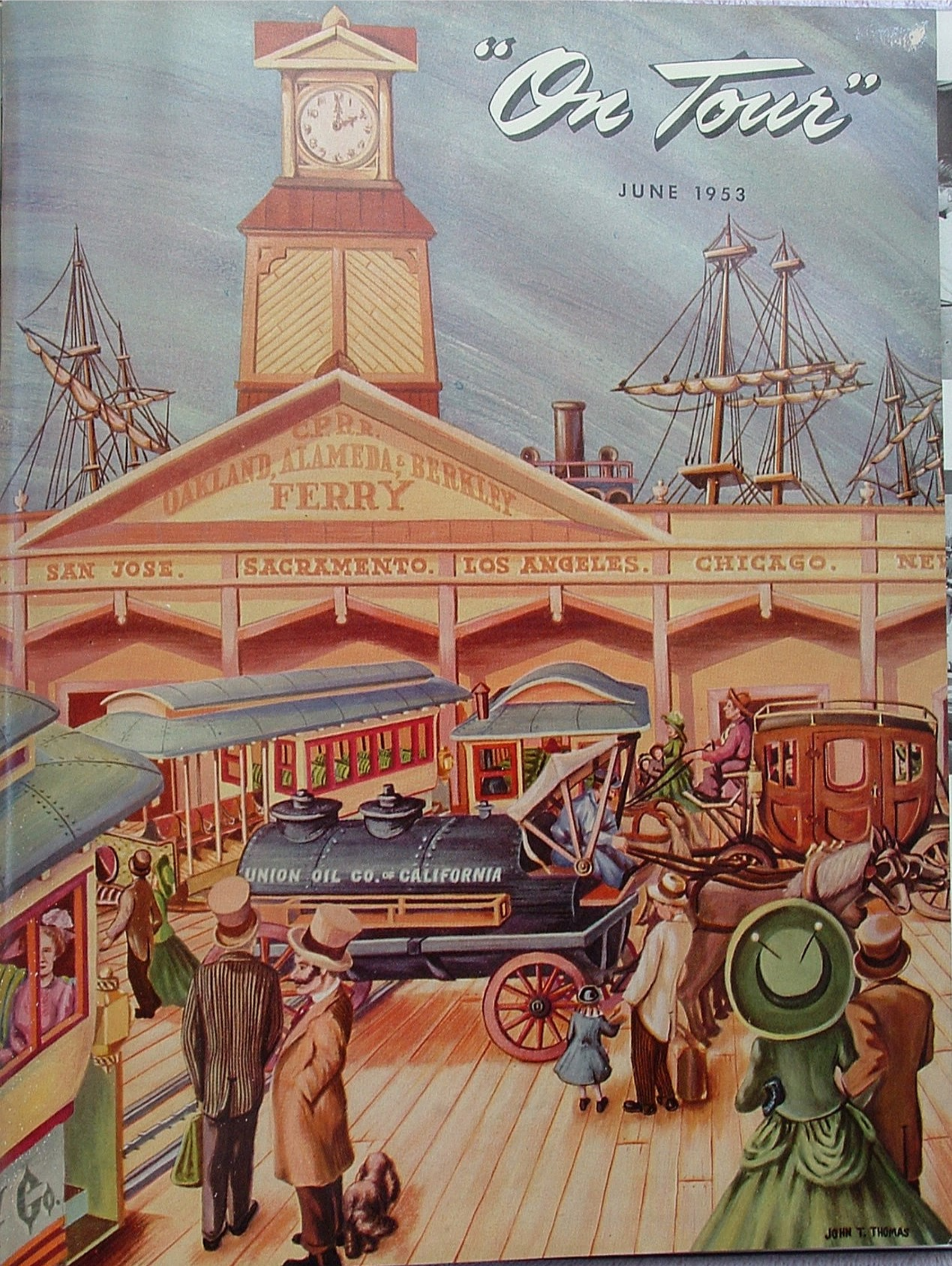


# "On Tour"

JUNE 1953



JOHN T. THOMAS



## Credit Card Accounting C



From left, Supervisor T. H. Luckham, Head Clerk G. H. O'Leary and Assistant Supervisor W. R. Williamson are in charge of the Market Street office.



From left, Grant Dorland, Sam Addiego, Dick Chroniger and Otis Tobey are section coordinators and supervisors.

Below, Personnel Representative Emma Svrbely welcomes to San Francisco Betty Rodgers, transfer from Northwest.



The Meadowbrook Building (arrow) office location is remembered as the cornerstone of Market Street's rebuilding.

THE size and importance of Union Oil's credit card business becomes apparent the moment you step from an elevator to the second floor of San Francisco's Meadowbrook Building at 989 Market Street. Walk through the doorway and there it is—the Company's largest and least private office—15,000 square feet of floor space, most of it unpartitioned—and with nearly 200 Union Oil people visible in one panoramic view.

This was the location picked nearly a year ago when it was decided to consolidate into one office our three former credit card accounting offices located in Territory headquarters at Seattle, San Francisco and Los Angeles.

THIS MONTH'S COVER by John T. Thomas, a former Union Oil employee, depicts Market Street's Ferry Building area in the 1890's. The painting was inspired by an old photograph found in Union Oil Co. archives.



## Accounting Goes to Market Street



*The center of Union Oil's credit card domain is this most spacious of Company offices, staffed by nearly 200 people.*

Today the consolidation is complete, and you can gain at a single glance some idea of the work involved in providing Union Oil Credit Card Service.

Statistically, our San Francisco Credit Card Accounting Office exercises stewardship over some 325,000 credit card accounts, of which 255,000 are currently active. Credit card sales tickets pour in through its mails at the rate of 55,000 daily or more than one million a month. Outbound through the mails go statements to our retail customers at a current rate of 12,000 daily. And the total money value of sales thus computed, billed and collected for is currently averaging around \$4,500,000 a month—roughly one-third of the Company's retail volume.

Historically, the Meadowbrook Building, like so many other properties in San Francisco, echoes a rather interesting past and a tradition worth preserving:

It was at this location in 1892 that Hale Brothers opened their first store. The business prospered and the store grew from a modest one-floor enterprise to that



*Kamel Sikhon and Phillip Edis are seen receiving some of the 55,000 credit card sales tickets sent in daily by Union dealers from stations everywhere.*



*The Tabulation and Control Section, above, verify dealer transmittal records and compute control totals of tickets.*

*Below, John Cromie is one of 16 part-time employees required to sort incoming tickets into their 11 cycles.*







*A Cycle Group, composed usually of four women, is made responsible for the custody of about 28,000 retail accounts.*

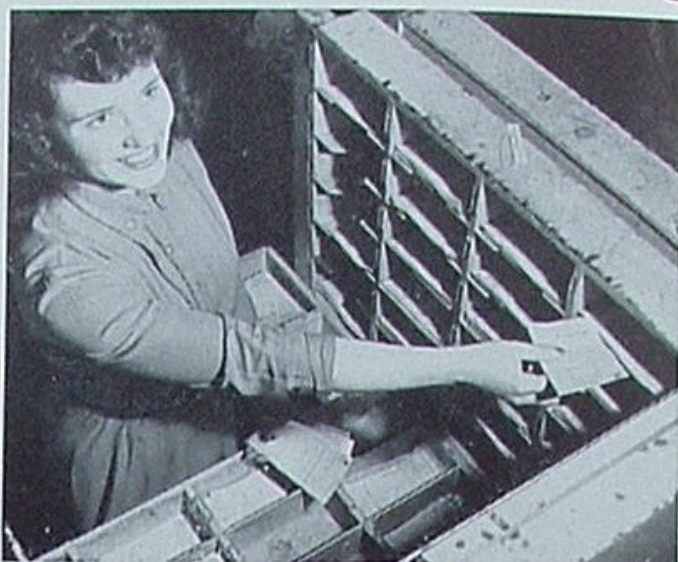
*The preparation of statements at scheduled times for each cycle calls for help from the Cycle Closing Group of 50.*



*Below, the names and addresses of 325,000 Union Oil customers are embossed on plates and stored in these files.*



## *Typical of many attractive girls employe*



*Robin Ferrea*



*Barbara Meyers*

requiring a fine six-story building. But hardly had the uppermost two floors been completed before San Francisco's great earthquake and fire of April 1906 reduced the entire accomplishment to ashes.

According to Hale Brothers records, the store started to burn at 11 a.m. By 2 o'clock that same afternoon Prentiss Cobb Hale and Reuben Hale had ordered an architect to start plans for a new building. A few hours later the store's board of directors met to approve the re-building proposal. Within six months the present building was completed—in October becoming the first store to re-open in downtown San Francisco following the fire. Hale Brothers remained there until 1915.

Union Oil history in San Francisco antedates both the Meadowbrook Building and its predecessor by many years. As early as 1886, Stewart and Hardison, founders of our Company, built the West's first pipe line to tide-water, at Ventura, and began shipping oil to the Bay Area. Since Union Oil's incorporation in 1890, Company tankwagons and tanktrucks have moved daily through the commerce of Market Street.

*An addressograph machine is kept busy printing monthly statements as well as all quarterly and annual credit cards.*





d in the Credit Card Center are:



Vera Bundy



Barbara Coleman



Fay Pon



Hallie Heminger

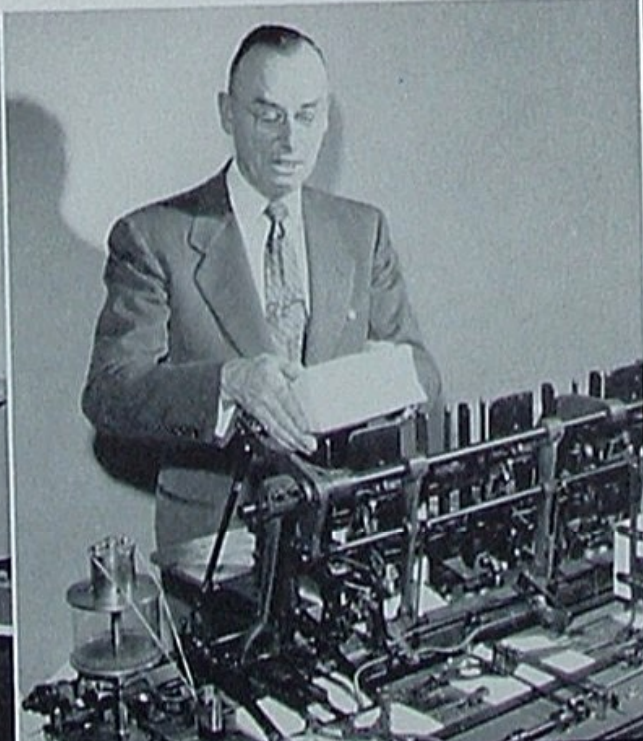
By way of introducing the Union Oil people who staff the Credit Card Accounting Office, ON TOUR offers a few photographic impressions recorded during a typical business day. Obviously, women predominate in this credit card enterprise. So, while apologizing for the faulty vision of the camera, may we add that the girls are even prettier than they look—more efficient even than the first few months of business will let them appear—and typically San Franciscan every time they emerge on Market Street?

*In keeping with the cosmopolitan atmosphere of San Francisco, our Market Street office has attracted many employees born in foreign lands. Among the welcome newcomers are, from left, Lola Tchakalian and Helen Li of China, Dativa Agustin of the Philippines, Anahid Boloyan of France, Fay Pon of China, Ricardo Gordillo and Marta Araujo of Central America, Maria Sallo of Hungary, Margarete Ulbricht of Poland, Ann Misawa of Mexico, and Florence Ap-pin of Panama.*



*Mechanization is also invading the field of credit card accounting. Below from left, Virginia Head of the Mail Section Unit is using an automatic electric De-Collator machine for removing carbons from between copies of state-*

*ments; Talmadge Rice is operating an enclosing machine for inserting return envelopes and advertising in statement envelopes; and Ninette Shoolingin has at her command the ultimate in labor saving devices—an electric stapler.*







*Frederic H. Brandi, president of Dillon, Read & Co., Inc., and a director of Union Oil Co., emigrated to the U.S. after graduating from University of Hamburg.*

## The Brandi Story

*Dillon, Read offices are located only a few steps from New York's Wall Street, below, investment hub of America.*



**T**HE election on January 26, 1953 of Frederic H. Brandi as a director of Union Oil Company was announced in our February issue with the promise that information about his personal background would follow. Here are several highlights of his extraordinary career:

Born in Westphalen, Germany, on October 27, 1905, Frederic Brandi grew to manhood among the turbulent political and economic changes that have kept Europe in ferment since the beginning of World War I. His education in Germany was climaxed by graduation from the University of Hamburg. His family being owners of large coal mines in Germany, it would seem that the young man had ample inducement to remain there. But he saw the coal mines being merged into large companies under creeping government control. He foresaw the day when national socialism was likely to take over most industry entirely. And the youth didn't like either view.

So in 1926 at the age of 21, Brandi stepped ashore at New York City to see—as most of our ancestors did in yesteryears—if opportunities were greater under America's constitutional freedoms. Characteristically, he wasted no time while getting acquainted with his adopted land. He enrolled immediately at Columbia University, taking a post-graduate course in economics while looking about for a business career. A year of such studious observation finally brought him on a job-seeking mission to the office of Dillon, Read & Co., Inc.

When first organized in 1833, this investment banking firm was known as the Vermelya Company, later becoming William A. Read & Co., and today Dillon, Read & Co. Inc., although the business is now in the hands of 10 partners.

It was to investment banking that Frederic Brandi was attracted. And obviously Dillon-Read have never regretted his interest. They hired the young man in 1927 as a statistical clerk at \$25 a week—kept him on in a railroad financing capacity despite the economic depression of 1929—invited him to become a partner in the firm in 1937—and made him president of Dillon, Read & Co. on January 1, 1952.

Having personally handled every financing service performed by his investment house for our company since 1937, Frederic Brandi appeared to have outstanding qualifications for his present place on Union Oil's board of directors. And he has expressed himself as being highly pleased and honored with the opportunity of becoming more closely associated with *fine* people.

Finding relaxation rather than boredom in commuting, Mr. Brandi drives daily the 30 miles from his home in Scarsdale to his New York office, and spans the continent once a month to attend Union Oil board meetings.





Using two-way radio communication, Plantman N. B. Bloom relays a customer's rush order to tank trucks working



many miles from headquarters. Consignee Jack McKay, right, credits the system with many operating economies.

## HOW JACK MCKAY IS Cracking the Sound Barrier

From Helen Eldenburg

UP Osburn, Idaho, way there's an oft-repeated radio commercial to the effect that a delivery of Union fuel oil will reach your storage tank almost before you can say "Jack McKay." And the claim in numerous instances is only slightly exaggerated. For many an Idaho customer has turned from his telephone, after placing an oil order, to see one of McKay's trucks coming on the double.

