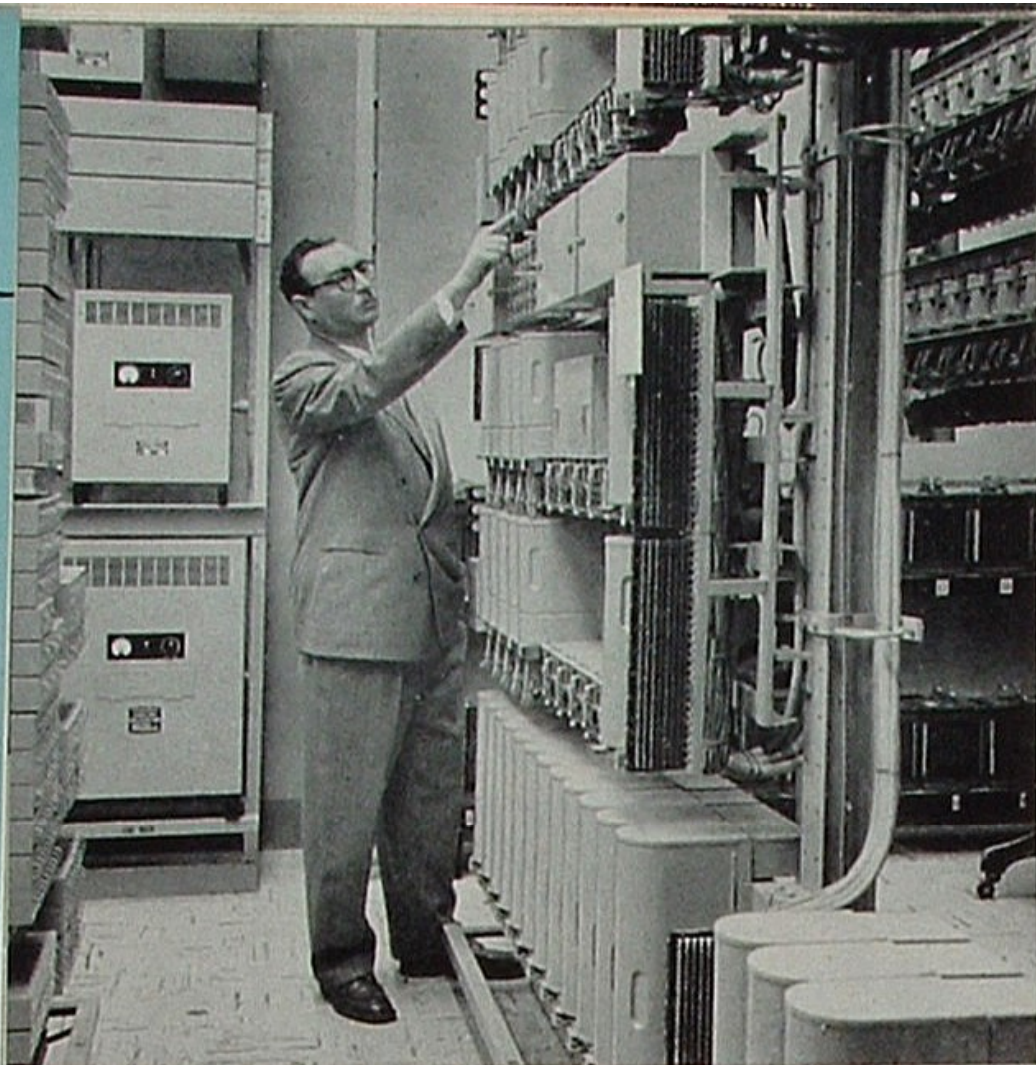
Foreman Derek Godbold tests rice samples prior to storage. A 14% moisture content and 70° temperature qualify.



By mechanically lifting the truck's front end, the load is deposited in underground bin of Terhel rice elevator.

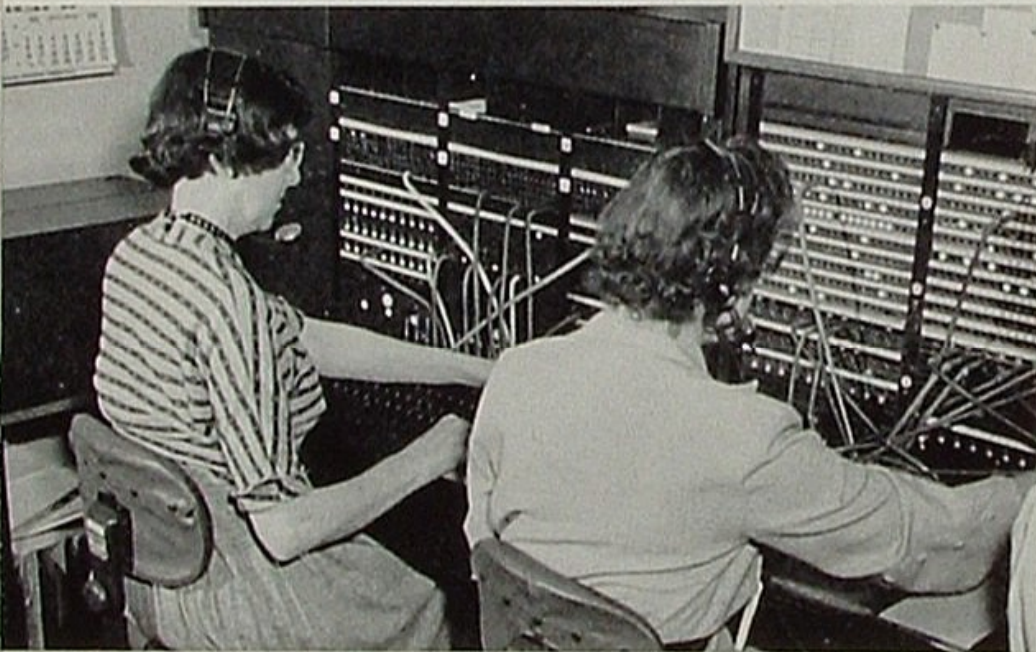
Successful rice producers, in a petroleum sense, are Walter Ramazzini and George Sellman, Colusa Union Oilers.



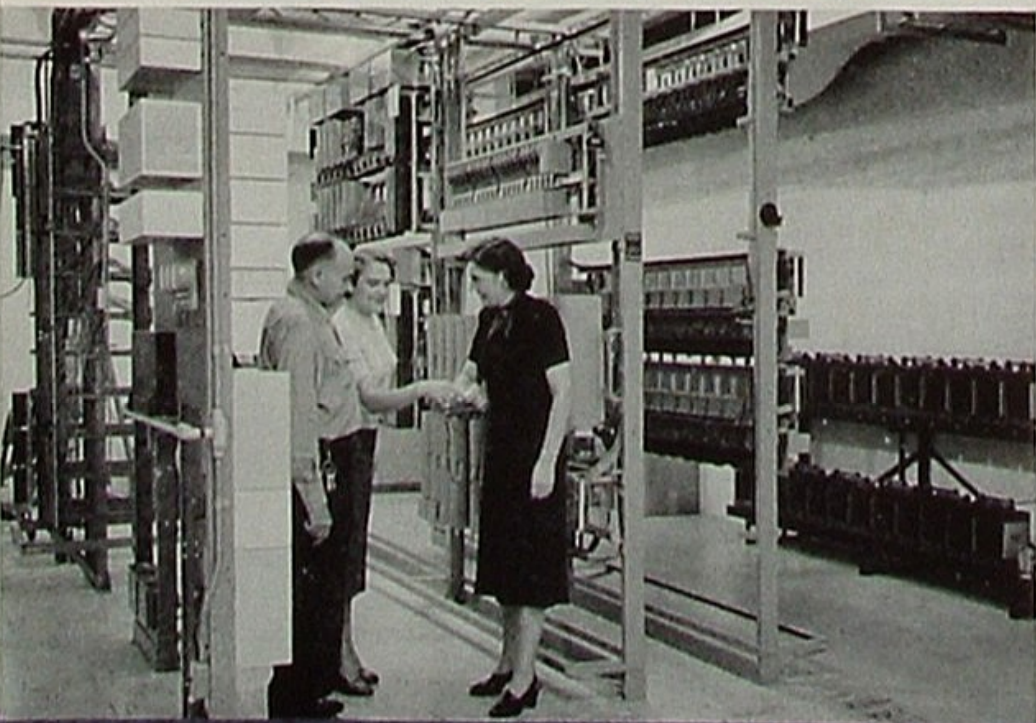


Fred Broughton, seen inspecting a line finder, helped plan the dial telephone system and is communications engineer.

A single Home Office switchboard operated by Jewell Schmidt, left, handles calls in an out of Los Angeles area.



At Brea Research Center, Florence Myers and Ruth Diehl learn intricacies of dial equipment from Albert Cluster.

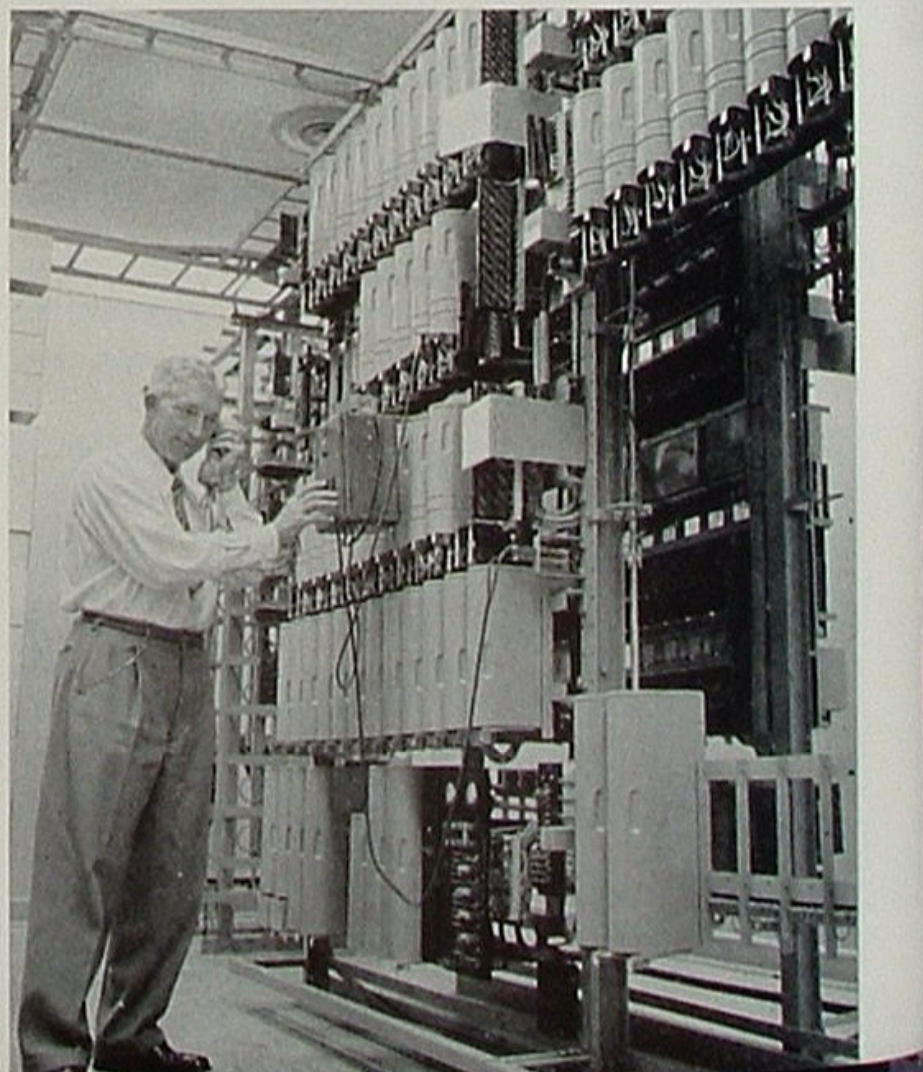


George Robertson points to carrier radio equipment that enables each pair of wires to carry an additional call.



