

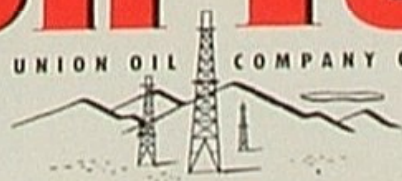


*Prospects are*  
**LOOKING UP**  
*in the Gulf Division*

JULY 1954

**On Tour**

WITH UNION OIL COMPANY OF CALIFORNIA





# On Tour



Volume 16, Number 6

JULY 1954

## In This Issue

- page 3  
**LOOKING UP**
- page 6  
**IT'S YOUR BUSINESS**
- page 10  
**OUR NEWEST COALINGA  
DISCOVERY**
- page 13  
**THEY CUT TREES  
TO HELP THE FOREST**
- page 16  
**SEA-GOING LIFEGUARDS**
- page 18  
**FOR MERITORIOUS SERVICE**
- page 20  
**INDUSTRIAL SUMMARY**
- page 21  
**UNION OILERS**
- page 23  
**SERVICE BIRTHDAY AWARDS  
RETIREMENTS-IN MEMORIAM**
- page 24  
**GRANDFATHER NEVER  
HAD IT SO GOOD!**

**"ON TOUR"**, pronounced "on tower," is an oil field expression meaning "on duty." Our magazine by that title is published monthly by Union Oil Company of California for the purposes (1) of keeping Union Oil people informed regarding their Company's operations and progress, and (2) of recognizing and encouraging the fine accomplishments of employee groups and individuals. We invite communications from our employee readers, whose thoughts, interests and opinions are carefully weighed in determining editorial policy. Address correspondence to ON TOUR, Union Oil Building, 617 West Seventh Street, Los Angeles 17, Calif.

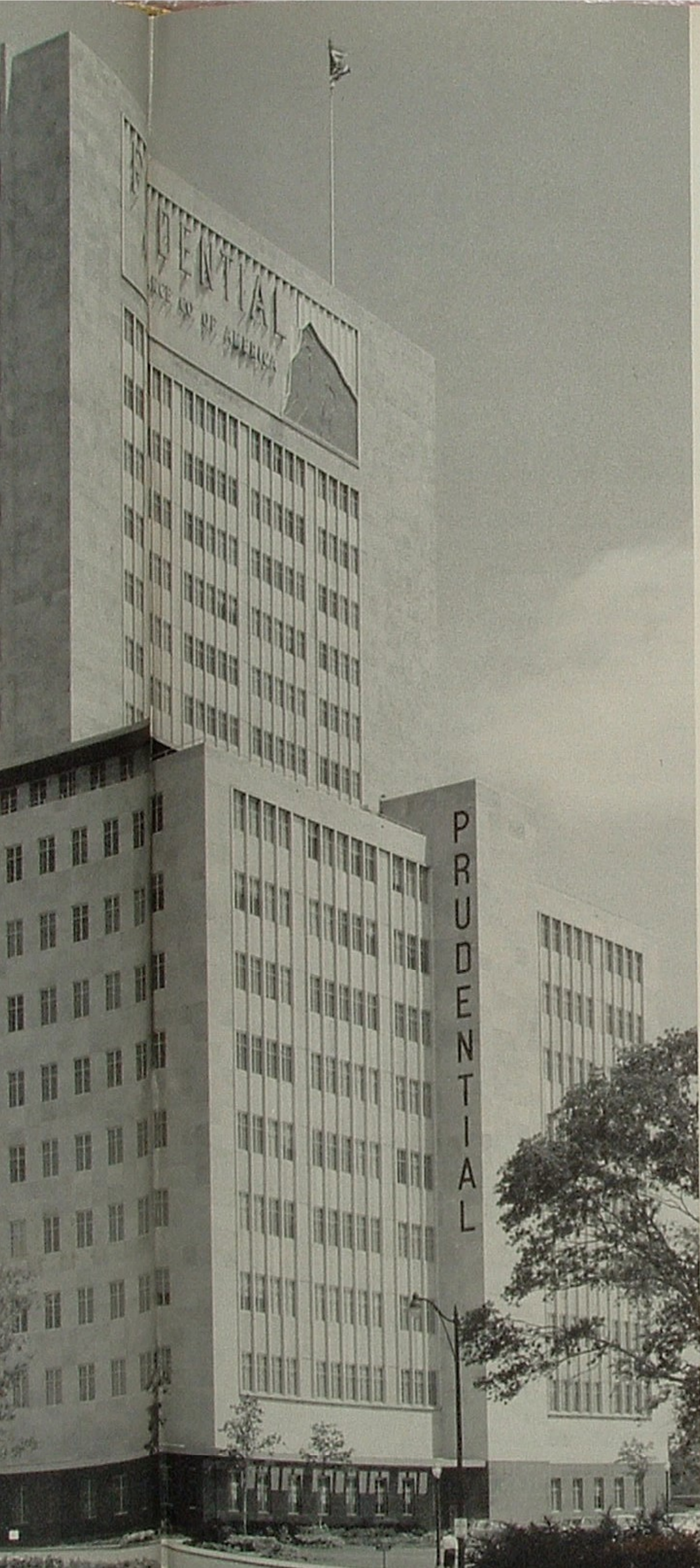
T. D. Collett, Editor  
R. C. Hogen, Assistant Editor











**Prospects are**

# LOOKING UP

**in the Gulf Division**

IT WAS EXACTLY 15 YEARS AGO—in 1939—that Union Oil decided to *spud in*, that is, start drilling for oil in the southeast Texas and Louisiana area now known as our Gulf Division. Though 15 years is not a very long exploratory interval, particularly when you're probing for a substance thousands of feet underground, our Gulf Division people have made remarkable progress.

Today in Louisiana and southeast Texas, Union Oil has approximately 600,000 acres of producing and prospective oil lands under lease. During its first 15 years *on tour*, the Division has discovered 15 new oil fields and has shared in the discovery of several more. Their total number of producing oil and gas wells has increased to 240. Currently, despite heavy curtailment of production by government agencies in both states, these wells are producing some 18,000 barrels a day of high-gravity crude oil and distillate and 127,500,000 cubic feet a day of natural gas containing distillate.

All of our Gulf production is being sold to other refiners and marketers. But selling the oil and gas in

*The Prudential Building, four miles south of downtown Houston, is the new headquarters of Union Oil's Gulf Division. The building was designed by Kenneth Franzheim; Wheeler Williams, sculptor, did statuary group, below.*







*Entrance to the Gulf Division's suite of offices is gained through this inviting reception room, presided over by Receptionist and PBX Operator Mildred Neumann.*

*Secretaries Freda Schuenker (seated) and Kathy Wimberly occupy a Philippine-mahogany paneled foyer leading to offices of the Division's management group shown below.*



the South enables Union Oil to purchase a large volume of high-gravity crude nearer our refineries in California. Thus, additional transportation and refining expenses are avoided.

Reflecting Company growth and success in coastal oil fields along the Gulf of Mexico, the Gulf Division recently moved from downtown Houston to a swiftly developing new business tract in the Shamrock Hotel area, four miles out. Occupying a floor of the new southwestern home office building of the Prudential Insurance Company of America—undoubtedly one of the finest office buildings in the world—these Union Oilers react with typical Houstonian optimism.

