

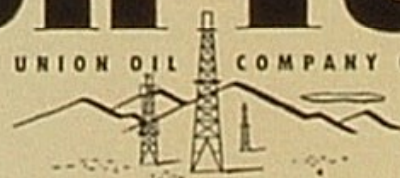


*Wins
Popular
Applause*

FEBRUARY 1956

On Tour

WITH UNION OIL COMPANY OF CALIFORNIA



On Tour



Volume 18, Number 2

February 1956

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THE ROAD

"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





ON THE COVER in color and here in black and white are views of "Romeo and Juliet," Union Oil's entry in the 1956 Tournament of Roses. The 12,000-pound float, heaviest in Rose Parade history, maintained a pool of water at horizontal position on downhill grades. Its water fountains flowed continuously at a rate of 260 gallons per minute.



COMPANY'S NOVEL ROSE PARADE ENTRY

Wins Popular Applause

IN A note to the president of Union Oil Company, Governor Goodwin J. Knight of California wrote:

"Congratulations on your magnificent float in the Rose Parade. It was the best in the opinion of most who were sitting near me. . . . The engineering on it alone was an outstanding feat."

This opinion volunteered by the Governor was echoed by millions of people who witnessed the 1956 Tournament of Roses in Pasadena or via television. They appreciated not only the "Romeo and Juliet" theme and exquisite floral arrangement of the float, but for the first time in Tournament history saw actual fountains of flowing water enhancing the garden scene.

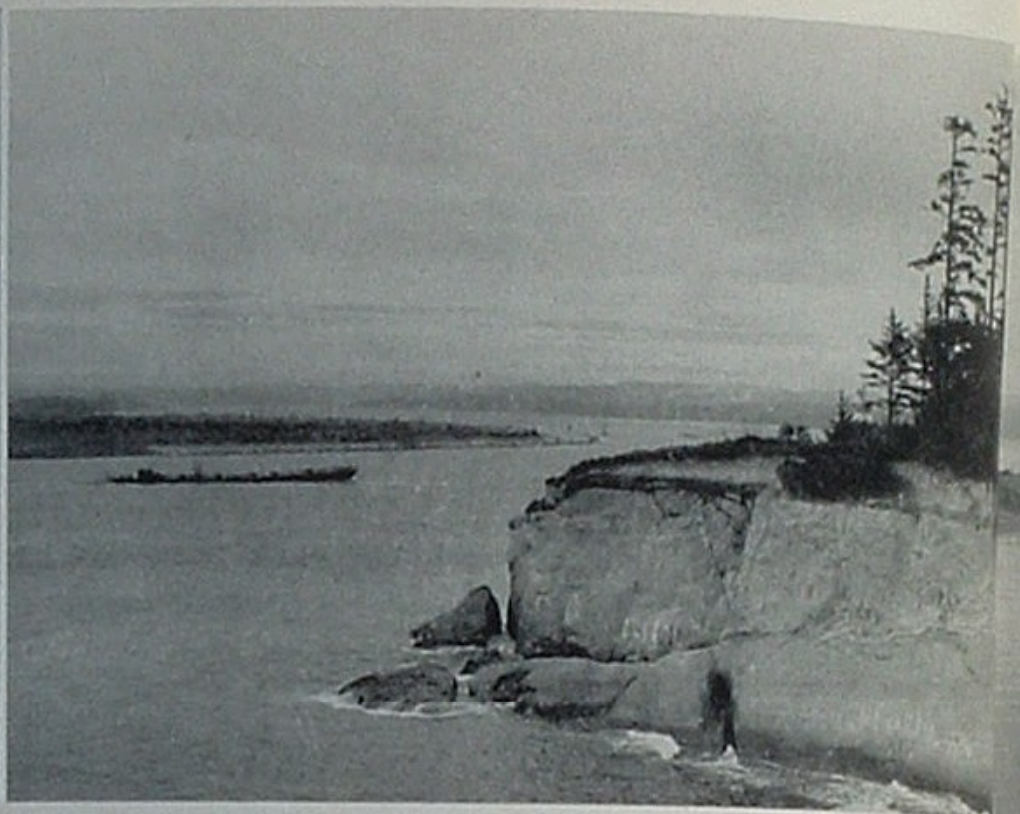
Though not the winner of major awards won by Company entries in former parades, "Romeo and Juliet" was accorded First Prize among floats entered by business firms, and created a wave of applause along the entire parade route.



From left, Matt Offen, supervisor of the float's construction, is congratulated by Union Oilers H. W. Bragg and Dumont Kimmell, who served as starters during the parade.



Entering Coos Bay after a five-day voyage from Oleum Refinery, a tug and barge bring oil to the lumber trade.

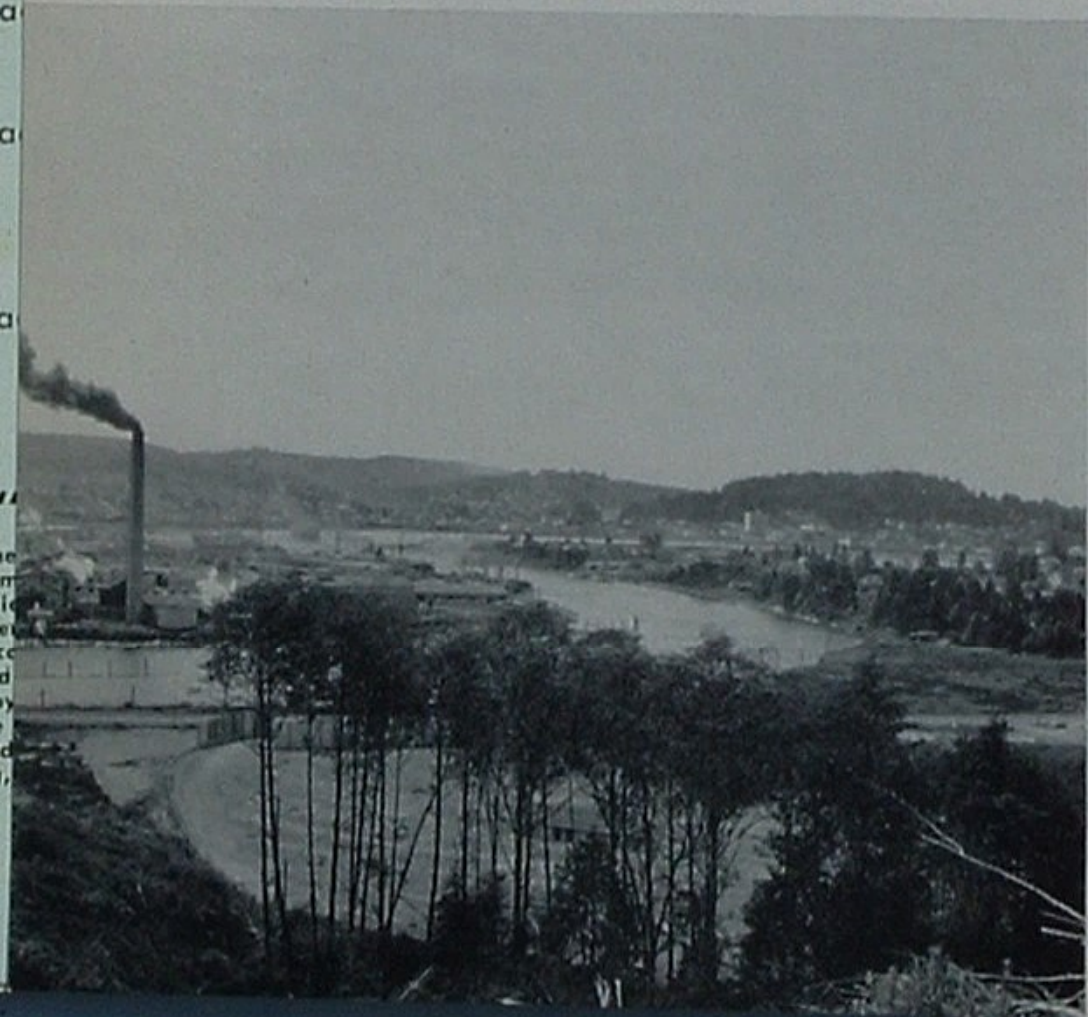


From Coos Head, above, at the entrance, the oil barge continues another 12 miles to the adjoining towns of