Martha Hodges sits at Orcutt's busy communications cross-road. Here telephone and two-way radio systems meet.

Foreman Ernest Cheatham, at the Santa Fe Springs exchange, is one of 10 Union Oilers who maintain system.



Latest Word in Communications

TELEPHONES have been an important factor in unifying oil operations through the Company's entire history. As early as 1888, Hardison and Stewart, the founders, installed 50 miles of telephone line and 16 instruments in the Santa Paula-Ventura area. Since that time, our private communications system has operated and expanded steadily.

Now another milestone of progress is being marked. Within recent months, a new dial telephone system has been installed, interconnecting Home Office, the Petroleum Building in Los Angeles, Santa Fe Springs, Whittier, Dominguez, Brea Research Center and Los Angeles Refinery, and affording manual interconnection with Bakersfield, San Luis Obispo and Orcutt.

So far, the system consists of 66 major circuits, 2,502 miles of voice channels, seven new automatic exchanges in addition to new switchboards in our older manual exchanges, and 1,150 Company-owned telephones. If present plans for its expansion are carried through, we may be setting the communications pace in 1952.

The value of such a distinction is measurable only in convenience. It means that a majority of Union Oil people, working in an area over 300 miles in length, are within finger-tip accessibility of each other. Employees at Brea and San Luis Obispo, 300 miles apart, can, for example, discuss a business problem as readily as if they worked in adjoining offices.

The accomplishment dates from 1946, when it became evident that the Company's old telephone installations were due for improvements. Two separate studies were made, one by telephone company estimators, the other by Union Oil engineers. It was concluded in 1948 that we could install our own system at a saving of \$200,000 annually over the best leasing arrangement offered. The project was started in June, 1949, and completed during the latter part of 1951. Construction costs have totaled approximately \$795,000 to date, indicating that the in-

vestment can be amortized within less than four years by the previously mentioned annual savings alone.

Several additional advantages are offered by the new dial system. Business can be conducted throughout our wide-spread Southern California operations as conveniently as if all were under one roof. Long-distance tolls will not have to be considered in placing calls from town to town. The private lines will continue to serve us in areas where public services are not available. And the use of our own maintenance personnel will give us better assurance of prompt repairs, particularly during weekends when most telephone company crews are off duty.

Highly valuable also are the two-way radios now being integrated with our telephone system. These instruments save many hours of time and miles of travel near drilling operations, for instance, where installation of conventional telephones would be too costly and time consuming. Radio telephones span the miles without benefit of pole lines and, by means of equipment now being installed, can be connected with any instrument in our dial system. Supervisors with radio-phone equipped cars are reporting time economies of several hours daily. It is evident also that personal injuries, fires and mechanical failures will be minimized through this prompt method of contacting sources of help.

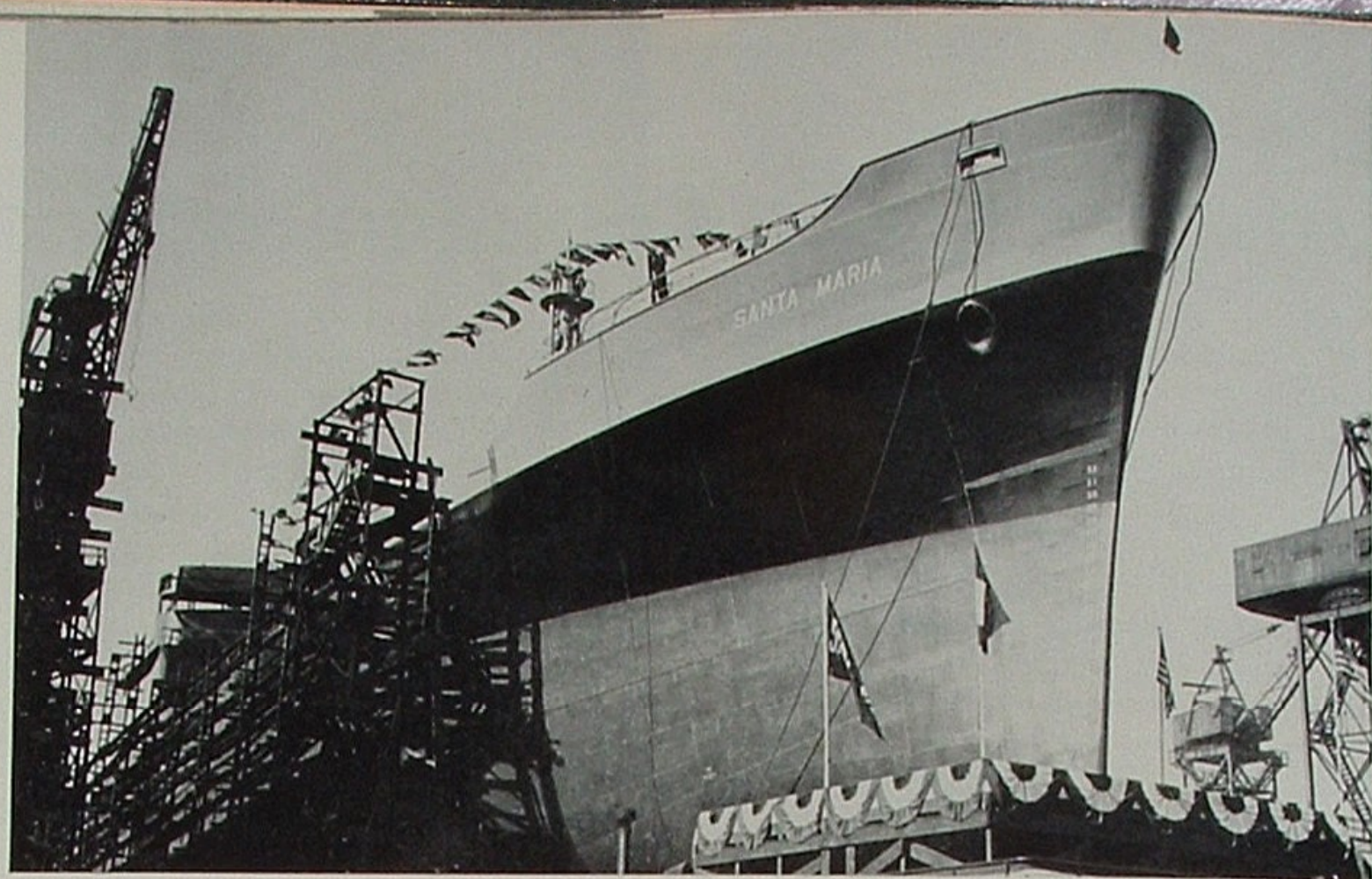
Owning such a communications system involves maintaining pole lines in some areas, or leasing cable space on the right-of-ways of other companies at the current rate of about 30 cents per pole per year. About 14 carloads, or 800,000 pounds, of copper wire make up our present circuits. These, along with complicated automatic dialing equipment in the exchanges, have to be kept in perfect working order. The responsibilities are now being handled by a communications engineer, two communications foremen, and seven men who handle operations and maintenance. The service is excellent!

Blaine Hughes, production foreman at Orcutt, can reach or be reached anywhere through his radio-phone equipped car.

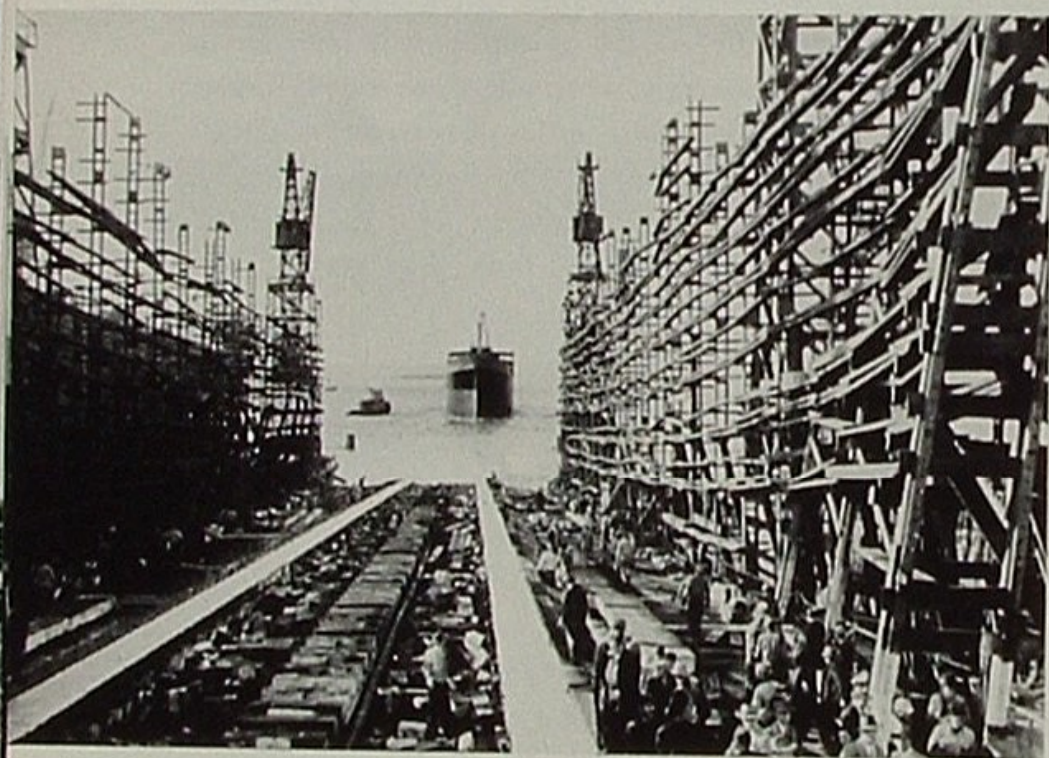


At remote drilling locations, K. W. Brown, drilling foreman, finds the two-way radio an invaluable time saver.