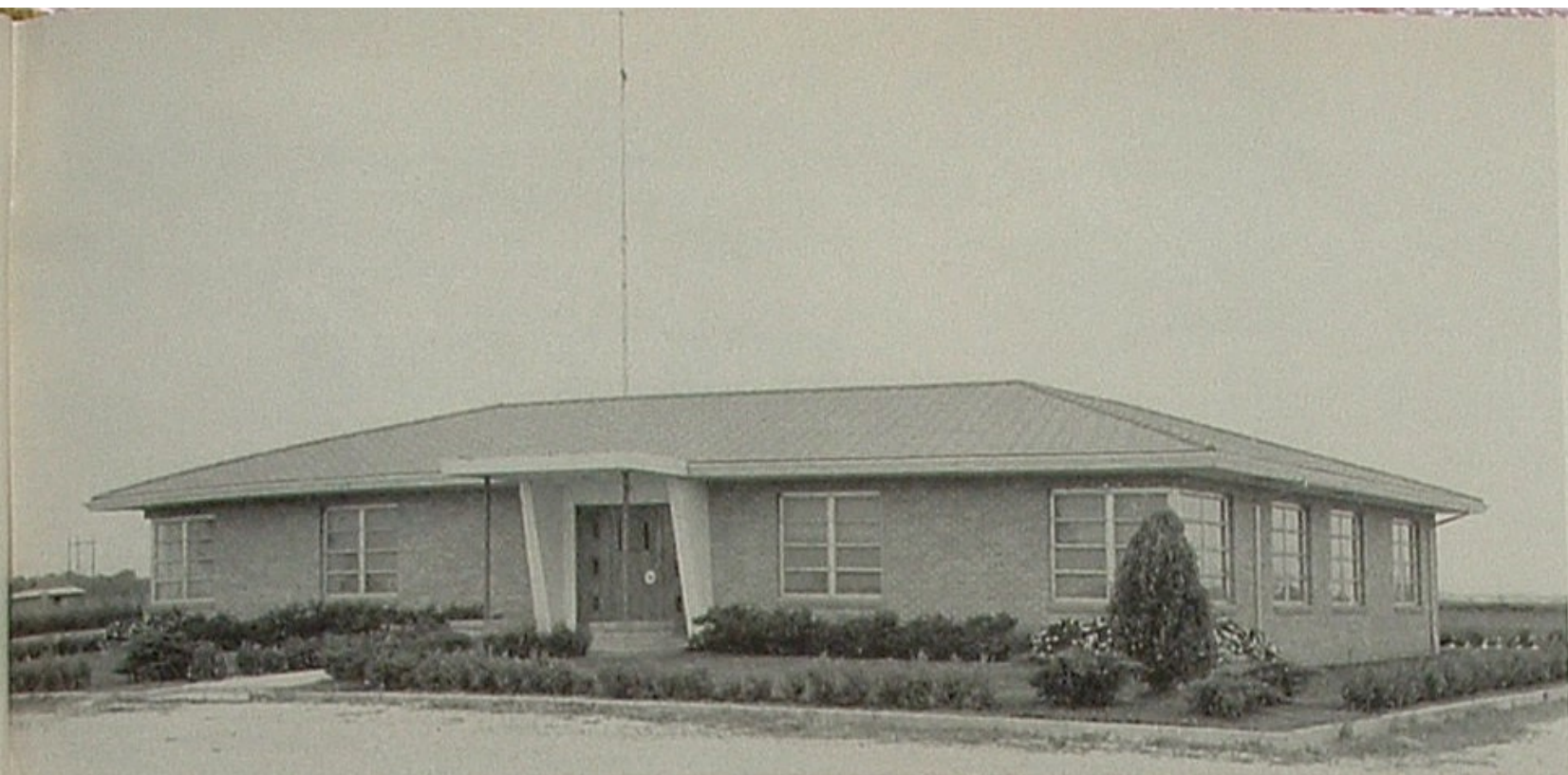
"It's the nicest and biggest place we could get," they admit with a twinkle, "but, who knows, in another 15 years we might grow right out of it."

The Prudential Building, by the way, is 318 feet or 18-plus stories high. It contains a half-million square feet of floor space. Located on 27½ acres of ground, it has a hundred covered carports and ample parking space

*Clockwise from left are Division Accountant R. E. Dalbeck, Division Production Engineer Arch Dawson, Division Superintendent E. E. Sands, Division Landman E. E. Sattles, Vice President Dudley Towner, Chief Geologist W. Z. Burkhead, and Assistant Division Landman W. E. Farrar.*







*Completed early in 1953, the Abberville District Office in Louisiana maintains radio-telephone, boat and airplane contact with drilling and production operations throughout a vast expanse of oil-rich marshes bordering the Gulf.*

for more than 700 automobiles. On its lower floors are a large lounge and library, an auditorium seating 500 people, a cafeteria accommodating 600. A deluxe patio and swimming pool use two wings of the handsome building for shade and a windbreak. Decorations, lighting and air-conditioning leave nothing to be desired. Removable partitions that divide the rooms can be changed overnight to meet nearly any space requirement. A mechanical mail conveyor service distributes letters and parcels throughout the building, minimizing elevator and messenger traffic. And everything's built like the Rock of Gibraltar, Prudential's world-famous trade symbol.

Farther afield, at Abbeville, Louisiana, other Gulf Division employees enjoy similar office conveniences on a somewhat smaller scale. From one such modern *dog house* on the fringe of Louisiana's marshes, a hard-working group of Field personnel are developing such fields as East White Lake, West White Lake, Tigre Lagoon and Fresh Water Bayou, meanwhile casting about for new prospects under the Mississippi River's vast delta.

THE COVER on this month's issue of ON TOUR gives you a skyward glimpse of a drilling rig at work over one of the Gulf Division's most important new discoveries—at East Lake Palourde. In a subsequent issue, the story of this and other recent Louisiana successes will be told.

*Working out of Abbeville are, from left, District Superintendent J. S. Buchanan, Gas Measurement Engineer Harold Le Blanc, Pilot Felix Foreman, Drilling Engineer Dave Ellis, Production Engineer George Harper, Drilling Engineer George Murchison, and others out of photo reach.*

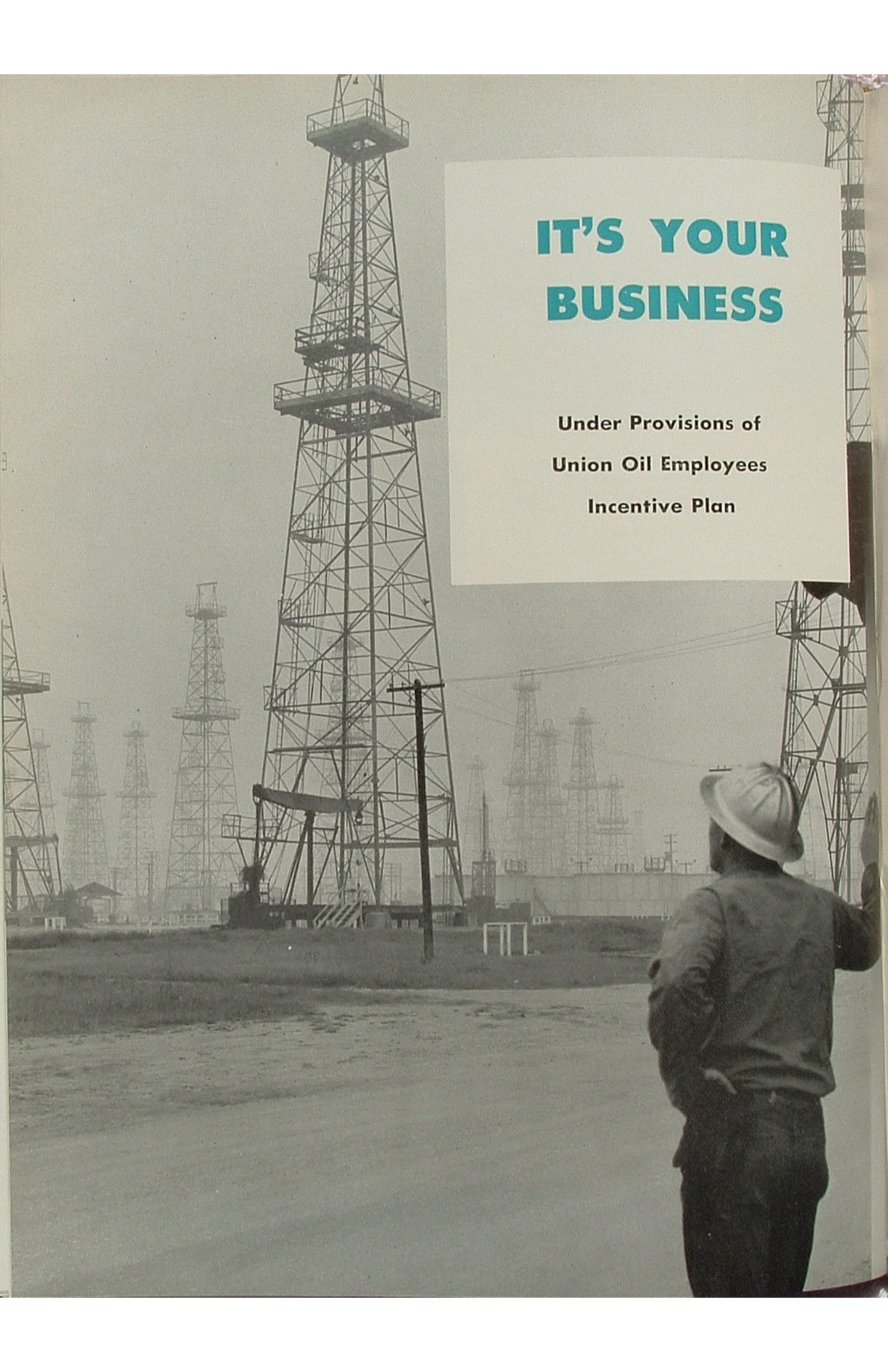
ON TOUR



*Stenographers Audrey Broussard (standing) and Margie Broussard, unrelated despite their names, provide the feminine touch at our district office in Abbeville.*







# **IT'S YOUR BUSINESS**

**Under Provisions of  
Union Oil Employees  
Incentive Plan**



COMMENCING May 24, 1954, there were distributed to all eligible employees of Union Oil Company and its participating companies packets of informative material relating to the Union Oil Employees Incentive Plan. Each envelope contained an Employees Incentive Plan booklet presenting President Reese H. Taylor's letter of announcement and a summary of the Plan's provisions, also a required Prospectus, the Company's 1953 Annual Report, and an application for membership in the Plan.

As this issue of ON TOUR goes to press, it is too early to advise of the number of employees who became members as of the Plan's effective date, July 1, 1954. Nor are figures available yet as to the average percentage of monthly compensation being invested. However, a report of such participation will be made as soon as the facts can be ascertained.

Because of the many questions being asked by employees—those eligible as well as those not yet eligible—concerning the provisions of the Plan, ON TOUR is repeating herewith a summary of those provisions:

### SUMMARY OF PLAN

The following summary of the Union Oil Employees Incentive Plan briefly describes its more pertinent provisions. For a more detailed description, it is urged that you make a study of the text and prospectus mailed to all eligible employees.