UNION OIL PRODUCTS POWER THE ENGINES OF COOS BAY,

World's Largest Lumber Port

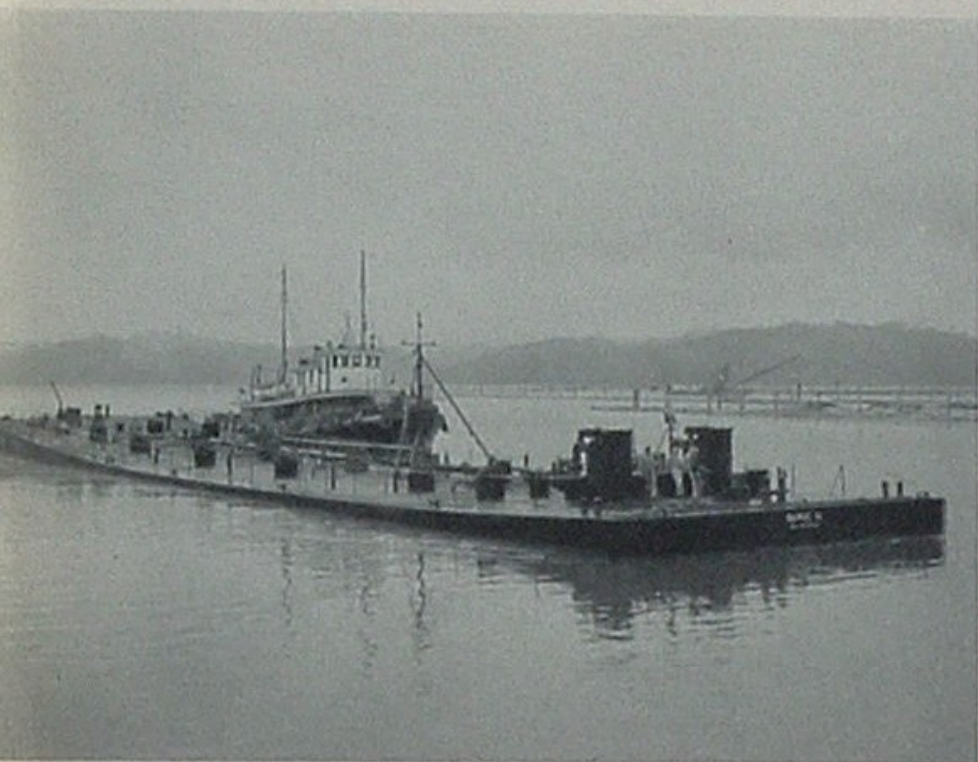
Along a series of waterways comprising Coos Bay are some of Oregon's largest lumbering and shipping operations.



ABOUT midway between San Francisco Bay and Puget Sound is a hard-working port whose annual volume of shipping far surpasses the area's renown. This is Coos Bay, a navigable channel angling some 15 miles inland and handling year after year the world's largest tonnage of lumber exports.

Of eight million acres comprising Southwestern Oregon, more than seven million acres is forest land containing an estimated 153 billion board feet of live saw timber. Coos County alone contains 20 billion board feet of merchantable timber, principally Douglas fir and Sitka spruce along with some Port Orford cedar. From this immense stand, which is being perpetuated by the Forever Timber program of tree-farming, is cut more than 700 million board feet annually. To accomplish the big job requires some of Oregon's largest saw mills, veneer plants, pulp mills and approximately 60 per cent of the people living in Coos County.

Coos Bay, named for the Coos Indians who once dominated those shores, has played its quiet but important industrial role for more than a hundred years. First vessel to visit the port was probably a British sloop-of-war in 1836. The first commercial vessel arrived in 1851.



North Bend and Coos Bay. Above and at right, the tug eases its oil shipment toward Union Oil's Coos Bay dock.

Then for a half-century came countless *windjammers* in quest of lumber. For them, every trip through the narrow channel was a risky venture until, during the 1890's, two steam tugs were stationed near the entrance to counter any ship-wrecking notions of wind and tide. Today a steady succession of freighters moves seaward from the port, seldom retarded by tide or weather, holds fully laden and decks oftentimes piled high with freshly milled fir and spruce. Every great port in the world is intimately acquainted with Coos Bay lumber.

But of all the ships to visit this great forest area of Oregon, none is more vital than the sea-going tug with oil barge in tow. As regularly as the clock, this team of nautical work horses plods northward from Oleum Refinery, taking five days and nights to negotiate the 500 miles of stormy open ocean. In cargoes of about 20 thousand barrels per voyage, they bring petroleum to the ships, trucks, mills and service units of Coos County—horsepower for one of the largest industrial developments taking place in America and the world.

an evolution in lumbering

The vital Yankee question, "Can we do the job better, quicker or cheaper?" is being asked with refreshing earnestness today by the men who guide Southwestern Oregon's lumber industry. Research organizations are being established or expanded, and competition is obliging every man in the business to *build a better mouse trap*.

Trained scientific minds are studying forest soil con-



McCullough Bridge carries Highway 101 traffic over the mile-wide bay toward other beautiful seascapes of Oregon.





At left, a truckload of logs is emptied with the single jerk of a steel cable. Rivers of Southwestern Oregon, like the one above, provide cheapest of transportation.

ditions, species selection, insect control, tree disease, reforestation and all else relating to the perpetuation of this important raw materials supply.

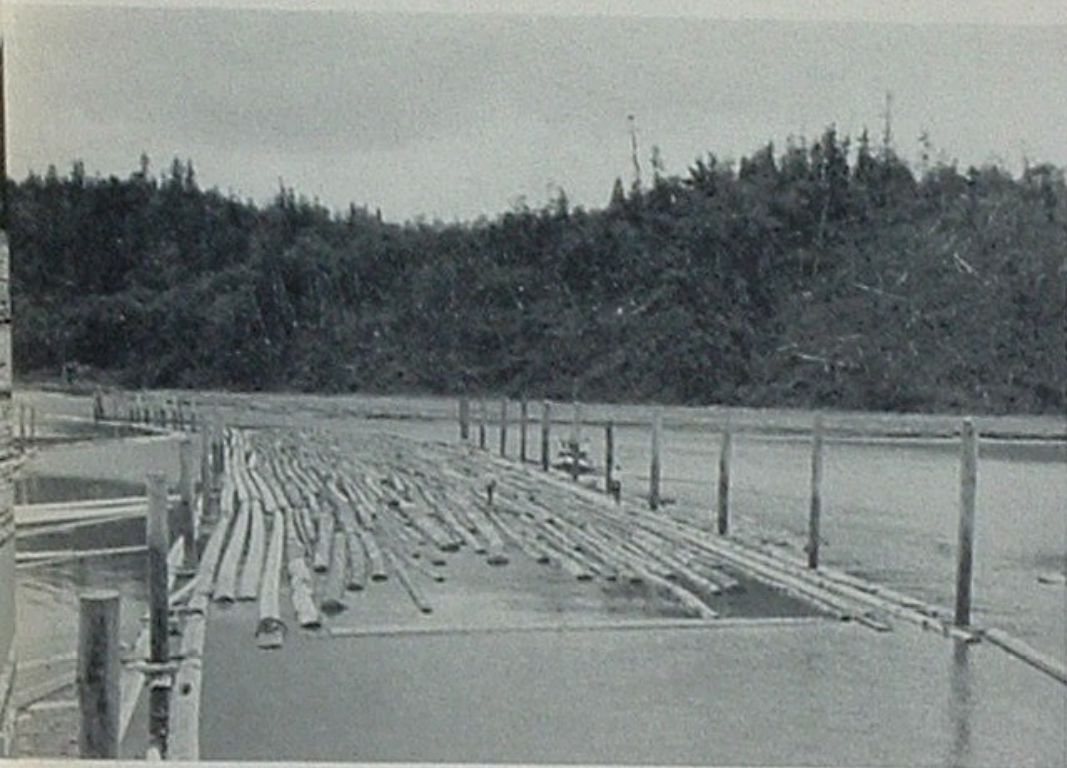
In lumbering's transportation field, operators are alert to any idea or device that will lessen labor and reduce expense. Here in particular, oil-powered machinery is recognized as a boon to progress.

Research in the milling of lumber promises far more than a saving in production costs. To the plywoods and certain types of hardboard developed during recent years are being added many new and improved wood products.

Union Oilers who have served in Coos Bay area include, from left, Industrial Sales Engineer George F. Choate; Salesman Milt W. Shrode, Resident Manager Herb R. Kot-

ler, Superintendent Al. L. Morrison; Clerk Bob H. Putman, Lead Warehouseman Harold L. Mitchell, Driver Irv F. Warner, Warehousemen Thomas L. Keady and Bob Warren.





Before entering navigable waters, the logs are ushered into a "booming grounds," above, where they are confined within a framework of chain-coupled poles. The "booms"



are then towed to mills. Two men, barely visible on tows of Douglas fir moored in Coos Bay, are measuring and branding logs, one of the jobs not yet mechanized.

Through the use of chemicals, even the limbs, bark and sawdust waste of this industry may soon be converted into useful materials of the building trade.