Launched in the Finest Tradition



Principals at the SANTA MARIA's launching were, below, Mrs. R. D. Gibbs, sponsor, Charles L. Stafford, Jr., high school representative from Santa Maria, and J. M. Willis, general manager of Bethlehem's Shipbuilding Division.



IF christenings are a dependable omen, Union Oil's new tankship SANTA MARIA will enjoy good fortune and smooth sailing on the high seas. For it is unlikely that any commercial vessel ever received a heartier or smoother sendoff than that arranged by Bethlehem-Sparrows Point Shipyard officials, the builders, on December 7. Even the sun beamed down at its California best, as if imported to winter-accustomed Maryland for the day and the purpose.

Making up a large crowd at the christening were workmen and officials who put the 18,000 ton vessel together; many prominent Americans representing Congress, the Navy, civic leadership and industry; and an honored group of Union Oilers, which included Mr. and Mrs. W. L. Stewart, Jr., their daughter Margaret, Mr. and Mrs. R. D. Gibbs, Mr. and Mrs. W. C. Stevenson, Mr. and Mrs. R. H. McGough, Captain J. B. Stene, Messrs R. H. Cyrus and U. W. Hird.

Occupying the focal point of interest, of course, was the sponsor, Mrs. R. D. Gibbs, whose christening swing with a bottle of champagne was described by columnist Bill Henry as "a haymaker that knocked the big tanker into the middle of the Delaware River." She graciously shared the spotlight with young "Bing" Stafford of Santa Maria High School, whose essay had won for himself and his parents an expense-paid trip to the christening.

The more than 200 special guests of Bethlehem, who traveled in limousines to the launching and returned to Baltimore for the reception and luncheon, were unanimous in praising their hosts.



INDUSTRIAL SUMMARY

● INDUSTRIAL RELATIONS

The re-enrollment of our California employees in the revised Voluntary Unemployment Compensation Disability Insurance Plan is progressing rapidly. As of early December, well over 75 per cent of the California employees had indicated their acceptance of the Plan. Accordingly, the revision became effective January 1, 1952.

from W. C. Stevenson

● FIELD

Budgets, just completed, of Exploration Department expenditures for the year 1952 indicate the highest level of exploratory activity in Company history. Search for additional reserves will be intensified in California, West Texas, Gulf and Rocky Mountain divisions. In addition, a heavy prospecting program will be carried out in the Williston Basin, Oklahoma, Western Canada and Costa Rica.

Recently our exploratory efforts have resulted in two discoveries which are believed to be of importance. TXL No. 1, discovery well in the South Lake Trammel Prospect in Nolan County, Texas, has been completed, with 42.5-gravity clean oil flowing through a 1/4-inch choke at the rate of 120 barrels per day. We have a good land position in this area, and additional drilling is planned for the immediate future. The second discovery was made by our Mellowdale No. 1 on the Barhead Prospect, northwest of Edmonton, Alberta, which indicates a potential of five million cubic feet of gas per day from two intervals tested.

from Sam Grinsfelder

● MARKETING

Union Oil Company's new domestic car dealer program, featuring Royal Triton and called the "Royal Triton Motor Maintenance Program," is meeting with excellent results. In the first several weeks after announcement, almost 400 new-car dealers have elected to feature Royal Triton and to participate in the advantages offered by our credit plan.

A full-scale road test of Triton RR Diesel Engine—Union Oil's new locomotive diesel engine lubricating oil—was started on November 16. This test, employing four units of a Southern Pacific E. M. D. diesel locomotive operating in freight service between Los Angeles and El Paso, will continue for approximately one year, and is being undertaken in order to establish in railroad circles the superiority of this lubricant over competitive products.

Soon your favorite service station salesman will be attired in his new uniform. For the purposes of presenting a better appearance and overcoming some customer aversion to easily-soiled whites, we have adopted new service station uniforms consisting of blue gabardine trousers, blue overseas caps and white shirts.

To keep pace with our growing sales of lubricants in the eastern market, new regional sales headquarters were established in Cincinnati, Ohio. This is in addition to similar headquarters in New York, Chicago and New Orleans. Each office is responsible for marketing Company products in a designated area of the eastern United States. Regional managers and their staffs are responsible for acquiring distributors for the marketing of Royal Triton, T5X, Unoba Grease and other products, and franchises already have been granted to distributors covering more than half of our eastern marketing area. Sales during 1951 of lubricants in the eastern market exceeded one million gallons.

from Roy Linden

● TRANSPORTATION & DISTRIBUTION

At Astoria, Oregon, on November 16, 1951, the SS VICTOR H. KELLY was sold to the Peninsular Carriers Corporation of New York City. The ship was thereupon returned to Union Oil Company for operation under a Bareboat Charter Agreement which will terminate on July 31, 1952. The SS VICTOR H. KELLY was built for Union Oil at the

Sparrows Point shipyard of Bethlehem Shipbuilding Corporation and delivered in March, 1940. She is one of five sister ships built for our Company between the years of 1939 and 1942. Three of these ships—the A. C. RUBEL, L. P. ST. CLAIR and PAUL M. GREGG—remain under Company ownership. And our present fleet will be augmented early this year by the SS SANTA MARIA, launched December 7, 1951.

A contract for the modernization of Junction Station has been awarded to Engineers, Ltd., Pipe Line Company, and construction will start immediately. Crude-oil-burning diesel engines and quintuplex pumps, identical to new equipment at Antelope Station, will be installed. Due to the operation of three main lines out of Junction, we will install six 500-barrel-per-hour main line pumps—two for each line—manifolded to provide standby facilities on No. 1 and No. 2 lines, which operate almost continuously pumping to the coast. These new pumps and engines will replace steam equipment, some of which has been in operation since the station was built in 1909. Savings in fuel, through use of oil-burning engines instead of the steam plant, will amount to approximately 100 barrels of heavy crude oil per day.

from Ronald D. Gibbs

● MANUFACTURING

A program of modernization and replacement of oil storage tanks is in progress at the refineries. Included in this project is the replacement of steel cone roofs with floating roofs for certain commodities. A floating roof actually floats on the surface of the oil. This eliminates the vapor space existing above liquid level in tanks equipped with fixed cone roofs. Petroleum vapors present in petroleum storage tanks are a potential fire and explosion hazard, so, the use of floating roofs reduces such risks considerably.

from K. E. Kingman

● COMPTROLLERS

The Company's recent agreement to complete a partially drilled test well in Oregon on a "pay out" basis, thereby acquiring an interest in the leases being proven, highlights a growing tendency in the industry to spread risk. In the Pacific Coast states alone, for example, the Company participates in 14 unit plans, 45 joint ventures and 10 "pay outs." Union Oil operates three of the unit plans, 28 of the joint ventures, and nine of the "pay outs."

Accounting and auditing problems arise from these pooling operations. However, the financial advantage of sharing land and drilling costs is obvious. A feature of the unit plan is the resultant optimum efficiency in operating and oil recovery in fields in which interests are held by many parties. The "pay out" plan provides

the property owner with an increased participation in profits over a number of years in lieu of a large taxable bonus in one tax year.

from Irving J. Hancock

● PURCHASING

While we can see reasonable expectations for some increase in the supply of steel during the first half of 1952, the supply of copper and copper products is causing considerable concern. It is not anticipated that new planned production will come on the market for at least one year. Also, as long as the foreign price remains higher than the domestic price, little relief can be expected from imported copper. The Petroleum Administration for Defense has at this time prohibited the extension of allotments for new construction for the first three quarters of 1952. P. A. D. is recommending the substitution of aluminum for copper wire and tubing wherever possible.

from E. H. Weaver

WANTED—FORESIGHT

Given the tools, the American oil industry will continue to find and produce great quantities of oil from our domestic fields to help meet expanding world needs.

Present world oil consumption of 11,000,000 barrels a day is more than double the demand of only 12 years ago. During the past 30 years, the use of energy in the United States has been growing twice as fast as the population. In each of the past two years, the increase in domestic oil use was more than the output of the entire state of Oklahoma, which is one of the major producers. And demand, here and abroad, is still rising.

The point is that we in America and our friends abroad have a virtually insatiable appetite for oil—and oil is a *must* item in building any country's economic and military strength and security. More and more oil must be drawn from the ground, refined, transported, stored and marketed. That means that the oil industry, if it is to do what is expected of it, must be able to obtain the materials needed for building new and larger facilities of all kinds. It is true that the expanding arms program has made it necessary to allocate certain materials, notably steel. No one doubts the importance of the military requirements. At the same time, a proper balance must be maintained. All the arms in the world would be of small value if our vital industries, such as oil, were unable to get the necessary tools to do their jobs. Materials allocation calls for great wisdom and foresight on the part of the responsible officials.

from Industrial News Review, Portland, Oregon.



Effective October 19, 1951
DR. W. E. BRADLEY
 Manager of Research



Effective October 18, 1951
HOMER REED
 Chief Engineer



Effective October 19, 1951
R. J. GAROFALO
 Patent Counsel



Effective October 19, 1951
J. E. SHERBORNE
 Assistant Manager of Research



Effective October 19, 1951
DR. CLYDE BERG
 Manager of Process Development

Organization Changes

RESEARCH AND PROCESS DEPARTMENT— To provide the Company's broadening research and related activities with adequate supervision and coordination, several organization changes have been made. The name of the former Research Department was changed on December 5 to the Research and Process Department. The department now consists of three principal divisions: the Research Division, under Dr. W. E. Bradley; the Process Division, under Homer Reed; and the Patent Division, under R. J. Garofalo. These three managers report to Vice President C. E. Swift, who in turn continues to report to Executive Vice President W. L. Stewart, Jr.

Others involved in this realignment are J. E. Sherborne, now assistant manager of Research, reporting to W. E. Bradley; and Dr. Clyde Berg, now manager of Process Development, with headquarters at the Los Angeles Refinery, reporting to Homer Reed.



Effective October 23, 1951
R. H. BUNGAY
 Manager Engineering
 and Construction
 Home Office



Effective October 23, 1951
M. A. REAUGH
 Manager Manufacturing
 Economics
 Home Office

MANUFACTURING DEPARTMENT— Home Office — Effective October 23, 1951, Robert H. Bungay was appointed manager of engineering and construction, and Myrl A. Reaugh was appointed manager of manufacturing economics. Their responsibilities embrace only the Manufacturing Department, they will be located at Home Office, and both will report to Vice President K. E. Kingman.

Effective 11-12-51



M. S. THOMSON
Superintendent Lube
Treating
Oleum Refinery

MANUFACTURING DEPARTMENT— Oleum and Los Angeles Refineries — To replace H. R. Fifer, who is serving on a special Los Angeles assignment, M. S. Thomson was appointed superintendent of lube treating at Oleum Refinery, effective November 12. Simultaneously R. A. McKean was appointed superintendent of cracking at Los Angeles Refinery, replacing Thomson. T. O. M. Jones was made chief clerk at Los Angeles Refinery on November 1, replacing H. M. Cameron, who has retired.