### How the plan works:

Membership is voluntary. Members and the Company both make contributions, which are delivered to a bank trustee. These contributions are used by the trustee to purchase common shares of the Company for the members. Liberal withdrawal provisions are afforded the members.

### Who may join the plan?

Any regular employee of the Company and certain subsidiaries, who has at least one year of accumulated service, could join the Plan on the effective date of July 1, 1954, or at the commencement of any subsequent quarter.

### How much do members contribute?

Members may contribute monthly any amount, in whole dollars, they designate, but not less than 2 per cent nor more than 5 per cent of their basic monthly compensation. Contributions are by payroll deductions, and the amount may be changed by the member quarterly.

### How much does the company contribute?

The Company contributes, subject to certain limitations, 3 per cent of annual operating profits *before*







income taxes, which would have amounted to \$1,400,000 in 1953 had the Plan then been in effect. The Company will make contributions quarterly. Company contributions will be allocated quarterly to the members in the ratio of their contributions.

### **What does the trustee do with contributions?**

The trustee uses member and Company contributions to purchase on the open market, for the members, common shares of the Company. Dividends on these shares are credited to the members' accounts. The trustee is not obliged to pay interest on any contributions not invested in common shares.

### **Can a member stay in service and withdraw from the plan?**

Yes. A member with more than three years' participation will receive all shares and cash acquired through both his own and Company contributions.

A member with less than three years' participation will receive only shares and cash acquired through his own contributions. Cash and shares acquired through Company contributions will be forfeited.

In either case, however, he cannot rejoin the Plan for twelve months.

### **Can a member make a partial withdrawal?**

Yes. A member with more than three years' participation may, while remaining in Company service, withdraw not to exceed one-half of the shares and cash acquired through both his own and Company contributions. He may thereafter make similar withdrawals not more frequently than once every two years, but after each partial withdrawal his and the Company's contributions to his account will be suspended for a period of six months.

### **What happens on termination of employment?**

If a member retires, is totally or permanently disabled or dies, he or his beneficiary, as the case may be, will receive all shares and cash acquired through both his own and Company contributions. If employment is terminated for any other reason before a member has had three years' participation, he will receive only the shares and cash acquired through his own contributions. Shares and cash acquired through Company contributions will be forfeited. If he has had more than three years' participation, he will be entitled to all shares and cash acquired through both his own and Company contributions.

### **What is done with forfeitures?**

No money contributed by the Company is recoverable by it.

All forfeitures resulting from withdrawals, shall be allocated, in the same manner and upon the same basis as the Company contributions, to the members then remaining in the Plan who are employed by the same company as the forfeiting member.

### **Voting rights:**

A member may instruct the trustee confidentially how to vote the shares credited to his account, and the trustee will vote them accordingly.

### **Administration of plan:**

The Plan is administered by the trustee and a committee composed of at least five members appointed by the Company's Board of Directors, a majority of which committee members shall be officers of the Company.

### **Statements to members:**

The trustee is required to furnish each member with an annual statement of his account.



### **Who bears the expenses?**

The trustee's fees and costs of administering the Plan will be deducted from Company contributions.

### **Modification or termination of plan:**

The Company expects the Plan to continue indefinitely; however, since future conditions cannot be foreseen, the Company reserves the right to amend or discontinue the Plan at any time. In the event the Plan is terminated, each member will receive cash and shares acquired through both his own and Company contributions.

### **Members' income taxes:**

The Plan affords certain income tax advantages to the members. While the present United States income tax law applicable to such plans is very complex, the members' Federal income tax situation will be, generally speaking, as follows:

As long as a member makes no withdrawals from the Plan, neither the Company contributions nor dividends are taxable to him.

Upon leaving employment by reason of retirement or otherwise, long-term capital gain tax rates will be applicable to values received by a member which result from Company contributions and all dividends.

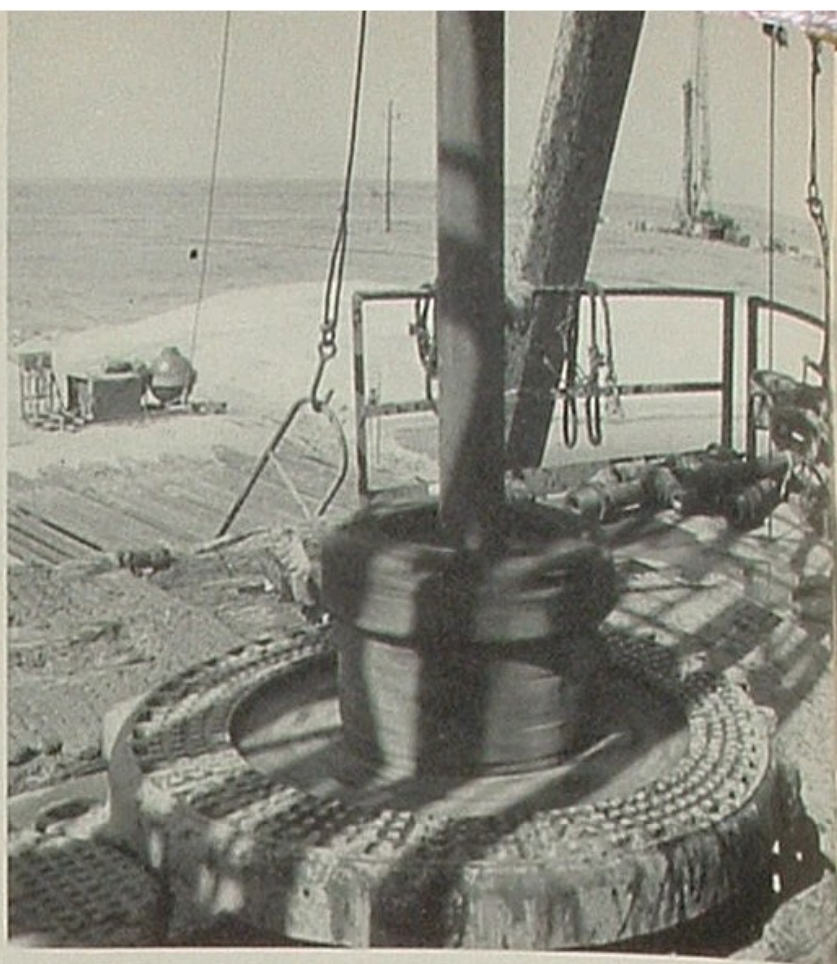
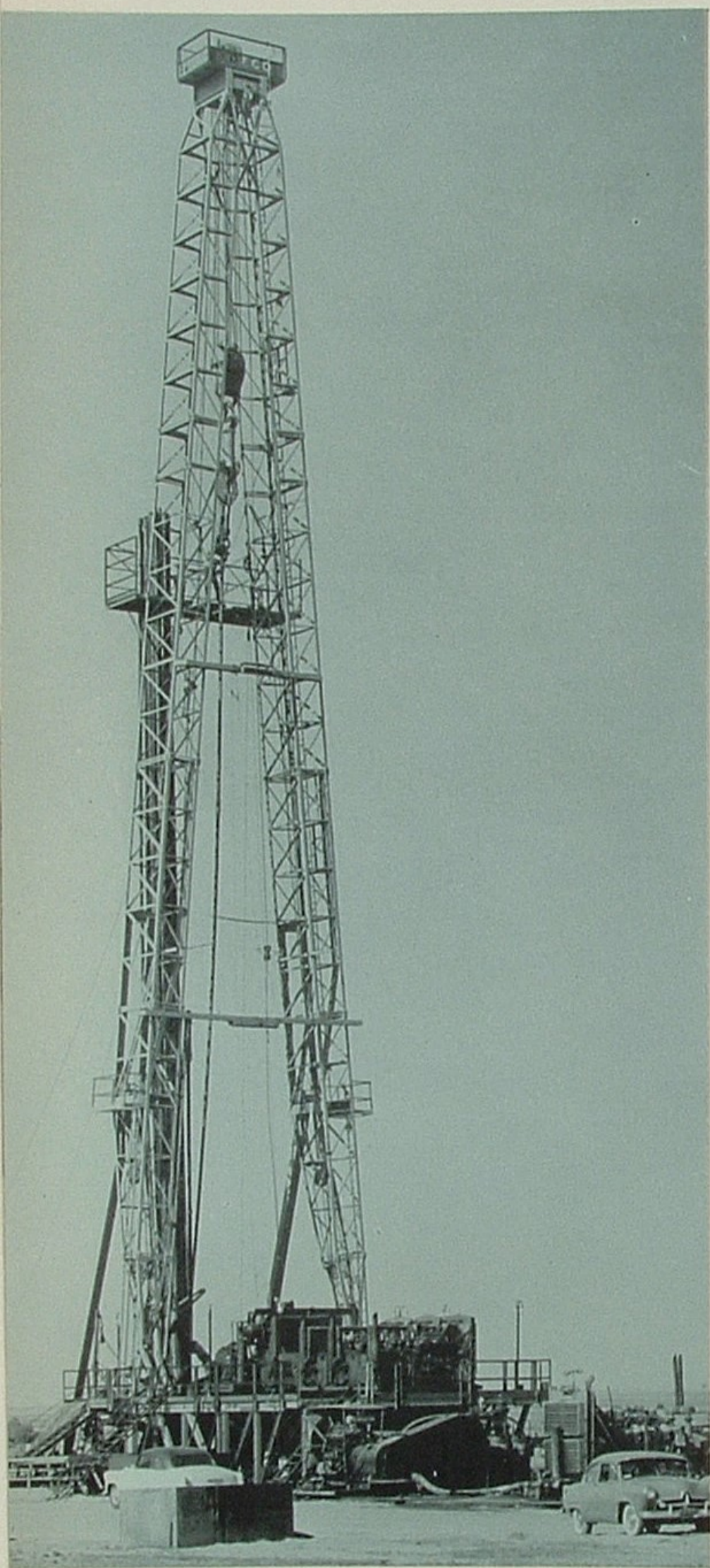
Upon complete withdrawals while remaining in service, ordinary income tax rates will be applicable to values received by a member which result from Company contributions and all dividends.

