

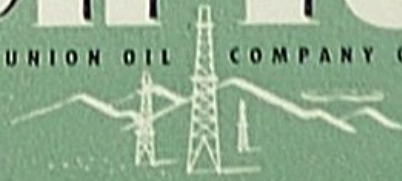


**BIG
BAYOU
PIGEON**

May - June 1956

On Tour

WITH UNION OIL COMPANY OF CALIFORNIA



On Tour



Volume 18, Number 5
May - June 1956

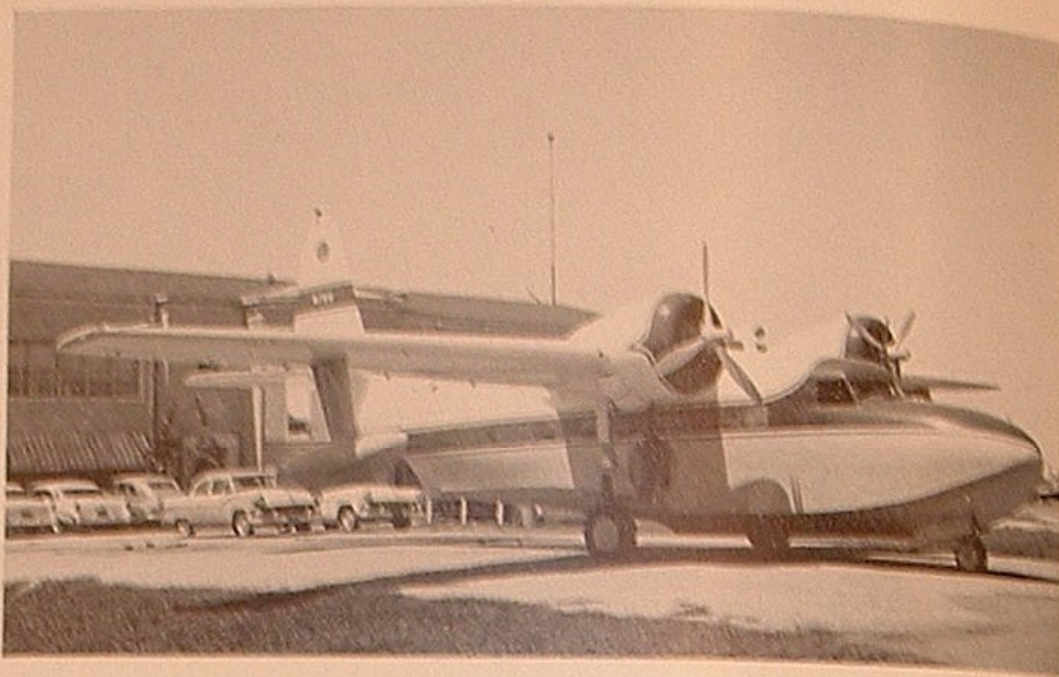
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DEWEY SHEPHERD

"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, 817 West Seventh Street, Los Angeles 17, Calif.

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

THE OIL GAME IN LOUISIANA'S ATCHAFALAYA SWAMP BRINGS UNION AN IMPORTANT NEW DISCOVERY



The Gulf Division's "Mallard" is an excellent personnel carrier and transportation tool among the lakes, bayous, and offshore waters (below) bordering the Gulf of Mexico.



EDGE

OF
FOOT.

BIG BAYOU PIGEON

IT'S a long jump in miles—not in flight time—from Canada's muskeg country to the Gulf of Mexico. But here you are, a month later, on Friday, April 6, 1956—seated in the Houston offices of Union Oil's Gulf Division—and wondering what the chances are of witnessing some drilling excitement along the Gulf.

Division Manager Basil Kantzer, a man quick to unravel your mind and prompt with a decision, mentions that the "Mallard" will be going to Louisiana over the weekend, and . . .

Before you know it, you're fastening the seat belt again in a very comfortable airplane cabin. Everything's clean and shipshape. Up front Pilot Dan Mitchell and Co-pilot Jean LeBlanc are busy warming up the engines and getting instructions from the tower. It's probably their 10,000th takeoff. But they like it. Their touch of

the controls suggests that fondness men sometimes develop for a ship.

The "Mallard" is quiet, smooth, fast, roomy—at home on land, in the air, or on the water—an excellent personnel carrier and transportation tool among the lakes, bayous, marshes and offshore waters bordering the Gulf of Mexico.

Even from the air Houston is seen to be a big city, blending at its outskirts with immense chemical plants and refineries. Flying over this sprawling industrial scene for a few minutes, you begin to agree with the Texan boast that here must center about one-fourth of the nation's oil production and one-third of its refining capacity.

The "Mallard" can practically fly itself now. So Mitchell and LeBlanc alternate at coming back to open



refreshments and *shoot the breeze*. Your persistent questions about the oncoming marsh and swamp country with its dominant two-tone greens, milk-chocolate colored rivers, brackish bayous and numerous lakes finally prompt Mitchell to fetch his aeronautical chart.

For once, here is a map that looks like the world, or vice versa. As the "Mallard" creeps high over them at nearly 200 miles an hour, you easily pick out Sabine River and Lake, Calcasieu River and Lake, Bayou des Cannes and Grand Lake, White Lake, the Intracoastal Waterway. You're about to identify Vermilion Bay far to the right when your ears pop and LeBlanc signals, "Fasten seat belts."

On hitting the landing strip at Lafayette, Louisiana, you're nearly 200 miles and one hour closer to Big Bayou Pigeon, Union's recent discovery in the Atchafalaya Swamp. But the "Mallard" wants no part of the narrow canal used for a landing at Big Bayou. Instead, Mitchell taxis toward a smaller amphibious plane, the "Widgeon." Presently you are shaking hands with Division Superintendent Ed Sands and Pilot Felix Foreman. They immediately lead the way through the "Widgeon's" open door, and you're climbing again into a pale "blue yonder."

The story of Big Bayou Pigeon unfolds during the

next 30 minutes, with Foreman at the controls and Sands answering questions:

Atchafalaya Swamp, that broad expanse of green trees and roily water now beneath the "Widgeon," was once the main outlet of the Mississippi River. As it often has done throughout geologic time, the river changed course to present-day New Orleans, leaving the Atchafalaya useful principally as an overflow and drainage outlet during seasons of high water. There are indications that the Mississippi is now cutting through its levee in an effort to again reach the sea via the older Atchafalaya channel. However, at an estimated cost of more than \$100 million, engineers believe they can forestall the New Orleans-Mississippi divorce.

Like all other portions of the Mississippi's deep sedimentary deposits, including the offshore Continental Shelf, the Atchafalaya Swamp has engaged the interest of oil men. Seismograph crews have waded through it for two decades, searching for dome-shaped traps above deeply buried salt plugs. Canal dredgers followed the seismic crews. And now come the barges, derricks and drilling crews.

The first oil men to drill a prospect well in Big Bayou Pigeon of the Atchafalaya Swamp got nothing for their

"Atchafalaya Swamp, that broad expanse of trees and roily water now beneath the "Widgeon," was once the

main outlet of the Mississippi River—now is useful principally as a drainage outlet during high-water season."



money except 11,000 feet of dry hole and dampened enthusiasm. Nevertheless, Union Oil took another shot at the same target—and not more than a stone's throw from the dry hole.

Our first well—a 13,000-footer—also was D&A (dry and abandoned). But Union Oil geologists studied core data from the two unsuccessful efforts and recommended a third try.

This time, in January of 1956, through a well called E. H. Peterman No. 2, we struck oil. The well was drilled to 12,397 feet—penetrated six productive oil sands between 7,000 and 10,000 feet—and was completed as a dual producer through perforations at 8,780 and 9,600 feet. The well can produce over 600 barrels per day of 45-gravity oil, but is limited by Louisiana *allowables* to about one-third of this yield.

Since the discovery, Union has completed three additional wells in the field and started the fifth. Two of the development wells are also dual completions.