Effective 11-12-51



R. A. McKEAN
Superintendent of
Cracking
Los Angeles Refinery

Effective 11-1-51



T. O. M. JONES
Chief Clerk
Los Angeles Refinery

INDUSTRIAL RELATIONS W. C. Stevenson announced the appointment of Creston M. Harnois, right, on October 1 as manager of wage and salary administration.

Effective 10-1-51



C. M. HARNOIS
Manager Wage & Salary
Administration
Home Office

Effective 8-24-51



J. H. MCGEE
District Sales Manager
Salt Lake City

Effective 8-24-51



O. G. GILBERT
District Sales Manager
Santa Rosa

Effective 12-1-51



T. J. FAHAY
Credit Manager
San Francisco

Effective 11-1-51



W. I. HAYLAND
Distribution Manager
Seattle

Effective 11-14-51



D. B. HAYES
District Sales Manager
Salem

MARKETING DEPARTMENT Central and Northwest Territories—Central Territory Manager F. K. Cadwell announced the appointments of James H. McGee on August 24 as district sales manager at Salt Lake City; of Oren G. Gilbert as district sales manager at Santa Rosa, replacing McGee; and of T. J. Fahay on December 1 as credit manager at San Francisco, replacing C. H. Mann, retired.

Effective 11-14-51



C. F. LEITHOFF
District Sales Manager
Klamath Falls

Northwest Territory Manager T. B. Wise announced the appointments of W. I. Havland on November 1 as distribution manager at Seattle, replacing W. E. Davenport, retired; of D. B. Hayes on November 14 as district sales manager at Salem and C. F. Leithoff as district sales manager at Klamath Falls; and of C. L. Campbell on November 26 as credit manager at Spokane, replacing Fahay.

Effective 11-26-51



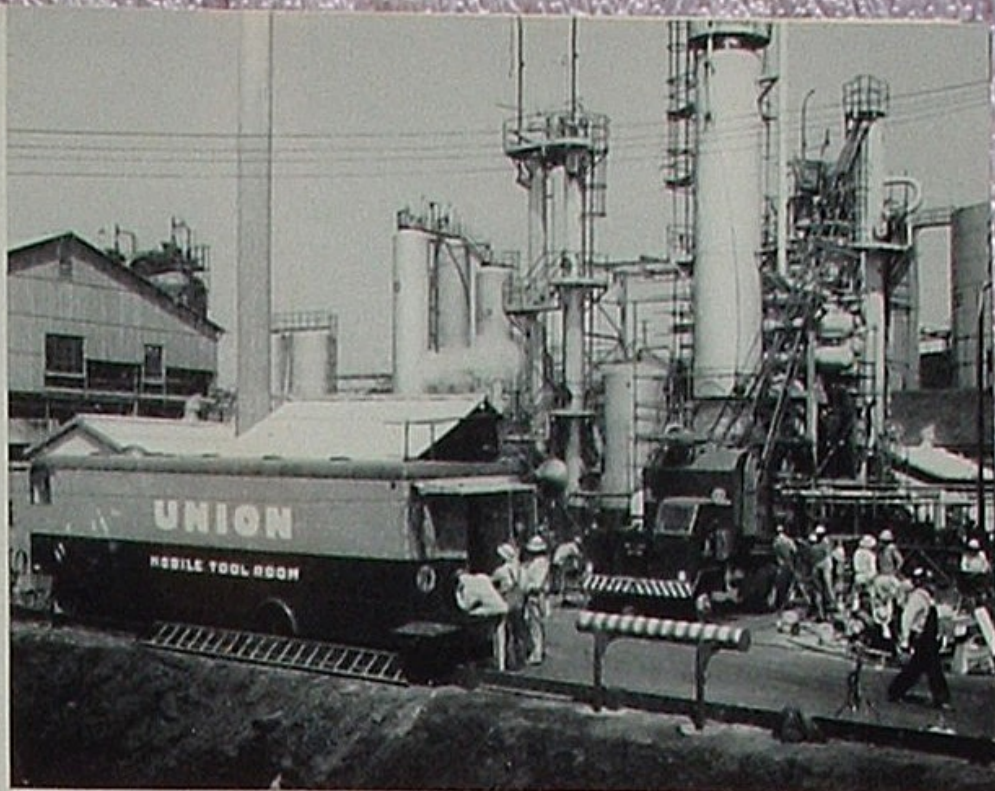
C. L. CAMPBELL
Credit Manager
Spokane

CLEVER! THESE YANKEZE



AT HOME OFFICE, Leonard Anderson, our tank calibration engineer, wondered if something could be done about an old gauging problem. From long experience he knew it was often difficult to measure the liquid level inside storage tanks through use of the standard steel tape and plumb bob. This was especially true when gauging at night, in stormy weather, or when measuring such products as aviation gasolines, alcohols, fuel oils and lubricating oils. So, he devised for Company patenting what is now known as the Anderson Liquid Gauge Recorder. It consists of a plastic tube with a rod-controlled valve in the bottom. The device, when fastened to a steel tape and lowered to approximate liquid height, fills to the exact liquid level of a tank being gauged. The gauger then releases a small weight, which slides down the tape and closes the tube's valve by striking its connecting trip rod. Tape and tube are reeled to the tank roof, where the gauger can easily make his reading, night or day and in all kinds of weather. The tested and approved instrument is being made available to Company gaugers through our Comptroller's Department.

from Bob Hagen

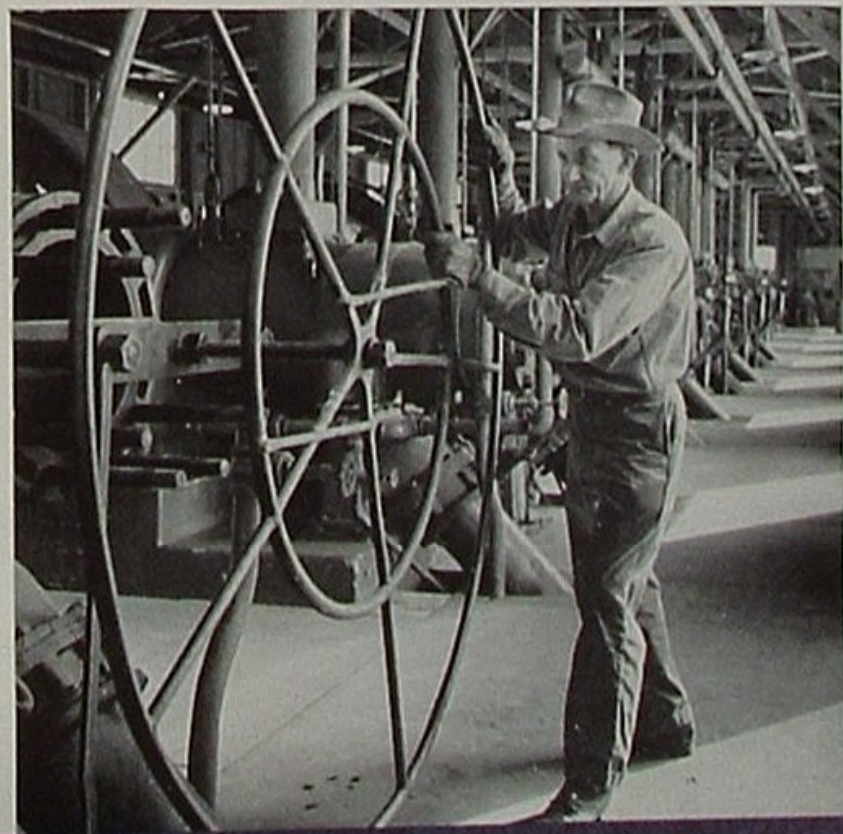


AT OLEUM REFINERY, some of the men got to thinking about the time being spent in going back and forth to the shop for tools. So, what did they do? Put truck wheels under a new trailer-type tool room. And now, everywhere the maintenance men are working, all the necessary tools are sure to go. The mobile tool room is easily moved by hitching it to a truck. It is equipped with a telephone and powerful address system. Much time is saved and more work is being done with fewer tools.

from Clyde Morton

AT BELL COMPRESSOR PLANT, Lonnie Cantrell, a roustabout with an inventive turn of mind, figured there must be an easier way to remove, install and adjust pistons and rods in the large gas compressors. For many years repairmen had been getting at the threaded piston rod through a small aperture in the compressor housing. Turning the rod with a special wrench through this opening was a long and tedious operation. Accordingly, Lonnie designed an attachment that would gain a secure hold on the piston head, constructed the wheel-wrench shown here with which to do the turning, and proceeded easily to do a job that used to require a much greater length of time.

from Lloyd Kinney



A REPORT OF STEWARDSHIP

The following report made by President Reese H. Taylor on November 13, before the New York Society of Security Analysts, should be of interest to all Union Oil people.



Union Oil's purchase of the Los Nietos properties added 43 million barrels to the Company's light-crude reserves.

IN 1948 I stated that the Union Oil Company's management was operating on the principle that the business is a going concern which management is obligated to hand over intact, if not improved, to the succeeding generation. I described our accomplishments and outlined the Company's program for fulfilling future objectives under this policy.

In 1948 the Company had the most profitable year in its history to date. In late 1949 and 1950 the Company's profits suffered a setback, relatively—which I'll discuss with you later. This year the situation is much improved.

Basically, we are continuing to follow that policy of long-term stability and improvement. We may reasonably expect that there will be short-term variations in future years. But we are constantly endeavoring to strengthen the Company's position with respect to all factors of sound business subject to management control. I am happy to have this opportunity to bring you up to date on our prospects and hope you will agree we are trying to meet the problems.

First, let's consider the situation and outlook for the West Coast petroleum industry as a whole. What are the challenges faced in common by the Union Oil Company and its competitors?

Rapid expansion is being thrust upon the industry by the surge of population growth. By conservative estimate, the population of the West Coast is growing about 4% per year, as compared to a growth rate of only 1½% for the United States as a whole.

Of equal, or more, significance is the trend of change in the balance of products. At the present time gasoline comprises

about 38% of the total demand for petroleum products. By comparison, gasoline amounted to 34% of the total in 1940 and may comprise about 43% in 1960. In contrast, residual fuel oil demand growth will be restricted as railroads convert to diesel-electrics, and natural gas imports into the area from Texas further increase.

How do these developments affect the Union Oil Company?

We view as a mixed blessing the rapid expansion being forced upon us. We have to run almost as fast as we can to stay where we are. To supply the increasing demand and maintain our relative position in the industry, we must constantly increase our raw material supplies, expand our transportation system, augment and improve our refining equipment, and build up our distributing and selling facilities. In short, we have to spend money—lots of money—to take advantage of this growth.