We have been asked to reiterate the statement made in Mr. Taylor's letter of announcement that membership in the Plan is entirely voluntary. It is up to each individual employee to decide.

*Approval of the Union Oil Employees Incentive Plan was announced at the Annual Meeting of Shareholders. Seen at the director's table as President Reese H. Taylor makes the announcement are, from left, Directors Dwight Whiting, Frederic H. Brandi, A. C. Rubel, H. W. Sanders, Secretary R. F. Niven, Mr. Taylor, Directors W. L. Stewart, Jr., S. W. Morshead and Francis S. Baer.*







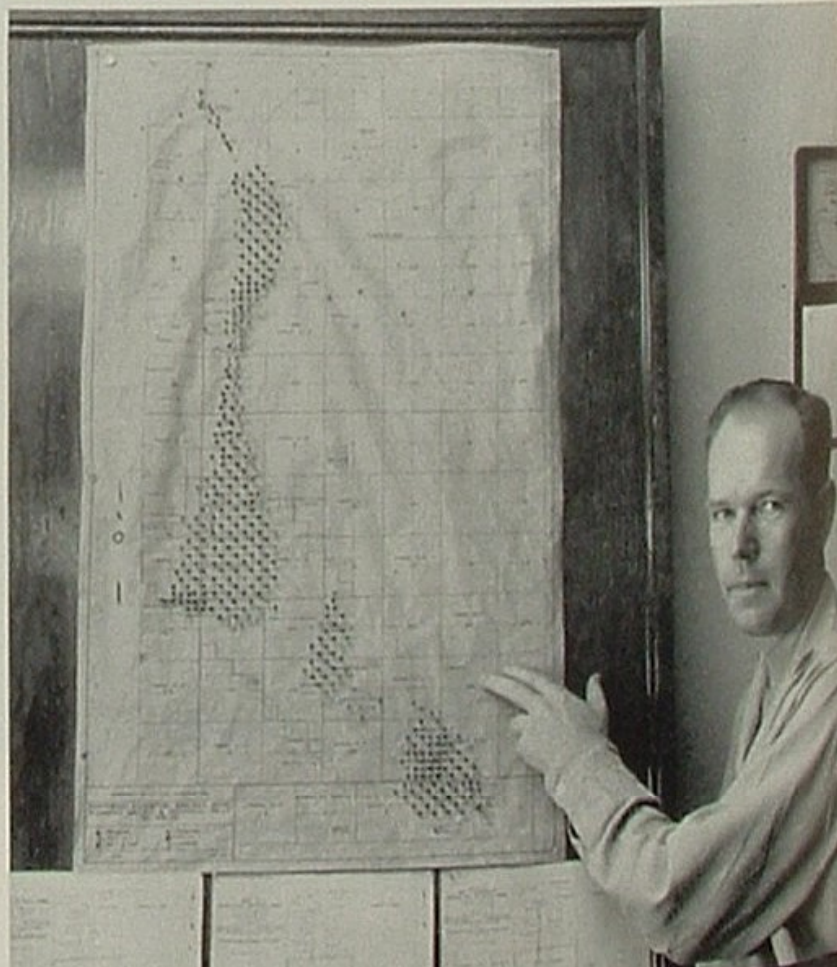
Roulette wheel of the oil game is the rotary turntable, above, whose long string of drill pipe decrees whether a wildcat gamble is worth its salt. The drilling venture at left promises a good return for Union near Coalinga.

**THIRTY YEARS  
OF HESITATION  
PRECEDED**

**Our New**

As told by Jack L. Stair

District Superintendent Jack Stair points out the Spieler Lease map location in relation to, from left, Coalinga Nose, Pleasant Valley and the Gujarral Hills oil fields.



DR  
worl  
the d  
single  
even  
And t  
the j  
drilli  
in te  
It's 4  
to pr  
than  
cordi  
stack  
Bu  
kibit  
pock  
some  
the  
kibit  
But

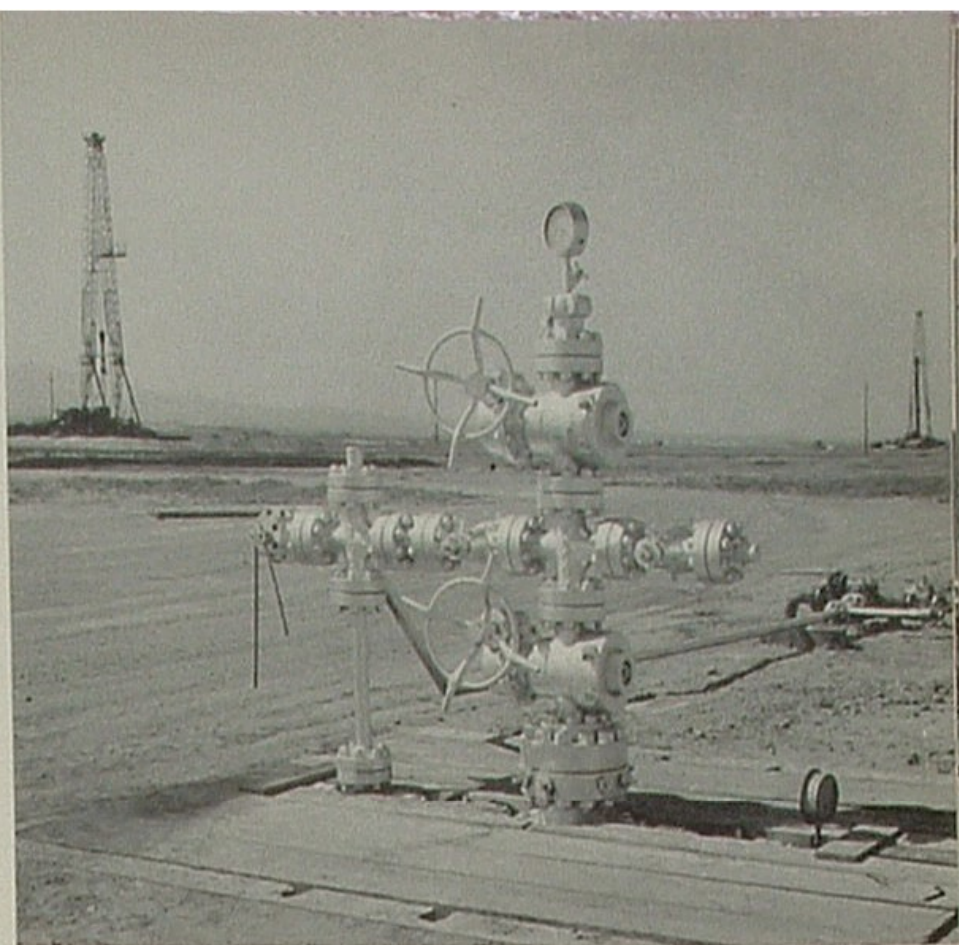
may  
wiser  
An  
the  
Co  
oil p  
a ye  
year  
Taft  
barr  
a da  
nia's  
An  
prod  
and  
close  
deve  
Bo  
is a  
oil n  
and  
have

ON T



DRILLING FOR OIL is often described as one of the world's greatest gambles. Stakes are extremely high, the drilling ante rarely costing less than \$25,000 for a single well and ranging upward to a half-million or even a million dollars in some of the steeper ventures. And the chances of winning your money back or hitting the jackpot seldom are bright—particularly in wildcat drilling. It's about 10 to one you'll drill a dry hole in territory where oil has not been found previously. It's 43 to one you won't find a new field large enough to produce oil in commercial quantities. And it's more than 100 to one you won't strike a really big field. Accordingly, there are few players willing to risk a tall stack of chips on wildcat drilling.

But there are lots of speculators who play a sort of kibitzing role. With a mineral-rights lease in their pockets, they stand by and watch the play. Hopefully, some other oil man, holding adjacent property, will take the wildcatting risk and, if successful, reward the kibitzer with much better chances of drilling success. But if nobody seems inclined to gamble, the oil lease



Decked out in its "Christmas tree," Spieler No. 27, the discovery well, flows at the restricted rate of 350 barrels per day as development wells drill nearby.

## Newest Coalinga Discovery

may pass from one hand to another, with no one the wiser or the richer.