Our New Orleans landmen of course got busy and acquired 800 acres of swamp adjoining the discovery site. Thus the Gulf Division is adding to its valuable discoveries of the past 20 years.



Pilot Felix Foreman welcomes you aboard the "Widgeon," seen anchored above in mud bank of Big Bayou Pigeon.

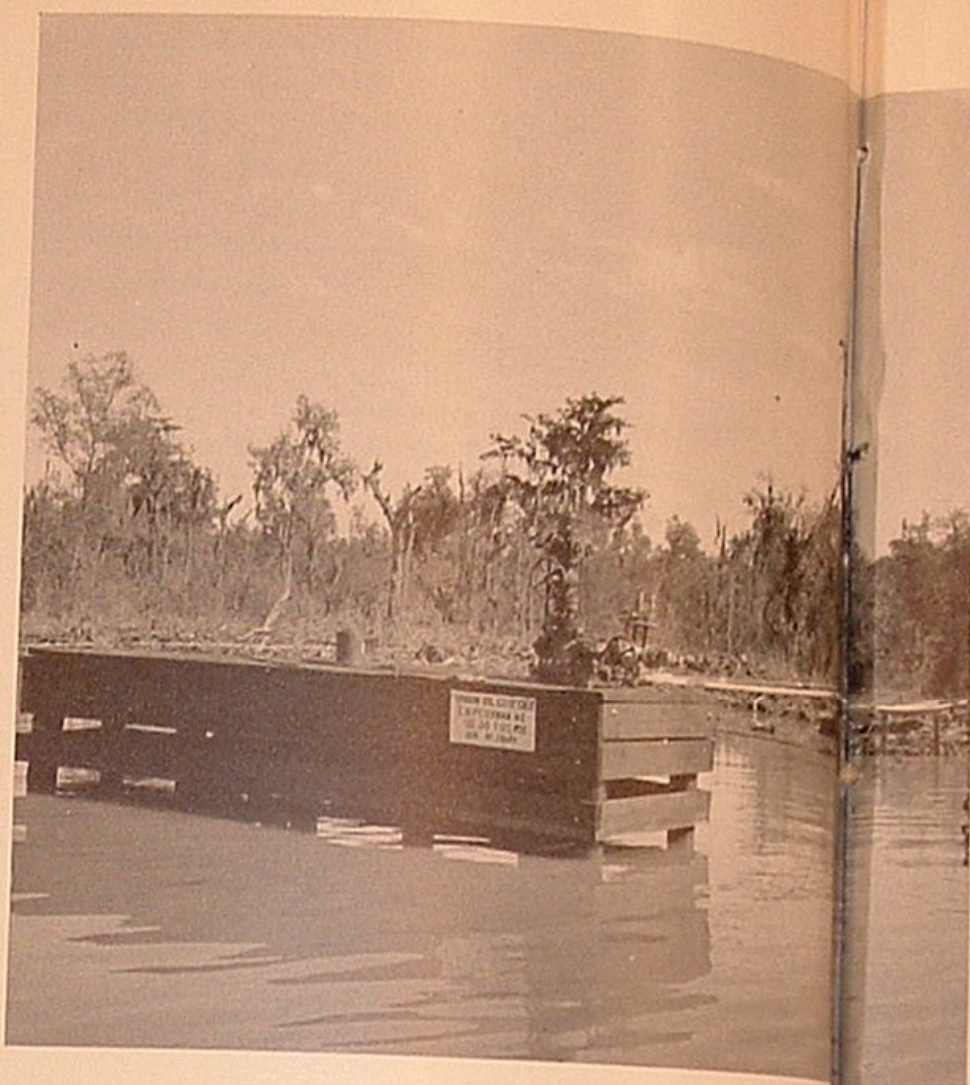
"Here a drilling rig, a tank battery and a half-dozen well platforms are all but lost in the forest and flood."



"There's the rig now, and over to the left are the two dry holes," Sands points out. But you don't see much of either. Foreman is aiming for a narrow slit of water down among the Cypress trees. There's no room for a long approach, no time for a prayer. The "Widgeon" simply dives in among the branches, sits down fast in the helpfully retarding water, turns a bend or two, and anchors in a mud bank of Big Bayou Pigeon. Field Operator Ben Winch is already making for the same mud bank to offer you a boat ride.

In most areas, an oil field operation dominates the scene. Not so in the Atchafalaya Swamp. Here a drilling rig, a tank battery and a half-dozen well platforms are all but lost in an immensity of forest and flood. You can reach the field only by airplane or boat. And once there, you're confined to a few feet of creosoted plank walkway or something that floats. To some men it's a hell of insects, reptiles and loneliness. To others it's a garden of moss-draped cypress trees, placid water and peaceful quiet. You wouldn't mind borrowing a fish-hook and spending the evening here.

But Sands has work to do at Abbeville. Besides, something big and exciting is taking place offshore in the Gulf of Mexico. The day's just about long enough for another ride in the "Widgeon," a rib-eye steak in Abbeville, and a boat ride to Union's Block 26 (NEXT MONTH).



E. H. Peterman No. 2 is Union Oil's discovery well at Big Bayou Pigeon; its platform will sit 12 to 15 feet high after spring floods subside. Only by airplane or barge (below) can men and equipment reach this oil field.



Below
velo



Below, workmen are building the platform for another development well. At right are Division Superintendent Ed



Sands and Field Operator Ben Finch, Union Ollers on the job. Above, "you wouldn't mind borrowing a fishhook."



*A cake baked (figuratively) by Actress Jean Moorehead delighted, from left, Charles De-
toy, Terrell C. Drinkwater and
Host Arthur C. Stewart at the
birthday luncheon honoring
Western Air Lines. Some 80
guests (below) participated.*



COMPANY BAKES

A 30th Year Birthday Cake For Western

from Ed Keightley

It was just 30 years ago last April 17 that two airplanes were dispatched from Los Angeles and Salt Lake City on east and west bound flights, marking the birth of Western Air Lines, Inc., now the oldest commercial air line in America.

Feeling that Western's 30th birthday should not go unobserved, Union Oil played host at Perino's during lunch hour of that day. Present, besides some 15 West-

ern Air Lines and 17 Union Oil representatives, were more than 50 prominent leaders of business, education, government and the press.

A huge birthday cake tendered by Host Arthur C. Stewart to President Terrell C. Drinkwater of Western was offered as a symbol of appreciation and best wishes from Union Oil people to a great group of aviation pioneers and one of our finest customers.



CENTRAL TERRITORY
MODELS LEND
IMPRESSIVE TALENTS
TO

Career Girl Fashion Show

from Pat Clark



Beverly Molinari

RESPONDING to the invitation of I. Magnin & Company in San Francisco, a group of Union Oil girls promenaded as models in a March "Career Girl Fashion Show." So well did they display the newest in 1956 fashions that, in a letter to President Reese H. Taylor, President Escobosa of Magnin's expressed his congratulations on the "fine group you have." Miss Beverly Molinari won top honors plus an invitation to represent the Company in a city-wide fashion show to be held later.



Lenore Griffin



Nancy Radford



Kathleen Spira



Patricia Frank



June Wisell



Barbara Goble



Carol Spence



Carolyn Short



Edith Volk

ON TOUR

Page 9



The ceremonial opening of a new Union Oil service station in Costa Rica recalled the transition in that very progres-



sive country from bullock-cart transportation to automobiles. Fortunately beautiful señoritas remain the same.



Among Union Oil people at the opening were, from left, Senora Rodrigo Odio, Vice President A. C. Stewart, Senorita Sylvia Odio, Territory Manager John Graham, Senorita Margarita Azoulo, and Senor Don Rodrigo Odio, our attorney in Costa Rica. Below, Union Oiler Leo Levering, right, makes the first sale of Royal Triton to Senor Carlos Ventura, owner of the famous Hotel Europa.

NEW ESTACION SAN FRANCISCO IN SAN JOSE, COSTA RICA

Rated Central America's Finest

By Gerard F. Waller

Our Maintenance Man Alphonse Acuna helped opening day to acquaint Costa Rican Minutemen with imported tools.