The shift in demand has intensified a problem that has been more troublesome to Union than to other West Coast operators. For a good many years, the Company has

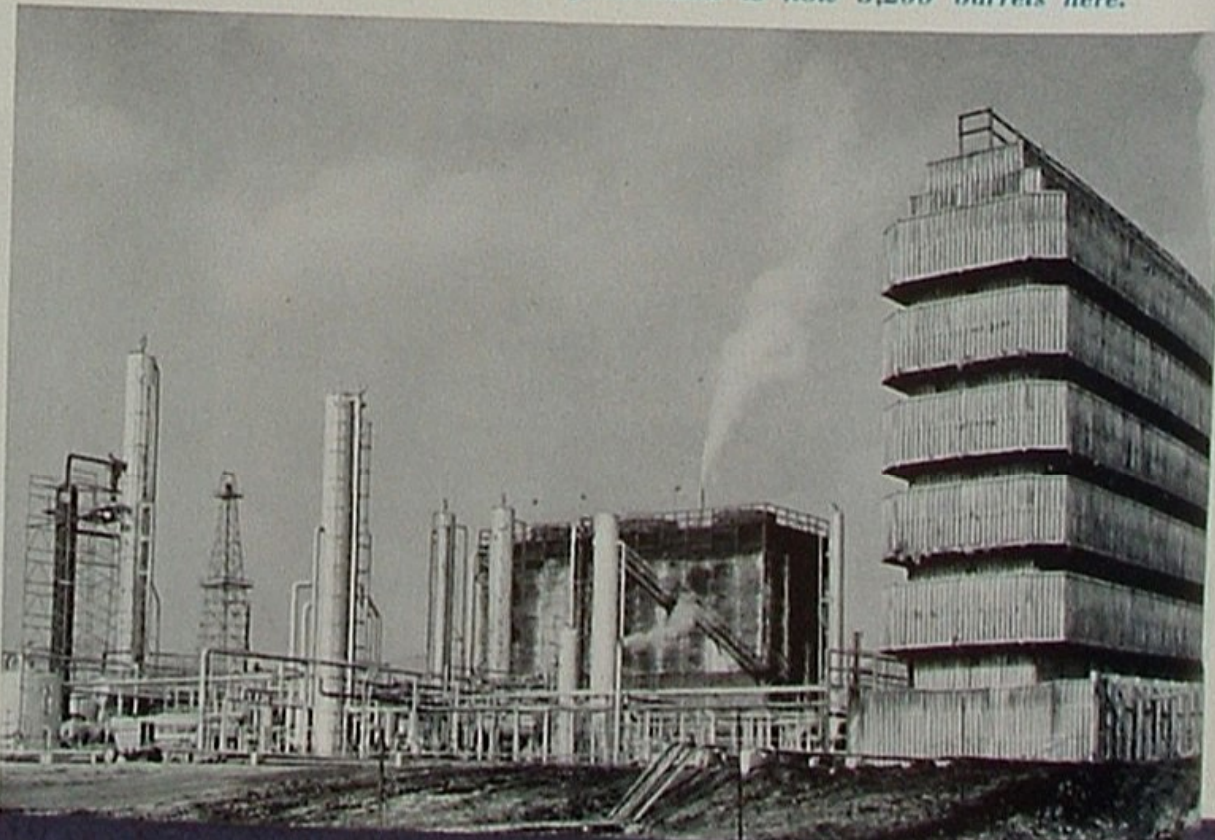
been generally regarded as a heavy crude producer and refiner. Chiefly as a result of our discoveries and extensive development in the Santa Maria area our reserves of heavy crude oil were proportionately greater than those of the other major companies on the West Coast. As late as December, 1948, 38% of Union's gross controlled reserves in California were below 20° API, whereas only 29% of the industry's total reserves in the state fell within this gravity range.

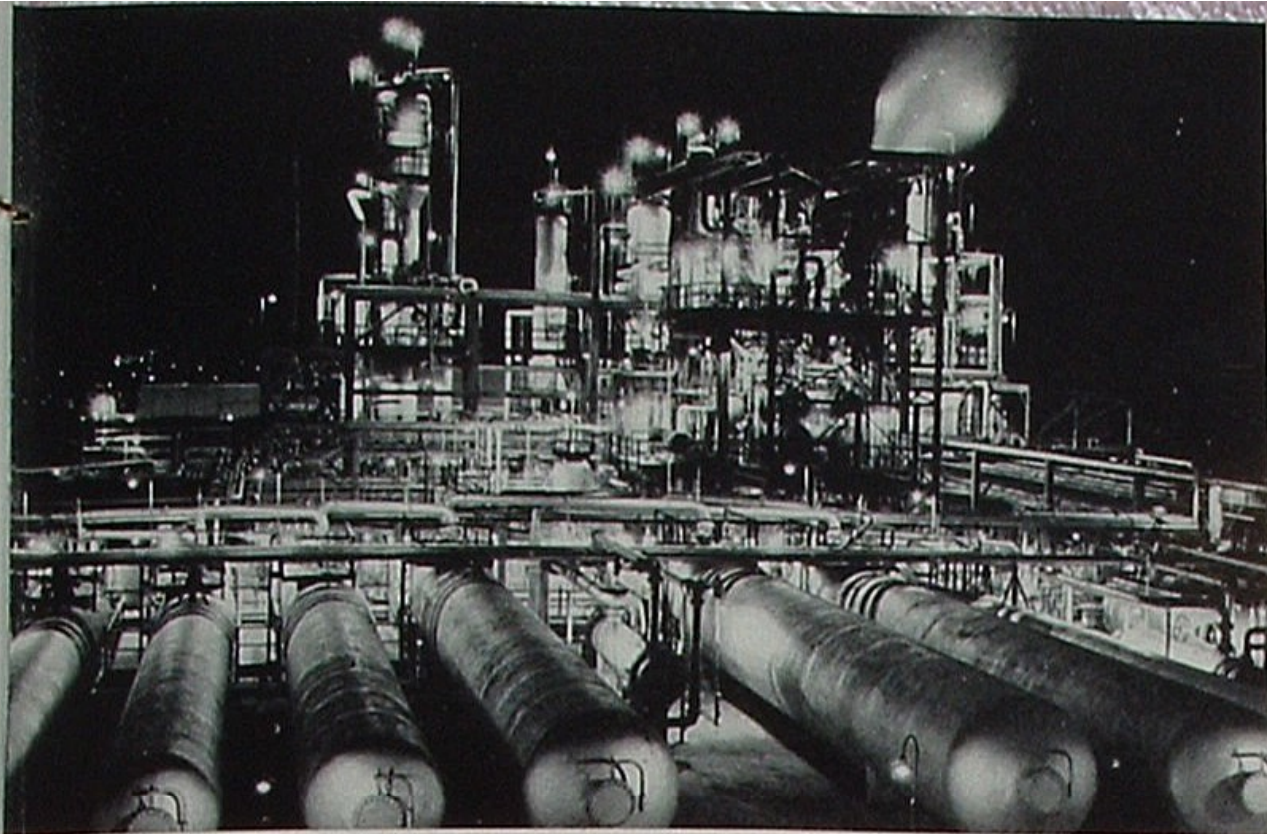
We have made great progress in improving the quality of our crude receipts, and today the gravity distribution of Union's controlled California reserves is substantially the same as that of the total reserves in the state.

How have we accomplished this?

It was apparent at the outset that it would be unwise to depend entirely on increased California exploration as a means of balancing our reserves. We decided to supplement these activities by the purchase of reserves in the ground of the type of crude oil we needed. When the Los Nietos

Properties purchased from Havenstrite Oil Company in 1950 added 10 million barrels to light-crude reserves. Daily production is now 3,200 barrels here.





The development of new solvent refining techniques has made it possible for us to retail a premium western oil at 5¢ per quart over eastern-oil prices.

Company was offered for sale, our studies indicated that this small producing company was ideally fitted for our purpose.

Gross crude reserves of that company then totaled 48,000,000 barrels, of which 95% was in California, and virtually all was high gravity oil of exceptional quality. Of a total crude production of 7,500 barrels per day, about 7,000 barrels per day was accessible to, and immediately usable by, our California refineries. Operation of these properties and others in West Texas and Canada was easily dovetailed—with resulting economies—into our existing activities.

During the same year Union also obtained control of some 40,000,000 barrels of gross reserves of light refining crude oil by entering into a long-term agreement for purchase of the entire production of leases formerly held by Mrs. Carrie Estelle Doheny. This agreement made an additional 6,500 barrels per day of high gravity crude oil immediately available to our California refineries.

By a similar purchase agreement in 1950, we gained control of additional reserves amounting to approximately 10,000,000 barrels of light crude under leases formerly held by the Havenstrite Oil Company. Production from these properties, which averaged 1,700 barrels per day at the time of the agreement, has subsequently been increased to 3,200 barrels per day.

With regard to our exploration activities in the state, as a result of two significant discoveries in the Los Angeles Basin, together with extensions elsewhere, we have added over 50,000,000 barrels of new reserves in California during the past three years.

None of Union's substantial out-of-state production is geographically near enough to be economically transported into California for refining. However, under arrangements covering sale of our out-of-state

oil, we are able to purchase California production which would not otherwise be available to the Company.

Last year we transferred some of our out-of-state reserves into California by means of an exchange with the Continental Oil Company, under which we gave up our interest in certain Wyoming properties held jointly with them in exchange for a part of Continental's interest at Kettleman Hills. In this manner we obtained an additional 5,000,000 barrels of light oil reserves in California and increased our receipts of Kettleman Hills oil by 1,200 barrels per day.

Our substantial reserves of heavy crude continue to be a source of desirable raw material for the production of fuel oil, asphalt, and lubricants. In the past we have converted our heavy crude, with relatively little refining expense, chiefly into fuel oil, for which a large market existed. But now the changing demand pattern is placing greater emphasis on gasoline and other light products.

Although we had long been aware of this problem, it was brought home to us emphatically during late 1949 and early 1950. The recession of 1949 found the West Coast industry, which had been geared to the production of postwar fuel needs, operating at a high level. Despite efforts to cope with the problem, inventories of fuel oil rose to burdensome levels, and prices dropped precipitously. Union was particularly vulnerable because of the disproportionate amount of our heavy crude receipts. The drastic action taken at that time, including the liquidation of these inventories and the temporary shutting in of part of our heavy crude production, resulted in the low profits of late 1949 and early 1950. Since then heavy crude and fuel oil prices have made a substantial recovery, although they are still below the prices of early 1949.

Unquestionably, improving the quality of our crude receipts has put the Company in a better position to meet similar situations in the future. But to further strengthen the Company against such contingencies, and to keep abreast of demand shifts, we intensified our efforts to develop and apply the refining techniques which would permit us to convert heavy crudes economically into the products needed. This problem is one to which we have devoted a great deal of research and planning.