Union Oil people who serve the massive project radiating more than 100 miles around Coos Bay are contributing materially to this evolution. Their job is to recommend, sell and supply fuels and lubricants to an industry noted for its diversity of machines and operating conditions. That they are performing successfully is indicated by our Coos Bay Terminal's current output of around 1½ million petroleum units per month.

At right is the lumber freighter SS KAREN OLSON being bunkered at Union Oils Coos Bay dock December 9, 1954, marking the first such fueling service in port's history.





The summit of Nickel Mountain near Riddle, Oregon is the site of the first large-scale U. S. nickel mine.



After being shovel-loaded, the 22-ton Euclid dump trucks start the ore through a crushing and screening plant.



Above are Mine Foreman Henry Servant and Consignee Don W. Clark, who keeps the project supplied with Union Oil products. At right, an 8,300-foot tramway carries the ore downhill to the Hanna smelter, meanwhile generating sufficient electricity to satisfy local power and light needs.

HANNA NICKEL FACILITIES

OPEN THE FIRST LARGE-SCALE SOURCE OF NICKEL IN THE UNITED STATES

From DSM Roger M. Clark, Medford



MANY of the excellent stainless and alloy steels being produced in the United States today depend upon nickel to increase their qualities of hardness, strength, toughness and ductility. Nickel, however, is one of the metals our steel mills have been obliged to import, 85% of the world's available supply being produced in Canada. In fact, there was not a single important nickel-producing plant in the United States until the startup on July 12, 1954 of Hanna Nickel Smelting Company's mine and smelter at Riddle, Oregon.

It was known for many years that Nickel Mountain near Riddle was a potentially good source of the scarce ore. But the country's top mining and smelting men were hesitant about getting started in the face of several smelting and transportation problems. Then in 1953, partly through a U. S. sponsored program of stockpiling strategic metals, the Hanna Coal & Ore Corporation of Minnesota decided to exploit the deposit. Plans for the Riddle project were handed to Betchel Corporation, the builders, in 1953, and the first pour of nickel was made in July of the following year. Although the production volume of ferro-nickel ingots has not been announced, the mining program is designed to deliver 750,000 wet tons of ore per year.

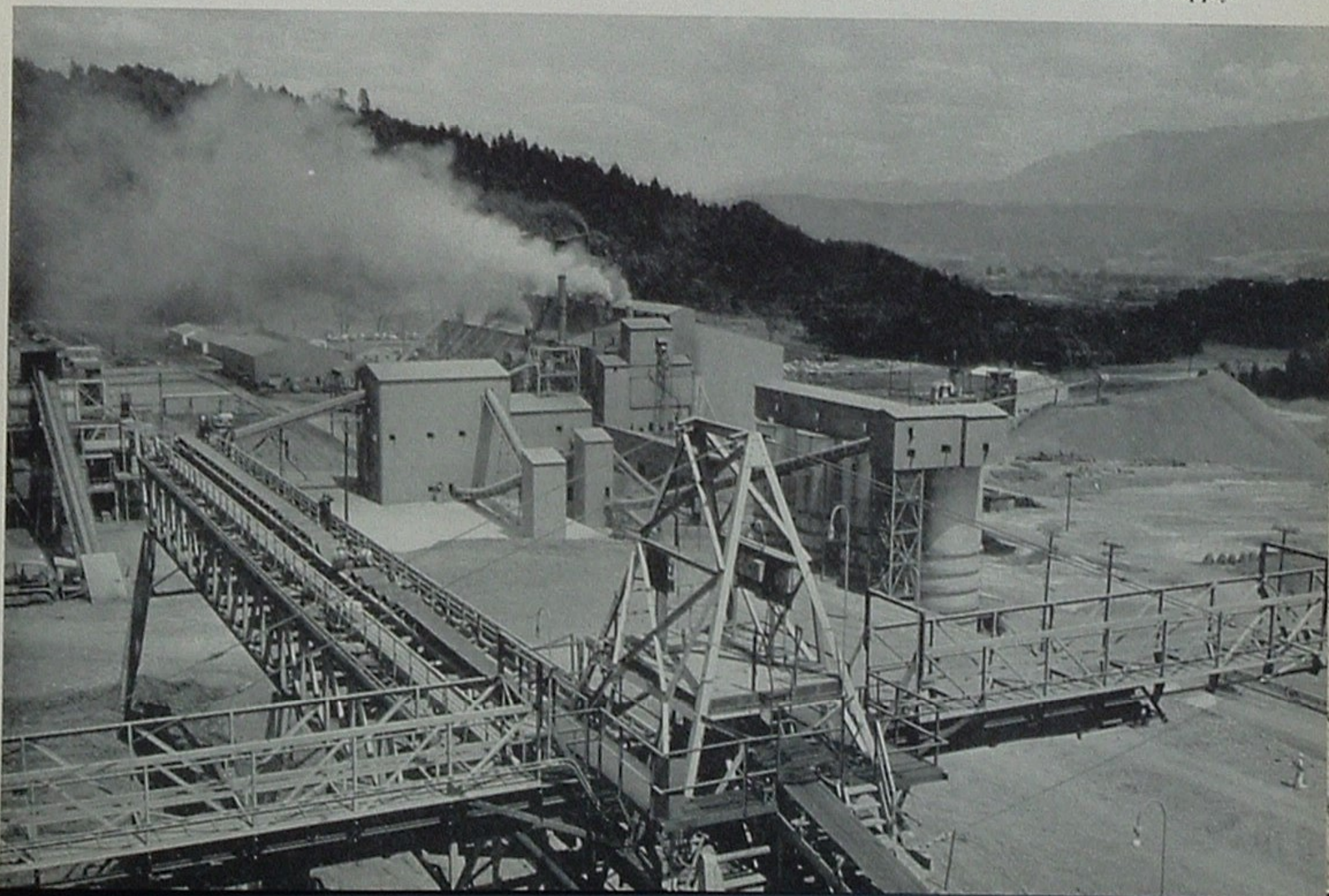
Since the ore body is contained in a formation at the

top of Nickel Mountain, the open-pit method of mining is used. The ore is shovel-loaded into stout 22-ton Euclid dump trucks; transported to a crushing and screening plant near the mining site; and moved down the mountain on an 8,300-foot tramway to the smelter. Electric power generated by the downward moving cars of ore on this tramway is sufficient to meet the electrical requirements of the entire mine. Electric smelter furnaces, by means of which the ore is melted and refined, are among the largest of their type ever installed.

Union Oil Company's interest in the success of this mining operation is at least two-fold: Through our Consignees Don W. Clark and Robert Linder at Riddle and marine terminal facilities at Coos Bay, Oregon, we are supplying the petroleum requirements of this first major U. S. nickel enterprise. In return, our petroleum industry is vitally dependent on nickel for the extremely tough, high-temperature, nickel steels required in many drilling tools and particularly as linings for pressure vessels and piping in high-temperature refining units. It's a matter of oil helping to produce more nickel to produce more oil.