ON TOUR





THE COMPANY'S commendable effort to provide West Coast motorists with the finest in service station facilities and products now is being echoed far to the southeast—in Central America's Costa Rica. On February 13, 1956, Estacion San Francisco was inaugurated in the capital city of San Jose. The station, acknowledged by everyone to be the finest in Central America, is located on the city's widest and most attractive boulevard. Nearby are the local airport and sports stadium, and within a few months a road from Costa Rica's new international airport "El Coco" will connect with the same boulevard, thereby increasing the new unit's sales potential.

Proprietor of Estacion San Francisco is Dealer Jorge Montero, a graduate of Worcester Mechanical Institute in Massachusetts. He brings to this San Jose enterprise several years of experience gained in service stations and automobile dealerships of the United States.

Opening day ceremonies left nothing to be desired. A number of Union Oil people, including Vice President Arthur C. Stewart from Los Angeles, were on hand to extend a "76" welcome. San Jose's Governor Julio Caballero cut the ribbon, admitting United States Ambassador Robert E. Woodward as the first official customer. Two lovely señoritas distributed gifts brought to the ceremony on a traditional Costa Rican bullock cart. And for no greater fee than a Triton cap, hundreds of youngsters volunteered to put on a city-wide advertising campaign. Thus the *finest* was made welcome in a country noted for its gracious manner of living—beautiful Costa Rica.



Estacion San Francisco, advertising "Quality and Service Union," was officially opened by, above from left, John Graham, Dealer Jorge Montero, Arthur C. Stewart, Senorita Sylvia Odio, Governor Julio Caballero and United States Ambassador Albert E. Woodward. The Ambassador's Cadillac, below, was first car to receive "76" service.





INDUSTRIAL SUMMARY

● **RESEARCH** On May 1, 1956, the Research Department had worked 5 years and 10 months, totaling 4 million manhours, without a lost-time accident. Congratulations to each employee for contributing to this safety record.

At a recent meeting of the National Association of Corrosion Engineers in La Jolla, R. E. Hall read a paper on "The Use of Half-Cell Reference Electrodes in Corrosion Measurements."

Three Unifining licenses have been signed recently. These were to Mitsui Petrochemicals, Ltd. of Japan, Deutsche Erdol-Aktiengesellschaft of Germany and Malco Refineries, Inc. in New Mexico.

from Fred L. Hartley

● **TRANSPORTATION & DISTRIBUTION** Union Oil automotive equipment travels over 26 million miles annually. In addition, employee-owned automobiles are driven over 5 million miles annually in the conduct of Company business. Of this total mileage approximately 34% results from exploration and production activity; 45% from the sale and distribution of products; and 21% from manufacturing, pipeline, comptroller and other activities. For our right to operate Company-owned vehicles over the highways, we pay a direct tax of \$400,000 annually for fuel taxes, licenses and weight and mileage fees.

As a result of a change in the ratio of tonnage requirements for the movement of refined oils and black products, the tankship L. P. ST. CLAIR has been converted from a combination to an all-clean vessel. This change will provide greater fleet flexibility for the handling of gasoline and mid-barrel products.

from E. L. Hiatt

● **MARKETING** New air-blown asphalt manufacturing facilities at the Edmonds Refinery are gaining many new customers for Union Oil in the Northwest. Sales to date show promise of exceeding estimates. A series of conducted tours of the plant have been arranged for Northwest Territory personnel.

Clipper Yacht Company, located at Sport Fishing Pier in Sausalito, is our newest distributor to the marine trade of San Francisco Bay. Many pleasure craft and fishing boats operating from the Marin County side of the Bay are welcoming these services and products.

To better serve rapidly growing demands for petroleum products on the San Francisco peninsula, we are adding new offices, a warehouse and other facilities to our Redwood City Terminal. Our 32-year-old marketing station on Middlefield Road in Redwood City will be abandoned when these additions are completed.

The "Trips to Anywhere" program, in which more than 2,300 dealers are participating, is proving highly successful in introducing new customers to our stations.

from Roy Linden

● **INDUSTRIAL RELATIONS** Union Oil long has been a pioneer in the field of employee benefit plans: Our Employees' Medical Plan and Non-Contributory Group Life Insurance were launched back in 1915. Our Retirement program started in 1923; Contributory Group Life Insurance in 1925; Disability Benefit Insurance in 1936; and, most recent of the benefits, the Insured Medical Plan for Employees and Dependents, in 1953.

All of these plans are constantly under review and

have been revised periodically to meet changing conditions and provide increasing benefits to employees. For example, our first Group Life Insurance policy contained coverage of about \$3 million. This policy has grown over the years to its present coverage of more than \$125 million.

Among some interesting facts just released by the Institute of Life Insurance, it is pointed out that retirement plans in force have increased from about 1,500 in 1940 to over 21,000 today. No figure is given for 1923, the starting date of our retirement plan.

This early start has given Union Oilers better than average benefits as well as vested rights worth millions of dollars.

from W. C. Stevenson

● MANUFACTURING

Oleum Refinery is dismantling the old air-blown asphalt stills, cooling tanks, package warehouse and auxiliary equipment. In addition, the obsolete continuous acid treating unit, the lubricating oil agitators and sludge acid plant are being removed. This action conforms with good refinery practice of removing all obsolete and worn equipment as soon as practicable.

Los Angeles Refinery is relocating portions of the pipeline system serving the Refinery Marine Terminal. This work is necessary because the pipelines pass under a railroad whose traffic load past the refinery has increased since condemnation of the railroad bridge at West Basin.

from K. E. Kingman

● EXPLORATION

The principal objective of Exploration is to assure an adequate oil and gas supply for the future by discovering new reserves. New areas are continually being studied for potential sources of supply.

A few years ago our interest was attracted to the Hugoton Embayment, an area largely in the Panhandle of Texas and in extreme western Oklahoma. At the time, this sedimentary basin looked like an exceptionally good area to prospect for gas. After geological and economic studies were completed and the pay-out determined on the basis of gas production, leaseholds were acquired and drilling was begun. Results were very different from those originally contemplated. Our first two discoveries, made last year in Ochiltree County of Texas, were oil

instead of gas. Subsequently, two gas discoveries were made in Beaver County of Oklahoma, but development offset wells were completed as oil producers.

The spacing for gas production in this area is normally one well to 640 acres, while that for oil production is one well to 80 acres. So, our original economic conclusions had to be modified: We had to drill more wells than planned in order to satisfy lease requirements for the oil discoveries; and at present we are unable to market the proven gas until greater reserves are developed. However, there is a ready market for oil and the current oil wells are producing their daily allowables. And whether it be gas or oil, substantial additions have been made to Company reserves. The venture has been successful.

from Sam Grinsfelder

● PRODUCTION

The series of important oil and gas discoveries recently made by our Gulf Division has led to an accelerated development drilling program in this area:

Since discovery of Big Bayou Pigeon Field in Iberia Parish of Louisiana, we have drilled and completed four wells, three of which are dual completions in separate zones, making in effect seven wells out of the four that were drilled. All are flowing, high gravity oil wells. Enlargement of the producing area by continuous drilling may make this an important field in the production picture.

Another significant area for future development has been opened by our Landry wildcat, located about one mile north of the Amelia gas field, Assumption Parish, Louisiana. The wildcat has been completed as a flowing 36° gravity oil well. Production is from one of several known producible sands in the well. We have 1,200 acres of leases in the immediate vicinity, all potentially productive.

Our expanding operations offshore in the Gulf of Mexico have shown encouraging results up to this time. Jointly with Kerr-McGee, we have completed three flowing wells (two gas-condensate and one oil well) in the Main Pass (Breton Sound) area off Plaquemines Parish of Louisiana. The development drilling here will be continuous; and several promising offshore prospects will be tested by drilling throughout the year.