An interesting case in point is our Spieler Lease in the Northeast Gujarral Hills area near Coalinga:

Coalinga, as you know, is one of California's largest oil producing areas. Oil was discovered here in 1900, a year after the Kern River strike at Bakersfield and a year before the great Midway-Sunset discoveries near Taft. Coalinga has produced well over half a billion barrels of crude, and at a current rate of 78,000 barrels a day still accounts for about eight per cent of California's oil output.

Among a number of fields that comprise the Coalinga producing area are the Coalinga Nose, Pleasant Valley and Gujarral Hills fields. All three are relatively close together and each has been defined fully through development drilling.

Bordering the Gujarral Hills field to the northeast is a section of land that has been under observation by oil men for about 30 years. A dozen or more individuals and companies, including our own Los Nietos Company, have held leases on the section from time to time during

those 30 years. But none chose to drill it, possibly because each was hoping for someone else to finance a wildcat well nearby and either prove or disprove the existence of another productive oil sand.

Recent indications were none too promising. One oil company had drilled a dry hole just south of the Gujarral Hills field. And the sand lens that produces oil in this field gave every indication of pinching out toward the northeast.

Union Oil's activity at Coalinga had fluctuated a great deal up to 1949, with most of our better leases becoming a part of unit plans operated by others. In fact, prior to our purchase of the Los Nietos Company in 1949, the Company's Coalinga production was not much over 100 barrels a day. Following the Los Nietos purchase, Union Oil became operator of the unitized Coalinga Nose field, whose current production is about 45,000 barrels a day. With a staff of 95 employees we have also increased our activity in the nearby Pleasant Valley, Gujarral Hills and Kettleman Hills fields.

Our interest in the Spieler Lease was heightened when its leaseholder entered our office one day with a mildly





*Mathematical well spacing placed our next well astraddle this barnyard fence. But the horse seems unimpressed.*



*Production Foreman Stewart M. Colleston and Petroleum Engineer Warren R. Shepherd on Spieler job.*



*District Foreman Roy H. Curnow and Field Engineer Don Craggs plan trap settings for new production.*

attractive deal. He wanted a parcel of our land at another Coalinga location. As a sequel to the bargain, he was willing to release the Spieler to us.

Union Oil also hesitated considerably before plunging into the Spieler play. Some of our geologists and engineers reasoned quite logically that the Leda sand lens, productive at Gujarral, pinched out toward the Spieler and would not be found there. Several others quite as reasonably pointed out that sand lenses sometimes appear to pinch out only to expand again into good production thicknesses.

Finally Division Geologist Mike DeLaveaga and his group at Bakersfield sold a bill of goods through John Kilkenny to Company management at Home Office. Their arguments were that the Spieler was in a good prospecting area—it was possible to find more than one producing sand in a deep test—drilling in the area is relatively easy and inexpensive—if found, the oil would be high in quality and probably obtainable at a high producing rate.

Well, Union Oil decided to wildeat. After 30 years of a leasing-grazing existence, the Spieler Lease began to hum with men, rigs and trucks—and of course an interested audience of bystanders.

In January, 1954 the first well came in, producing at an initial flow rate of 2,000 barrels per day of 38 gravity oil and 250,000 cubic feet per day of gas containing valuable gasoline fractions. That's the oil business for you; you never know who's made the right guess until you spin the rotary turntable and leave the decision up to a long string of drilling tools.

To date, we have six producing wells in this new field—with more to come—each capable of flowing over 1,000 barrels of oil a day. However, the wells are now curtailed to 350 barrels each in order to assure operating efficiency, or the greatest ultimate recovery of oil from the entire Northeast Gujarral Hills field.

Unfortunately, the leaseholder who sort of traded properties risked his stack of chips on land acquired from us—and drilled a dry hole.

Tricky business, isn't it?

*Senior Petroleum Engineer Norman B. Clark shares a Spieler observation with Engineer Harold G. Culp.*



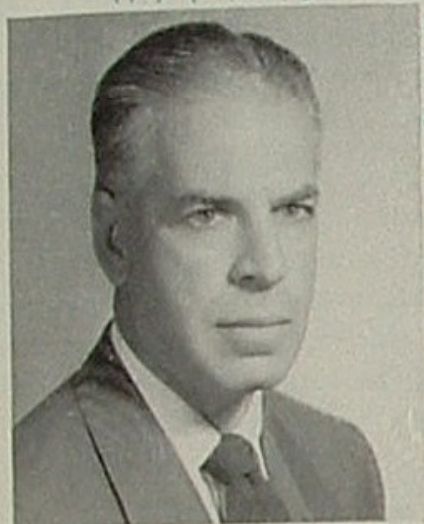




# THEY CUT TREES TO HELP THE FOREST

Unique Lumbering Operation  
in Southern California  
Salvages Timber Ravaged  
by Forest Fires and Bark Beetles

By Harold Olson



Harry Scott

RESIDENT MAN-  
AGER Harry Scott of  
Redlands, California,  
becomes all enthusi-  
asm at mention of the  
Big Bear Timber Com-  
pany. The reason for  
it is not solely that  
Harry appreciates hav-

ing Big Bear as a 100 per cent Union Oil customer. For he finds even greater satisfaction in the conservation role this customer and Union Oil products are playing. Whenever a truckload of logs rolls into town from the Southland's national forests, Manager Scott is all steamed up to talk about it—to civic groups, editors, and especially to recreation-minded citizens who want to know why all those big trees are being cut down.

The Big Bear Timber Company started sawing lumber early this year at their new mill in Redlands. Their raw material consists entirely of salvage logs from the mountains 40 to 65 miles east and north of the coastal plain. All are trees killed either by forest fires during recent years or by bark beetles, which usually single out the older and larger trees for destruction.

The national forests of Southern California are being preserved largely because of their value as watersheds and recreational areas. But forest fires, started oftentimes by the careless members of our society who benefit most from these natural playgrounds, annually take an enormous toll of timber. Furthermore, some trees, as they become more aged, are less resistant to natural enemies such as the bark beetle. These pests not only pick off the older trees one by one but multiply rapidly under the aging bark and send out new colonies of beetles to attack the younger forest growth. As a result, there has been a steadily increasing timber mortality in Southern California's mountains.



Typical of the doomed trees being salvaged near Redlands are fire-killed giants, above, in the Angeles National Forest and a felled pine, below, whose aged bark is infested with beetles. Low stumps mean good utilization.







*Timber Feller Leonard Bednorz, using a gasoline powered chain saw, "undercuts" a tree killed by recent forest fires in mountains within 40 airline miles of Los Angeles.*

Foresters have tried practically every direct method of controlling both types of destructive insects—human fire bugs and bark beetles. And, though the human type has yet to be brought under control, an effective campaign has been plotted against the beetles.

Knowing that the old pines couldn't be kept alive forever, the foresters decided it would be wise to eliminate all beetle-doomed or dying trees. That's the most effective way to combat beetles, for by taking away their food and breeding places in the older trees you make life a lot tougher for the insects. Younger trees are able to repulse the beetles because such tree fibers have a high content of insect-resisting pitch.

Thus, removal of "high risk" pines, as the foresters put it, tends to make the woods beetle-resistant. A follow-up of scientific planting then is expected to reforest burned areas and bring greater health and beauty to insect-ravaged groves.

It was the thought of these fire-killed and insect-stricken trees going to waste that inspired formation of the Big Bear Timber Company at Redlands. Dave H. Rogers, president of the firm, and his associates wondered why the felled trees, instead of rotting on the ground, couldn't be salvaged for some good commercial purpose. The men more than wondered; they went to work.

As the new lumber mill at Redlands grew toward completion, a dozen gasoline-powered chain saws began



*Tractors of the Big Bear Timber Company are used to tow the timber to logging roads or highways. Operations are planned to prevent damaging healthy trees and vegetation.*



*Loading of the logs is done with a diesel-powered crane. Note the use of hard hats by these forest workmen, who take extraordinary care not to cause or suffer injuries.*



biting through fire-blackened trunks in the Angeles National Forest. Foresters began marking insect-plagued trees in blighted areas for removal—specifying low stumps to assure greater lumber salvage and less hospitality toward the beetles. A fleet of nine Peterbilt diesel trucks rolled in equipped with every safety device known to the transportation industry, including ingenious hydrotarders to safely check the descent of heavily loaded trucks on steep grades. Seasoned professional drivers were brought in from the timber country of Northern California to operate the powerful trucks. And added to such highway equipment were four logging and road-building tractors, a shovel-type loading machine, lift trucks, straddle trucks, numerous other mechanical devices to serve and service the enterprise.

Harry Scott agreed to lubricate the whole shebang with the *finest*—Union's heavy-duty oils and multipurpose greases. His men, Gene Hinkle and Randall White, would also keep both forest and plant equipment supplied with diesel fuel and gasoline.

Thereby came into existence something more than a successful new business and 75 new jobs for men. It's also a forward step in the national economy—turning former waste products of the forest into materials for thousands of new homes—preserving the beauty and utility of our mountain watersheds for our own and generations yet to come.

America should share Harry Scott's enthusiasm!