Such service, as you may have guessed, is another triumph of two-way radio communication. Jack has installed a 150-watt unit at our Polaris marketing station and a 50-watt set in each of his four trucks. His system blankets an area extending in a 50-mile radius round the plant, keeping the dispatcher and four drivers constantly within speaking distance. So it is possible that an order phoned from some 50 miles out can be relayed quite often to one of the drivers working only a door or a ranch or a mile away from the prospective buyer.

Jack points to several other advantages in having talkative tankwagons. Many of his deliveries are made to

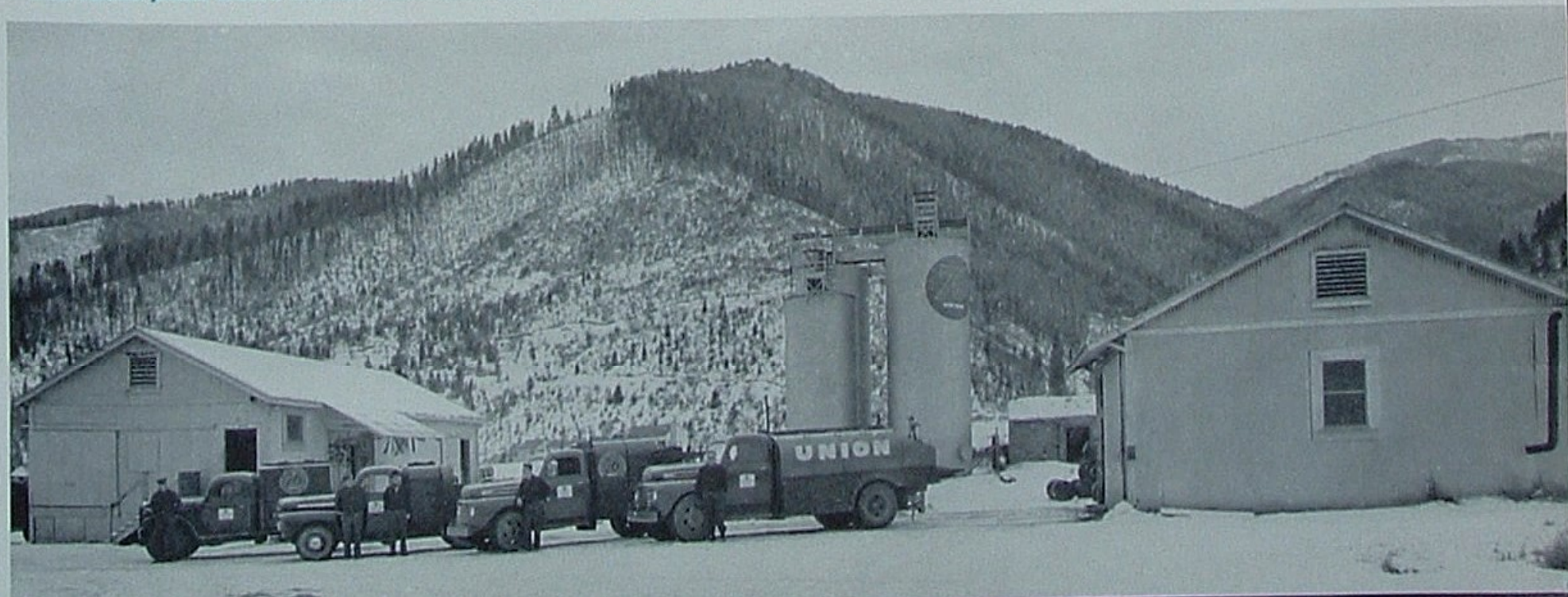
mines and exploration projects located on the infrequently traveled roads of this mountainous region. Here, without radio, a truck breakdown or accident might go unreported for hours. With radio, help can be summoned at once and the driver can discuss with his associates how best to minimize trouble and delay.

Drivers also frequently *tune in* on the office for credit approvals, products advice and other essential marketing information. And rarely do they ever have to backhaul anything except the empty truck, for radio contact with the other drivers or office usually locates sufficient customer capacity nearby for the remaining load.

The radio system has been maintained at a cost of \$10 a month for routine mechanical checking and not to exceed \$30 a year for replacement parts. Jack estimates that his entire investment in the radio equipment has been more than offset by decreased truck operating costs during his first year of radio-delivery service.

Among those sharing his enthusiasm are at least 450 heating oil accounts.

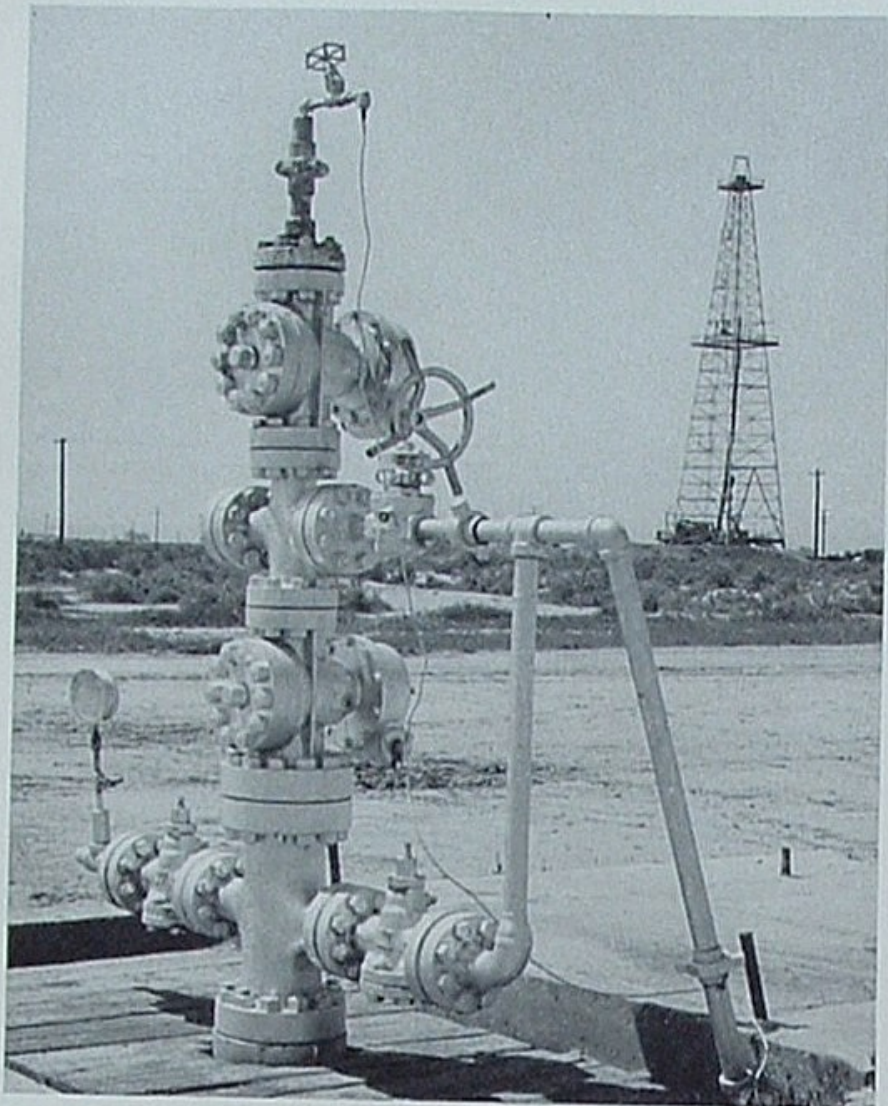
*The Idaho plant where mobile radio communication is proving so advantageous experiences rugged winter weather.*





(CONTINUING ALONG)

## The Road to **ROYAL** Lubrication



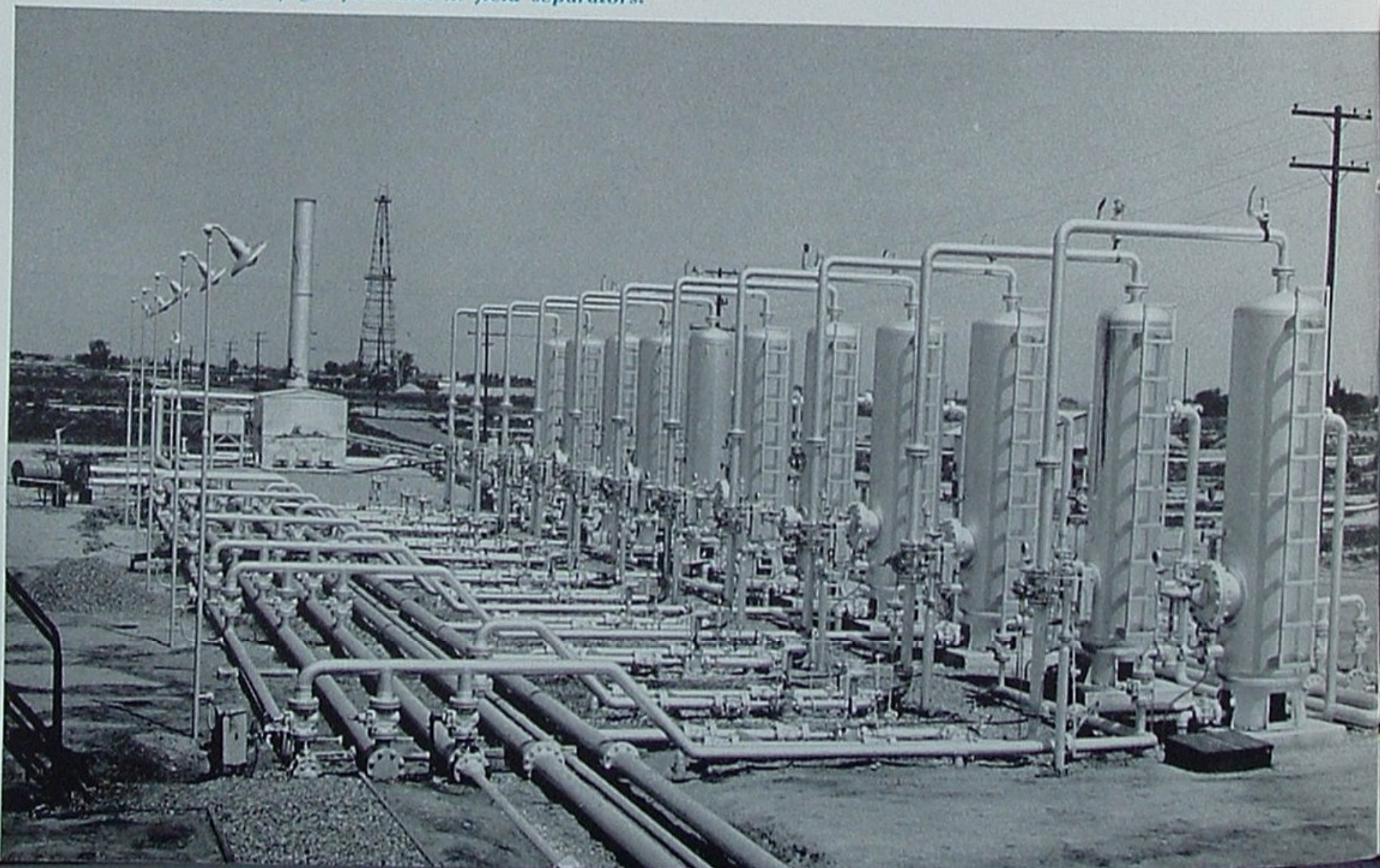
*Rio Bravo wells, above, are a major source of Union Oil's paraffinic San Joaquin Valley light refining crude.*

*The oil, coming from producing zones more than two miles deep, is stripped of gas fractions in field separators.*

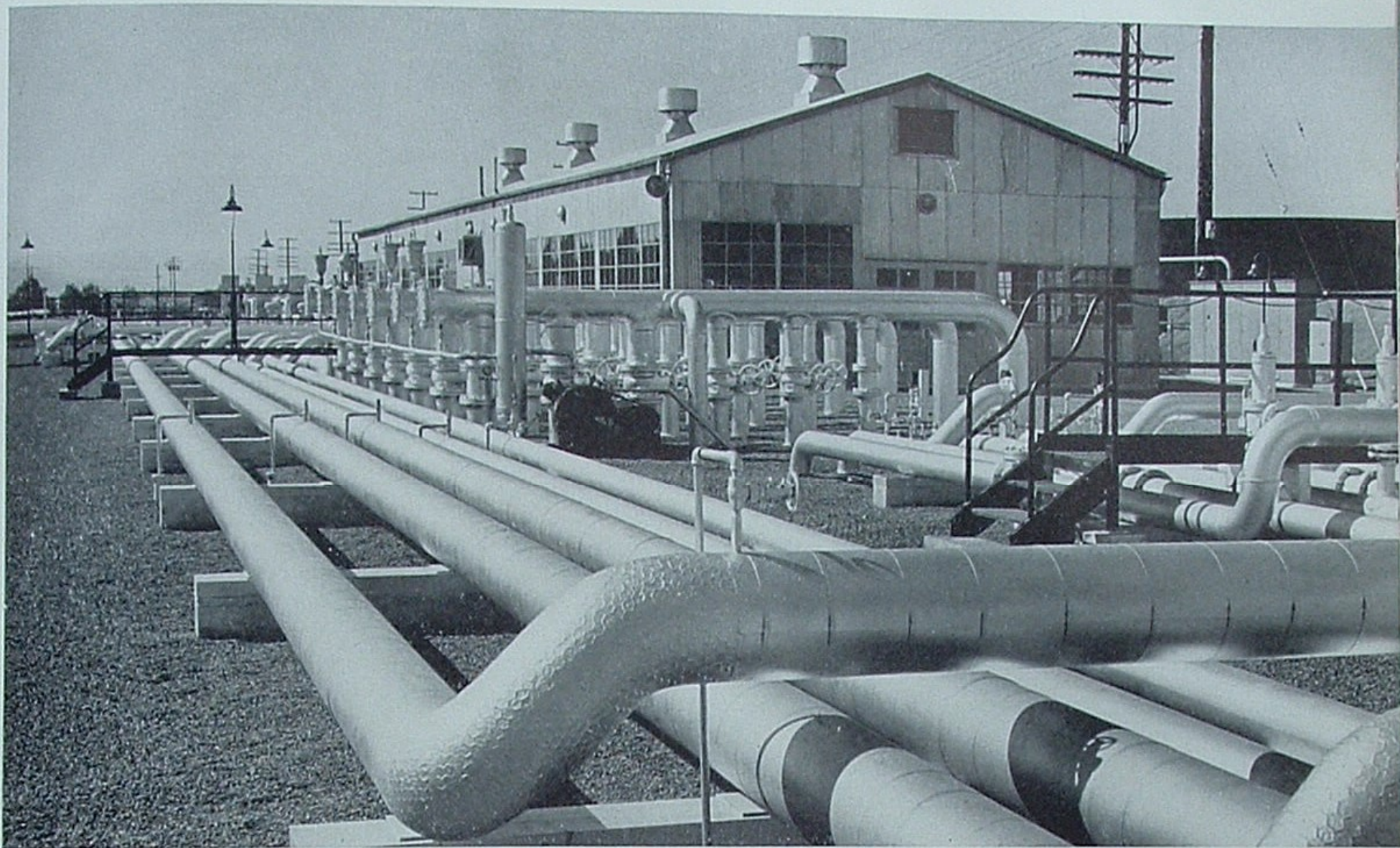
**Sources of Paraffinic Crude** Strictly speaking, none of the world's crude oils contains a clean cut of royalty to the exclusion of less noble followers. Rather, in nearly every instance, the preferred parathenes and valuable naphthenes are accompanied by varying quantities of non-lubricating paraffins, resins and asphaltenes. Generally, crudes in which the identifying paraffins are prominent—popularly known as paraffin base crudes—will yield a higher percentage of top-quality lubricants in relation to other hydrocarbons present.