The prospects of increasing our production in the Gulf Division, both of oil and gas, are excellent, even in the face of a cut in Louisiana allowables placed in effect in May.

from Dudley Tower

Introducing

Three New Members of the Board



President Reese H. Taylor, third from left, welcomes three new members to Union Oil's Board of Directors, namely from left, Dudley Tower, Prentis Cobb Hale, Jr. and Kenneth E. Kingman.

ON MARCH 26, 1956, Prentis Cobb Hale, Jr., of San Francisco was elected a director of Union Oil Company, succeeding the late John Earle Jardine, who had been a director since 1929. And at the annual shareowners' meeting held in Los Angeles on April 10, Vice Presidents Dudley Tower and Kenneth E. Kingman were elected directors, bringing Union Oil's Board membership to a total of 18. This increase from 16 to 18 members was authorized simultaneously by the shareholders.

Mr. Hale, a native San Franciscan, is a graduate of Stanford University and Stanford Law School. He is chairman of the board of directors of Broadway-Hale Stores, Inc.; president of Hale Brothers Realty Company; a director of Pa-

cific National Fire Insurance Company; a member of the Bank of America advisory committee; a director of Los Angeles Turf Club; a vice president and director of San Francisco Symphony Association; and a director and trustee of San Francisco Museum of Art.

Mr. Tower was born in Los Angeles; attended the University of California at Los Angeles and Berkeley; graduated as a geologist in 1933; and for the following two years worked for a gold mining firm. Joining Union Oil in 1935 as a pipeline roustabout, he progressed through assignments in transportation, drilling and production to become district engineer at Houston, Texas, and in 1946, manager of op-

erations for our Gulf Division. After being elected a vice president in 1953, he returned to Los Angeles in 1955 to accept his present and continuing assignment as vice president in charge of production.

Mr. Kingman, who was born in Riverside, California, is a graduate of California Institute of Technology. He joined Union Oil as a junior research chemist in 1929; advanced through various assignments at the Company's Los Angeles and Oleum Refineries; and in 1945 was appointed manager of Los Angeles Refinery. He was named manager of manufacturing, Home Office, in 1950 and was elected a vice president in 1951, both of which responsibilities he will retain while serving as a director.



Prentis Cobb Hale, Jr.



Dudley Tower



Kenneth E. Kingman



What's Wrong with this Picture?

WELL, a photographer might say the picture is too posed, too unnatural, and, due to lack of back-lighting, has a lot of detracting shadows. However, we have no serious objections to such shortcomings.

There's nothing wrong with the subjects either. They are, standing from left, General Manager Research F. L. Hartley, Superintendent Southern Division Pipe Lines J. B. Pate, Brea Chemicals Safety Committee Chairman D. L. Fox, Safety Engineer J. T. King, Brea Chemicals Plant Superintendent R. S. Ogilvie, Southwest Territory Manager Distribution H. M. Schafer, and Assistant Superintendent Southern Division Automotive Department L. A. Billington. Good men—fine supervisors—photogenic—reluctant to pose for a picture but deserving to be there!

Seated at left is Research Safety Specialist M. W. Gould, holding a "First Place" certificate just received from the National Safety Council. His Research Department has gone nearly 6 years (4 million employee-hours) without a lost-time accident and was one of 10 groups nominated for the Annual Sweepstakes Trophy, Safety's highest recognition.

Next are seated District Foreman J. A. Peterson of Southern Division Pipe Lines, Safety Supervisor B. A. Schlagenhauff of Brea Chemicals, Superintendent D. A.

Reed of Los Angeles Terminal, and Automotive Superintendent R. W. Thompson of Southern Division. All hold "Perfect Record" citations from the National Safety Council; their departments worked throughout 1955 without a single lost-time accident.

Then what is wrong with this picture?

It doesn't include enough Union Oil departments and people.

An accident is rarely accidental. Neither are safety records; they're achieved through the alert, intelligent, skillful and rule-abiding attention given by every workman to his job.

Last year, according to federal statistics, job accidents accounted for the loss of 14,200 American lives. Nationwide there were nearly 2,000,000 industrial accidents, resulting in the loss of 193,000,000 days of work. In terms of lost production, accidents cost this nation the equivalent of 100,000,000 refrigerators, 26,000 jet bombers or 1,000,000 six-room houses.

Union Oil's safety performance in 1955, while rating high nationally, slipped somewhat below our 1954 record. Our disabling injuries increased 23%, rising from 5.5 to 6.9 injuries per million employee-hours.

Let's all get in the picture next year.

AS HE RETIRES FROM UNION OIL SERVICE,
VICE PRESIDENT E. H. WEAVER STRESSES

The Importance Of 5%



(Somehow we felt the retirement of E. H. "Buck" Weaver on April 30, 1956, should not take place in keeping with his modest manner — inconspicuously. Here is a man who, during 38 years of Union Oil service, has risen from buyer in the Purchasing Department to manager and vice president. During three of those years he had been on loan to the United States government as a petroleum consultant, procurement consultant, and as assistant director for Materiels in the Office of Defense Mobilization. In these assignments he has merited the highest commendation of the Company, business organizations throughout the United States, and government officials with whom he worked. It seemed to us, therefore, that "Buck" Weaver might be a good man to listen to. Following are his responses to ON TOUR'S April 18th interview:)

"Every man, I suppose, approaches retirement with mixed emotions. At least I do. Even though we have a hundred neglected things to accomplish, it takes a lot of adjustment and self-persuasion to leave a job one has been happy on for nearly 40 years. Of course, if retirement gets too boring, a man can always come back down town and hang up his shingle.

"It would be meaningless to express my high regard for Union Oil Company without offering a few supporting reasons. Here are two that constantly recur when I have reason to compare or reflect:

"In the Purchasing Department we frequently remind ourselves that Union Oil buyers are provided with some of the Company's most valuable tools. Not mechanical tools of course, but Union Oil's sterling credit—its reputation for fair, forthright and honest dealing—its high standing in every community where our products are produced, manufactured or sold—the sound reputation of its officers and employees alike. Such character is achieved by a corporation only through long years of public test and public service. Highly appreciative of such corporate standing is the purchasing agent, who not infrequently is hard-pressed to obtain scarce materials or services. Countless times through the past 38 years I have seen the unavailable made available to us in times of urgency solely because of Union Oil's respected status in industry and community relations.

"Another evidence of the Company's deserved position is found in the field of service to our country. That it was not lip-service I can attest personally. For during the three years my services were on loan to the federal government, Union Oil footed my entire salary and expense. Similar generosity toward many organizations in business, government and community affairs has established your Company as foremost in citizenship.

"If I have attained any measure of success during my business career, I attribute it largely to the cooperation of others—teamwork. It has been my philosophy as a manager to keep the lines of communication open—confer frequently with my associates—listen to and carefully weigh their advice and opinions—keep them fully informed regarding my views and the aims of those higher up—and encourage a similar exchange of information at all levels. This philosophy of management, I am certain, has stimulated loyalty, better understanding and efficiency throughout the department, and a high degree of individual initiative. Using the same philosophy in my Washington assignments, I found it equally effective in getting our immense federal jobs done.

"Because you ask for it, I'll offer a word of advice to aspiring young people: It has been my observation that every man who gets ahead in business or any other worthwhile activities must come equipped with the basic foundation of integrity, common sense, industry, courage and all of the other age-old human virtues. He need not be a genius; in fact, I have met very few, if any, supermen in my experience. But one thing he must have: a willingness, or even better an eagerness, to put something more into the job than is expected. It needn't be a lot more. Maybe only 5% of extra effort. But it's the above-average margin that always pays off. Forget the clock and your rate of pay and your future and your security. Concentrate on doing the job in hand at least 5% better and all these other things will be 'added unto you.'

"Five per cent is just about the margin Union Oil has been maintaining during recent years over our competitors in the race to find more oil and manufacture better products. It has brought about the Company's greatest rate of growth and development. The trend will certainly continue if enough *extra five percenters* rise from the ranks to assume Union Oil leadership."