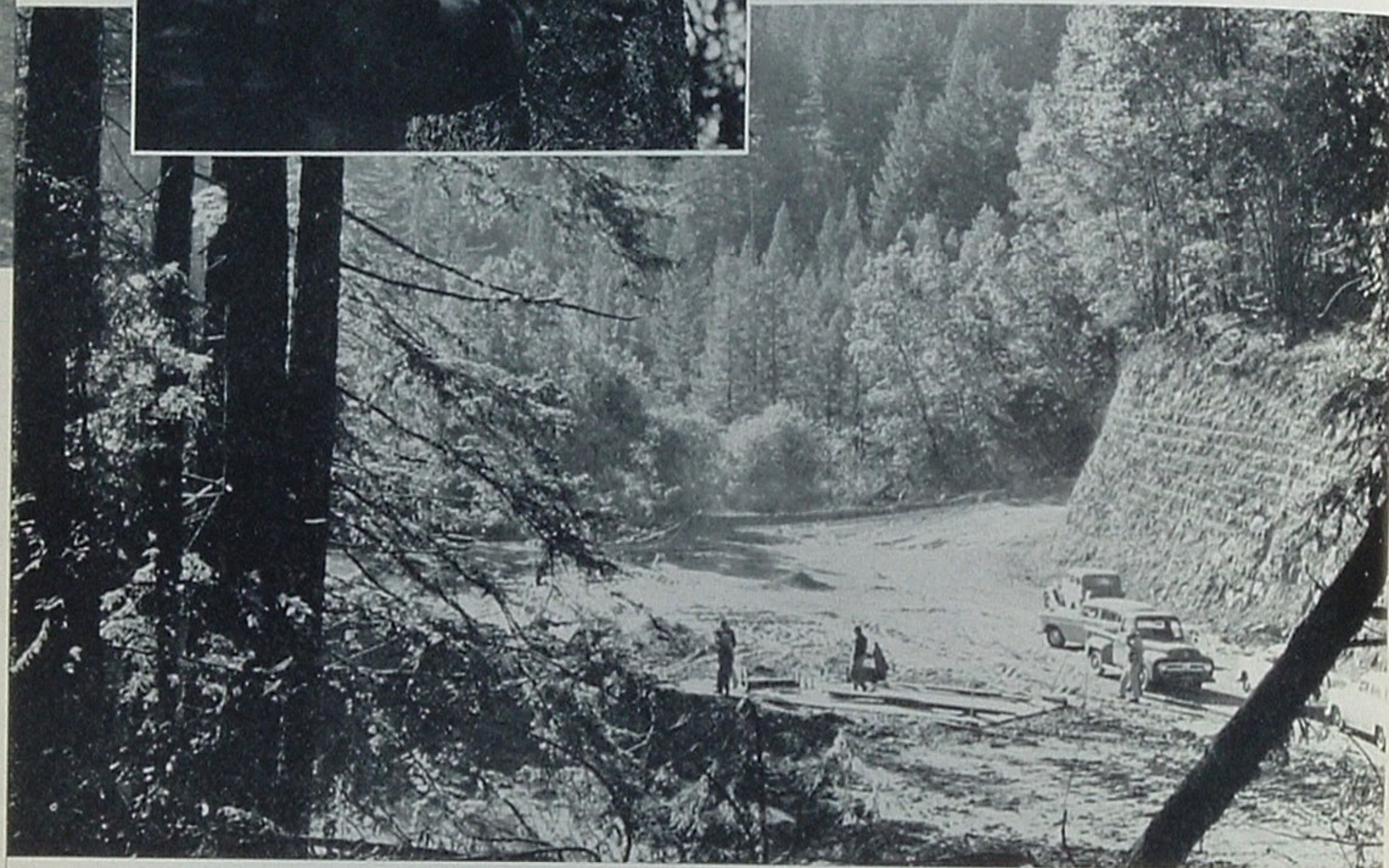
Also, both nickel and oil are vital in the construction and operation of modern jet airplanes—guardians of our national ramparts.

Ferro-nickel ingots were produced at this Hanna Nickel smelter in July, 1954—starting the first U. S. domestic supply.



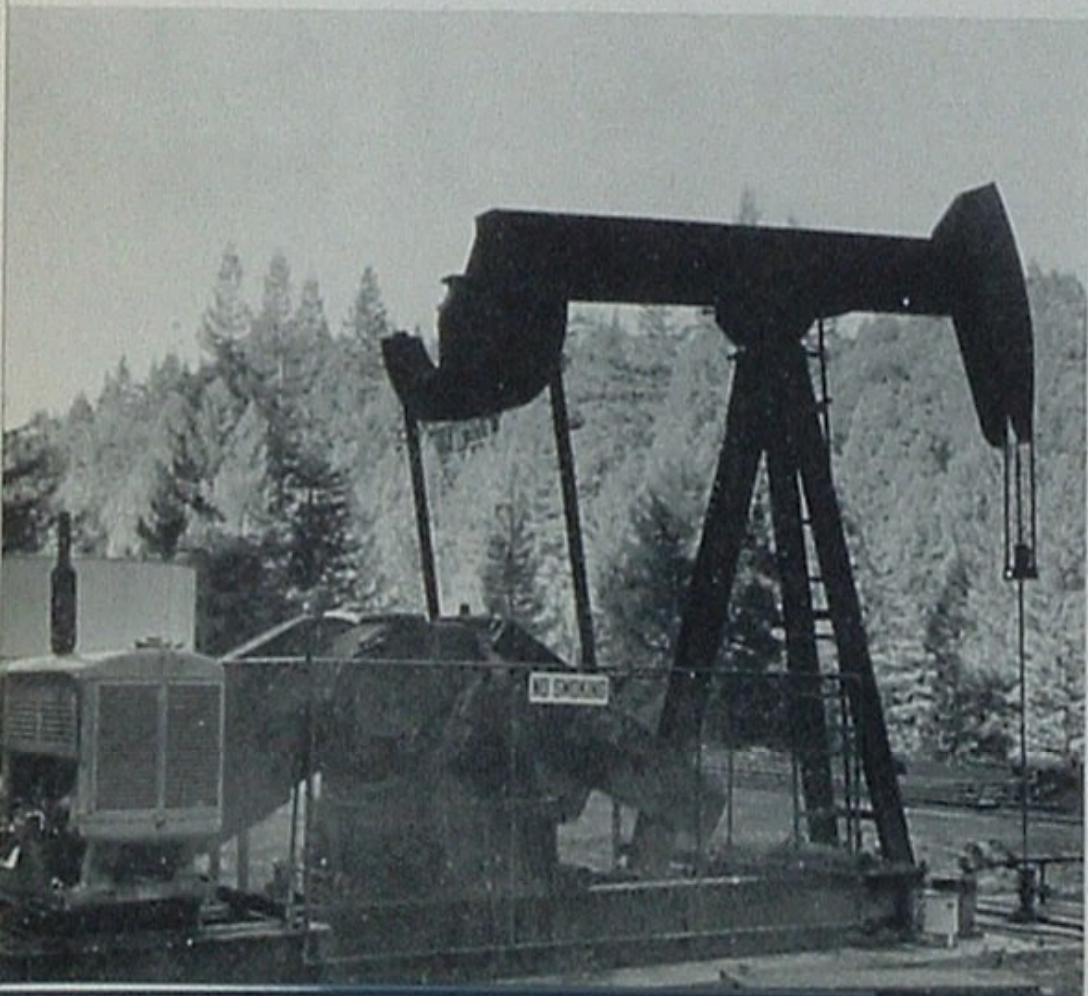


Below, location is being prepared for Union Oil's second oil well in a forested area only 30 miles from the Golden Gate. At left, Production Foreman Lee Lauenstein discourages rival scouts from using our private road



Union Oil's last-gasp try resulted in Costa No. 1, discovery well in San Mateo County near San Francisco.

Major credit for the discovery goes to Company geologists, one of whom, Frank Noble, here studies Oil Creek outcrops.



Finds Oil Near San Francisco

JUST west of Skyline Boulevard and the peninsular suburbs of San Francisco, Union Oil was about ready to call *quits* to six years of exploration. Yes, this nice landscape of beaches and redwood forested hills had oil dripping from many a rock pore. But you couldn't drill a hole anywhere there, it seemed, and find enough crude to wet the bailer.

Plenty of people had tried. Why, two or three generations of San Mateo County folks had explored the seeps of Oil Creek with pointed sticks and noticed oil collect on pools of water. Pits had been dug and wells had been drilled. Six years ago even the best brains, tools and money of the oil business—including Union Oil resources—had hurried over to San Mateo County to take another look. But no soap! Every wildcat well was a dry hole. One of the older oil prospects of California remained a prospect—less hopeful to the tune of several hundred thousand dollars.

Why Union Oil decided to try again no one seems to admit. Maybe it was just to keep peace with several bull-doggish or well-roofed geologists, who, by the way, did a nice piece of surface sleuthing here. But try we did—right in the shade of some redwood trees—on leases

a certain big oil company had abandoned.

The well is called Costa No. 1, not because the "costa" Oil Creek land shot up right after our discovery, but because Mr. Costa happens to be the property owner. Around midnight on September 18, 1955 when the drilling bit was boring into the Eocene about 2,200 feet down, things began to happen. Mud started geysering out of the hole, into the derrick rigging, and onto the hardhats of a surprised drilling crew. Phones rang down on the peninsula. Several cars came scooting up across Skyline Boulevard. By sun-up, Costa No. 1 was buttoned down. It isn't another Lakeview Gusher, mind you, but 80 to 90 barrels a day of 43-gravity oil from 2,200 feet is *commercial* even in Texas.

The land boys scurried around and have sewed up what they call "a substantial land position on favorable trends." A second well has been spudded several hundred feet closer to San Francisco's Market Street. However, it's too early to predict that California's northernmost commercial well will amount to a good oil field. As our geologists explain, you never know what you're up against when dealing with a "faulted anticline" neatly concealed under a forest of redwoods.

The high-quality crude from Costa No. 1 is presently being transported to the refinery via tank truck and

highway transport. If justified by future development of the field, a pipeline will take the oil toward Oleum.



WE'RE BACKSTAGE WITNESSING
THE REHEARSALS OF UNION OIL'S

"Traffic Jam"

The melodrama being presented to Union Oil dealers this year takes place in a traffic court. A dealer, it seems, has run afoul of the law allegedly by causing a 1956 traffic jam at the intersection where his Union service station is doing a whale of a business. In the accompanying scene, the dealer (Glen Marshall) cries out to Judge E. Kendall, Jr., "Of course I deny the charge!"