But a great deal depends upon the refining. If the non-lubricating paraffins, resins and asphaltenes can be removed, there will remain an excellent lube oil stock containing a predominance of parathenes, a minority following of valuable naphthenes, and only a trace of the paraffinic hydrocarbons.

For many years Pennsylvania oil fields were acknowledged to be the principal source of paraffinic crudes. During the same era fields of the Midcontinent, West and South were given a rather secondary oil reputation because of their predominantly naphthenic and asphaltic crudes. These early conclusions later proved to be as inaccurate as they were unfortunate. Not only were excellent paraffinic crudes found in newer fields and deeper zones of western areas, but the West had mean-







*Transporting of the crude oil via pipe line or tankship from Rio Bravo to Oleum Refinery is initiated by our*

*Junction Pump Station, above, whose engines, pumps and heaters are among the industry's newest and most efficient.*

while developed a greatly advanced method of refining lubricants.

A typical source of Union Oil's paraffin base crude today is the Rio Bravo Field, discovered by our company in 1936 nearly 12,000 feet beneath the topsoil of San Joaquin Valley in California. Known as San Joaquin Valley light refining crude, this oil contains a cut of lubricants that are equal in every respect—and superior in some ways—to the East's best paraffinic oil stocks. True, the quantity of parathenes found in each barrel of Rio Bravo crude is proportionately not as great as the per-barrel yield of Pennsylvania crudes. But the quality is there—in every measurable characteristic.

The superior qualities we have just spoken of are triumphs of refining. Union Oil's propane-solvent process of refining proved to be the most effective commercial method ever tried of removing resins and asphaltens from oil stocks. Our Triton Motor Oil, minus resins and asphaltens as well as paraffin waxes, came nearer to being the ideal motor lubricant than any competitive oil on the market. It was so good, in fact, that

several large oil manufacturers of the East are now resorting to solvent refining in order to stay in the quality race.

#### **CALIFORNIA WAX BEARING CRUDE**

<b>ASPHALTS &amp; RESINS</b>	<b>NAPHTHENES</b>	<b>PARATHENES</b>	<b>PARAFFINS</b>
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#### **TYPICAL EASTERN CRUDE**

<b>A&amp;R</b>	<b>NAPHTHENES</b>	<b>PARATHENES</b>	<b>PARAFFINS</b>
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San Joaquin Valley light refining crude is stripped of its gaseous fractions before leaving the producing field. It then proceeds by pipe line, or less frequently by tankship, to our refining facilities in the San Francisco Bay area. In either case the crude is carefully handled by modern pumping units, of which Union Oil's Junction Pump Station, shown herewith, is an efficient example.

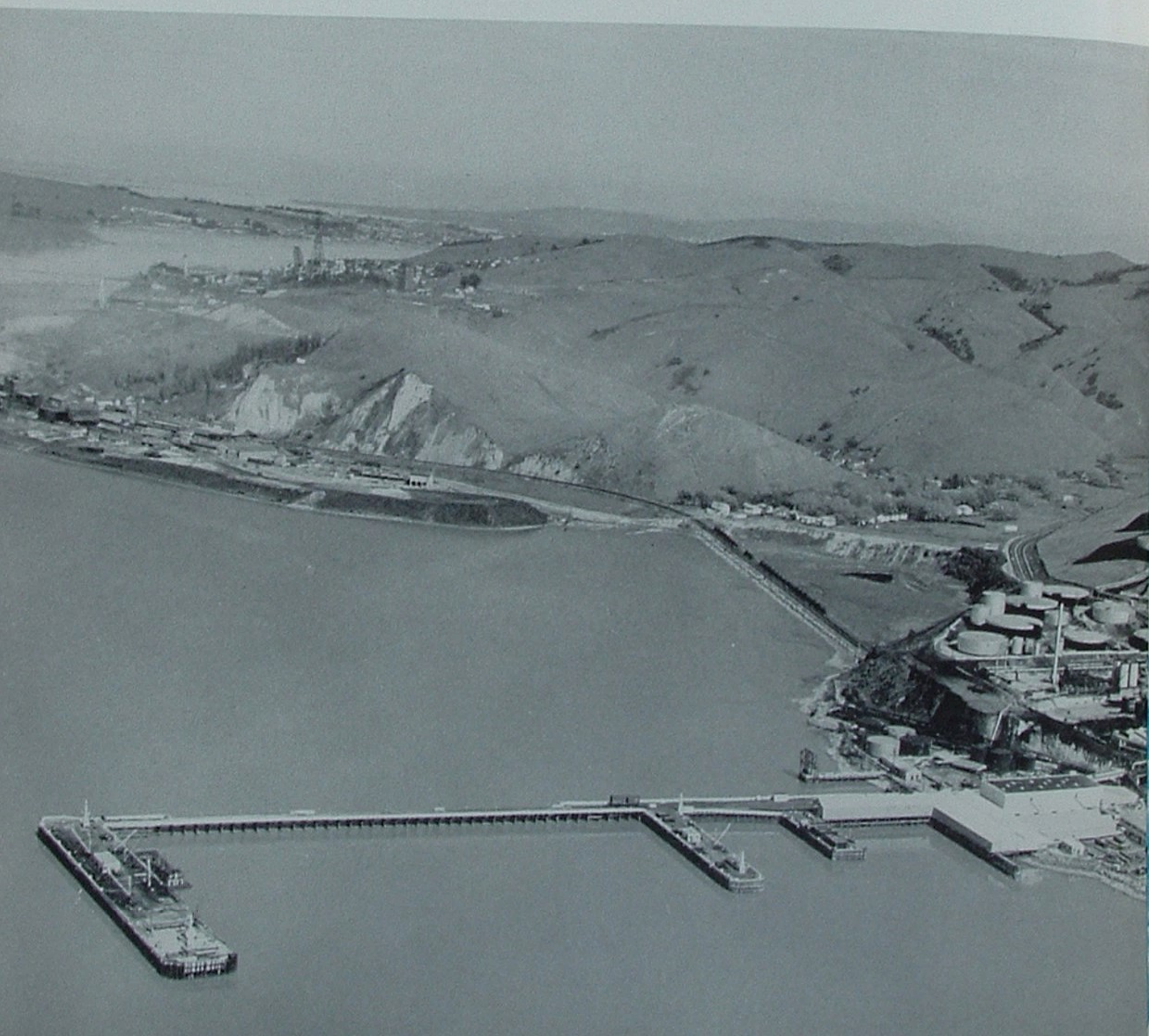


## The Refining of "ROYAL" Stocks

**OLEUM** After its journey of over 300 miles from the Rio Bravo Field, our selected San Joaquin light refining crude arrives at Oleum Refinery. Here, on a 440-acre site overlooking the Carquinez Straits of San Francisco Bay, Union Oil Company has been using and improving its oil manufacturing talents since 1895. The concentration of special facilities and skills acquired and improved over the years has

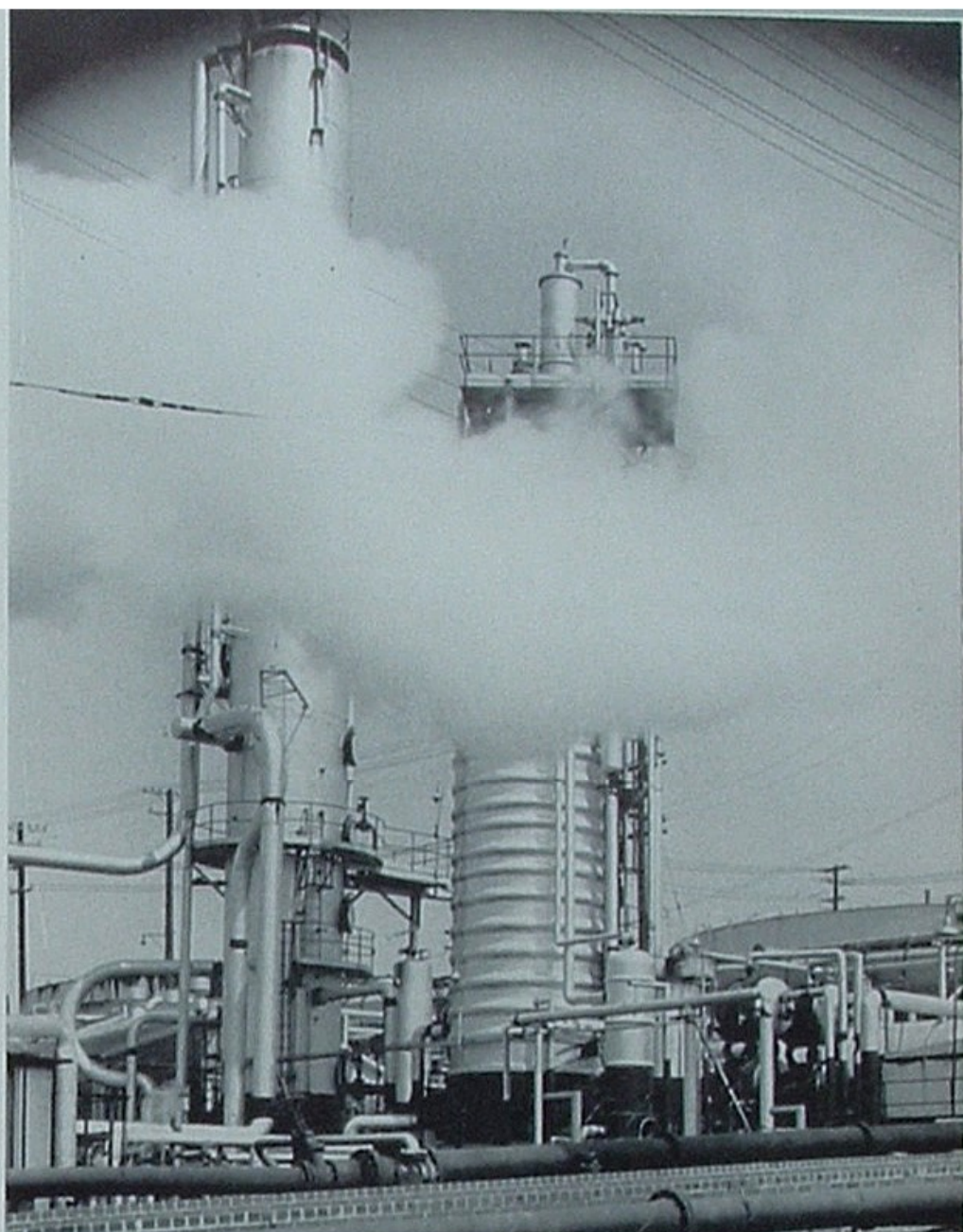
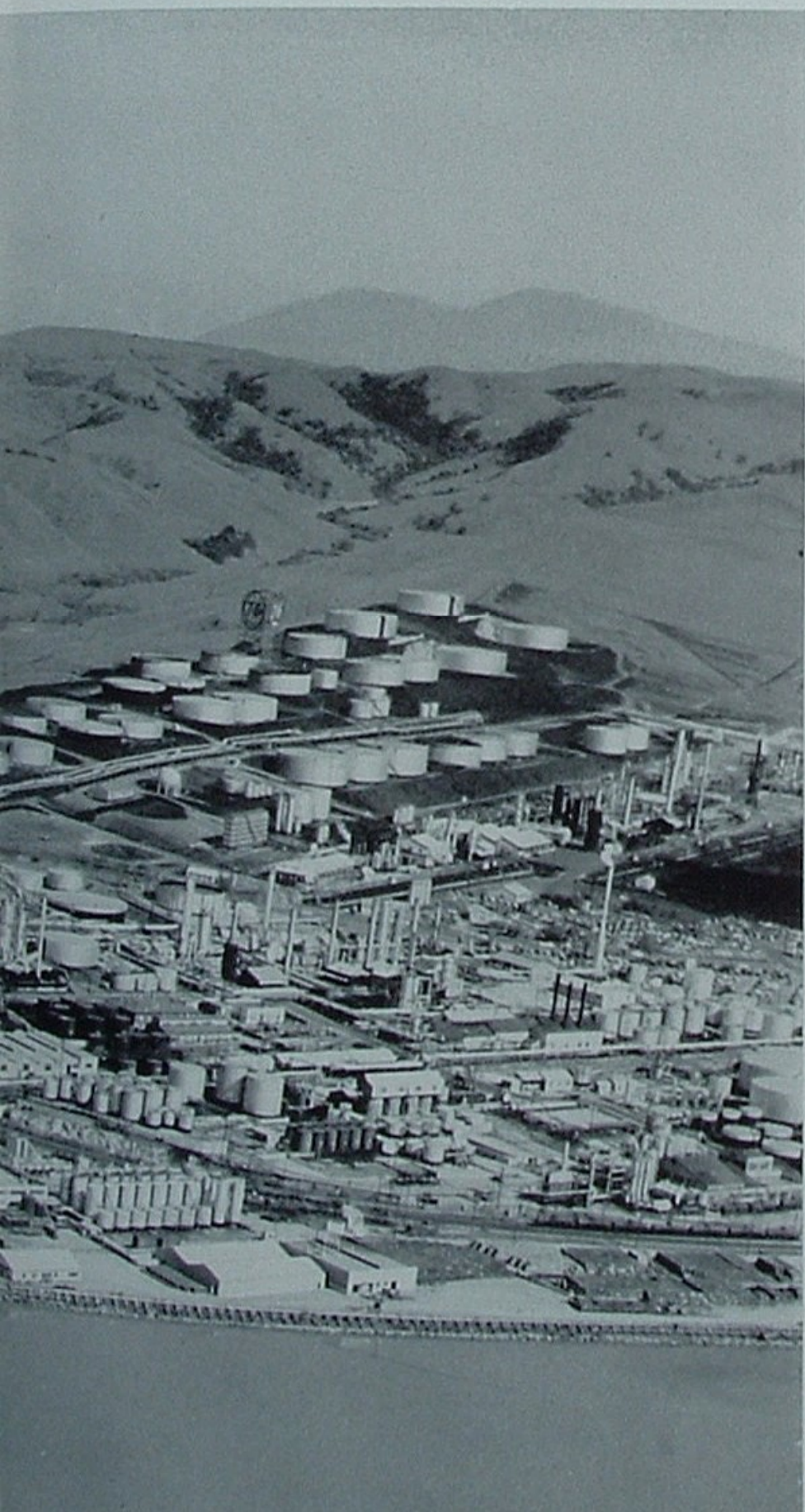
brought to this refinery full responsibility for the manufacture of all Company lubricating oils and greases. Such long experience is an important requisite in the refining of quality oils.