What Does The Job Pay?

VERY few people who have been with Union Oil Company 15 years or more can say offhand how many general wage increases have taken place since 1941. Fewer still can estimate the total amount of these raises. And probably only a few accountants and statisticians can fully evaluate the worth (or cost to the Company) of a Union Oil job.

The Industrial Relations Department, therefore, has compiled the following wage data, showing that the average non-supervisory employee now receives wages and benefits amounting to \$25.91 a day.

Here are the average straight-time wage rates, together with the effective date of each increase, paid to non-supervisory Union Oil people since 1941:

January 1, 1941.....	\$ 8.00 per day
May 1, 1941.....	8.50
September 1, 1941.....	8.90
August 1, 1942.....	9.30
March 4, 1946.....	10.97
January 1, 1947.....	12.60
January 1, 1948.....	13.37
October 1, 1947.....	12.97
July 3, 1948.....	14.37
September 15, 1950.....	15.24
March 1, 1951.....	15.82
January 1, 1952.....	16.48
May 1, 1952.....	16.89
July 1, 1953.....	17.67
March 1, 1955.....	18.52
February 1, 1956.....	19.79

In addition to the foregoing straight-time wage increases, employees have received substantial hikes in "plus-wage" payments. The following table compares these wages paid, on the average, to non-supervisory Union Oilers in January 1951 with those paid in February 1956, expressed in actual dollars paid out per employee per day:

	1951	1956
Shift differentials.....	\$.160	\$.420
*Premium overtime (routine) .....	.310	.530
*Premium overtime (emergency) .....	.045	.064
*Holiday pay .....	.337	.468
Jury Duty .....	.021	.020
Sick pay .....	.373	.416
Vacation pay .....	.715	.936
Miscellaneous allowances .....	.242	.344
Total per employee per day	2.203	3.198

*Premium only—no straight time included.

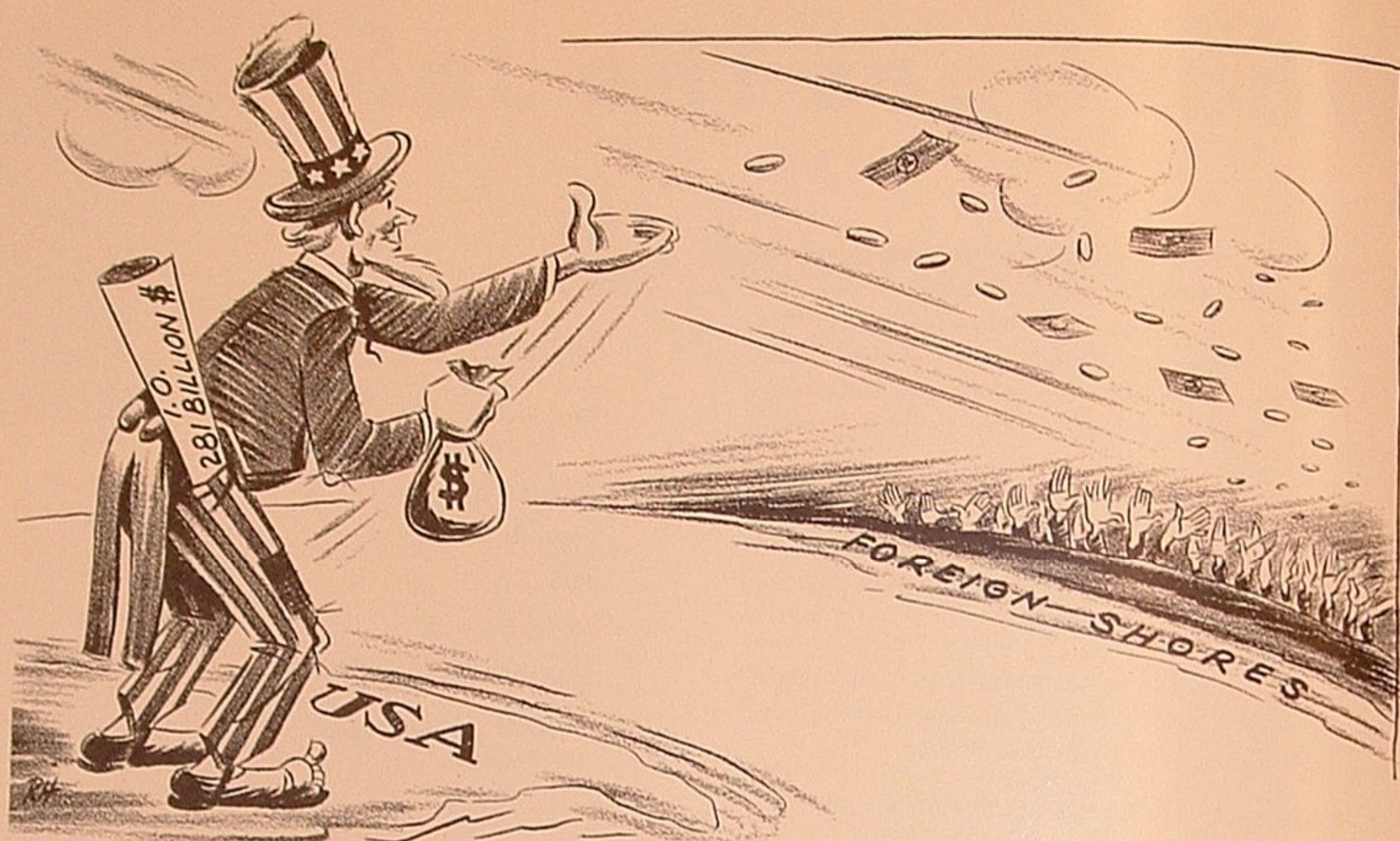
Finally there must be included as part of the employees' compensation and Company's payroll costs the following "service and security" benefits:

- Group Life Insurance
- Employees Medical Plan
- Termination Allowances
- Retirement Costs
- Military Pay
- Service Pins and Awards
- Incentive Plan
- Workmen's Compensation
- Federal and State Payroll Taxes

The cost to Union Oil of these benefits rose from \$2.50 in 1951 to \$2.92 in 1956 for each non-supervisory employee per day.

Totaling these various types of wages and benefits, we properly evaluate the worth of the average non-supervisory Union Oil job today:

Average straight-time rate per day.....	\$19.79
Average "plus-wage" payments per day	3.20
Average "service and security" benefits	2.92
Average total compensation per day	\$25.91



IN REGARD TO THE QUESTION OF MONETARY AID TO FOREIGN NATIONS,

Union Oil People Are "Agin" It

OVER 1,700 Union Oil people responded to the "Foreign Spending" opinion poll published in the March 1956 issue of ON TOUR. Of the total postcard ballots received, 1,300, or 76% (believe it or not), expressed the opinion that the United States is now giving away too much money to foreign nations; 57, or 4%, thought our foreign giving was too little; 226, or 13%, indicated the U. S. is giving away about the proper amount; and 121, or 7%, expressed "other opinions."

Not only was the interest in this vital national problem greater than expected, but fully 15% of those polled supported their opinions with reasons or recommendations. That Union Oil people accept their citizenship responsibilities seriously and wisely is indicated by the following comments received:

SAY THE 76% WHO DISAPPROVE OF CURRENT GOVERNMENT EXPENDITURES ABROAD:

"A nation cannot buy friendship."

"Apparently, the more we give them, the less they like us."

"By giving away too much we are losing the respect of foreign nations. I have relatives abroad and that is their opinion."

"In traveling through Europe I found no evidence of appreciation of our expenditures."

"Do not think these gifts are appreciated. I live in a foreign country and can see the effect."

"The world's most deeply indebted government—the United States—is throwing money to the winds. It doesn't make sense. Let's put our own house in order first."

"We are wrecking our national economy feeding the hand that will bite us."

"We are helping unfriendly nations build up to a point where they can wage war against us with our money."