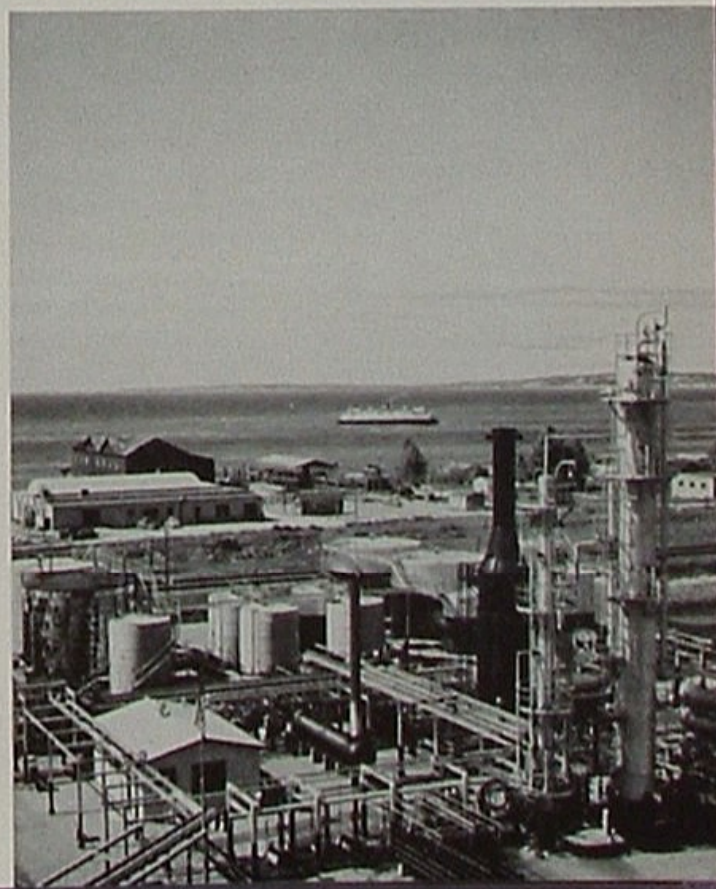
As a first step, we have well under way the construction of a fluid catalytic cracking plant having a capacity of 28,500 barrels per day. Completion of this unit will give Union the largest total catalytic cracking capacity on the Coast. To supply the cracking stock for this plant and to augment our crude capacity, we are also building a 40,000 barrels per day vacuum topping unit. These plants are expected to be placed on stream during 1952. Both are being built under 75% Necessity Certificates.

We have placed in operation a solvent refining plant which has increased our production of high quality lubricating oil from 500 barrels per day to 1,500 barrels per day. This year we completed an asphalt plant near Seattle with a crude capacity of 4,000 barrels per day, capable of producing 65,000 tons of asphalt during the peak summer demand period and fuel oil during the remainder of the year. This plant not only increased our ability to supply this growing market, but enabled us to secure a substantial reduction in our cost of transporting asphalt into this area.

Union's tankship fleet will soon be augmented by a new ship, to be launched early next year, which has been designed to provide a maximum flexibility for product transportation. This vessel will be chartered, on a long-term agreement, at a very attractive rate.

To handle increased crude production in

Our 4,000-barrels-per-day Edmonds Refinery near Seattle began producing asphalt and fuel oil in 1951.



the Santa Paula area, we constructed a marine terminal at Ventura. A products distribution terminal will be operated in conjunction with this installation, and the expenses of handling both crude and products in the area will be reduced.

A products pipe line and modern truck loading terminal have been put into operation between our Wilmington refinery and Los Angeles, which has eliminated an appreciable portion of the expense of truck distribution.

We have expanded sales operations within our marketing area and have broadened our distribution into new areas. In 1950 we took a major step in sales expansion by invading the lubricating oil market east of the Rockies, a step which I think points up one of the significant changes made in West Coast refining. Fifteen years ago, western lubricating oil was regarded as inferior to eastern oil. Those who wanted the best bought Pennsylvania oil, and they paid a premium of 10 cents per quart to buy it.

The development of new solvent refining techniques, in which Union research played a major role, made it possible for us to produce a superior lubricant from western paraffin-base crudes. Learning how to make the oil was only half the battle. We had to overcome a long-standing prejudice and convince our customers that the new product was actually superior in quality to the eastern oil they had been using. The success of this selling job, and the quality of the oil itself, is attested by the fact that we now retail a premium western oil, Royal Triton, at 5 cents per quart more than the local price for eastern oil.

Our lubricating oil sales expansion program at present embraces 15 states in the Rocky Mountain, Midwest, and Atlantic seaboard areas. Our oils are already being handled by 7,000 retail outlets.

Newspaper, radio and television advertising is being used to introduce Triton and Royal Triton to the people in those areas, many of whom are already familiar with the name of the Union Oil Company as a result of our institutional advertisements in national magazines.

A development of considerable interest has been the recent appearance of self-service stations, selling gasoline at cut rates. This novel method of selling unquestionably attracts one type of customer, and during the peak of their popularity these outlets sold an estimated 5% to 6% of the total gasoline consumed in this area. During the past year an increase in the number of self-serves has reduced their sales per station, causing a drop in the discounts offered, and their appeal has suffered in consequence.

A year ago some predicted that the self-serve, like the supermarket, would virtually supplant the existing conventional outlets. We now are convinced this will not happen. We feel sure that the customer, who may not mind selecting and carrying gro-



A products pipe line and this modern truck-loading terminal have eliminated an appreciable part of truck distribution expense in the Los Angeles area.

ceries, is still unenthusiastic about handling a gasoline hose, checking dusty tires, and dirtying his hands on an engine.

Accordingly, Union has not engaged in self-serve merchandising. Instead, we have emphasized quality of product and speed of service, and we have sought to make our stations cleaner and more attractive. During the period that the self-serves have been operating, Union's percentage of civilian motor gasoline sales in the area has increased somewhat.

The last three years have, I think, shown a satisfactory record of growth and a substantial strengthening of the Company's position. Controlled crude reserves have increased over 13%, and total crude receipts are up 16%. Our net investment in properties and plants has risen 46%, an increase which chiefly reflects our acquisitions of producing properties and construction of new refining facilities. Sales volume has increased 27%, and sales realization, reflecting slightly higher prices, is up 30%. The book value per common share has risen from \$38 to \$43, after an increase of 13% in the number of shares outstanding.

Because we feel that the future development and success of the Company depends primarily on its assets of crude oil in the ground, we still place major emphasis on exploration. In fact, our present exploration program is the most extensive in the Company's history. Of 42 wells now under way, approximately half are wildcat wells, and intensive geological and geophysical work is being carried out in the major prospecting areas of the continent.

One of the jobs exploration has to do is to provide a continuing supply of crude oil for our California refineries. But there are no area restrictions on our exploration department. This policy has fostered a healthy diversification of the Company's producing activities and has led to the discovery and development of highly profit-

able oil and gas reserves outside the state.

In West Texas we have made several oil discoveries, including a major field in Terry County. Our Louisiana exploration has resulted in the finding of new oil, condensate, and gas fields. Our gas reserves in that state have been greatly increased, and we are currently delivering 30 billion cubic feet per year under long-term contracts with three gas pipe line companies. These sales contribute substantially to Union's income.

Because we regard Western Canada as one of the most promising new areas, we have been active there and established a division office at Calgary in 1949. We hold some 3 million acres in Canada, some of which are jointly held with other companies, and we have budgeted a substantial sum for exploration here during the next two years.

Our efforts to date have resulted in the discovery of large gas reserves. One outstanding joint well which we brought in last month has a rated potential flow of 66 million cubic feet per day.

The growing importance and success of geophysical prospecting methods have made it desirable for Union to engage more closely in this type of activity. Union formerly contracted out this type of work, but it became increasingly apparent that we needed a geophysical staff of our own. To fill this need we purchased the United Geophysical Companies, which gave us the immediate use of the specialized equipment and highly skilled personnel required for this work and will, we think, materially aid the success of our exploration activities.

This acquisition also permitted a closer coordination between our geological and geophysical prospecting, and it gave Union a research organization by which we can keep abreast of new developments in this rapidly growing field. Operating as a separate unit, the United Geophysical Com-

panies are contributing to Union's earnings by their contract work for other companies.

We are, of course, continuing intensive exploration in California. Although California has been somewhat overshadowed recently by more spectacular finds in other areas of the country, the state continues to be a major source of new oil. If, in the future, our growing demand for products outstrips the California supply of crude oil, it will be possible to import oil into the state by water from South and Central America and by pipe line from West Texas.

In addition, we will have recourse to secondary recovery and improved methods of production, now under study, which will permit a greater proportion of oil in known pools to be recovered. Pressure maintenance by gas injection is being applied in only a few of the fields of the state, and no large-scale water flooding is being done. However, Union is currently operating several water flooding projects, and we are also conducting experiments in production stimulation by bottom hole heating. Since less than one-third of the oil underground can be recovered by the methods commonly used, you can see the potentialities of this kind of research.

The significant changes in the pattern of our demand which I have outlined, point to the need for more than a stepping up of our throughput rates. They call for a drastic revision of our refinery processing procedures.

To provide Union the tools to make products in the quantities and quality needed, we have outlined a long-term program of construction under which we will build more equipment for coking, cracking and quality improvement. Construction of each of these units will be timed so that each plant can, on completion, be integrated with the existing facilities and used to maximum advantage.

As producing and refining techniques grow more complex, the progress and development of any oil company is increasingly dependent on its research department. In line with our policy of providing our

research people with the best possible facilities, we recently completed a new research center, costing \$8,000,000 and comprising 12 separate buildings, designed and equipped for productive research in all our major fields of interest.

One recent development of our research department is a process for desulfurizing stocks produced from high-sulfur crudes. This will permit us to catalytically crack these stocks without the danger of catalyst poisoning.

The hypersorption process developed in our laboratories, which I mentioned in my previous talk, is now in commercial use. Five plants have now been built for other companies, to assist in the manufacture of synthetic rubber, plastics, and detergents, and a sixth plant is under construction.

Our laboratories have developed an entirely new method of materials handling called The Mass Flow Lift Line, which offers economies over conventional methods in both initial investment and operating expense. We think it will find extensive application in catalytic cracking and continuous coking units.

You doubtless have noted a recent increase in public interest in the possible production of oil from shale, accompanied by an increasing amount of confusion on the subject. Let's cut through prejudice and propaganda and examine the facts.

First, we know that in an area near Rifle, Colorado, there are several ledges of shale, the richer one of which alone contains upward from 80 billion barrels of recoverable oil. Union Oil Company holdings in this one ledge will yield approximately 3 billion barrels of oil, or more than 5 times the Company's known crude oil reserves.

Mining, retorting, and refining techniques have been developed which can be put into practical operation whenever needed. The Bureau of Mines has done an excellent job in developing efficient mining procedures. As you know, the Union Oil Company has been active in oil shale research and has been particularly suc-

cessful in developing a practical shale oil retort.

Despite these advances, oil from shale cannot yet compete economically with crude oil. What is more significant, the nation's petroleum production is adequate for its present fuel needs.

There is no justification for the Federal Government, or any of its agencies, to utilize taxpayers' funds to start up large-scale synthetic fuels programs. When production of fuel from this source becomes economically feasible or is needed for defense, it can be best accomplished by American industry.

You are chiefly interested, I know, in those measurable, tangible items which appear on our financial statements. In addition to assets of that type, we recognize several which are not measurable in terms of dollars, but which are even more vital to the well-being of the Company.