**Distillation Unit 67** First step in the manufacture of "Royal" lubricants is the segregation of our waxy crude into lubricating oil





and lighter fractions. This is done at Oleum in the heaters and distillation columns of Unit 67. After being heated to around 600 degrees F., the crude is admitted to distillation columns, where the hot oil separates into liquid and vapor streams. The vapors bubble upward through liquid-covered trays in the columns; their gasoline fractions are condensed on the trays and removed; and the lighter petroleum gases continue upward and out the tops of the columns. Both types of products are of course conserved for sale or use. The remaining liquid portion of the crude is drawn from the bottom of Unit 67's columns and is given the rather inappropriate refinery label of *residuum*. It is the residuum—containing long, waxy, heat-resisting molecules—that we are interested in following.



*Oleum Refinery on San Francisco Bay, left, manufactures our entire output of lubricants. Heaters and columns of Distillation Unit 67, above and below, first remove light fractions from waxy crude stocks.*





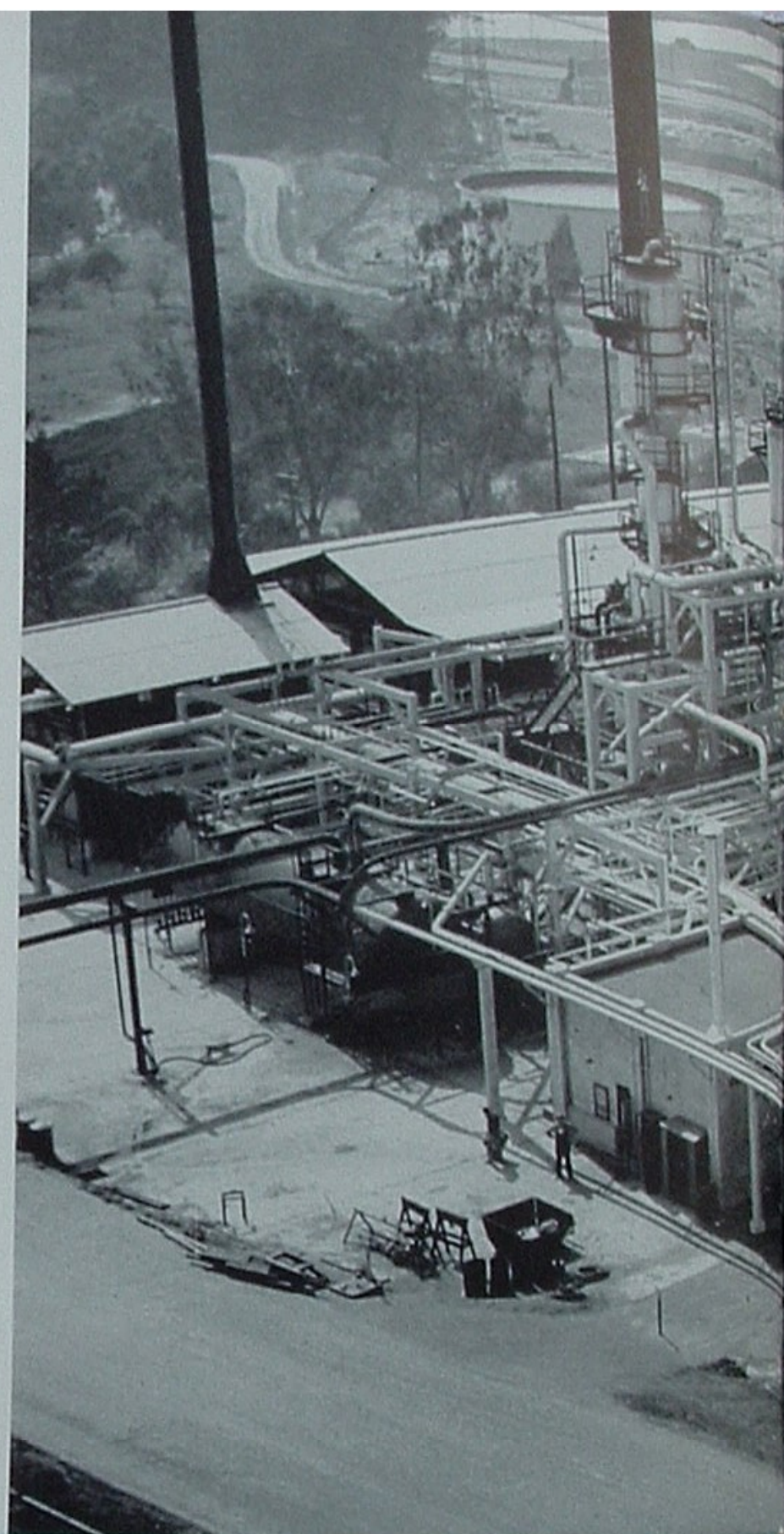
**Duo Sol Extraction Unit 220** Union Oil pioneered the propane-solvent method of refining some 20 years ago, and, when improvements were engineered into the process recently, were prompt to construct the most efficient plant available, Oleum's present Duo Sol Unit 220.

The name "Duo Sol" implies that two solvents are used in further refining the oil-rich residuum from Unit 67. One of these solvents is *propane*—a paraffinic hydrocarbon, incidentally, which has the aloof characteristic of refusing to associate with asphalts, resins and some of the less desirable naphthenes, but readily attracts the paraffinic waxes, parathenes and more desirable naphthenes. *Selecto* is the patented name of the second solvent, which is a mixture of phenol and cresylic acid. This solvent has the useful characteristic of refusing to associate with the propane clique of followers but freely attracts the asphalts, resins and low-grade naphthenes.

Both solvent actions take place simultaneously in the Duo Sol Unit's battery of large horizontal tanks. Nearly all other installations in the unit are employed in recovering and reconditioning the solvents for use again in the same process.

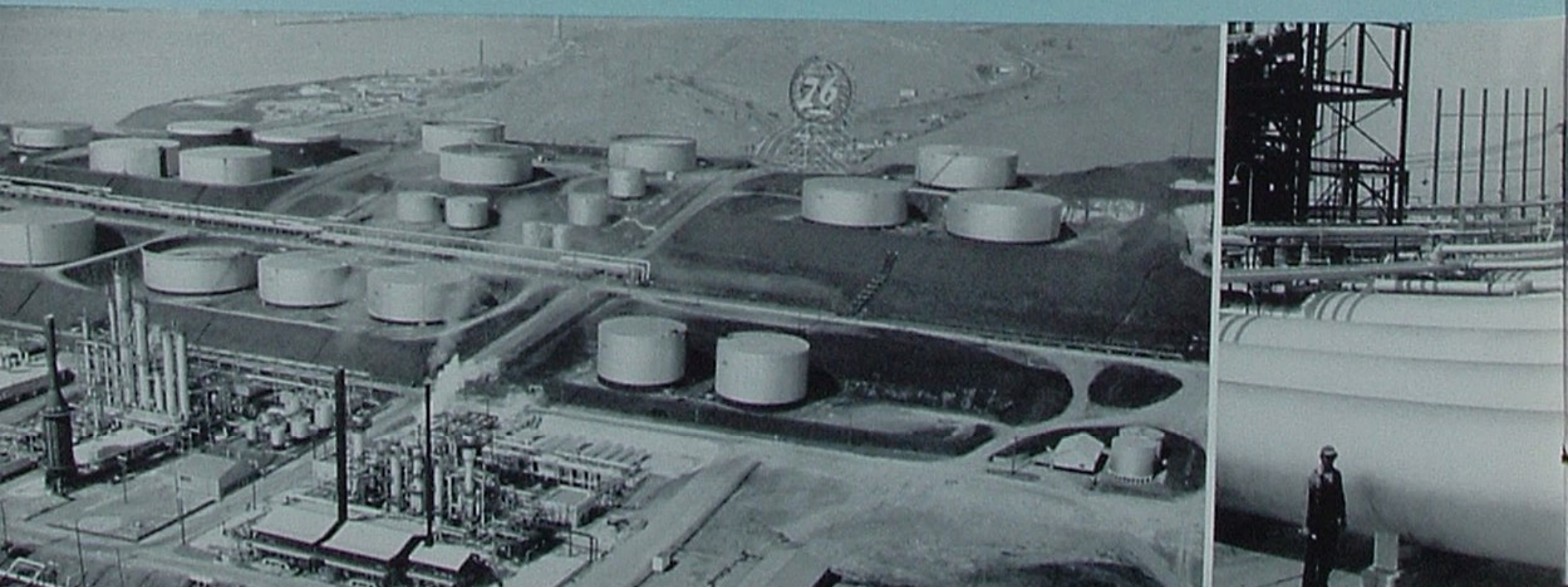
A thorough mixing of solvents and feed is accomplished by injecting propane at one side of the tank battery, *Selecto* at the other side, and our lubricating oil residuum in the middle. The resulting counterflow of solvents and feed assures complete exposure of the oils to their treating agents and effects a clean separation into two outgoing streams. One, called *extract*, is a mixture of *Selecto* solvent with its newly acquired following of asphalts, resins and inferior naphthenes. The other, called *raffinate*, is a mixture of propane with the paraffinic waxes, parathenes and superior naphthenes. The extract, after being stripped of its *Selecto*, is sent to Oleum's coking unit for cracking into petroleum fuels. So, let's see what happens to the raffinate.

(To be continued)



In aerial views above and below is shown Oleum's Duo Sol Extraction Unit 220, where quality oils are segregated.

Separation of inferior from superior lubricating hydrocarbons takes place in the large horizontal tanks through

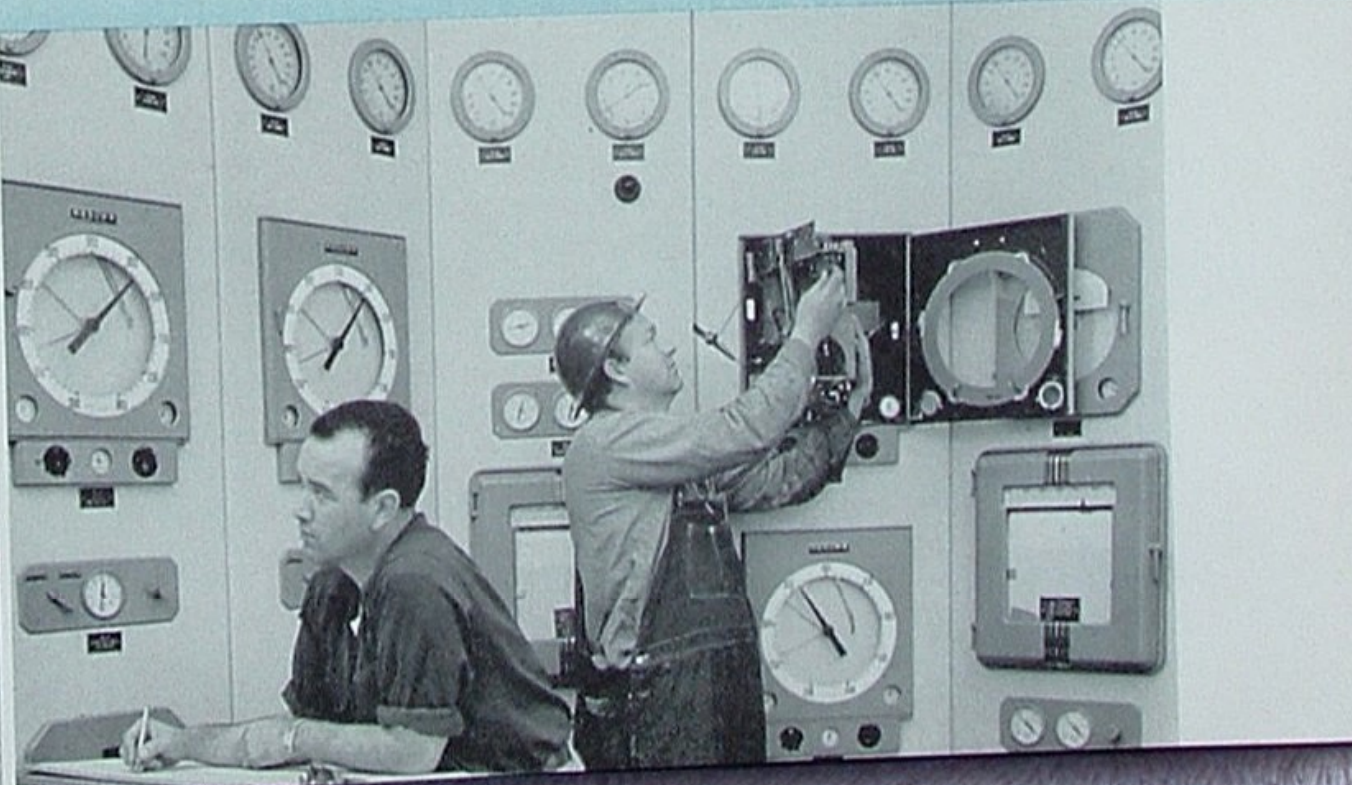
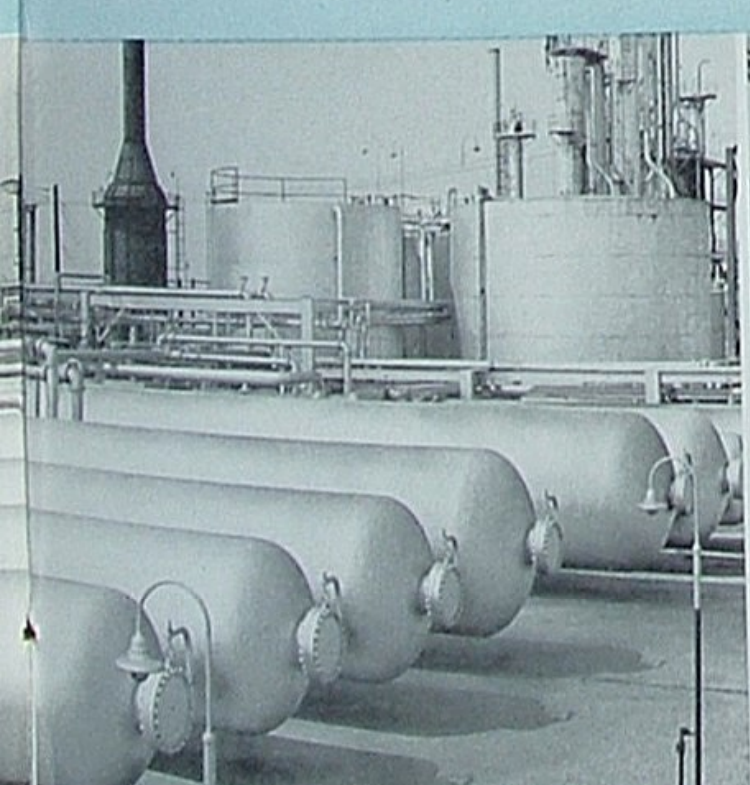






*aid of two solvents, Selecto and propane. Only the propane separated raffinate is used in manufacture of lubricants.*

*This unit, one of the largest and most modern of its kind, is operated to a maximum degree through instrumentation.*







# INDUSTRIAL SUMMARY

## ● MANUFACTURING

The Los Angeles Refinery has achieved one million man-hours worked without a lost-time accident. Constant alertness of refinery personnel and their awareness of hazards, coupled with meaningful rules and supervision, have all contributed to this excellent safety accomplishment. The next goal of two million man-hours worked without a lost-time accident is attainable through this same type of teamwork.