"Let charity begin at home. . . . Demand a halt in all government waste, give-aways, red tape; adopt the Hoover Commission's recommendations; run the government on a business-like basis; get out of debt; reduce taxes and give the American taxpayer a chance to do his own foreign spending for the first time in 20 years."

"Let's use the money here at home to . . . take better care of our own under-privileged children, the sick, the aged, the American Indians, and our victims of disaster."

"The money would be more wisely spent in aiding American youth toward higher educational goals. There is a critical shortage of engineers and scientists. By overcoming the shortage here, we will maintain technical supremacy over our bitterest enemies and help friendly nations toward higher standards of living."

"Cash grants to foreign nations is not the answer. Neither should the government give any aid unless it is properly accounted for, needed and appreciated by the recipients."

"Give 'em less money. Instead, send teachers, tools, technical advice, and the big stores of surplus goods that are hindering our economy."

"Replace the gifts with interest-bearing loans."

"Call the money-giving politicians home and let American industry teach 'em how to help themselves."

"Thanks for being invited to express my personal opinion!"

SAY THE 4% WHO WOULD APPROVE GREATER SPENDING:

"We all carry insurance. Why not the U. S. A.? Foreign aid is our insurance against communism. Premiums are high these days, but let's have more insurance."

"It must be a good way to influence people and gain their friendship—if the Russians find it worth imitating."

"It's our winning weapon against the U. S. S. R. and Red China."

"Would rather give money than my life."

"It expands our free-enterprise system and opens up new markets abroad."

"The only way we can sell others on the American Way is to share it with them and keep telling them about it."

"It's our Christian duty and privilege to share with others."

SAY THE 13% WHO APPROVE OF CURRENT SPENDING:

"I say proper amount because I have confidence in President Eisenhower and his advisors, who know the circumstances better than I do."

"The amount is less important than the administration of aid. We should be more careful in channeling this money. It doesn't seem to be reaching the right places."

"To give away more would lead to further demands and less appreciation; to give less would further enmity and discontent; but we could improve present giving with more intelligence and diplomacy."

"Overseas experience shows me that the amounts spent would do twice as much good if our programs were administered in a more business-like manner."

"Okay, but withdraw the aid gradually."

"Continue the aid to under-developed countries where the Soviet Bloc is making considerable progress."

"Any money spent in foreign countries to stabilize economy and prevent war is money well spent."

"Difficult question. We must assume Mr. Dulles knows what the heck he is doing."

"I only wish we would spend 1/20th of the amount for publicizing these grants among the recipients. It looks as if the next war will be won by propaganda."

"Yes, but let's administer the funds better."

SAY THE 5% WHO EXPRESSED OTHER OPINIONS:

"I'm not sure whether they're giving too much or too little, but I am sure that they are mistaken in what they feel the money will do—it will not buy us the friendship of Asiatic and European nations."

"Our continued giving to nations capable of sustaining themselves is neither Christian nor American."

"Offer them technical advice and the assistance of U. S. private business, but no money."

"If the fat are getting fatter, it's too much. If the hungry are still hungry, it's too little."

"Too much to France, Italy and England; not enough to Turkey, West Germany and Free China."

"Why don't you keep Republican propaganda out of your magazine?" (Editors' reply: How the present free-spending Republican administration or the past free-spending Democratic administration could use this poll as propaganda escapes us.)

"This is a very interesting research effort. I am awaiting the results."



▲ **P. L. GLASS**, at left, is Northwest Territory's "Top of the Year" retail representative, through having stimulated the highest percentage (24.62%) increase of retail sales in his field during the last quarter of 1955. Presenting him with a first prize of silver service is District Sales Manager D. C. Craig of Eugene.

from J. W. White



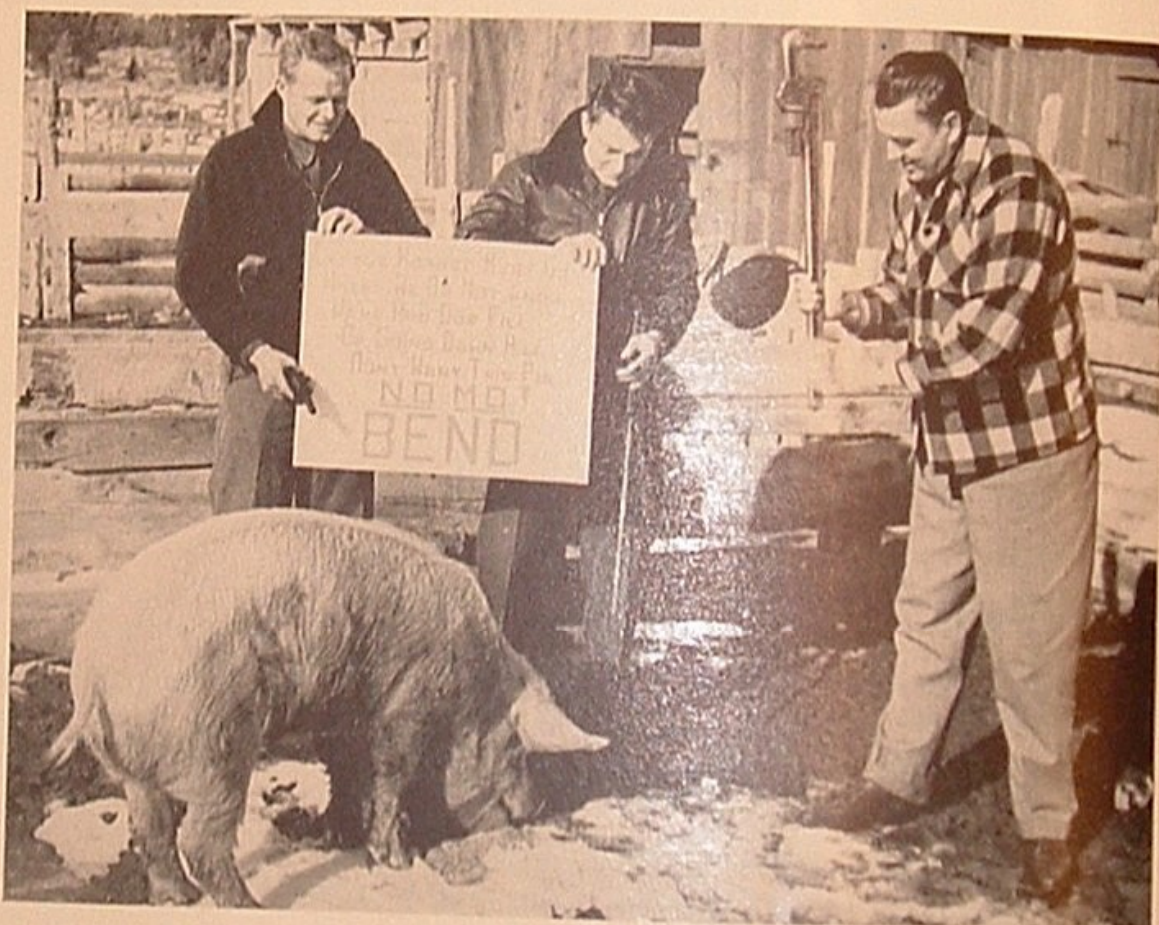
▲ **SANDRA KUENSTER** will be remembered as the attractive and talented pianist who entertained Southwest Territory dealers during this year's advertising meetings. Now she has been selected Starlight Girl of 1956 for the Hollywood Bowl musical season. She will appear at civic meetings prior to the opening and will be introduced to Bowl audiences beginning July 24. Judges selected Sandra for her musical, scholastic and speaking talents.

from Public Relations



▶ **END OF THE LINE.** Oleum's short-haul railway gave way to automotive transportation recently with dismantling and removal of the final flatcar. Not only was the flatcar replaced by trucks, but it was hauled away by one, at right, and will henceforth serve as a truck bridge in a neighboring farmer's field.