Two defense witnesses (Shirley and Elaine Ely) are called to the stand. Bailiff Ross Chapple asks, "Ju promise to tella trut, thole trut, an nuttin but, s'helpa ya?" The Ely sisters croon, "You know we do, sweetie pie!"



Another pretty witness (Sandra Keyes) is asked by Prosecutor James Waters (object of boos and hisses from the crowd) what she does for a living. Sandra answers, "I beat the old 88 (play the piano), sir."





Like all good Union Oil dealers, our hero has a host of friends and customers, many of whom are in court to offer corroborative evidence of his innocence.



Other "key" witnesses (above, Shirley Martin and Mary Ann Allee, at left, Rosemary Davis, Dorothy Ray and Coral Kent) testify appealingly in the dealer's behalf. But to no avail. The judge finds him guilty as charged, and sentences him to "years and years of higher sales, higher profits, and continued traffic jams."

Putting four groups on the road to describe the Company's 1956 marketing plans is mostly grim business and hard work to the directors and cast.



business stops the show



Fritz Springmann, Robert Strong and Producer Roger Morgan dig into some last-minute changes in the drama script.

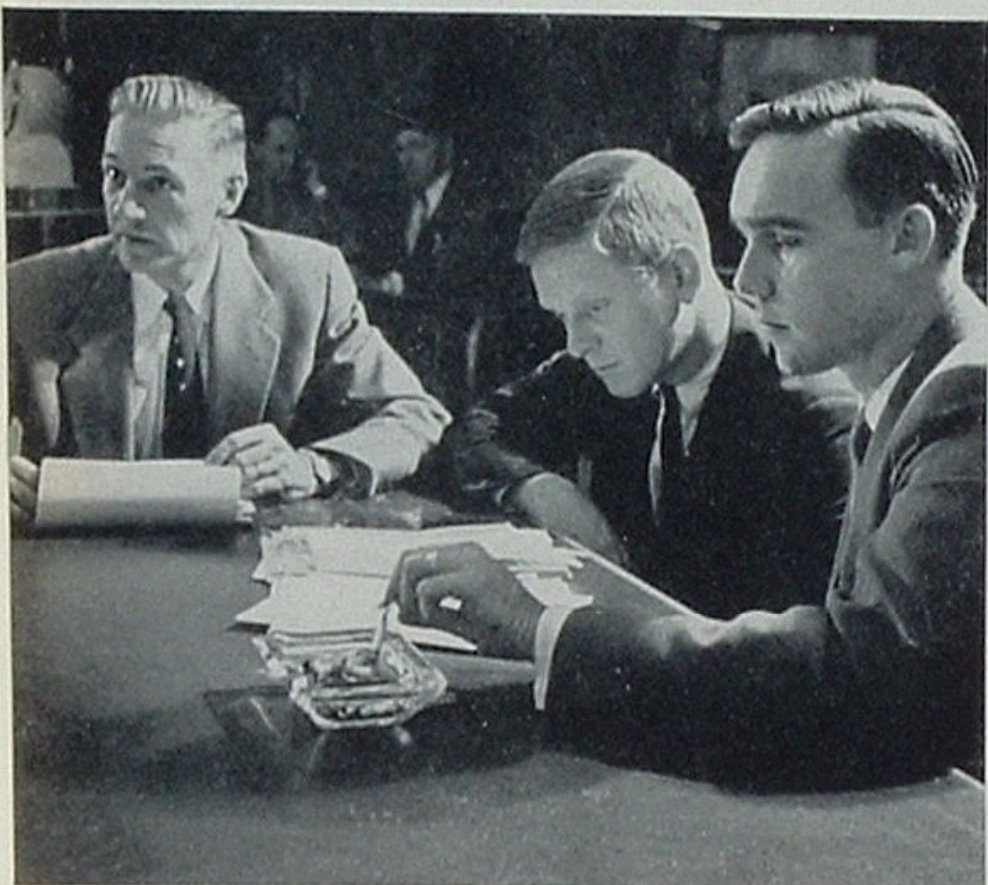
SHOW BUSINESS by no means meant no business at this year's series of dealer and distributor meetings. In fact, several scenes were stolen to profitable advantage by "witnesses" from our advertising agency, Marketing and Research departments.

The ad man, for example, revealed that Company advertising in 1956 will reach a record number of American people. Through every effective medium including newspapers, regional and national magazines, billboards, radio and television, we'll put increased emphasis on the quality products Union Oil has engineered for quality-minded car buyers.

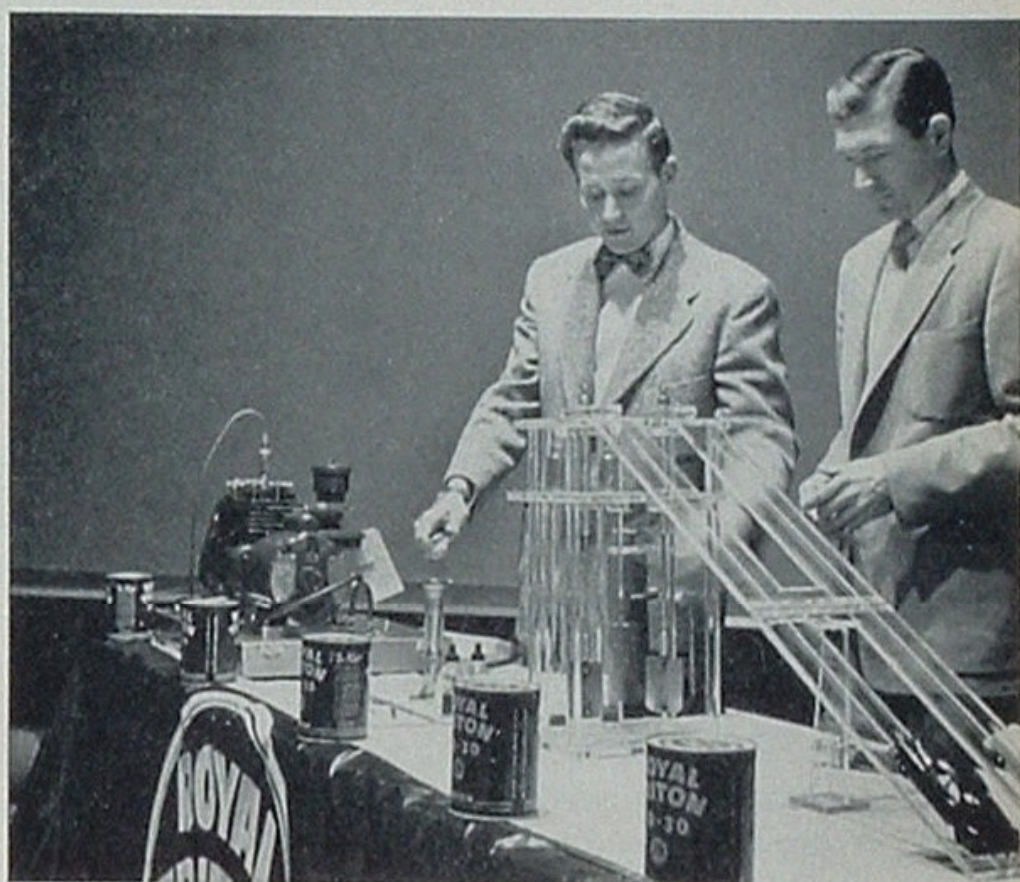
From the Sales Services witness came an announcement of unusual attraction. Thousands of people will be coaxed into our service stations by a "Trip to Anywhere" campaign. Drawings to be held in July, August, September and October will designate the winners of free two weeks' vacation tours of London, Paris, Rome, Tokyo, Hong Kong or any other place in the world they may choose to visit.

The Research witness testified that Union's premium oils and gasolines have scored a timely success in keeping ahead of the automobile industry's race toward higher compression, higher horsepower, higher torque. This year we are introducing in our automotive gasolines a "carburetor cleaner" additive perfected through Union Oil research to prevent gumming encountered in some of the new four-barreled carburetors.

It all adds up to "Traffic Jam" in 1956—a good show—and, prophetically, the greatest marketing year in Union Oil history.