During June, the large Unit 33 at Los Angeles Refinery will be out of service for a scheduled annual major inspection and overhaul. The unit is comprised of five sections—a crude oil topping section, two separate cracking sections, a light ends distillation plant, and utilities. Unit 33 is of such importance in the refinery's operation that the inspection and maintenance work is carefully planned well in advance of the shutdown to insure availability of personnel and materials for the job, and efficient teamwork among the large number of personnel and crafts involved. Careful and detailed planning is essential in order that the operations may be resumed without unnecessary delay.

*from K. E. Kingman*

## ● FIELD

Several advantages accrue to an oil company through owning, rather than leasing under the customary oil and gas lease, the mineral interests in prospective oil-producing properties. Ownership is perpetual as long as the taxes are paid, whereas a lease is subject to certain time limitations. Furthermore, ownership precludes the paying of royalties to a lessor.

The early management of Union Oil Company saw fit, more than 40 years ago, to purchase mineral rights in fee simple in California, and acquired, through 13 major purchases, these rights on approximately 130,000 acres. A part of these early acquisitions included our "Simi" mineral rights on 28,600 acres in Los Angeles and Ventura counties in the vicinity of the Simi Ranch.

Recent drilling activity in the Simi area by an inde-

pendent operator brought in a well flowing 600 barrels of oil daily from a depth of 2,400 feet. This well adjoined our fee property. By offset drilling, Union Oil Company has completed four wells nearby within the past two months. From this relatively shallow depth the four wells now produce at a total rate of 2,400 barrels per day. Our drilling program here is continuing.

*from Sam Grinsfelder*

## ● TRANSPORTATION & DISTRIBUTION

Another mobile radio installation has been completed to meet the communication needs of our Production Department in the Southern Division. This is the fourth such unit installed for use in California field activities, the others being located at Santa Paula, Orcutt and Bakersfield. The new unit consists of a permanent base station at Santa Fe Springs, two temporary base stations for use at drilling rigs, and 12 mobile sets for Company operated vehicles.

A house-type trailer has been provided the Industrial Relations Department for use in the testing and training of people who drive Company automotive equipment. Trailer and its tow car are painted in matching colors and suitably lettered to identify both the Company and our program for achieving greater safety on the highways.

*from E. L. Hiatt*

## ● PURCHASING

The responsibilities of our Purchasing Department go far beyond the initial purchase and delivery of materials required in Union Oil operations. It is quite as important to determine through followup that a material serves the purpose for which it was acquired and that the buyer receives full value for Company money expended. In addition to thus checking on the service performance of many items, Purchasing makes its findings available to all interested departments.

A good example of how the experience of one or two departments is recorded for the benefit of all is observable in Purchasing's Weed Control Manual. This manual



discusses the various types of weed control materials, their effectiveness under varied conditions, and how to apply them to get best results. A similar manual on the subject of plastic pipe describes the types of pipe available, their advantages and limitations, and their comparative costs. A third study now in the course of publication brings out, from a consumer's standpoint, all known facts about industrial cleaners.

By making full use of this experience being evaluated by Purchasing, other departments may avoid duplication of effort and expense.

*from E. H. Weaver*

**RESEARCH** George Lake has been appointed chairman of the Nitrogen Study Group of the American Petroleum Institute. The study group's objective is to determine whether research on nitrogen compounds in petroleum should be sponsored by API, as has been done in the past for sulfur compounds.

*from C. E. Swift*

**COMPTROLLER** At a joint meeting of the API Financial Accounting Committee of Region 6 and the Petroleum Accountants' Society, held in Los Angeles during April, Assistant Treasurer Charles F. Parker spoke relative to "Pacific Coast Supply and Demand Outlook." His paper on this subject was scheduled for publication in the May issue of "Petroleum World" magazine.

Members of the Octane Club, Home Office, held a dinner at the Los Angeles Athletic Club on April 1, commemorating their eight years of educational activities. Vice President Harold W. Sanders was the guest speaker. Club officers installed for the ensuing year were Jack M. Robertson, president, Arthur M. Johnson, vice president and program chairman, Albert W. Schenken, treasurer, and Robert L. James, secretary.

*from Irving J. Hancock*

**MARKETING** It has been proved by experience and substantiated by surveys that clean rest rooms are an important factor in attracting customers to service stations. The Company repeatedly impresses dealers with this fact, and the results obtained have generally justified our efforts. To further emphasize our standards of cleanliness, the Company has embarked on a "Clean Rest Rooms" sign program. A blue and white "Clean Rest Rooms" porcelain enamel sign will be erected at those outlets where facilities and maintenance meet our recommended specifications of excellence.

In the retail phase of petroleum marketing, considerable attention is paid to the oil-gasoline ratio, that is,

the amount of oil sold in relation to a service station's gasoline volume. At present, the Glacier Division enjoys the highest ratio reported in the Company's western marketing areas. It has also been noted that more eastern motorists entering Montana are asking for Royal Triton—evidence of our successful eastern marketing program.

During the three months since all Union Oil credit card accounting was fully consolidated in one San Francisco office, several advantages have become manifest. Increased efficiency has speeded up the issuance of customer's monthly statements. Credit cards are being issued currently and are on their way to the customer within 24 hours from the time credit authorization is received.

Recent one-day meetings held in Dallas, Atlanta, New York, Boston, Cincinnati and Chicago drew more than 95 per cent of our eastern distributors to a preview of Union Oil's sales promotion and advertising plans. Company representatives from the Pacific Coast came away from the meetings with renewed enthusiasm for our marketing program east of the Rocky Mountains. They report the eastern distributors to be most cooperative and aggressive in the sale of our lubricants. Many eastern delivery trucks, salesmen's cars and even personal cars are decorated with royal purple. A remarkable number of the distributors are buying our lubricants in carload lots. And, typical of their sales



aggressiveness is the fact that the world's largest truck recently came off the assembly line with T5X as its crankcase break-in oil.

*from Roy Linden*



*"Knowing how" to work safely is the cornerstone of Los Angeles Refinery's accident-prevention program. At right, Foremen Cleo Goyette and William Reed indoctrinate six new refinery employees. Initial Safety information includes laying down the plant law regarding hard hats and goggles.*



**Million Manhour Mark  
Exceeded as**

## **ACCIDENTS TAKE A HOLIDAY**

**at Los Angeles Refinery**

**O**NE Safety goal of every industrial plant in America is to complete at least a million consecutive man-hours of work without sustaining a lost-time injury to any of its employees. Like other goals in the million category, this one is seldom reached.

Los Angeles Refinery, however, has merited the distinction twice. In 1934-1935, these Union Oilers chalked up the Company's first million manhours without a disabling injury and carried the record along to a total of 1,217,504 manhours. Then, on May 5 of this year, they again reached the million mark. Unfortunately, an accident on June 6 halted their march short of a refinery record and turned the counter back to zero.



*Foreman Ed Welton, center, calls an unscheduled Safety meeting of Operating & Treating personnel at Pump House No. 1. Such on-the-spot conferences may be called "at the drop of a hard hat" or whenever the need arises.*





*Safety indoctrination continues on even to retirement age. Above, Foreman Harry Piatt (reaching toward impact wrench) conducts a how-to-do-it Safety conference at Unit 33 with other members of the Maintenance Department.*



*Motion pictures play their part in teaching men how to preserve life and limb. The audience are mostly Machine Shop workers. The film, entitled "Turnaround Safety," is a color document produced by the LAR Maintenance Dept.*

The achievement has been matched by only three other groups in the history of Union Oil Company. The Research and Process Department at Brea reached their first million manhours without a lost-time injury in July, 1952, and are now slightly beyond 1,643,000 manhours. The Oleum Accounting Department and Oleum Laboratory each attained their million goal this year to set a challenging precedent for smaller departments.

The latest Los Angeles Refinery Safety marathon was an especially commendable one. It took place among the forces, tools and operations of heaviest industry, where accidents never ask to be invited in. The effort involved approximately 1,100 employees, who are on

duty an average of 6,000 manhours a day, or 180,000 a month. Yet, not between November 18 and June 6 did one of this large group suffer a lost-time injury.

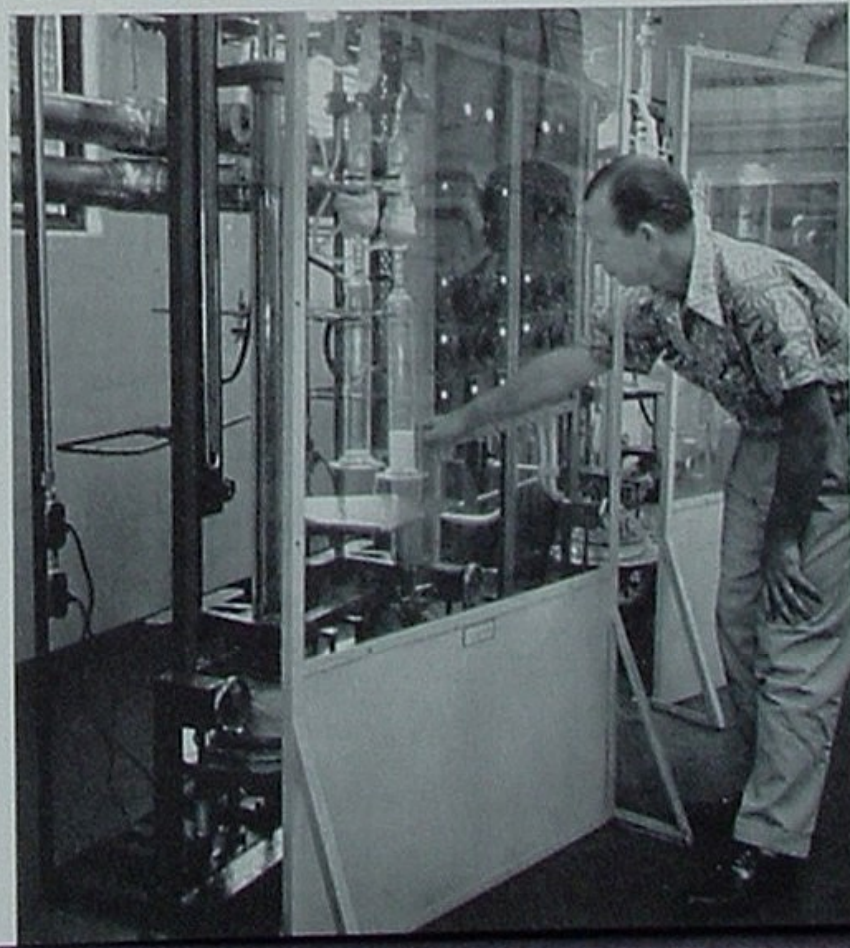
In accompanying pictures are shown some of the measures and devices being employed to protect Los Angeles Refinery workers against the hazards of their trade and against the possibly greater human dangers of indifference and carelessness. What the pictures do not reveal is the refinery's excellent *esprit de corps*. It seems written on the countenance of every person you meet within refinery premises that "The next lost-time accident won't happen to me or my department!"

Multiplied by 1,100, that's a great resolve.