The first of these is our staff of employees, 8,500 of them, who form the backbone of our organization. Although we cannot place a dollar value on their cumulative experience, which exceeds 100,000 years, we know that it is irreplaceable at any cost. Because we realize that inadequate communication is responsible for the gap that sometimes exists between management and the employee, we are making every effort to keep our people better informed concerning the policies and operations of the Company.

Another immeasurable asset consists of that large body of people who are not employees, but who are nonetheless vital to our continued existence—our customers and shareholders. Here again, our basic task is one of communication, whether it be through our advertising, our financial reports, or our service station dealers. Our public relations people are constantly trying to make that communication more effective. During the past few years we have used motion pictures to make our annual reports more understandable to our employees and shareholders.

The intangible asset which overshadows all others is our right to do business in a free economy. This right is now being attacked by aggressive and articulate groups fostering the encroachment of governmental control of business. To combat these ideas and to inform the people of the advantages of our system of free enterprise, we have for several years devoted a portion of our advertising budget to institutional advertisements, designed to present our thesis in a palatable and instructive manner. Not only have these advertisements won us many friends, but they have inspired a number of similar ads by others, and judging by our response, they are putting the story across.

These items are in a sense intangible, but the contribution they make is very real. Our continued progress depends on these intangibles as much as it does on the physically measurable assets.

To provide our Research people with the best facilities, we have recently completed an \$8-million plant for research in our major fields of interest.





"Oleumites," 126 strong, joined Rodeo townspeople on November 16, to give Red Cross 257 pints of premium blood.



Los Angeles Refinery people, on November 27, donated 220 pints and had volunteers enough to exceed 300.

The Good Samaritans

The man of ancient Samaria, who gave aid to a stranger he found suffering beside the roadway, is being emulated today by hundreds of thousands in America. And may their tribe increase! For, if more of us follow their examples of mercy and generosity, thousands of lives will be saved on the fighting fronts of Korea and among our distressed neighbors at home. Great though the response has been in America, the Red Cross announces that blood donations are lagging behind the country's immediate needs.

Two of the most successful Blood Drives conducted by the Red Cross are credited to employees of our two major refineries. At Los Angeles Refinery on November 27, some 310 Union Oilers volunteered, 235 were processed, and 220 pints of blood were collected. At Rodeo, on November 16, a similar Bloodmobile program netted 257 pints of blood, of which half was contributed by Oleum Refinery donors.

Doubtless, hundreds of other Union Oil people are serving mankind in this same kindly, unassuming manner. To all of such the Company extends its warmest gratitude.

Like money in the bank, these deposits are now available any time to refinery employees or families.



"Far better to give than to receive," was the modest comment made by Oleum people during "Operation Mercy."



Among L.A. donors were returned servicemen. Below, a donut and coffee put the givers back in refining trim.



ON TOUR

MAKING HISTORY

ON land and at sea during 1951, the worth of Union Oil products became more and more evident.

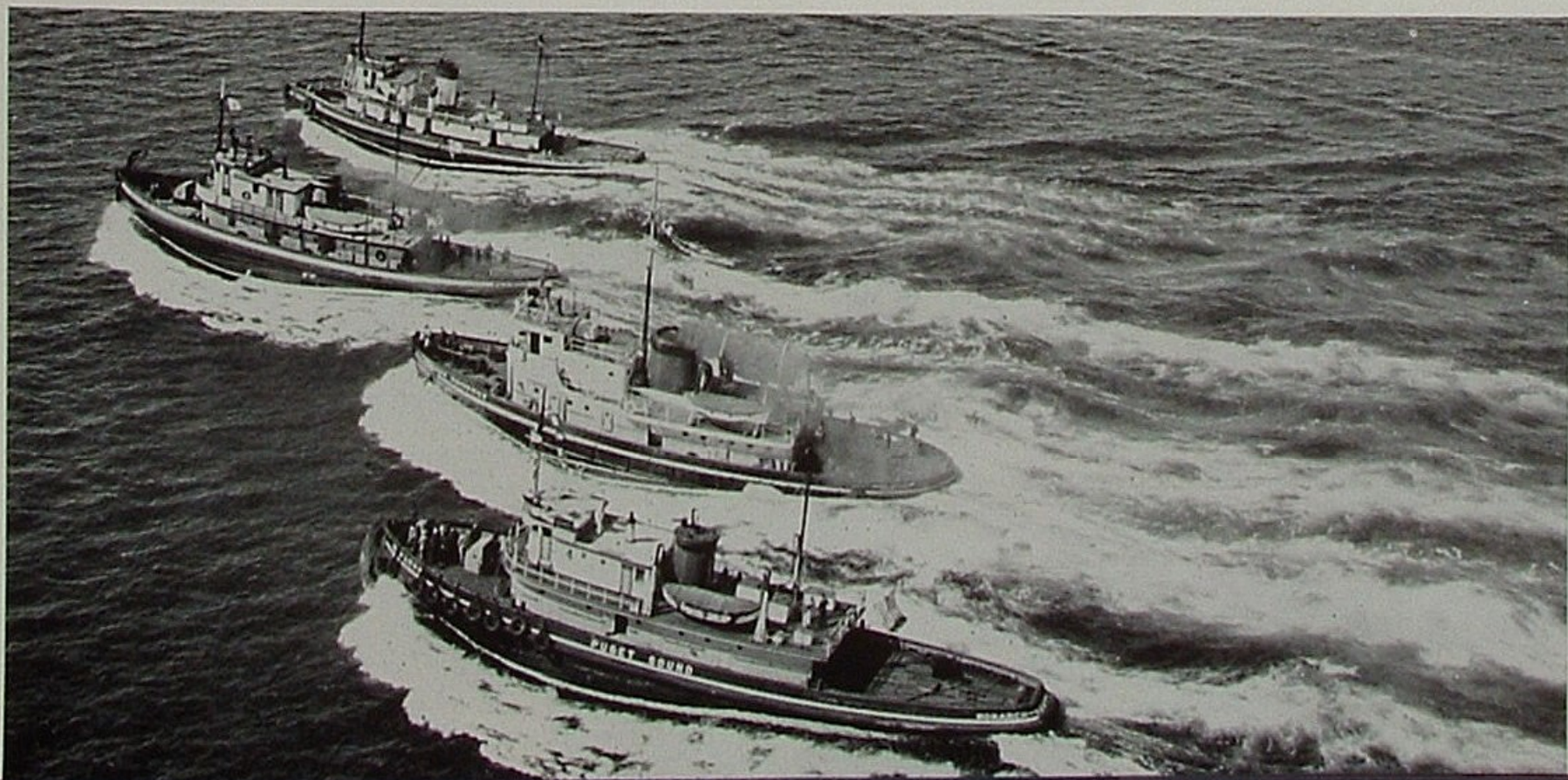
During mid-summer, two ocean-going tugs owned by Shipowners & Merchants Tug Company of San Francisco, set out on an extraordinary trip to Honolulu and various undisclosed ports, under orders from the U. S. Navy. A few hours before departure, both boats took on some 70,000 gallons of Diesol and 2,200 gallons of lubricating oil at our Potrero dock in San Francisco. Popularly known as the "Red Stack" line, this company has been a Union Oil customer for many years.



At the Twelfth District Fair in Ukiah recently, the world's largest truck went on display. Truck and trailer, weighing 45,180 pounds when empty, were loaded with 22 Redwood logs containing 25,058 board feet of lumber and weighing 130 tons. The total truck and load weight bars such equipment from public highways, so the Masonite Corporation have to build their own super highways through forest areas. Consignee V. H. Jones of Ukiah is justifiably proud that he serves the world's largest with Union's finest fuels and lubricants.



In May, an unusual race was run over a four-mile triangular course on Puget Sound. Competitors from the United States and Canada consisted of tugboats, more noted for their strength and stamina than speed. Winner in 18 minutes and 7 seconds of the Class A event, watched by thousands of Washington people, was a boat owned by Foss Launch & Tug Company of Seattle. Close second was an Alaska Ship Lines tug. Both companies are good Union Oil customers and both winners were powered with Union Diesol.





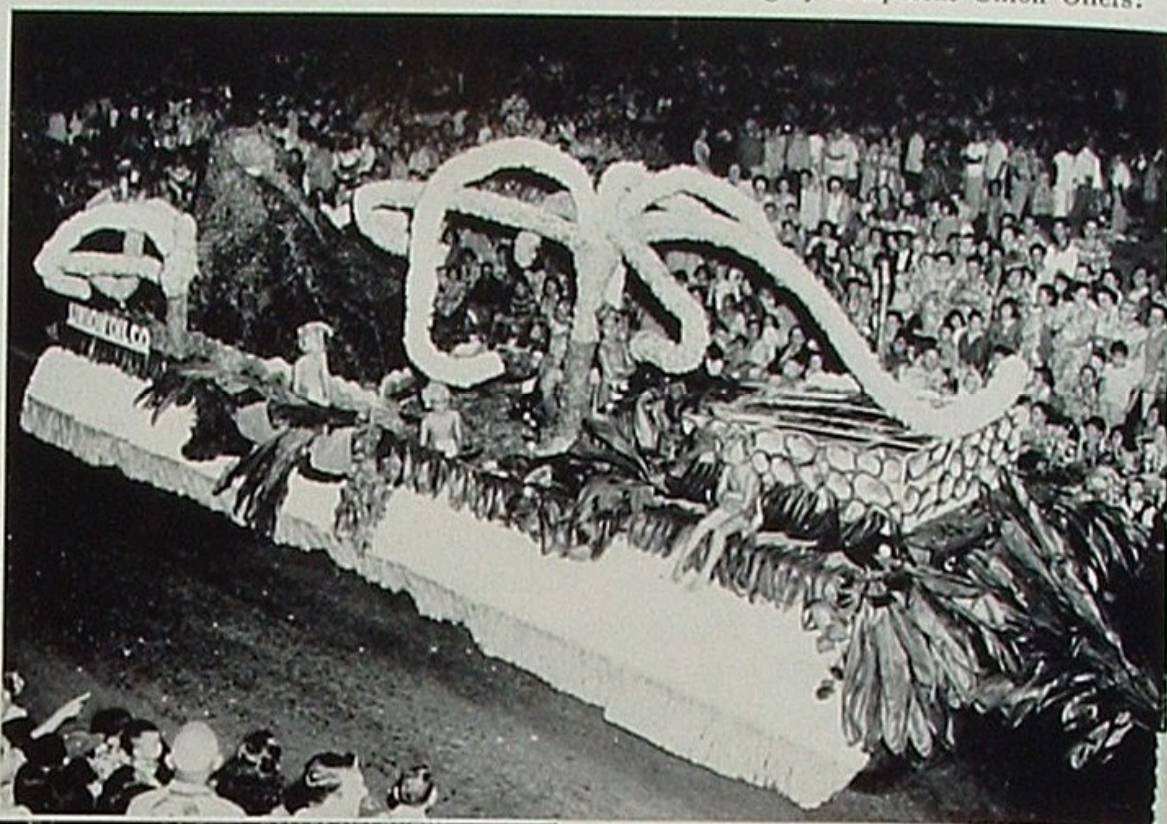
Success of the 18th Annual Pacific Purchaser Advertisers' Exposition in San Francisco, designed to promote better understanding between buyers and sellers, is attributed in large part to **H. R. Morrison**, above right, president of the Purchasing Agents' Association of Northern California, and Union Oil district purchasing agent in San Francisco.