from Clyde Morton



▲ **"HORACE"** is Northwest Territory's most unwanted pig. He arrives COD each month at the marketing station having the lowest sales performance record. Above, Paul Congdon, Fred Meyers and Resident Manager C. C. Slimosky of Bend, Oregon, first station to entertain the hog, inform Horace they "Don't want this pig no mo'!" Brisk sales at Bend sent Horace squealing over to Maupin.

from R. J. Sandercock



➤ **HARRY B. KUENY**, second from left, is extended a "Happy retirement!" by, from left, Irving J. Hancock, Max Lorimore and Elmer C. Rogers. Thus the longest career of service in the Comptroller's Department was concluded April 1st. Harry, chief clerk of manufacturing accounts, had been in the department 45 years and four months. His name appears among the Comptroller's group who published the first issue of the Union Oil Company "Bulletin" in March, 1921.

from E. F. Tackoherry



➤ **ELMO KIRKPATRICK**, salesman in Seattle, and Mrs. Kirkpatrick are reminded by Territory Manager W. I. Martin that it's time to abandon the price book and have themselves a whale of a good time. Elmo retired March 1, after 32 years and millions of gallons of sales service to our Marketing Department.

from J. W. White



➤ **JACK HINCKEL**, Union Oil consignee at Kodiak, Alaska, was delegate for District 13 to the State of Alaska Constitutional Convention. He met with 54 other delegates early this year in Fairbanks to frame a state constitution, which will become effective upon Alaska's admission to the Union as a state.

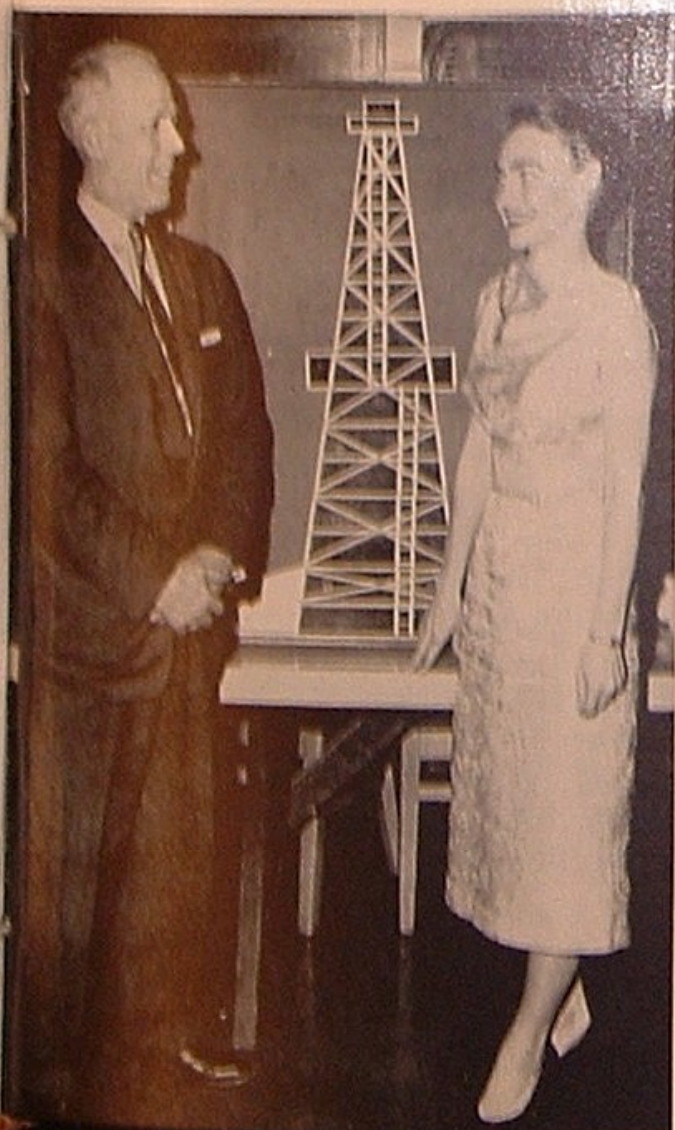
from J. W. White

➤ **CONNIE BENDER** has been installed as the Sacramento Desk & Derrick Club's recording secretary for 1956. She is congratulated by Frank M. Jacobs of Central Territory, who was guest speaker at the club's annual installation of officers at the Capitol Inn.

from Pat Clark

➤ **"TAXPAYERS' DRAG"** might have been a better title for the Hard Times Dance sponsored by the Unoco 76 Club on April 21 in Seattle. From left, Ouida Skinner, Chick Vance and Jan McLemore were among those who looked regal in rags.

from J. W. White





SERVICE BIRTHDAY AWARDS

MAY 1956

EXPLORATION & PRODUCTION

Smith, Maitland, Whittier	40
Davis, Douglas L., Richfield	30
Sorensen, Laurits, Dominguez	30
Weide, Leonard R., Whittier	30
Farris, Thomas F., Montana	25
Maguire, Frank C., Montana	25
Yost, Harry G., Whittier	20
Black, Robert K., Orcutt	15
Singleton, Genoa C., Louisiana	10
Stream, Harold H., Jr., Whittier	10
Turner, Joseph M., Jr., Louisiana	10

MARKETING

Lanning, Francis S., Riverside	35
Anderson, Roy, Seattle	30
Asbury, Adaline M., Los Angeles	25
Boehmer, Earle C., San Francisco	25
Frain, Courtland B., Home Office	25
Janni, Frank J., Portland	25
Myer, James G., Los Angeles	25
Smith, Richard D., Great Falls	25
Dowle, Richard D., Pasadena	20
Glass, Ralph C., Oakland	20
Owen, Clyde L., Sacramento	15
Tapia, Guillermo, Central America	15
Arms, Dayis, San Francisco	10
Corsiglia, Charles C., Salt Lake	10
Linkey, August J., Phoenix	10
Ries, Francis E., Los Angeles	10
Ruiz, Manuel J., Central America	10
Westerlind, Ted Robert, Edmonds	10
Wilson, Ernest D., Portland	10
Wyatt, Lloyd J., San Francisco	10
Young, Thomas T. M., Honolulu	10

PIPELINE

Rode, Clarence, Santa Fe Springs	35
Dempsey, John A., San Luis Obispo	10
Lebo, Louis E., Santa Fe Springs	10

DISTRIBUTION & TRAFFIC

Monroe, Leverett C., Home Office	35
Webster, George F., Home Office	10

PROPERTIES ADMINISTRATION

Hart, Henry H., Home Office	35
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MANUFACTURING

Hauswirth, Marjorie E., Home Office	30
Kelly, William H., Jr., Maltha	30
Bagley, Elmer A., Oleum	20
Chapin, Stanley D., Oleum	15
Godfrey, Charles F., Jr., Santa Maria	15
Goyette, Cleo J., Wilmington	15
Stribley, Arthur F., Wilmington	15
Baker, Marion R., Wilmington	10
Barnett, Elton P., Wilmington	10
Bilich, Sam V., Wilmington	10
Christman, Harvey A., Oleum	10
DeLege, Richard F., Oleum	10
Dennett, Theodore N., Oleum	10
Dietrich, Albert T., Oleum	10
Echols, Claude E., Oleum	10
Essary, Joe R., Maltha	10
Fontaine, William E., Oleum	10
Funderburk, Clarence R., Wilmington	10
Garris, Russell G., Maltha	10
Green, Donald S. J., Oleum	10
Heuser, John R., Oleum	10
Janicich, Louise, Wilmington	10
Maffeo, Eugene D., Oleum	10
Nordin, John S., Oleum	10
Oeser, Dean E., Oleum	10
Primbsch, Walter P., Oleum	10
Radosevich, Frank L., Oleum	10
Salmon, James L., Oleum	10
Savage, Harold L., Oleum	10
Wheaton, Joy S., Oleum	10

COMPTROLLERS

Cain, Robert L., Jr., Home Office	30
Reed, Arthur L., Home Office	30
Carden, William L., Great Falls	25
Mackey, Thomas O., Jr., Washington	15

MARINE

DeSmeth, Leon, Wilmington	30
Law, Jack, Wilmington	20
Lenzen, Clarence A., Jr., Home Office	10
Peek, Thomas E., Wilmington	10

PURCHASES

Raffi, Jefferson A., Home Office	30
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INDUSTRIAL RELATIONS

Rutledge, Marjorie E., Home Office	30
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BREA CHEMICALS, INC.