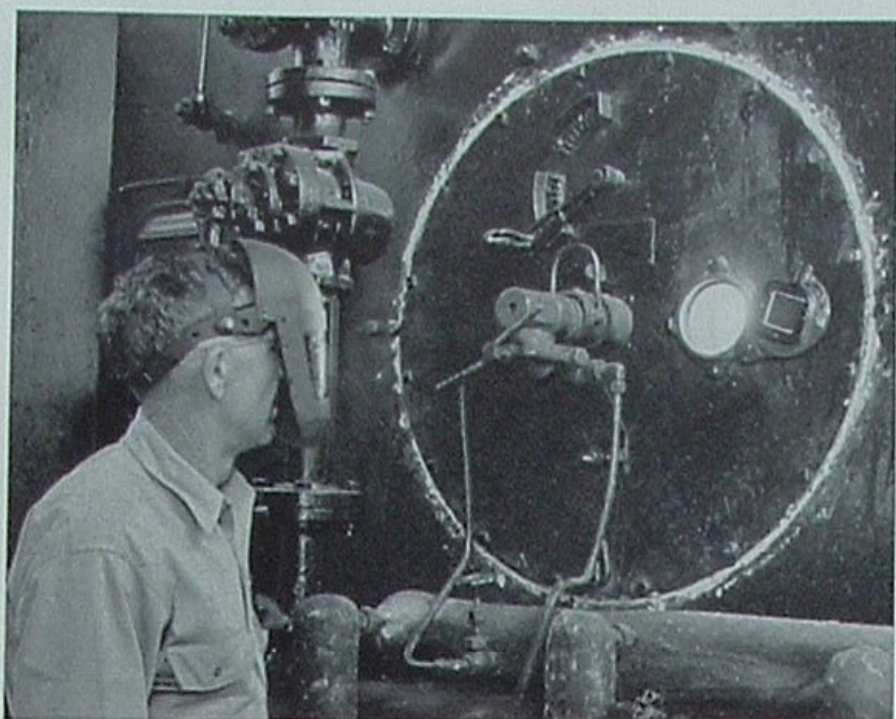
*The better half of "knowing" is "doing," and here we see two men doing their co-workers a Safety favor by limiting their smoking to an enclosure built for that purpose.*



*In the Inspection Lab, Karl Raines runs a crude distillation test from behind a panel of shatter-proof Plexiglas, minimizing the possibility of injury from bursting glass.*



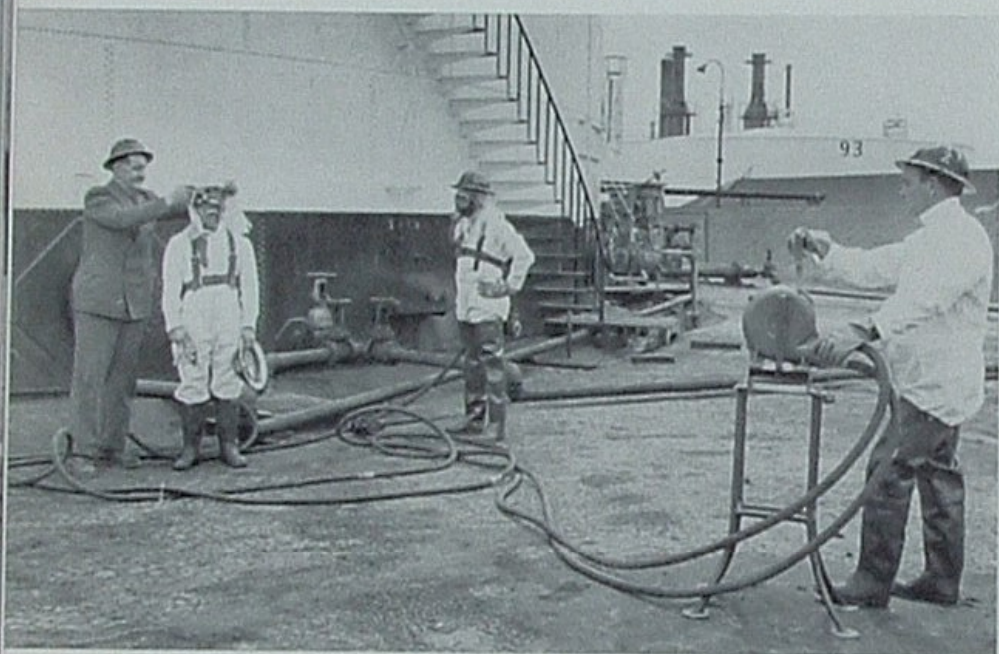




At Boiler Plant No. 2, Wayne Harding uses a shield, above, to protect his eyes from bright yellow glare when checking fires. At right he uses a flash-arresting shield



and asbestos mittens while lighting off a furnace fire. Failure of an employee to use the latter precaution resulted in at least one lost-time injury at this refinery.



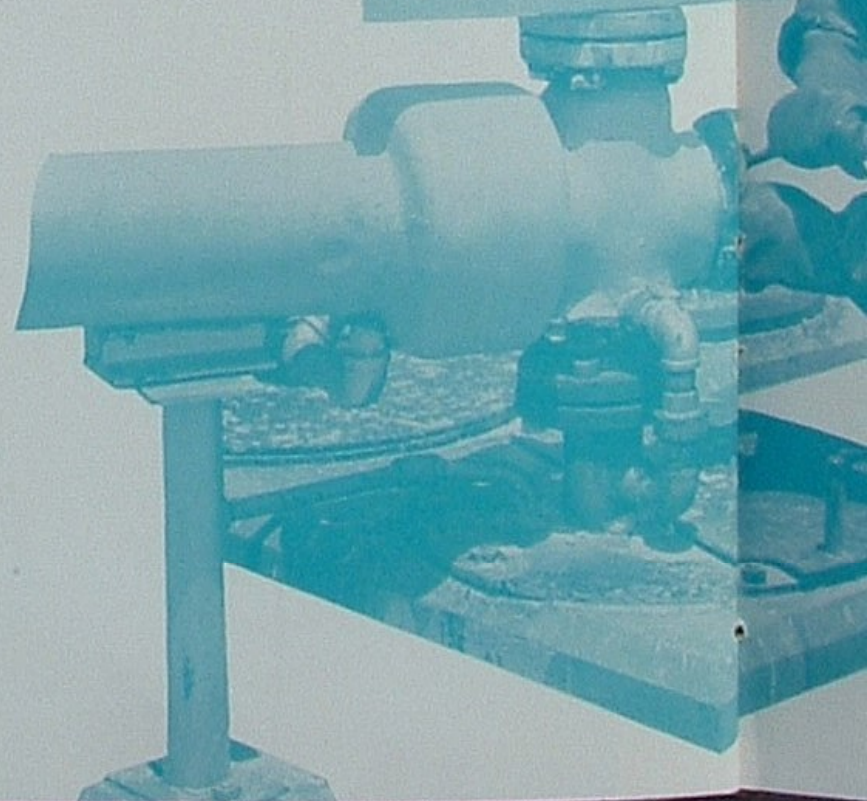
Foreman Frank Adams, left, inspects the clothing and fresh-air equipment of two men preparing to remove leaded sludge from a storage tank. All items of clothing and equipment used are designed for protection against lead poisons.

Below, a sign warns of the presence of hydrogen sulfide in this storage tank. So, the gauger breathes by means of a Scott Air-Pak and is checked by a standby observer.



The Scott Air-Pak supplies compressed fresh air to a Sulfur Plant operator engaged in removing an inspection plate from one of the lines containing harmful gases.

DANGEROUS VAIRS  
DO NOT BREAM  
HYDROGEN SULFIDE





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refinery.



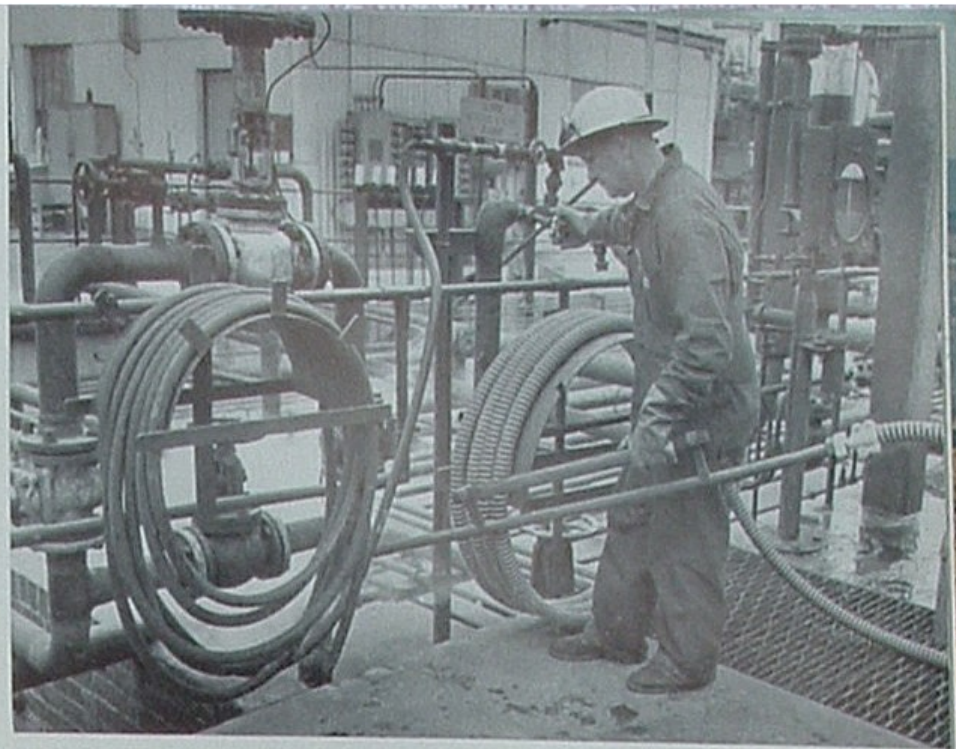
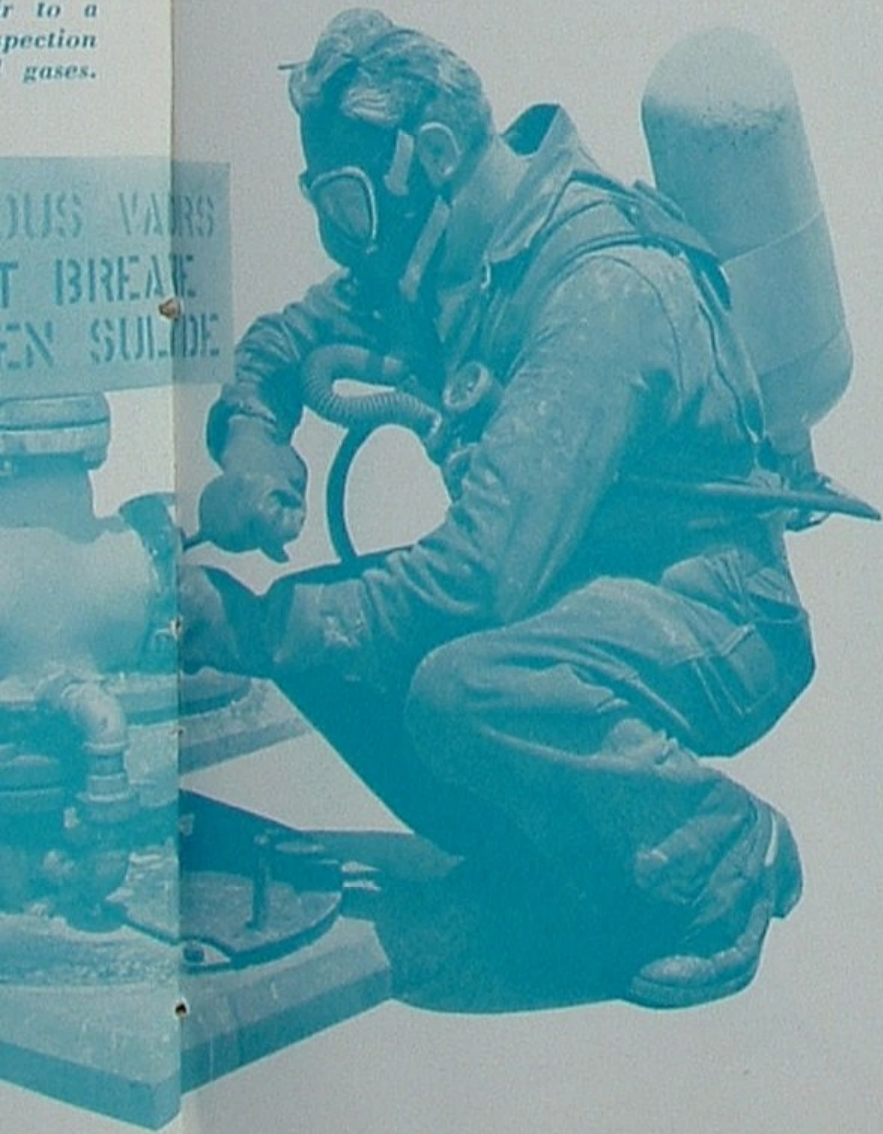
Working on an emulsion pump handling corrosive chemicals, Frank Malovich is protected against acid burns by helmet, monogoggles, rubber gloves and woolen clothing.

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In the Analytical Lab, Foreman Ross Wright, center, points out the location of an emergency shower to three new chemists. Hopefully, they will never have use for it.

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DUS VARS  
T BREA  
EN SULFIDE



Heeding the sign, "Close Steam Valve First," Roscoe Snead observes the proper technique in operating a steam hose. Burns and lacerations may result if steam whips loose hose.



Instructor Bill Shumate and class are representative of some 600 LAR employees who have participated in First Aid instruction—one means of lessening accident severity.





# Sports



## BURNHAM TROPHY PLAY-OFF

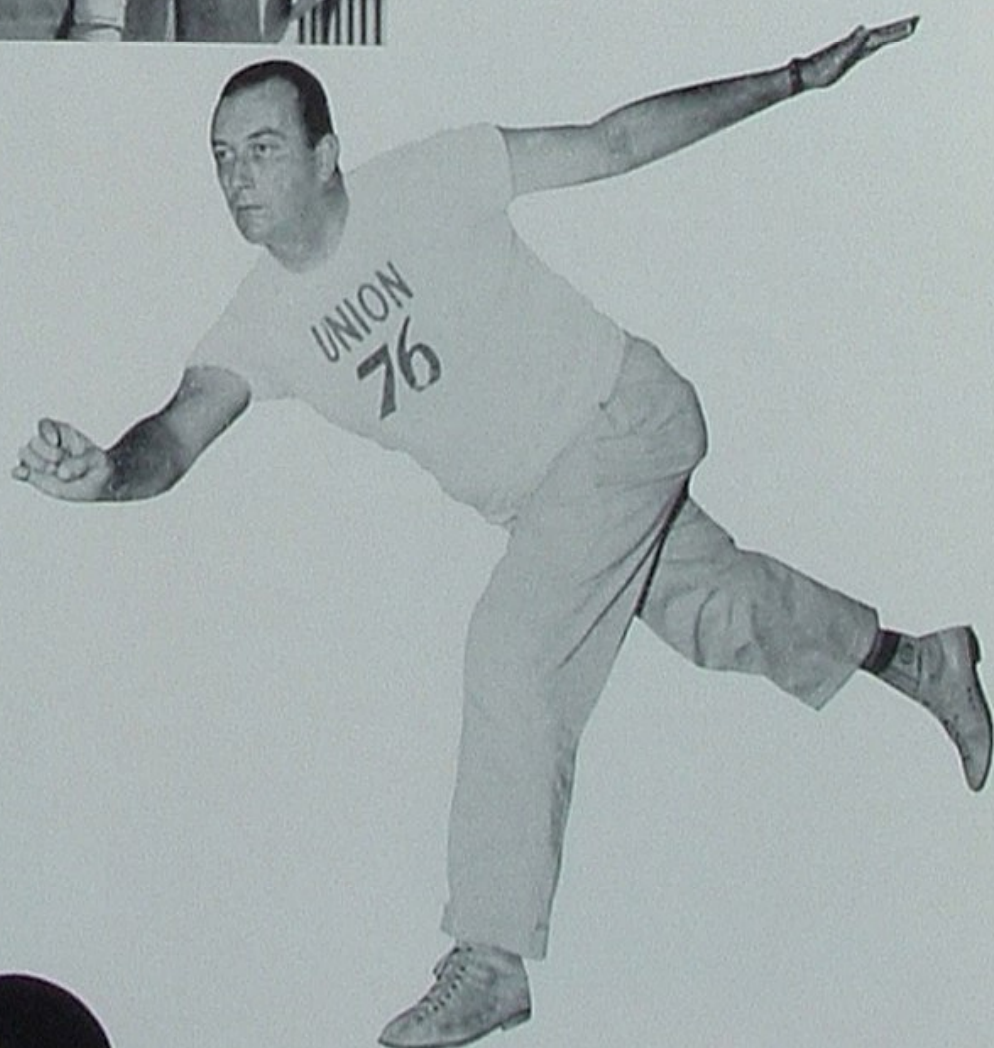


The 27th rolling of the Burnham Playoff has singled out Union Oil's champion bowlers for 1953:

Above are (l-r) Duke Wanlass, George Creed, Mike Matanic, Jack Betts and Art Pink, Oleum Team No. 1, whose 2716 score topped the field and gained the Major Burnham Trophy.