Union Oilers



LEADING THE PARADE

at widely separated points of the compass are a number of highly competent Union Oilers:



Prizes are not given, nor are entries judged, in Honolulu's Aloha Week Lantern Parade. But Union Oil's float in the October event was described by a leading Hawaiian newspaper as being tops. Company personnel at Honolulu were congratulated for their achievement. At least three of the Menehunes (elves) riding the float were Union Oiler children, Robin Rath and Elua and Kamalu Bruns.

The largest state fair in the largest state, Texas, entertained 2,300,000 guests at Dallas in 1951. Alert to the opportunity offered, **Thomas S. Argyle**, now a regional sales manager, changed the name of Miss Belle Richards to "Miss Royal Triton of Texas," enlisted the help of **A. T. Marko**, our Dallas distributor, and played "Royal Triton" to the huge audience for 16 highly productive days.

Using comparable ingenuity, **Con Deasey**, consignee, matched Lodi's purple grapes with Union's purple oil to achieve "The Finest" exhibit at last fall's Lodi Wine and Grape Festival.



A quarter-century of directing marine traffic in and out of the Seattle dock is only part of **Patrick Crosby's** accomplishments. He has also reared seven girls and three boys—handling this big family alone during the past 16 years. Pat has retired to some postponed fruit growing—at least until he reaches 90 odd years.



Clyde H. Mann, retiring district credit manager of San Francisco, has completed a 34-year job with the Company. He started as a credit clerk at Sacramento in 1917; was made credit manager there in 1920, credit manager at Los Angeles in 1930 and at San Francisco in 1940—obviously a creditable performance.



John Czarniecki, right, a favorite son of Northwest Territory, whose story of migration from Poland to a job with Union Oil has been told in national advertising, plans to climax his 40 years of service by re-landscaping premises that to most people already appear immaculate. He is shown above with Territory Manager T. G. Wise.

Sports



DURING THE PAST MONTH Union Oilers' athletic efforts have been diverted toward such activities as batting the budget around, juggling packages and exercising the Christmas Spirit.

UP OLEUM WAY, however, two Company basketball teams managed to swing

into play. An "A" team is contending valiantly for top spot in the Greater Vallejo League, while a hard-playing "B" quintet is giving opponents in the Crockett Club League a spirited run for their money.

AS THE BOWLING SEASON MOVES ALONG in obedience to its law of averages, we find Union Oilers chalking up all kinds of records. **Dick Higgins**, on one of four Company teams entered in

Montana industrial leagues, appears to be a strong contender for the Company's best-bowler title. Another rapidly improving bowler is **George Sollick**, Seattle, who posted an average of 181 for 39 games, rolled a 223-high-game and 619-series on November 27, and the following week topped it with a 249-high-game and 624-series. The Unoba team on which George plays is leading the league with 26 wins and 13 losses.



Oleum's "A" team are serious about their chances of winning top spot in the Greater Vallejo Basketball League. Players, left to right, are (standing) Milton Ritchie, Jack Nunes, Vern Gosney, Al Cargo and Billy West; (kneeling) Jay Campbell, Johnnie Sikes, Richard DeLege and Bill Von Der Heide.



Oleum's "B" team in the Crockett Club League includes, l-r, Gordon Darling, Rick DeLege, Ernie Anderson, Florin Holm and Raymond Johnson.



Training & Safety



FIRE TRAINING AND SAFETY

dividends were declared toward the close of 1951 with happy results:

More than 60 laboratory workers of Oleum Refinery received the American Petroleum Institute Safety Award. They had amassed 657,919 man-hours without a disabling injury, and this fine record is being improved daily.

Recipients of a similar API Safety Award were the clerical workers, also of Oleum Refinery. The certificate being presented by Manager **H. G. Hemmen** to Chief Clerk **C. E. Pederson** shows 894,086 hours worked without a disabling injury.



On November 6, 1951, a fire, described by Honolulu Fire Chief Harold Smith as the hottest and most stubborn he had seen in 40 years, threatened to destroy the Honolulu Gas Company's Iwilei Road plant. Firemen fought the blaze with fog and foam many hours, but without success. Then Union Oil aid was invited. Plant Superintendent **H. I. Bremner** (below) immediately employed a technique taught in Company fire school. It consisted of draining oil from the bottom of the burning tank to a level beneath a rupture in the tank's side; then smothering the blazing surface with a blanket of foam. It worked! The plant was saved; Honolulu experienced no interruption in gas service; and Union Oil Company has been publicly thanked.



ON TOUR



SERVICE BIRTHDAY AWARDS

JANUARY 1952

| Department | Location | Years | Department | Location | Years |
|---------------------------------------|----------|-------|--|----------|-------|
| EXPLORATION & PRODUCTION | | | | | |
| Anderson, Andrew K., Dominguez..... | | 35 | Petersen, Carl M., Jr., San Francisco..... | | 10 |
| Brown, John W., Santa Fe Springs..... | | 30 | Sybrant, Paul R., Phoenix..... | | 10 |
| Hutchason, L. Wood, Taft..... | | 30 | Walker, Thomas T., Los Angeles..... | | 10 |
| Isaacs, Thomas W., Poso..... | | 30 | MANUFACTURING | | |
| Miller, Ernest, Orcutt..... | | 30 | Hirth, Wilton C., Wilmington..... | | 30 |
| Morris, Frank D., Ventura..... | | 30 | Finnegan, John A., Wilmington..... | | 25 |
| Myracle, Tony F., Dominguez..... | | 30 | Crane, Wilbur, Wilmington..... | | 20 |
| Orens, Andrew K., Dominguez..... | | 30 | Greenwood, Allan S., Wilmington..... | | 20 |
| Siler, Ben H., Dominguez..... | | 30 | Taylor, Guy G., Wilmington..... | | 20 |
| Witt, Leonard, Dominguez..... | | 30 | Van Meter, Herbert F., Oleum..... | | 20 |
| Noyes, Carl C., Richfield..... | | 25 | Brady, Donald B., Oleum..... | | 10 |
| Shoup, Chauncey H., Poso..... | | 25 | Edwards, Chester H., Oleum..... | | 10 |
| Howard, Carl, Coalinga..... | | 25 | Fain, William H., Wilmington..... | | 10 |
| Weaver, Ivan S., Orcutt..... | | 20 | Friess, Eugene R., Wilmington..... | | 10 |
| Blanpied, Carl, Orcutt..... | | 15 | Van Acker, Frank, Jr., Wilmington..... | | 10 |
| Kelley, Blanche M., Home Office..... | | 15 | PIPELINE | | |
| McLane, Robert, Home Office..... | | 10 | Glenn, Haden L., San Luis Obispo..... | | 25 |
| Bourque, Dwire, Louisiana..... | | 10 | McMillan, James B., San Luis Obispo..... | | 25 |
| MARKETING | | | | | |
| Randel, Tip, Los Angeles..... | | 30 | RESEARCH & PROCESS | | |
| Keightley, Edward, Burbank..... | | 25 | Vieweg, Arthur, Brea..... | | 25 |
| Martin, Wilton I., Seattle..... | | 25 | Barger, Robert J., Brea..... | | 10 |
| Jordan, Carlos W., Fresno..... | | 20 | Hale, Robert W., Brea..... | | 10 |
| Lindberg, Ruby C., Seattle..... | | 20 | Tulleners, Anton J., Brea..... | | 10 |
| McGilliard, Theo R., San Diego..... | | 20 | COMPTROLLERS | | |
| Murphy, Norbert R., San Fernando..... | | 20 | Tobey, Harold A., Seattle..... | | 30 |
| Duvall, Carlton W., Pomona..... | | 15 | Miller, Harold F., Home Office..... | | 20 |
| Marino, Lester C., San Francisco..... | | 15 | Lemker, Emily, Home Office..... | | 15 |
| TAX DIVISION | | | | | |
| | | | Shepherd, Dewey L., Home Office..... | | 15 |

LETTER TO THE EDITOR

from the Astorian Evening Budget,
Astoria, Oregon

To the Editor:

I wish to convey my sincere heartfelt thanks to the coast guard and to the gallant crew of the Triumph who under adverse weather conditions and great difficulty assisted me in a transfer from the Union Oil tanker Oleum, 18 miles out at sea, when stricken with incipient pneumonia and pleurisy.

This transfer was effected after numerous attempts and with great risk to the crew of the Triumph, due to stormy seas. They brought me to Point Adams where they removed a safety belt and line with a drill.

They then brought me to Columbia hospital by ambulance. To them I owe a debt of gratitude which I shall always remember.

To Neil Brandenburg who is the district representative for Union Oil Company of California I owe a debt of gratitude also, and I appreciate the many things he did for me while in the hospital.

I also wish to thank the many people who stopped in and gave me a "cheery hello," that in itself was medicine to help me, and I shall never forget the hospitality which they accorded me.

Sincerely:

EDWARD G. FRIES,
331 South Second St.,
Apt. 2-C, Richmond, Calif.

Retirements



A grateful Company and hosts of well-wishing employees are bidding farewell to the following Union Oilers who have concluded long careers of Company service and are retiring:

FRED S. JONES

Southern Division Field
Employed 4/18/26—Retired 12/1/51

VERNON S. FRAZIER

Southern Division Field
Employed 1/22/23—Retired 12/1/51

FRANK O. CARLSON

Coast Field
Employed 7/16/26—Retired 1/1/52

EDWIN W. CHERRY

Los Angeles Refinery
Employed 10/21/43—Retired 1/1/52

PATRICK H. CROSBY

Northwest Territory
Employed 6/6/23—Retired 1/1/52

CLARENCE R. DAVIS

Southern Division Field
Employed 7/17/33—Retired 1/1/52

LEA KEELER

Home Office Communications
Employed 7/1/36—Retired 1/1/52

CLARENCE C. MYRACLE

Southern Division Field
Employed 3/25/21—Retired 1/1/52

JOHN W. STEMMLE

Oleum Refinery
Employed 10/1/18—Retired 1/1/52

WILLIAM A. HINNEN

Southwest Territory
Employed 3/9/26—Retired 1/1/52

JOHN H. THOMPSON

Marine Department
Employed 3/5/27—Retired 1/1/52

SQUIRE B. YOUNG

Southern Division Pipe Line
Employed 4/26/26—Retired 1/1/52

IN MEMORIAM

With deep regret and with earnest sympathy toward their families and intimate associates, we report the death of the following employees:

On November 11, 1951

JOHN E. FARRELL

Southern Production
Retired December 31, 1947

On November 15, 1951

BOGI H. ORMSON

Cut Bank, Montana

On December 19, 1951

ALBERT B. SIMPSON

Home Office Credit

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SAFE DEPOSIT VAULTS