*From left are Logging Boss C. R. Sigford, Leonard Bednorz, President Dave H. Rogers of Big Bear Timber Co. and Forester Ralph Hodges of Western Pine Association.*

*Drying in neat stacks at the Redlands mill is lumber for a thousand commercial uses—every fiber of it salvaged through the foresight and labor of a fine new enterprise.*



*Driver H. D. Beals tightens binder chains on log load before starting downgrade from the San Bernardino mountains to sawmill at Redlands. Peterbilt trucks burn Diesel.*







The Tug Avila's sea-going rescue crew includes Haden L. Glenn (at wheel) and, from left, James B. McMillan,

Levette P. Silver, Harvey Alan, Ignacio H. Garner, Perry Martin, Manuel R. Sylvester and Delbert G. Horn.

ALERT UNION OILERS ARE

# Sea-Going Lifeguards

AT PORT SAN LUIS OBISPO

from Howard Robinson

UNKNOWN TO MANY PEOPLE may be the fact that our Pipe Line Department lists a boat as part of its working equipment. It is the Tugboat AVILA—not a large craft by tankship comparison but an extremely hard-working, stout-hearted little vessel with many years of Union Oil service to its credit as well as an impressive list of rescues. It is this latter service to our fellow American citizens that we are especially mindful of today, for word has arrived of another "RESCUED BY THE TUG AVILA," which seems to be a stock headline in newspapers of the San Luis Obispo and Santa Maria areas.

Crediting a boat for an achievement is of course just an impersonal way of crediting the crew. So, in presenting a log of the AVILA's recent rescues, it is her crew we commend for alertness, prompt action, good seamanship, courage, and devotion to the highest human ideals.

AUGUST 27, 1953: At about 9 a.m., as Superintendent J. B. McMillan and Captain H. J. Kostowal were at the end of our Port San Luis wharf discussing loading of the LOMPOC, they heard an explosion at nearby Port Harford. Seeing a fishing boat on fire, McMillan dispatched the Tug AVILA with Haden L. Glenn, A. C. Figueiredo and Joseph A. Scuri to lend aid. Before the AVILA arrived, the crew of the fishing boat jumped overboard and were rescued by another boat, Roy Downey's SEA WOLF. But the AVILA extinguished the fire in 12 minutes and saved the boat.

SEPTEMBER 25, 1953: At 10:40 p.m. Patrick C. Brown and Haden L. Glenn heard an explosion and saw a fire shoot up from a boat at the old Port Harford wharf. Brown phoned McMillan to send some help and, with Glenn, immediately set off aboard the AVILA toward the

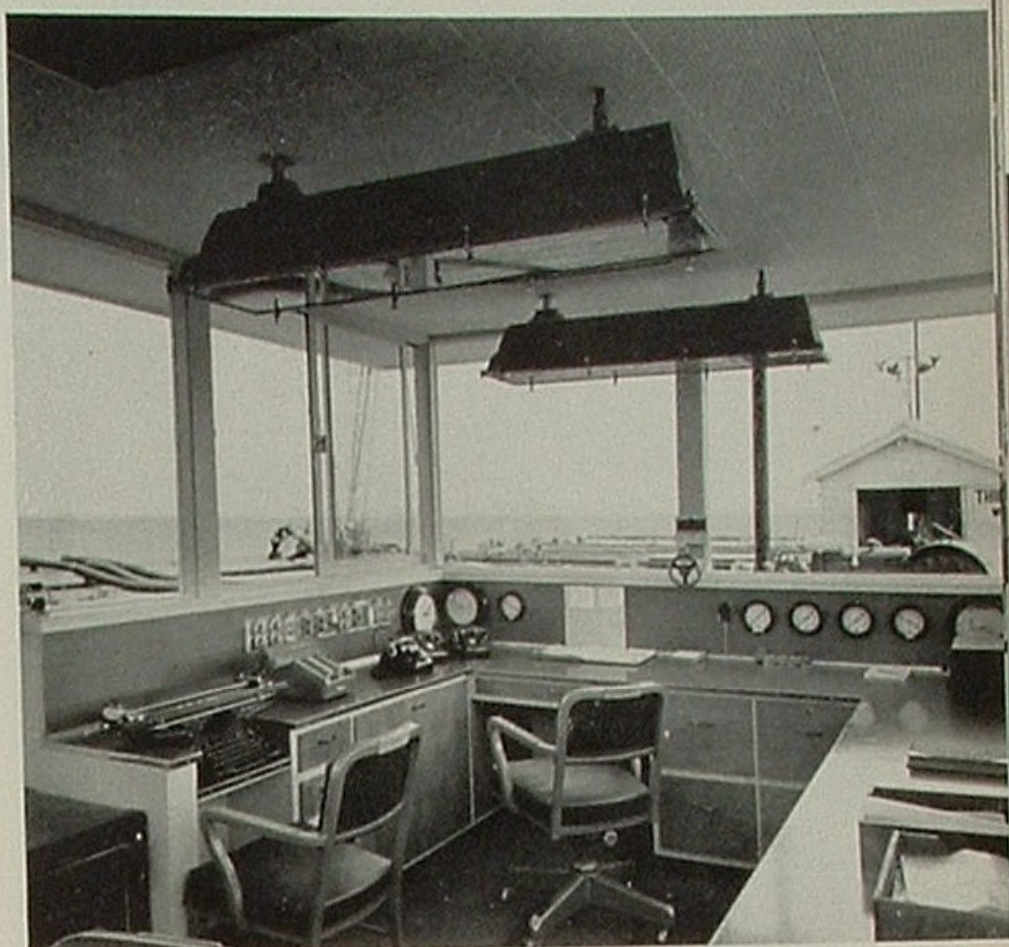


rescue. By the time McMillan and several other men arrived by car at the accident scene, Brown and Glenn had helped rescue the skipper and owner, Nick Maceri, and were fighting the fire aboard his fishing boat ST. JOSEPH. Although the latter craft sank during the night, our men prevented spread of the fire to nearby boats of the tuna fishing fleet, most of which had drums of gasoline on deck. Maceri suffered severe burns, but his life was saved.

APRIL 13, 1954: On this Sunday morning, a state fish and game warden notified the state forestry office at San Luis Obispo that a boat was in distress off the Oceano beach. The forestry office in turn notified the Coast Guard and the sheriff's office. The latter office dispatched two deputies in small rescue craft toward the scene, meanwhile phoning the Union Oil wharf at Port San Luis for any help or advice we could offer.

The Tug AVILA with L. P. Silver, A. E. Glenn, McMillan and Deputy Sheriff Jim Phelan proceeded nearly to the breaker line between the Oceano pier and the mouth of the Santa Maria River. Through heavy seas they finally located the cruiser MICHELE with four men on deck. She was dragging anchor inside the breaker line and very close to hanging up on the beach. Other rescuers were helpless in the face of heavy breakers. But the AVILA finally maneuvered close enough to get a heaving line aboard the MICHELE. The latter then pulled 450 feet of 3½-inch towing line from the AVILA and made fast. A dangerous pull through the breaker line was followed by a 3½-hour tow back to the Union Oil pier at Port San Luis. The four rescued were G. H. Mussell, Wilbur Mussell, Leon Fordice and Albert Fuller. They had left Santa Barbara on Saturday; encountered engine trouble that evening; and drifted helplessly all night while heavy seas broke the cruiser's windows and flooded its engine room. The Union Oil boat crew was given high praise by the rescued as well as numerous other witnesses.

MAY 21, 1954: Perry Martin and McMillan were on the wharf awaiting the Tanker TALLAHOMA when Martin sighted an unfamiliar red and black speck outside the breakwater buoy. Marine glasses revealed it to be an overturned boat or skiff with a man clinging on. I. H. Garner, Manuel Syllvester, Delbert Horn, Harvey Allen and McMillan manned the Tug AVILA and sped seaward. Nearing the overturned boat they were told by its clinging occupant, T. W. Oltmann, to forget him and rescue his partner over near the breakwater. However, they pulled the nearer man aboard first, then sped toward a head bobbing up and down in the water some 400 feet distant. When pulled aboard the tug, Henrick Jorgensen was unconscious. The Union Oilers applied artificial respiration and a shock blanket as they transported the man ashore and to a hospital. He awoke to go fishing another day after 40 hours of hospital confinement. Returning to the accident scene, the AVILA's crew also salvaged the fishermen's overturned boat.



Located at Wharf's End, 3300 feet from shore, Union Oil's tankship loading office at Port San Luis Obispo is often the first to learn of small craft in distress. Observing a gallant tradition of the sea, Union Oilers invariably hurry to the rescue. Office facilities shown above and below command a broad view of the unpredictable Pacific.







"Sammy Award" winner L. D. Legacy, right, is congratulated by District Sales Mgr. P. H. Boyd for the achievement.



Winner of a "Sammy" at Long Beach is L. C. Planalp, left, seen showing the award to Resident Manager A. N. Tilston.

## "SAMMY AWARDS" GO TO L. D. LEGACY AND L. C. PLANALP

TO WIN A "SAMMY" in Los Angeles or Long Beach means as much to a salesman as does the winning of an "Oscar" to members of the motion picture industry. Both represent top-notch performance in their respective fields.

Starting in 1953 and continuing during the early part of 1954, our Los Angeles and Long Beach-San Diego Districts began keeping score on the accomplishments of individual salesmen. Tough sales quotas were established and the measuring stick was applied, particularly in those instances when a salesman equaled or exceeded his goal.