At left are Gerry Goldrich, Dick Higgins, Leo Pfennig, Frank Kilminster and Frank Lammerman, Cut Bank Team No. 2, in second place with a 2684.

Below (l-r) are Houston's E. J. Marti, roller of a 235 highest single game, and Oleum's Jack Betts, bowler of a 610 highest individual series.





## HOME OFFICE PIN CHAMPS

Home Office bowling has been heightened in appeal, if not in scoring, by secretarial infiltration.

The top picture introduces (l-r) Wayne DeVol, Louise Tritt, Elsa Class (league secretary), Bob Lamb, Lucille Hoffman and Steve Nosler. Those holding trophies are members of the team winning championship honors at the conclusion of league play. Miss Class made the presentation.

In the next photo are Walt Hamilton, Fred Higgins, Adele Fosburg, Jimmy Davidson (league president), Frances Spengler and Harry Staman. President Davidson is seen consoling others with second-place statuettes after they had finished a mere half point behind the champions.



## COMPTROLLER'S TOURNAMENT

The Comptroller's Annual Golf Tournament, held April 25 in Los Angeles, attracted the best turnout ever—86 for golf, 93 for dinner.

Below, Comptroller Irving J. Hancock (right) is shown in the act of

congratulating Phil Blamey and presenting him with the perpetual Comptroller's Trophy. Phil shot an 84.

The photo at right presents Blamey and his contemporary prize winners

Harry Stewart, Al Schenken, Leonard Anderson and Walt Patee.

Flight leaders who hurried home early to cut the lawn included Bob Smith, Jim Brennecke and R. V. Snelson.







## 26th ANNUAL COMPANY-WIDE TOURNAMENT

A heavy gale swept the Annual Union Oil Golf Tournament on May 9 in Los Angeles. But R. F. Krueger swept along with it, garnering an 81 gross, the President's Cup, and hearty congratulations, above, from Master of Ceremonies Bill Stewart.

Flight winners included (top photo) A. W. Anderson, A. Bruce, Rudy Prinz, Arthur Stewart and Kim Ham.

Others who collected mantlepieces for wizardry on the links were (right) D. R. Jessup, R. Hausman, Jack Witter, Fred Anderson and B. Loftis.

All departments and many areas were represented by the 286 employees competing in this tournament.



◀ **TEN-PIN CHAMPS** for 1953 of the Calgary Petroleum League in Canada are Union Oilers (l-r) Don Clark, Neal Burkholder, Don Turner (captain), James Chilton and Reg Griffiths.

The game of ten-pins, in case you are not informed, is identical to plain old U. S. bowling except that the game is played north of the Canadian border. Another Canadian game, five-pins, is even more popular up north.

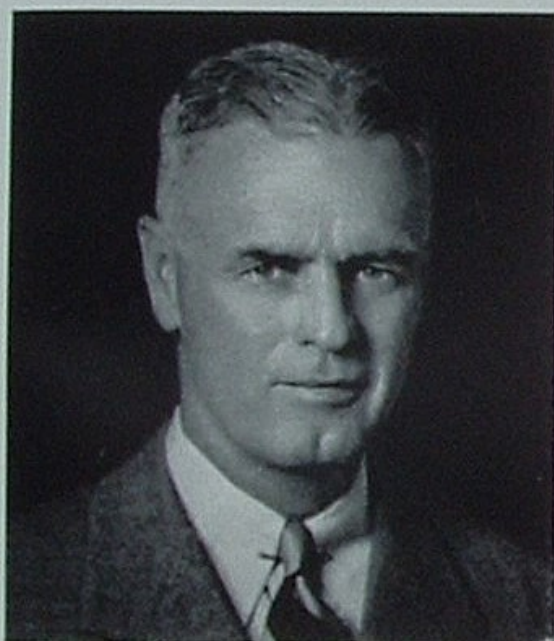
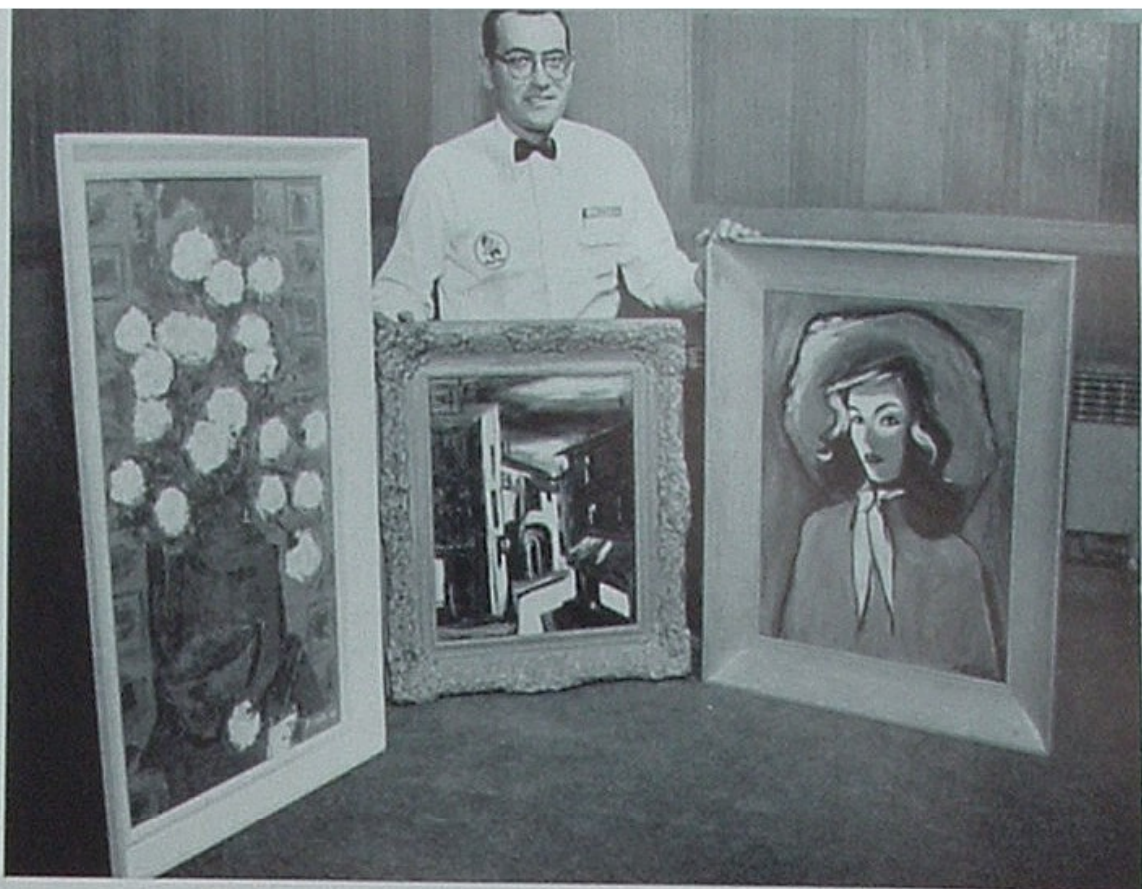


## Union Oilers



▶ **TALENTED** Fill up at USS No. 1856 in San Francisco sometime and meet a Minute Man artist, Pierre St. Clair—a former Parisian who now finds the selling of oils quite helpful in furthering his main “oils” ambition. The artist is shown at right with three of the paintings he will soon display in a one-man exhibit.

from Ethel Cline



▶ **NOMINATED** with nine other San Francisco girls for the honor of being Miss Golden Gate during the 1953 Golden Gate Maritime and World Trade Festival was Union Oiler Betty Ann Lewis. The winner is adjudged for charm, beauty, poise and public speaking ability. Betty entered the competition with ample specifications and Union Oil support.

from Ethel Cline



◀ **HONORED** Former Vice President Ronald D. Gibbs, recently retired, has been accorded a life membership in the California Natural Gasoline Association, with whom he served as a director from 1932 to 1953 and as president for the year 1936.



◀ **GRACIAS** It was only a minor kindness on the part of Union Oil. We merely remembered the work of the John Dales among Indian children in Mexico when disposing of some old public relations motion picture films. But in the mail recently came a picture postmarked “Tamazunchale,” a community in the state of San Luis Potosi. The children there wanted to thank Union Oil Company for the wonderful thrill of seeing the “Pasadena Rose Parades,” the “Rams’ Football Games,” “How Tires are Made,” “The American Way of Life” and other miracles of the motion picture screen. So, meet some grateful little Aztecs.

from Grover Stark





◀ **HOSTS** at a recent "Grease A-la-mode" dinner in Vancouver, Washington, were G. I. and R. H. Inman, Union consignees. They ordered choice steaks, invited our A. F. Olsen and A. J. Peterson as speakers, and had a really smooth time of it.

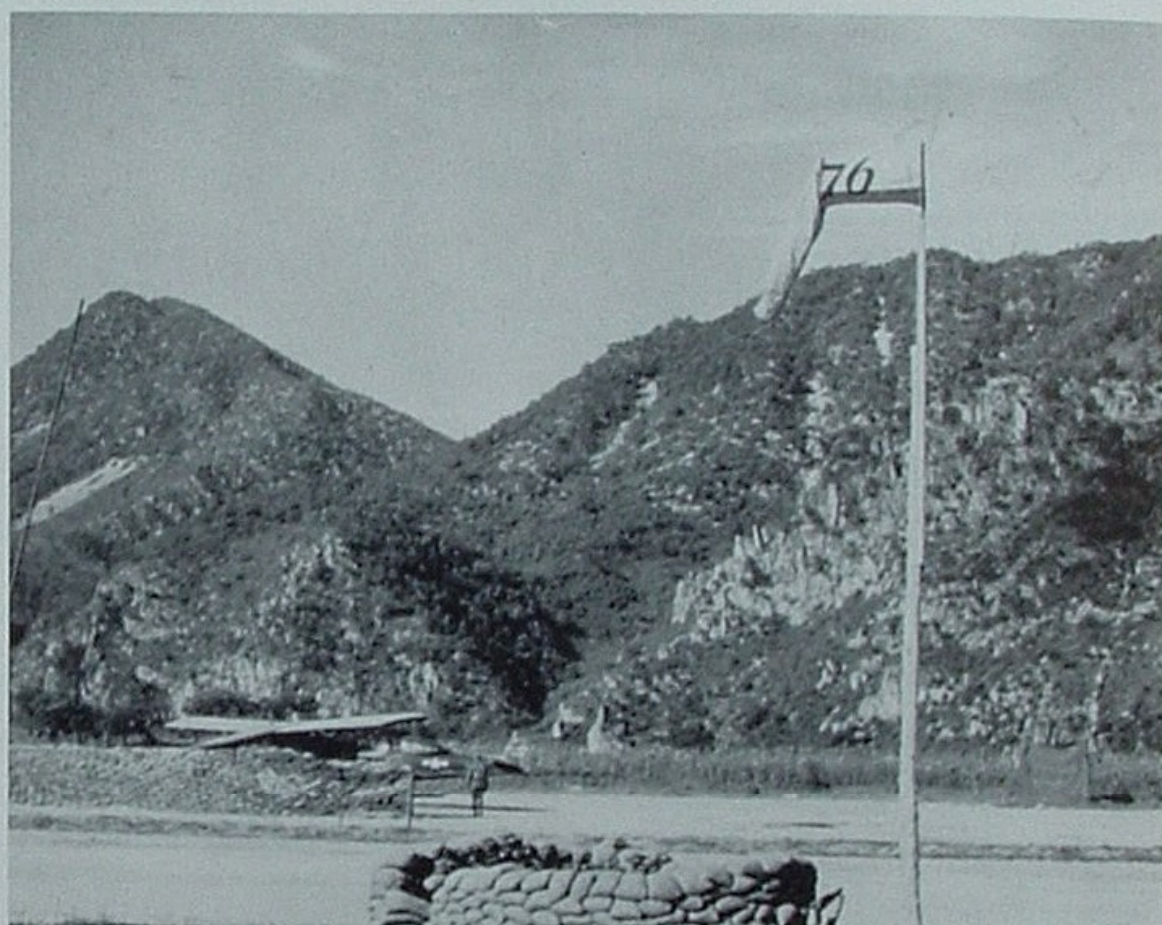
from Gudrun Larsen

▶ **DRAFTED** from an airfield somewhere in Montana is the "76" windsock shown below somewhere in Korea. The guys in Sargeant Dugan's outfit like it "76" times better than Uncle Sam's issue.

from N. W. Wren

▶ **POLITICS** Senior Landman Hec Dyer of our West Texas Division, shown with his son Johnnie, somehow drew that coveted 76 license tag from the state of Texas. Asked how he managed it, Hec replied, "Well, any good Texan who is a good friend of the Chief Deputy Tax Collector of Midland County, and speaks real polite-like to the deputy's wife (who is a Union Oiler, incidentally), can get that number any year—if he's lucky."

from M. B. Fine



◀ **BUSY** Walter J. Mansbridge, one of our petroleum engineers at Cut Bank, Montana, is assuming at a relatively early age the full responsibilities of a good citizen. Since joining the Company in 1949, after graduating from Montana State College at Bozeman, he has served as vice president of the Cut Bank Jaycees and was recently elected president of that organization. He missed by the narrowest of margins being elected an alderman, after having the nomination thrust upon him by admiring neighbors. Married and the father of three children, Jack nevertheless found time to become town bowling champion.

from R. A. Higgins





▶ **S-LEIS 'EM** The recent trans-Pacific exchange of Honolulu's Rath for San Francisco's Rathbone must have taxed the Islands' floral reserve. Ted Rath-



bone, left, was in up to his ears on arrival at Honolulu, while at San Francisco, right, Bob Rath got off to a brilliant start by tendering a lei to every girl in the office.

from Ethel Cline



▶ **GUNMAN** Stephen Keithley, left, always wanted a good target and rabbit pistol. So on retiring from his Northern Division Pipe Line job after 32 years of service, his co-workers through Lawrence Marston, right, gave him a .22 automatic and freedom of the San Joaquin rabbit range.

from Bill Conley

▶ **SCOUTER** Paul K. Noland, division accountant at Great Falls, has been elected chairman of the Cascade District Boy Scout Committee, a group of 40 men who devote their extra hours to the welfare of American boys.