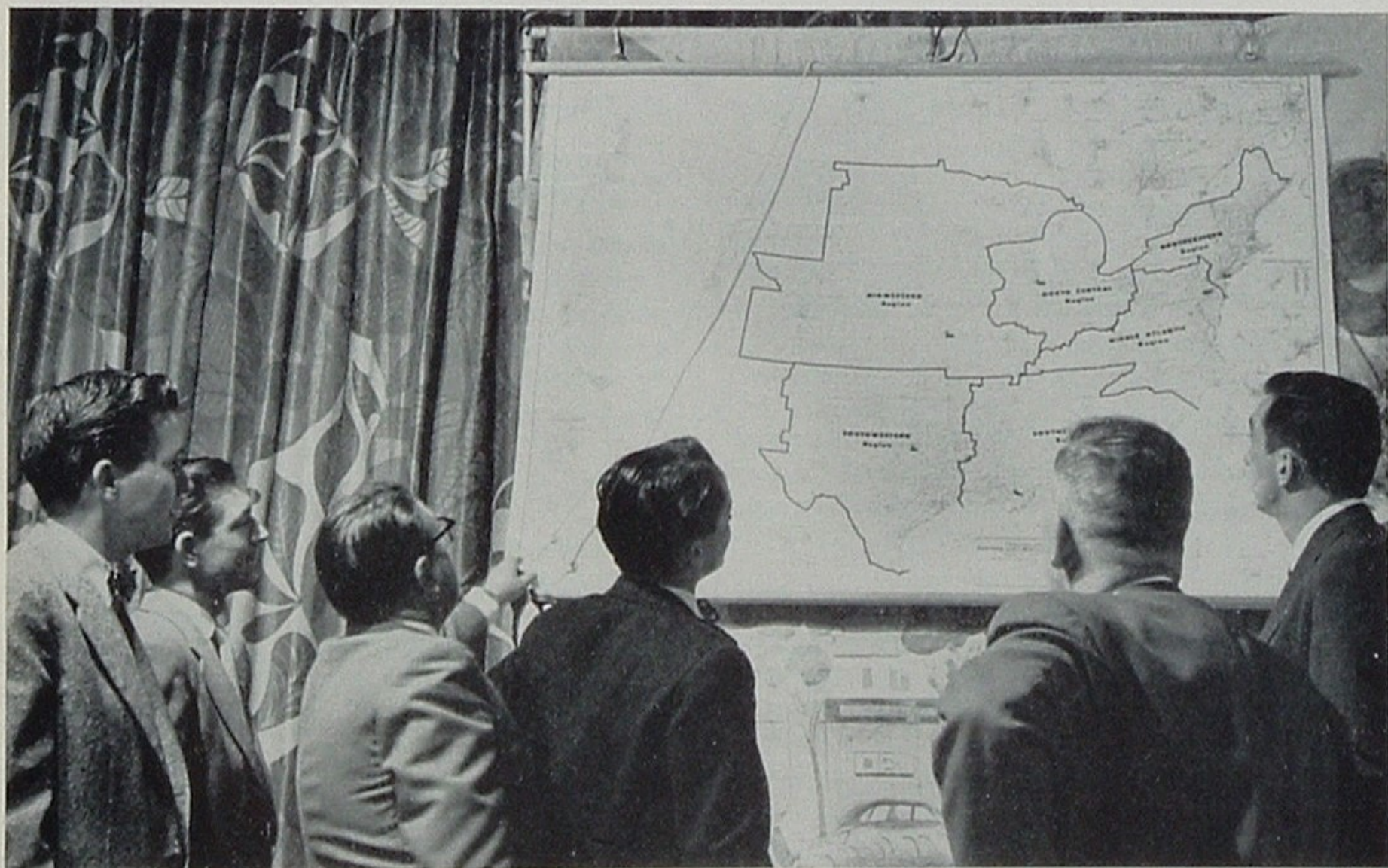
Jess Burrus, Fred Johnson and Bill Knapp try to memorize new lines in the hubbub of a final afternoon rehearsal.



Tom Thompson and Jerry Lamb check an oil-testing device before flying to Eastern Continental Territory meetings.

The final curtain of rehearsal means the real beginning of a job—that of conveying Union Oil's 1956 marketing

objectives to thousands of dealers throughout the West and to distributors east of the Rockies.





● RESEARCH

New buildings to adequately accommodate engineering and employee relations activities are complete. A new home for pilot plant facilities and Design Division personnel is ready for occupancy. Work is in progress for moving pilot plants from Los Angeles Refinery to the Brea Research Center. Personnel are transferring as rapidly as operations permit.

George R. Lake, supervisor Analytical Research, has been appointed chairman of the committee on Analytical Research for the Refining Division of the American Petroleum Institute. This committee coordinates the development of methods of analyses related to the everchanging technology of the petroleum industry.

from Fred L. Hartley

● MANUFACTURING

A recent review of the various products manufactured by our refineries has eliminated obsolete and low-demand products, resulting in substantial economies to the Company.

A cargo of crude oil from Venezuela was processed recently at Los Angeles Refinery. This crude is very similar to that obtained from the Los Angeles Basin area.

Dismantling of the acid agitators at Los Angeles Refinery removes the last unit used in batch-acid treatment of petroleum products. This method of treatment, in use since the beginning of petroleum refining, has been replaced by the continuous acid treating process or by the selective solvent extraction process.

from K. E. Kingman

● PURCHASING

The importance of the chemical industry to Union Oil operations is indicated by the fact that chemicals account for about 15% of the total purchases made by the Purchasing Department. Among the large dollar items are T. E. L., catalysts of various types, lubricating oil and gasoline additives, inhibitors, dyes, sulfuric acid and caustic soda.

Contrary to the trend in steel, non-ferrous metals and labor, chemical prices have remained fairly stable or in a few cases have decreased during 1955. Chemicals showing price decreases are those lines affected by new West Coast manufacturing competition. With the increasing industrialization of this area, we look forward to increased chemical activity and the continuation of a healthy competitive market.

from C. S. Perkins

● TRANSPORTATION & DISTRIBUTION

The town of Avila Beach, where Union Oil Company's Port San Luis marine terminal is located, has acquired a new 1000-gallon-per-minute pumper fire truck. This equipment has been purchased to provide better protection from and control of grass and brush fires in the surrounding area. Twelve Union Oil Company employees are members of the Avila Beach Volunteer Fire Department.

A crude oil gathering system has been completed into the Guadalupe Field in San Luis Obispo County. Due to the high viscosity of the crude oil in this field, it was necessary to lay a four-inch pipeline from the Santa Maria Refinery to the lease gathering tanks for use in delivering a light gas oil. This material will act as a diluent, and will be blended with the heavy crude production and returned to the Santa Maria Refinery through a parallel eight-inch line.

from E. L. Hiatt

● **MARKETING**

A number of Marketing Department employees are active in petroleum industry activities and in serving on committees of the American Petroleum Institute: D. L. Nielsen, supervisor of Residual Oil Sales, has been elected vice president of the Asphalt Institute; he will serve as chairman of Division V for 1956. In the API, Ed Keightley is serving on the Aviation Advisory Committee, W. S. Penn, Jr. on the Marketing Research Committee, H. G. Cooper on the Operations and Engineering Committee, and Frank H. Ott on the Lubrication Committee.

Reorganization of our Eastern Continental Territory has resulted in the following realignment of regional sales managers and regional offices:

Midwestern—J. C. Garvey, Kansas City, Missouri

Southwestern—Paul J. St. Pierre, Dallas, Texas

North Central—T. J. Killeen, Chicago, Illinois

Southeastern—J. A. Hattrick, New Orleans, La.

Middle Atlantic—T. O. Orecchio, Philadelphia, Pa.

Northeastern—T. S. Ellis, New York, N. Y.

Four new district office buildings have been completed in Northwest Territory for use by district personnel at Bend and Eugene, Oregon, and Spokane and Walla Walla, Washington.

from Roy Linden

● **EXPLORATION**

It is becoming increasingly difficult for crude oil producing companies in the United States to find sufficient domestic reserves each year to offset their annual production.

During 1955 the Company, as operator, drilled approximately 786,000 feet of hole in 84 exploratory wells. These figures do not include wells drilled for possible extensions in proved areas; neither do they include 44 additional wildcat projects in which the Company was financially interested but which were drilled by other operators.

Preliminary estimates indicate that we will have produced approximately 37,850,000 net barrels of oil in 1955. Estimates of reserves proven from our discoveries in 1955 will not be quite equal to this production. However, if the extensions and revisions of estimates in old areas are added, our 1955 efforts will show that we have more than replaced this year's production by additions to our crude oil reserves.

It is apparent that the Company's effort from an exploratory standpoint must be continued at an accelerated pace in order to maintain our present reserve position.

from Sam Grinsfelder

● **PRODUCTION**

The Field Department has programmed a total of 137 Company-operated development wells to be drilled during the first half of this year. In addition the Company will be a participant in 79 development wells scheduled to be drilled by other operators on jointly-owned lands. About 50% of this activity will be in California, with the remainder being scheduled for our Gulf, West Texas, Rocky Mountain, Oklahoma and Canadian Divisions.