By means of such forthright competition, four men—B. E. Lindsey, L. D. Legacy and I. J. Monroe in Los Angeles, and L. C. Planalp in Long Beach—were selected as potential nominees for a "Sammy." By some unreported feat of salesmanship, Legacy won the vote of his associate salesmen and the Los Angeles nomination. Planalp won both the sales race and the vote of his Union Oil colleagues at Long Beach. But neither had a "Sammy" in the bag yet by any means.

On Saturday morning, May 22, the Sales Executive Club of Los Angeles held its 16th Annual Salesmen's Testimonial Breakfast at the Biltmore Hotel. Present as guests of the Executive Club were 354 salesmen who had been nominated by their companies and associates for the top award. All received Achievement Award Certificates. But 10 of them, recognized by competent judges as the top salesmen in the Los Angeles area, were each presented with the coveted "Sammy Award." One of these 10 top-notchers was Union Oiler L. D. Legacy.

Then on Monday evening, June 7, 21 candidates were called to appear at the Lafayette Hotel before an audience of 225 civic and business leaders of Long Beach. The Sales Executive Club of that city narrowed the candidates to 11, and from that number chose five top men as "Sammy Award" winners. Union Oiler L. C. Planalp was one of the five supremely honored—becoming a charter award winner, incidentally, because this year marked the first such presentation ever made in Long Beach.

*from P. H. Boyd and A. R. Ousdahl*



## A Bronze Star Medal Goes to Corporal T. S. Rathbone

CITATION: "CORPORAL TOD S. RATHBONE (son of District Sales Manager C. E. Rathbone, Honolulu), RA19458885, Artillery, United States Army, Headquarters Battery, 171st Field Artillery Battalion, 45th Infantry Division, distinguished himself by meritorious service in connection with military operations against an armed enemy, in Korea, from 15 June 1953 to 8 February 1954. As liaison specialist, Corporal Rathbone displayed outstanding knowledge and the ability to successfully maintain communications, materially assisting the battalion in its mission. Despite heavy enemy artillery fire and adverse weather conditions, he showed a willingness to perform his job to the best of his ability. Later assuming the duties of senior message center clerk, Corporal Rathbone demonstrated his superior knowledge and devotion to duty in the handling of highly classified information. Corporal Rathbone's outstanding performance reflects great credit on himself and the military service. Entered the Federal service from California."

*from T. W. Proudfoot*

As ON TOUR goes to press, word has been received that Corporal Rathbone has been promoted to the rank of Sergeant.



*Being awarded the Bronze Star Medal for meritorious service by an unidentified officer is Corporal Tod S. Rathbone.*

## The J. Shipman Gold Medal Award Goes to E. H. Weaver

PURCHASING'S HIGHEST ANNUAL AWARD—the J. Shipman Gold Medal—was awarded to Elmer H. Weaver of Union Oil Company, Los Angeles, at the 39th Annual International Convention of the National Association of Purchasing Agents, on May 27 in Chicago. The award climaxes over 36 years of purchasing service.

For Union Oil Company, where he started as a buyer in 1918, "Buck" Weaver has capably filled assignments in Seattle, San Francisco and Los Angeles, meanwhile rising to a top rung, manager of purchases.

In the Purchasing Agents Association, he has been an outstanding organizer or officer of several Pacific Coast groups; president of the Seattle Association; an editor, committeeman, director, vice president, and general program chairman of the National Association; chairman of the National Committee on Standardization.

For his country he has served as petroleum consultant in the Conservation Division of the War Production Board; consultant to the Air Materiel Command, U. S. Air Force, Dayton, Ohio; and is currently on loan by the Company to Washington as assistant director of the Office of Defense Mobilization.

*from C. S. Perkins*

*Shipman Gold Medal recipient E. H. Weaver, right, displays the award to, from left, Receptionist Beatrice Wood, Manager C. S. Perkins and Supervisor F. M. Knight.*







## INDUSTRIAL SUMMARY

### ● PRESIDENT'S OFFICE

The following letter written by a Union Oil share owner to Senators Kuchel and Knowland represents, I believe, both responsible citizenship and a thorough comprehension of the depletion allowance subject.

*from Reese H. Taylor*

*June 1, 1954*

*Dear Senator:*

*I sincerely trust that when you vote on the tax revision bill HR8300 you will cast your vote in such manner as to retain the 27½% oil depletion allowance. This is certainly not a special privilege to the oil industry. It is a necessity to keep the industry in a healthy condition so that it can serve all the people. Sometimes in our thinking of the power of government we forget the fact that no government is stronger than the business structure of the nation. All income comes from business and anything that hurts business hurts government and all the people. Conversely, anything that helps business helps everybody.*

*The oil industry is engaged in the development of wasting assets. Every barrel of oil produced and consumed means one barrel less in reserve. The industry must continually search for new fields and this is very expensive. The average cost of one well in California is \$100,000 and continually going up. The oil industry uses tremendous amounts of steel in the drilling and casing of these wells, and the steel industry depends to a great extent on the oil industry for its revenue. There are hundreds and hundreds of businesses, from large businesses down to the very smallest, dependent upon the oil industry; and employment furnished by all of these small industries is even greater than the employment furnished by the oil industry. All these people, which constitute no small part of the entire population of California, are dependent upon the health of the oil industry.*

*The depletion allowance is money which the oil industry has earned and which it uses as risk capital in an effort to discover new fields and new sands in oil fields. This is vital to the continued life of the oil industry and to the people of California. When the government gives away money to individuals or to foreign nations it is just like pulling the pop-valve on a boiler and letting the steam go into the air without doing productive work. By allowing money to go through industry, productive work is done, and productive work can be taxed legitimately. The oil industry at present is one of the most heavily taxed industries in existence yet it is willingly carrying this load and has met all its obligations to the government and to the American people.*

*From a military standpoint we must keep a large known reserve of oil. This can only be done by continual search for new fields and new sands, and this can only be done if the oil industry is allowed to retain the present depletion allowance. We trust that in voting on this measure you will take all of these factors into consideration. We have confidence in your ability as our representative in the Senate and we feel sure that you will not let the people of California down in your voting on this bill.*

*Very truly yours,*

*(Signed) J. A. Campbell*

### ● MARKETING

Recent expansion has broadened Union's retail gasoline field to include Idaho Falls, Pocatello and the intermediate area in Idaho. The Forde L. Johnson Oil Co., Inc., with headquarters at Idaho Falls, initiated distribution of 76 Gasoline and other Company products on May 1, through 25 established service stations. This expanded distribution will provide Union Oil service along main routes from the Pacific Coast, through Salt Lake City, and to Yellowstone National Park.



Northwest Territory advises that the Hanna Nickle Smelting Company has nearly completed its multi-million-dollar mining and smelting facilities at Riddle, Oregon for the development of the only known deposit of ferro-nickel in the United States. The substantial petroleum requirements of the enterprise will be supplied 100 per cent by Union Oil. In order to supply fuel oil, our Company is installing new facilities at Coos Bay Terminal—the first such fuel oil service ever installed there by any marketer of petroleum.

A new mobile training unit, constructed for Marketing, was scheduled for delivery July 6. The first training sessions, for both wholesale and retail personnel, are programmed for the Riverside-Pasadena districts starting July 12.

A series of meetings was started June 11 in the Southwest Territory and concluded June 18 in the Central Territory. Aim of the meetings was the building of new business for service stations. Retail managers and representatives in attendance are now relaying the information and material to their respective sales fields and dealers. One of the features of the meetings was a sound-slide film entitled "Minute Man Dragnet." Another film "Charge It" explained credit-card and machine accounting.

*from Roy Linden*

## ● TRANSPORTATION & DISTRIBUTION

Alterations recently were made in a portion of the cargo system of the SANTA MARIA to permit carrying aqua ammonia in bulk for Brea Chemicals, Inc. Since bronze and copper are readily attacked and destroyed by ammonia, it was necessary to eliminate all such surfaces in valves, pumps and vent lines that come in contact with this product. This was accomplished by substituting stainless steel alloys for all bronze parts in valves and tinning the interior surface of pumps.

Marking the 25th consecutive year of service, an agreement is being renewed with the Foss Launch & Tug Company of Seattle, Washington under which they will continue to provide bulk petroleum barging service from our Ketchikan and Juneau tankship terminals to marketing stations and customers throughout Southeastern Alaska. The tugboat and barge, of 300,000 gallon capacity, operate on a charter basis in our exclusive service.

*from E. L. Hiatt*

## ● MANUFACTURING

Construction is now under way on the new Santa Maria Refinery. In addition to the Coking Plant, a Sulfur Plant will be built having an estimated production of 42 tons

a day of sulfur. This sulfur plant will be similar to that installed at Los Angeles Refinery and as planned for Oleum Refinery.

The accurate measuring of the quantity of coke in closed vessels has been rather difficult in the past; however, Oleum Refinery is installing a level indicator at the coke drums on Unit 200, which used radioactive isotopes as the measuring media.