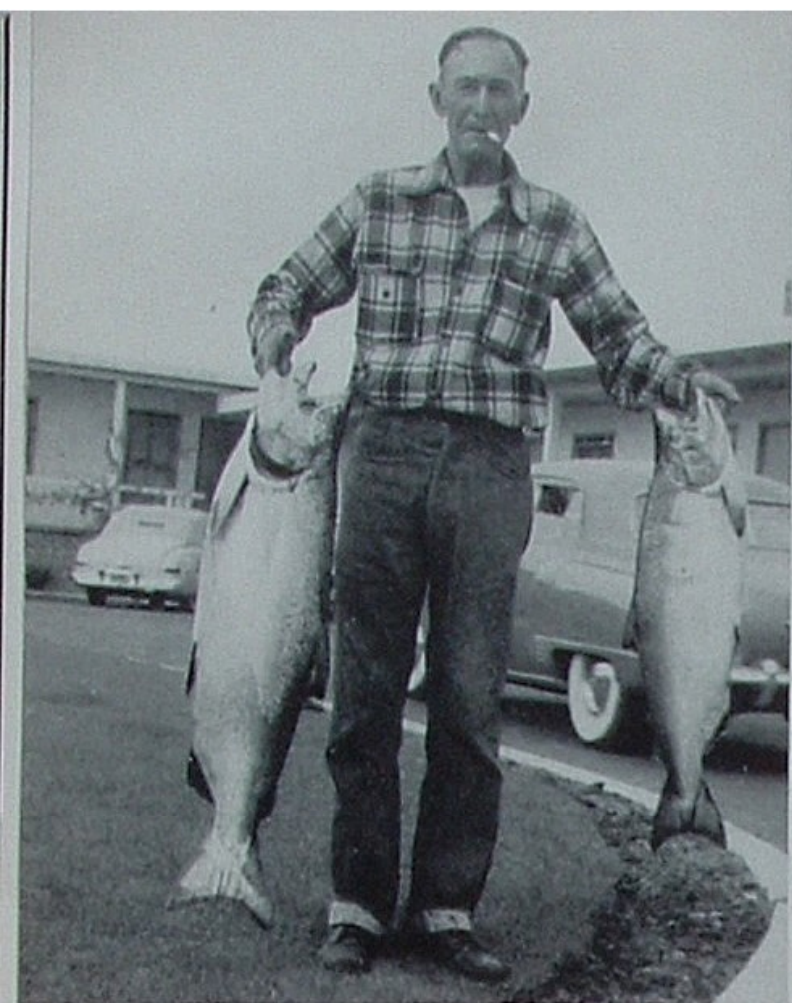
from Helen Chamberlain



▶ **375,000 MANHOURS** or more of Union Oil service is credited to these six marketing veterans of Southwest Territory, all of whom passed important milestones of Company activity during April and were congratulated by their associates. Appearing at left with newly jeweled service pins, they are Phil Reh (25 years), Sid Bartel (25 years), George King (30 years), Art Roseman (40 years), John Panosch (30 years), and Elvie Nesbitt (30 years).

from Dumont Kimmell





◀ **HE GOT AWAY,** but in this instance we are speaking of the fisherman, not the fish. Ray V. Dysinger of Rosecrans Absorption Plant was fishing alone on March 15 from an outboard motor-driven boat on Parker Dam reservoir in Arizona. In grabbing for an oar that was falling overboard, Ray lost his balance and fell from the speeding boat. Grasping a gunwale, he clung on while the craft kept turning in a tight circle. Finally, Ray's shirt tangled in the propeller and killed the engine. Although lacerated somewhat, he climbed aboard and returned home to memories of 1951 (left).

from Lloyd Kinney

▶ **ELECTED** The Nippon Times of Tokyo recently announced the election of Union Oiler H. R. Greatwood as vice president of the American Chamber of Commerce in Japan. He has served on the Chamber's board of governors for six years. Mr. Greatwood, our Far Eastern manager, has spent 17 years in the Orient.

from John W. Graham

▶ **DONORS BY THE DOZEN** Red Cross offices in Long Beach recently welcomed some 12 Union Oil salesmen into the great fraternity of blood donors. Employees of the Long Beach District have organized themselves into a donor group to push "Production—not promises."

from G. C. Stark



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

On April 10, 1953  
**EBEN H. BRAMBLEY**  
Southwest Territory  
Retired January 1, 1936

On April 23, 1953  
**CHARLES M. MITCHELL**  
Southern Production

On April 27, 1953  
**EARL H. CANET**  
Northern Division Pipe Line

On April 27, 1953  
**JOHN C. MYERS**  
Oleum Refinery  
Retired July 1, 1945

On April 28, 1953  
**EARLE L. BRYANT**  
Head Office Comptroller's  
Resigned April 14, 1944

On May 5, 1953  
**ALVIN H. LAEMMEL**  
Southern Division Field  
Retired October 31, 1944

## On Tour

VOL. 15, NO. 5  
JUNE 1953

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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 17, California.

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





# SERVICE BIRTHDAY AWARDS

MAY 1953

## EXPLORATION & PRODUCTION

Hendry, Allen A., Richfield.....	35
Muzzall, Jack B., Richfield.....	35
Cerini, William F., Whittier.....	30
Geddes, Fred M., Domingues.....	30
LaVerne, Fred J., Orcutt.....	25
Black, Edward W., Orcutt.....	20
Said, Howard K., Home Office.....	20
Scott, Edward W., Texas.....	20
Smith, Thomas R., Domingues.....	20
Stone, Minter E., Domingues.....	20
Vorce, Frank A., Bakersfield.....	20
Brisson, Bernard B., Orcutt.....	15
Grabill, Frank M., Orcutt.....	10
Hamilton, Jack R., Home Office.....	10
Matthews, Donald K., Cut Bank.....	10

## MANUFACTURING

Sartori, James R., Oleum.....	35
Cummings, Walter R., Wilmington.....	30
Ramun, Pall, Oleum.....	30
Adcock, Morton W., Wilmington.....	25
Hackett, Blanche A., Wilmington.....	25
Newman, Kenneth E., Wilmington.....	25
Orr, Oren O., Wilmington.....	25
Reiner, Stanley D., Wilmington.....	25
Wennerholm, Julius V., Oleum.....	25
Westman, Carl C., Oleum.....	25
Winship, Neal G., Oleum.....	25
Broderick, James L., Oleum.....	15
Carson, Roy R., Oleum.....	15
Beildeck, Byron M., Wilmington.....	10
Brogan, Dorothy M., Wilmington.....	10
Gerbitz, Myrtle L., Oleum.....	10
Hays, James, Wilmington.....	10
Manders, Martin A., Oleum.....	10
McDowell, Eldon P., Oleum.....	10
Todd, William C., Wilmington.....	10
Zinnecker, Eula F., Wilmington.....	10

## MARKETING

Tychsen, Paul E., Seattle.....	35
Crooks, Alfred C., Tacoma.....	30
Dahl, Dewey T., Los Angeles.....	30
Nichols, Douglas W., San Francisco.....	30
Bretthauer, Fred Jr., Cornelius.....	25
Mitchell, Percy D., San Bernardino.....	25
Wentland, Edward H., Oakland.....	25
Cederlund, Evelyn A., Portland.....	20
Elder, Harvey T., Los Angeles.....	20
Grand, Paul A., Long Beach.....	20
Morton, Clarence L., Van Nuys.....	20
Joseph, Edward D., Petaluma.....	15
Osborn, Albert M., Maltha.....	15
Cates, James D., Portland.....	10
Dodge, Harry Jr., Los Angeles.....	10
Dugan, John S., Los Angeles.....	10
Laughery, Louis E., San Diego.....	10
Montaner, Federico Jr., Central America.....	10
Vollmer, Walter J., Spokane.....	10

## PIPELINE

Fleig, Robert H., San Luis Obispo.....	35
Swindle, William A., San Luis Obispo.....	30

## RESEARCH & PROCESS

Multer, Hugh J., Wilmington.....	25
Potter, Ralph A., Brea.....	25
Polly, Orville L., Brea.....	15

## COMPTRROLLERS

Lovell, Allen O., Home Office.....	25
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## AUTOMOTIVE

Hunt, Lester W., Santa Fe Springs.....	20
Vanderwal, Cornelius M., Portland.....	10

## TRANSPORTATION & DISTRIBUTION

Hiatt, Elwood L., Home Office.....	20
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## NATURAL GAS & GASOLINE

Murphy, Eleanor L., Home Office.....	10
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## PURCHASES

Sturgess, John B., Home Office.....	10
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## MARINE

Bonner, Robert F., Wilmington.....	10
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JUNE 1953

## COMPTRROLLERS

Aus, Nina, Home Office.....	35
Hartshorn, Charles R., San Pedro.....	30
Gardiner, Thomas W., Home Office.....	25

## MARKETING

McDonald, William J., San Francisco.....	35
Whitham, Helen, Home Office.....	35
Awbrey, Ernest T., San Jose.....	30
Carpenter, Ruth L., Los Angeles.....	30
Burke, Virgil L., San Francisco.....	25
Cook, Herbert E., Los Angeles.....	25
Jacobs, Frank M., San Francisco.....	25
McClure, Wallace M., Phoenix.....	25
Stewart, Arthur C., Home Office.....	25
Clark, Kenneth R., Santa Monica.....	20
Jackson, Arthur, Oakland.....	20
Leptich, Joseph, Portland.....	20
Vannier, Guy K., Edmonds.....	20
Argyle, Tom S., Ohio.....	15
Fenton, Joseph, Los Angeles.....	15
Moore, Ivan K., Seattle.....	15
Nenno, Clifford C., Los Angeles.....	15
Williams, George F., Walla Walla.....	15
Reynolds, William O., Rosecrans.....	10
Soike, Walter T., Los Angeles.....	10
Terry, Louis R., Los Angeles.....	10

## EXPLORATION & PRODUCTION

Richards, Frank H., Orcutt.....	35
Curnow, Roy H., Bakersfield.....	25
Openshaw, Reuel, Orcutt.....	25
Boroff, Ralph, Orcutt.....	20
Hammond, Edwin D., Orcutt.....	20
Krossa, Roy W., Bakersfield.....	20
Michael, Jared L., Ventura.....	20
Mihalski, Alec, Bakersfield.....	20
Finney, Harold T., Whittier.....	10
Howell, Loren R., Orcutt.....	10
Pellant, Anne, Whittier.....	10
Smith, Norma L., Whittier.....	10
Sutphen, Wynola D., Whittier.....	10

## MANUFACTURING

Faria, Antone A., Oleum.....	30
Genter, Edwin J., Wilmington.....	30
Quigley, Louis A., Oleum.....	30
Carpenter, Richard G., Wilmington.....	25
Manies, Morrison, Oleum.....	25
Self, Ruby, Oleum.....	25
Wilson, Frank A., Oleum.....	25
Rilea, Gerald, Wilmington.....	20
Adamoli, Thelma F., Wilmington.....	10
Anderson, Hazel I., Wilmington.....	10
Backlund, Louise E., Oleum.....	10
Clements, Brewer L., Wilmington.....	10

# Retirements



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

### ELSIE E. SMYTH

Comptroller's  
Employed 6/2/46—Retired 4/1/53

### FRANK M. HIGUERA

Oleum Refinery  
Employed 1/28/08—Retired 5/1/53

### HOMER AMBROSIER

Maltha Refinery  
Employed 3/20/11—Retired 5/1/53

### GLEN I. MORIN

Oleum Refinery  
Employed 3/26/23—Retired 5/1/53

### LUCIEN BERNON

Southwest Territory  
Employed 12/8/24—Retired 5/1/53

### LEONARD C. LAWRENCE

Los Angeles Refinery  
Employed 3/3/26—Retired 5/1/53

### THOMAS D. KNOWLES

Southern Division Field  
Employed 4/11/27—Retired 5/1/53

### RALPH BOROFF

Coast Division Field  
Employed 6/9/33—Retired 5/1/53

### LONNIE O. CANTRELL

Southern Division Field  
Employed 12/10/43—Retired 5/1/53

### IRENE L. WHITE

Manufacturing  
Employed 8/21/44—Retired 5/1/53

Gerdes, Louis W., Wilmington.....	10
Gonsalves, Alfred N., Oleum.....	10
Heel, Cleo G., Wilmington.....	10
Kelleher, Linn M., Oleum.....	10
Vaughan, Leon V., Oleum.....	10
Wilson, D. Y., Jr., Cut Bank.....	10

## RESEARCH & PROCESS

Aquirre, Pedro V., Brea.....	30
Sauvnet, Florence B., Brea.....	30
Eifert, Edward J., Brea.....	25
McClellan, Lester W., Brea.....	25
Buckmann, John P., Brea.....	10
Carver, Harold E., Brea.....	10
Gardner, Charles E., Brea.....	10
Inwood, Texas V., Brea.....	10
Loop, Eugene B., Brea.....	10

## PIPELINE

Copeland, Randolph, San Luis Obispo.....	30
Kemp, Esther M., Santa Fe Springs.....	30
Campbell, Charles H., Jr., Home Office.....	25
Sawyer, James C., San Luis Obispo.....	10

## PURCHASES

Koch, Esther M., Home Office.....	30
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## AUTOMOTIVE

Kimberly, John R., Portland.....	20
Amen, Fred, Santa Fe Springs.....	10
Kiker, William A., Santa Fe Springs.....	10





## What does an inventor look like?

**In 1850**, Samuel Kier built a one-barrel "teakettle" refinery in Pittsburgh. There, through his own genius, he first distilled petroleum and became America's pioneer oil refiner. But how times have changed.

**Today**, a new product is rarely *one* man's creation. The better products get, the harder it is to improve them. Now, many men of many skills must work together in research centers on projects planned long ahead.

**For example:** two years ago we saw the need for a new kind of motor oil that would fully meet the demands of precision-built, high-compression automobile

engines. Among other things, this special oil must flow with full pressure at zero temperature — yet give full protection at 400 degree heat.

**One man would never** have the skills, time, devices or money to cope with such a complex problem. But at our Brea research center a team of Union Oil engineers solved it. And Union was the first to give the West this better lubricant.

**Naturally we're proud** to add new Royal Triton 5-20 motor oil to our many firsts. We think this new Union Oil product is one more proof that the best *progress* comes from an economic system that

gives the best *incentives*. American *free, competitive enterprise* provides these incentives as no other system ever has.

### **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 17, California.*