Although, as would be expected, the bulk of these drilling operations will be in the older fields, there will be considerable development activity in several areas where our Exploration Department has made recent discoveries. Among these latter are the Oil Creek area in San Mateo County, California, the Hugoton Embayment area in the Texas and Oklahoma Panhandles, the Main Pass (Breton Sound) area in the Gulf of Mexico, the East Cut Bank Field in Montana, and the extended Liberal area at South Sturgeon Lake, Alberta, Canada. In California also, quite a heavy program has been budgeted for the Sansinena and Guadalupe Fields, the latter a continuation of the plan for developing additional heavy oil production.

Considering the character of many of the areas where these operations will take place, we are optimistic about the prospects of reaching record high production levels this year.

from Dudley Tower

● **INDUSTRIAL RELATIONS**

One of the essential obligations of most large corporations and businesses is to build up an effective program of public relations. The desire in every case is to generate public good will. It is accomplished through press releases explaining the company's activities and motives, through advertising, donations, contributions and countless other manifestations of its wish to be a good member of the community and the nation. However, none of these mediums is more effective than the personal conduct of people who make up a corporation, especially employees.

In this issue of ON TOUR two drivers are introduced, each of whom has driven Company trucks for some 30 years without a chargeable traffic accident. What the story does not mention is the immeasurable amount of good will such men are bound to generate for Union Oil through skillful and courteous driving habits.

On the other hand, what would be your reaction to seeing a "76" identified vehicle ignoring every rule and courtesy of the road? Let's be doubly considerate when driving Company equipment. The reputation at stake is much bigger than our individual own.

from W. C. Stevenson

letter

December 12, 1955

Mr. Reese H. Taylor, President
Union Oil Company of California

Dear Mr. Taylor:

At the last regular meeting of the Board of Supervisors of the County of San Luis Obispo, the matter of the installations of your company in this county was discussed.

The members of the Board have asked me to write you concerning the relationships which have always existed between this county and the Union Oil Company. The most recent of these relationships occurred, of course, with the construction of your new coking plant on the Nipoma Mesa south of Arroyo Grande. The Board members wish to express their appreciation for the investments made in this county. The people who represent your firm here have been most cooperative and are among the very best of our citizenry. The Board feels that this association has been one of the most pleasant ones possible. In short, the people of the County of San Luis Obispo like Union Oil and its employees.

If, in the future, you will be considering the location of further plants or facilities in this county, please be assured that you will be most welcome and that everything possible will be done to facilitate any further development.

Very truly yours,

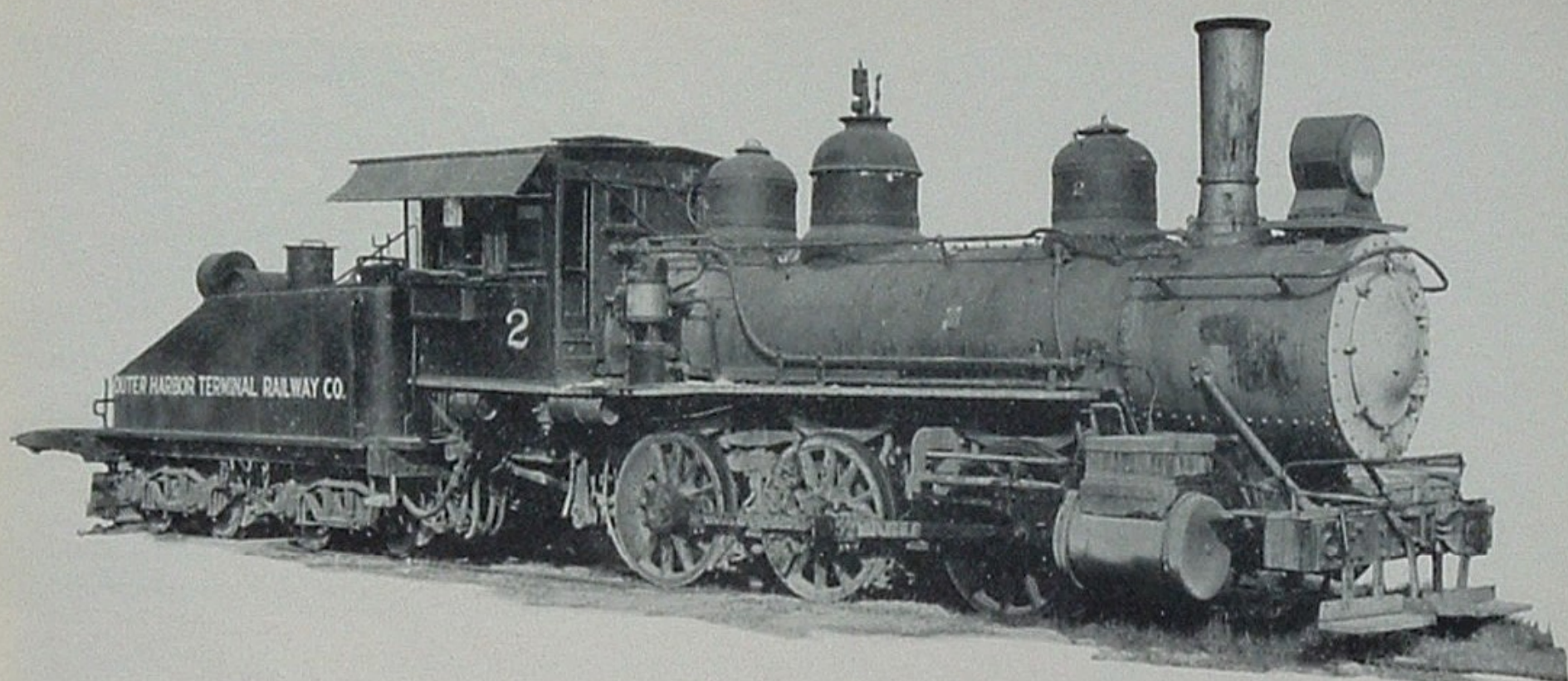
(Signed) B. D. Conrad, Jr.
Executive Secretary



NEW FIRE TRUCK at Avila is manned by, from left, (kneeling) M. R. Sylvester, Jr., Harold Martin, C. F. Caldwell, Joe Sylvester, J. J. Childs; (standing) G. W. Barker, H. L. Glenn, E. O. St John, Perry Martin, J. B. McMillan, T. Wickham; and (seated at wheel) John W. Gorman. All except Messrs. Martin and Joe Sylvester are firemen volunteers from Union Oil Co.

"CARAVAN" is the impression given by this string of pumping units in our South Mountain Field near Santa Paula. They are actually faced with an up-hill climb in helping satisfy the crude oil needs of California. Photo by Will Connell.





No. 2, Oldest Iron Horse, Is Retired to Pasture

YOU'RE looking at the oldest working locomotive in the United States. It was built by the Hinkley Locomotive Works of Boston no later than 1887; helped in the building of Santa Fe's rail lines across the West; and in 1908 was purchased by Outer Harbor Terminal Railway Company in San Pedro. For the past 47 years it has been in continuous service hauling millions of tons of freight for the Outer Harbor Dock and Wharf Company, a subsidiary of Union Oil.

December 28, 1955 marked the abandonment by Outer Harbor of rail equipment. Rather than see faithful No. 2 go to the scrap yard, Manager Charles Tilley asked whether the Southern California Chapter of the Railway and Locomotive Historical Society, Inc. might accept it as a Union Oil donation. The Society officers were most receptive. Following the official transfer of its iron plate "pedigree" on December 28th, the old iron horse retired to the green pastures of Los Angeles County Fair Grounds at Pomona. There it will become a part of the Society's permanent fair exhibit.



Taking part in the December 28th retirement of Engine No. 2 were, from left, Vice President E. L. Hiatt of Union Oil, Chapter Chairman Walter H. Thrall and Equipment Chairman F. Norman Clark, Jr., of the Railway and Locomotive Historical Society, Manager Charles Tilley and Traffic Manager Jack A. Berry of the Outer Harbor Dock and Wharf Company. At left, Mr. Thrall and Mr. Tilley discuss installation of an iron plate that will give Los Angeles Fair visitors the engine's pedigree.