Construction work has been started on additional new process refining units at Oleum Refinery under the MP-30 program. A Catalytic Desulfurization Unit called a "Unifiner" is the first unit to be built and will process about 15,000 bbls. per day of gasoline stocks containing approximately 2 per cent sulfur. This unit will remove practically all of this sulfur by combining the sulfur with hydrogen to form hydrogen sulfide gas. This combination is accomplished by the use of a catalyst containing cobalt and molybdenum, under the operating conditions of 750 pounds per square inch pressure and a temperature of 600 degrees Fahrenheit. The large quantity of hydrogen needed for this reaction will be supplied by the Platformer Unit, where it is produced as a by-product. The Unifining Process is a development of the Union Oil Company. This process unit will be integrated with a Platformer Unit, a Gasoline Treating Unit and a Sulfur Unit.

*from K. E. Kingman*

*Large earth movers change the contour of the rolling hills adjoining Oleum Refinery. Under the MP-30 program, new process refining units will be constructed in this area.*







Invited to speak before a meeting of The Kansas City Oil Men's Club, Vice President A. C. Rubel's topic "Oil From Shale" was exceptionally well received by approximately 175 oil men in attendance. At the speakers table, above, were, M. Neptune, President of Platte Pipe Line Co., A. C. Rubel, J. W. Wilson, Chairman, Mrs. I. Shepard, President of Inter-State Oil Co., Union Oil Company's distributor in the east and P. B. Shea, Regional Sales Mgr.

In conjunction with a conference of the National Association of Credit Men held May 16 to 20 in San Francisco, Union Oil Company credit men held an additional conference of their own. Present were, clockwise from right, H. E. Cook, F. B. Bremer, F. L. Croce, E. A. Cox, W. W. Workman, L. B. Houghton, T. J. Fahay, C. L. Campbell, E. J. Blomquist, I. J. Hancock, R. M. Shaffstall, F. K. Cadwell, R. D. Roberts, C. H. Mann, M. E. Smith, D. G. von der Hellen, W. S. Newton, A. E. Holroyde and C. C. Brunk. Speakers at the meeting, chairmanned by Mr. Roberts, were Messrs. Hancock, Cadwell and Houghton.



● **FIELD**

The Company's Liberal 15-31 wildcat in the South Sturgeon Lake Area in Northwest Alberta, has penetrated the Devonian Reef at 8276 feet, a relatively high structural position, and has drilled down to 8583 feet. At this depth it has found approximately 210 feet of oil pay present in the Reef. Seven inch casing has been set at 8580 feet, and completion operations have been severely handicapped because of poor road conditions existing during the late spring thaw.

Extension of the deep gas zone present in the Long Point area at West White Lake in Vermilion Parish, Louisiana, has been indicated in a wildcat drilled approximately one-half mile east of present production. Sands encountered at 12,240 feet, which indicated to be productive of gas distillate, are now being tested, and if the tests are successful, this extension will add considerably to our gas condensate reserves in this already highly productive field.

An oil discovery of some importance may be in the making in a Company wildcat being drilled in the Landslide Butte Area in Glacier County, Montana, northwest of the Cut Bank oil field. Flowing production was obtained from an interval at 5800 feet at the base of the Madison limestone formation. Casing has been run and the well is in the final stage of completion.

*from Sam Grinsfelder*





## SERVICE BIRTHDAY AWARDS

JULY 1954

### EXPLORATION & PRODUCTION

Carner, Irvin W., Whittier .....	35
Buchanan, Clarence E., Bakersfield .....	20
Easton, Milan A., Richfield .....	20
Eaves, James M., Orcutt .....	20
Hilton, Alfred G., Bakersfield .....	20
Elliott, Reginald, Bakersfield .....	15
Best, William C., Louisiana .....	10
Gary, Frank E., Orcutt .....	10
Ledbetter, Grady A., Whittier .....	10
Owsley, Archie C., Orcutt .....	10
Scutt, Thelma F., Louisiana .....	10
Sloat, John R., Home Office .....	10
Webster, Ralph C., Dominguez .....	10

### MARKETING

Larsen, Leslie E., Seattle .....	30
Coombs, Robert L., Los Angeles .....	25
Curnane, Walter E., Santa Maria .....	25
Feldman, Lewis A., Stockton .....	25
Miller, Reynold R., Los Angeles .....	25
Phillips, George H., Los Angeles .....	20
Counter, George I., Port Angeles .....	15
Palmer, Comly S., Riverside .....	15
Penn, William S., Home Office .....	15
Agrio, Nicolas, Central America .....	10
McKissick, Miriam G., Home Office .....	10
Rucker, Edgar A., Barstow .....	10
Stewart, Winn F., San Francisco .....	10
Williamson, Frances J., San Francisco .....	10
MacGregor, Gerald D., Edmonds .....	10

### PIPELINE

Truesdale, Thomas E., San Luis Obispo .....	30
Drake, John D., San Luis Obispo .....	25

### AUTOMOTIVE

Sinclair, James W., Home Office .....	30
Treat, Ernest K., Santa Fe Springs .....	10

### NATURAL GAS & GASOLINE

Cowan, William L., Home Office .....	30
--------------------------------------	----

### ON TOUR

### MANUFACTURING

Cabral, George W., Oleum .....	25
Clark, Roy F., Oleum .....	25
Ludden, Raymond W., Oleum .....	25
Neil, George S., Oleum .....	25
Newman, Stanley G., Oleum .....	25
Cassell, George H., Wilmington .....	20
Davis, Ray W., Wilmington .....	20
Haire, Robert E., Wilmington .....	20
Roberts, John D., Wilmington .....	20
Rose, Rupert C., Oleum .....	20
Wright, Ronald R., Wilmington .....	20
Bartholomew, Paul S., Wilmington .....	10
Burk, Charles S., Wilmington .....	10
Day, Ernest L., Wilmington .....	10
Demsey, John N., Wilmington .....	10
Forbes, Earl W., Wilmington .....	10
Gemignani, Mondo A., Oleum .....	10
Greenstone, Raymond M., Wilmington .....	10
Howell, James H., Wilmington .....	10
Kirkpatrick, Wayne F., Wilmington .....	10
Kranich, Loretta G., Wilmington .....	10
Nichols, Charles L., Oleum .....	10
Shankle, LaVelle L., Wilmington .....	10
Sweet, Alfred H., Oleum .....	10
Vollborn, Harry C., Wilmington .....	10

### COMPTROLLERS

LaFleur, John A., Home Office .....	25
Nicely, John L., Home Office .....	25
Davidson, James, Home Office .....	20
Hollister, Aziel W., Home Office .....	20
Strack, Louise E., Home Office .....	10

### PURCHASES

Seefeldt, Cora W., Cut Bank .....	15
-----------------------------------	----

### RESEARCH & PROCESS

Abercrombie, Robert L., Brea .....	10
Showalter, William E., Brea .....	10

### TRANSPORTATION & DISTRIBUTION

Crowther, Ruth L., Home Office .....	10
--------------------------------------	----

## Retirements



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

### HARRY ALGER

Field Department  
Employed 6/27/17—Retired 7/1/54

### NINA AUS

Comptroller's  
Employed 6/1/18—Retired 7/1/54

### CHARLES H. ELLIOTT

Comptroller's  
Employed 7/29/18—Retired 7/1/54

### GEORGE F. BRACE

Field Department  
Employed 3/15/20—Retired 7/1/54

### WALTER R. VAN KLEEK

Northwest Territory  
Employed 4/23/24—Retired 7/1/54

### GEORGE E. HOWE

Los Angeles Refinery  
Employed 12/16/26—Retired 7/1/54

### CHAUNCEY H. SHOUP

Field Department  
Employed 1/11/27—Retired 7/1/54

### HENRY R. GREATWOOD

Foreign Sales  
Employed 8/29/28—Retired 7/1/54

### WALTER E. CURNANE

Central Territory  
Employed 7/29/29—Retired 7/1/54

### LESLIE G. ESPEY

Los Angeles Refinery  
Employed 5/6/30—Retired 7/1/54

### ARTHUR D. CUMMINS

Field Department  
Employed 9/18/45—Retired 7/1/54

## In Memoriam

On May 20, 1954

### SAMUEL H. CARRIER

Los Angeles Terminal  
Retired 8/1/49



# Grandfather never had it this good

Most people today work only two-thirds as many hours as their grandfather did. Yet they earn at least three times as much each day.

If, for example, your grandfather had been on Union Oil's payroll in 1890, he'd have put in an average week of at least 60 hours. For which he'd have received about \$2.25 a day.

If—for comparison—you had been with us last year, you'd have averaged \$2.25 also. But for an *hour's* work, not a *day's*! And you'd have worked only 40 hours a week.

How can Union Oil, or any company, pay more money for less time on the job? *Because new and better tools and engineering have radically increased a man's capacity to produce as they shortened his work week.*

For every worker at Union Oil there is now available an average of \$77,000 worth of these improved tools—trucks, pipelines, wells, refineries. This gives each employee 340% more to work with than in 1890.

For the most part *these tools have been purchased with money the shareholder-owners have plowed back into the business out of profits.*

Who profits from profits? Everyone does! That's why you get so much more out of life than your grandfather did.

UNION OIL **76** COMPANY  
OF CALIFORNIA



This is one of a series by the people of Union Oil to explain how business functions. Your comments are invited. Write: The President, Union Oil Company, Union Oil Building, Los Angeles 17, California.