◀ **CONDUCTOINETTES** At the American Petroleum Institute convention held in San Francisco during November, cable-car information booths were staffed by Desk and Derrick Club members. Among a number of Union Oil girls who capably routed the visiting oil men from conference to conference were, from left, Eva Hall, Ruth Fischer and Marcia Hemmings.

from Pat Clark



▲ **DISTINGUISHED SALESMEN** Art Theisen, left, and A. R. Smith, right, are being congratulated by Territory Manager W. I. Martin for having won a May-through-October sales contest. They led our Washington and Oregon salesmen in number of new accounts and value of new business gained.

from R. J. Sandercock



◀ **JACK STANCHFIELD**, dockman at Seattle Terminal, is either one of the healthiest or "stanchest" men in Northwest Territory. An examination of his 30-year employment record reveals that he has not had a single day of sick leave during those years. "Maybe the fact that I'm a single man accounts for it," Jack suggests.

from R. J. Sandercock



▶ **XMAS DOLLS** of the variety that cry, open their eyes, drink, etc., arrived promptly on December 25th in response to the orders of Union Oilers J. E. McCaffrey and Frank Boschert of Seattle. Mrs. McCaffrey is seen at left with Michael Eugene, and Mrs. Boschert at right with Mark James. The proud fathers were home washing dishes.

from R. J. Sandercock

▶ **THANKS** "As chairman of Rallye De Wheel Bounce, one of the finest and largest sports car rallies ever held in the United States, I wish to thank Union Oil Company for their wonderful support and cooperation. Over 200 sports cars participated in this 12-hour test of drivers, cars and petroleum products. In the photo, the cars are refueling at Lancaster, California."

from Marvin A. Cornett



▶ **SANTA** said "Come and get it!" at Crockett High School Auditorium on December 19, with the result that over 900 small fry of Oleum extraction lined up for gifts from the bottomless bag. The Oleum Employees' Recreational Committee were hosts.

from Clyde H. Morton

▶ **A XMAS PARTY** on December 17 found the Los Angeles Refinery Supervisors' Association employing an out-of-doors setting to regale their 1300 young guests. At the height of the party, Santa arrived by helicopter to distribute gifts.

from Herb Zirnite



▶ **SAFETY PROMOTION** Los Angeles Refinery used a bit of psychology to help make a success of Safe Driving Day in December. Men coming off shift were stopped at the gate by the most effective picket line in the oil business—pretty girls. With a safe-driving booklet in his hand, an S-D badge pinned to his shirt, and a sweet “Now do be careful” echoing through his mind, how could any man take traffic chances? Badging up in the photo are, from left, Nancy Davis, Ernest Day, William Winchell and Myrle Baker; waiting to be immunized from accidents are Harry Truax, Stanley Sutton, Raymond O’Neill, John Lorge, Gerald Deppe (almost), and Frank Schleibaum.

from Herb Zirnite



LOS ANGELES TERMINAL DRIVERS

Receive Sertoma Award

from M. S. Imes

AT A recent Sertoma Club luncheon in the Statler Hotel, Los Angeles, five drivers of heavy trucking equipment were honored for outstanding safe-driving records. One of the five was Frank McCullough, transport driver working out of our Los Angeles Terminal. Certificates awarded to each of the five men bear signatures of the Sertoma Club president, an official of the National Safety Council, and the chief of the Los Angeles Police Department.

To qualify for this splendid recognition, Frank C. McCullough has driven heavy trucks regularly for more than 26 years without a chargeable accident. As nearly as can be determined, he has driven 936,400 miles while delivering 44 million gallons of gasoline—all of it in the congested Los Angeles Basin area.

The winner of an identical award in 1954 was William C. McCullough, similar name and hailing from the same Terminal. Bill received the Sertoma Club citation for his 30 years of accident-free driving of Union Oil equipment.

We proudly introduce both men in the picture at left—Bill checking the pressure of a tire while Frank recounts the pleasures of lunching at the Statler.



SERVICE BIRTHDAY AWARDS

FEBRUARY 1956

EXPLORATION & PRODUCTION

Varner, Milton L., Dominguez	45
Ford, Ralph G., Whittier	35
Law, Roy W., Richfield	35
Winter, Henry E., Whittier	35
Clark, Claude R., Whittier	30
Johnson, Odus J., Whittier	20
Bowden, Carl B., Richfield	15
Arnold, Norman C., Del Valle	10
Bartholow, Roy L., Del Valle	10
Class, Elsa F., Home Office	10
Cutler, Edward H., Orcutt	10
Cypher, Garrett R., Richfield	10
Dunham, Leland S., Richfield	10
Henley, Howard E., Bakersfield	10
Lind, Virginia R., Whittier	10
Smith, Frederick P., Ventura	10
Spier, Arthur T., Bakersfield	10

MARKETING

Craddock, Allan R., Honolulu	35
Cunningham, Philip G., Oleum	25
Bollinger, Edwin W., Chico	20
Bridgman, Herbert M., Pasadena	20
Suderman, Henry J., Los Angeles	20
Thompson, "R" "E" Los Angeles	15
Davis, Richard D., New York	10
Ek, Ernest E., Bakersfield	10
Green, Harry A., Tacoma	10
Hostetler, Mervin J., Rosecrans	10
Mabery, James L., Yuma	10
Morrison, Arnold L., Coos Bay	10
Shillestad, June J., San Francisco	10
Thompson, Wayne E., Japan	10
Van Dyke, Mary B., Rosecrans	10
Woodard, Groover M., Rosecrans	10

MANUFACTURING

Anderson, Gourley B., Wilmington	30
Bradley, James L., Oleum	30
Bradeen, William P., Wilmington	30
Rader, Jesse H., Wilmington	30
Malkos, Gus A., Oleum	25
Dixon, William M., Jr., Wilmington	20
Bushy, William W., Home Office	15
McGuire, John E., Wilmington	10
Pfennigs, Leo J., Great Falls	10

RESEARCH

Wood, Norman A., Brea	30
Bender, Roger S., Wilmington	10

TAX

Glendenning, Leon C., Home Office	30
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COMPTROLLERS

Robertson, John M., Home Office	20
Garland, Ethel E., Home Office	10
Hoversten, Stanley T., Home Office	10
Kunzler, Viola C., Home Office	10

AUTOMOTIVE

Drum, Lyman G., Santa Fe Springs	15
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PIPELINE

Airey, Benjamin R., Santa Fe Springs	10
Caldwel, Charles H., San Luis Obispo	10

MARINE

Heinz, Leonard F., Wilmington	10
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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:

CHARLES C. BRUNK

Treasury Department
Employed 9/10/17—Retired 2/1/56

VESTER WHEELER

Field Department
Employed 11/20/19—Retired 2/1/56

LYLE P. RUSSELL

Field Department
Employed 10/14/21—Retired 2/1/56

GEORGE I. TILTON

Los Angeles Refinery
Employed 4/13/23—Retired 2/1/56

MARY C. PAGE

Distribution Department
Employed 1/31/34—Retired 2/1/56

In Memoriam

On December 14, 1955
THOMAS SHEEHAN
Northwest Territory
Retired 7/30/39

On December 20, 1955
JAMES W. ROBERTSON
Southern Division Pipeline

On December 22, 1955
CLARENCE A. RUDE
Northern Division Pipeline
Retired 9/1/52

On January 4, 1956
ALBERT D. ADOLPHSON
Marketing, Great Falls, Mont.

On January 8, 1956
HARVARD F. STALNAKER
Northern Division Pipeline

On January 9, 1956
THOMAS W. GARDINER
Comptroller's
Retired 12/31/53

The Road

Or what paved the way
for sixty-one million cars?

WHEN you drive anywhere in America today it isn't an adventure.

You no longer jolt down unmarked and uncharted roads in uncertain cars. Roads that are bottomless mudholes or rock-ribbed ruts.

But your father did. For a mere forty years ago there were hardly 4,000 miles of paved roads in this country, and not quite 2,500,000 automobiles to go anywhere on them.

What changed the picture so quickly to 300,000 miles of smooth highways and over 61,000,000 vehicles? For one thing, the simple need for American business to make a profit.

Example: the automobile manufacturers. Trying to sell more cars and make a profit, they made constantly better cars. The better the cars became, the more people bought them. The more



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people bought cars, the greater the need for safe roads. And we built them.

Example: the oil companies. We had to make a profit, too. So after we refined the gasoline we scraped the bottom of the barrel of crude oil and made asphalt. At first it was a primitive blacktop that was poured right on the road. But to sell it in competition with costlier materials, we kept improving it.

Result: today heavy-duty asphalt covers eight out of every ten miles of American roads. Today, too, our ex-

panding economy calls for a third more miles of new, wider and safer highways.

Your taxes will pay for these new roads, so we hope they're built of asphalt. It does everything any costlier material does. It can save you as much as \$78,848 per mile. It's proved itself in paving the way for sixty-one million cars.

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YOUR COMMENTS ARE INVITED. Write: The President, Union Oil Company, Union Oil Building, Los Angeles 17, California.



Union Oil Company OF CALIFORNIA

MANUFACTURERS OF ROYAL TRITON, THE AMAZING PURPLE MOTOR OIL