Miller, J. Winthrop, Los Angeles	20
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RESEARCH

Switzer, Robert L., Wilmington	15
Ham, Norma H., Brea	10
Kowalski, Thomas L., Brea	10

TRANSPORTATION & DISTRIBUTION

Benton, Jack G., Home Office	10
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JUNE 1956

MARKETING

Laidlaw, Theodore R., Los Angeles	40
Barr, Fred C., Jr., San Francisco	35
Clifford, Raymond C., Seattle	35
Scott, Harry S., Redlands	30
Benson, Elmer L., Los Angeles	25
Garrison, James H., Santa Fe Springs	25
Durbin, Ralph A., San Diego	20
Keiser, Glenn W., Los Angeles	20
Ott, Francis H., Home Office	20
Raabe, Joseph T., Portland	20
Spiro, Robert R., Los Angeles	20
Broughten, John L., Home Office	15
Hurley, Michael H., Seattle	15
Kilday, Paul D., Riverside	15
Mori, Kiyoto, Honolulu	15
O'Shaughnessy, Jack G., Oakland	15
Ruiz, Juan F., Central America	15
Beford, Irene S., Los Angeles	10
Ellis, Roy N., Los Angeles	10
Harrison, Maurice E., Jr., Los Angeles	10
Hoffman, Raymond, San Luis Obispo	10
Madison, Vernie J., Edmonds	10
Marinovich, Nicholas J., Alameda	10
Romstad, Theodore M., Edmonds	10
Watanabe, Tojiro, Honolulu	10
Wells, Donald B., Klamath Falls	10
Wicker, Ernest C., Seattle	10

EXPLORATION & PRODUCTION

Lewis, Coin W., Ventura	35
Arnold, John, Orcutt	30
Billington, Franklin H., Dominguez	30
Knick, William P., Bakersfield	30
Paulus, George L., Orcutt	30
Plumb, George F., Richfield	30
Coats, Melvin W., Dominguez	20
Simmons, Fred J., Costa Rica	20
Bunkelman, Robert G., Orcutt	15
Conti, Leo, Del Valle	15
Patterson, Samuel E., Orcutt	15
Randall, Forest U., Dominguez	15



Director George M. Wallace Dies

ANOTHER of Union Oil's able directors, George M. Wallace, has passed on. He died May 17, at the age of 71, and after 15 years of valuable service to the company.

Born in Oakland, California, Mr. Wallace came to Los Angeles at the age of 16 to begin a banking career. Starting as a messenger with the Security-First National Bank of Los Angeles, he progressed through dozens of assignments to become presi-

dent of Security in 1934. On April 8, he had served his bank continuously for 55 years.

Besides his affiliations with Security and Union Oil, Mr. Wallace was an officer or director of several other firms, a leader in cultural and charity organizations, an outstanding worker in civic affairs, and an enthusiastic sportsman. To his fine family Union Oil expresses earnest sympathy.

Wade, Franklin R., Santa Paula.....	15
Beckwith, Radcliffe H., Texas	10
Brandt, William C., Coalinga	10
Borax, Eugene, Home Office	10
Evans, Billie N., Ventura	10
Globerson, Jack, Dominguez	10
Goldrick, Donald E., Cut Bank	10
Johnson, Lois M., Orcutt	10
Ruetten, Wallace H., Cut Bank	10
Wood, Clifford W., Dominguez	10

RESEARCH

Moore, Charles C., Brea	35
Lang, James T., Brea	30
Wilson, Chester E., Brea	20
Hanson, Ross A., Brea	15
Atkins, Earle R., Jr., Brea	10
Ellis, Max M., Brea	10
Ludwig, Edmond J., Brea	10

PURCHASES

Lavorin, Frederick, Home Office	35
Zell, Raymond C., Home Office	30
Turf, Marshall V., Great Falls	20
Reeder, Donald E., Los Angeles	15
Wiley, Mary E., Home Office	15

MANUFACTURING

Bower, Charles H., Oleum	30
Bradshawsaw, Elmer O., Oleum	30
Devine, Frank J., Oleum	30
Fultz, Edward C., Wilmington	30
Wescott, Arthur L., Oleum	30
Downey, Harry F., Oleum	25
Swanson, Paul R., Oleum	25
Sharpe, Charles T., Home Office	20
Creed, George B., Oleum	15
Damskey, Louis R., Oleum	15
Fairfield, Robert G., Oleum	15
Heckel, Frank, Oleum	15
Keller, Vernon W., Oleum	15
Mertes, Richard W., Home Office	15
Nunes, Albert A., Oleum	15
Barnes, Raymond W., Wilmington	10
Campbell, Edward C., Oleum	10
Gantt, Woodrow W., Oleum	10
Hull, Charles E., Oleum	10
Lofton, Charlie E., Oleum	10
Matisevich, Nick B., Wilmintgon	10
Muro, Alfred, Oleum	10
O'Brien, Herbert C., Oleum	10

COMPTROLLERS

Lenzen, Clarence A., Sr., Home Office.....	30
Dulaney, Richard T., Home Office	15
Stowe, Edgar S., Home Office	10

PIPELINE

Fanshier, Von A., Santa Fe Springs	30
Foster, Ronald L., San Luis Obispo	10
Morris, James K., San Luis Obispo	10
Silver, Levette P., San Luis Obispo	10

CREDIT

Croce, Fred L., Home Office	30
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EXECUTIVE

Adams, Marjorie E., Home Office	15
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BREA CHEMICALS, INC.

Kinsella, Harry E., Brea	15
Whipp, James V., Brea	15
Munro, K. Ruth, Los Angeles	10

AUTOMOTIVE

Hughes, Emel G., Santa Fe Springs	15
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TREASURER

Walker, Frank E., Home Office	15
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Retirements



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

JACK E. HARRINGTON

Pipe Line Department
Employed 3/28/10—Retired 5/1/56

JESSE D. MacCLOCKLIN

Field Department
Employed 10/12/16—Retired 5/1/56

ELMER H. WEAVER

Purchasing Department
Employed 7/3/18—Retired 5/1/56

RALPH G. FORD

Field Department
Employed 2/1/21—Retired 5/1/56

LOIS M. CHANDLER

Comptroller's
Employed 5/1/25—Retired 5/1/56

EDGAR A. HENDRICKS

Los Angeles Refinery
Employed 6/7/27—Retired 5/1/56

JOSEPH A. HAWKINS

Pipe Line Department
Employed 10/1/28—Retired 5/1/56

LEROY C. SCHMITZ

Northwest Territory
Employed 8/29/29—Retired 5/1/56

BETTY B. PICKETT

Southwest Territory
Employed 10/3/32—Retired 5/1/56

WILLIAM A. RUTH

Los Angeles Refinery
Employed 9/12/33—Retired 5/1/56

HELYN P. CASSIDY

Field Department
Employed 10/1/38—Retired 5/1/56

CLELL LOWRY

Field Department
Employed 12/28/21—Retired 6/1/56

COLEMAN CONNOLLY

Oleum Refinery
Employed 9/25/22—Retired 6/1/56

LESTER L. FARMER

Northwest Territory
Employed 2/2/28—Retired 6/1/56

EDWARD A. COX

Central Territory
Employed 9/29/28—Retired 6/1/56

MARIE MOORE

Pipe Line Department
Employed 8/5/35—Retired 6/1/56

THEODORE G. HACKER

Field Department
Employed 12/1/43—Retired 6/1/56

In Memoriam

On April 2 1956

BERNARD McQUAID

Northern Division Pipeline

On April 2, 1956

DORIS J. WALKER

Purchasing Department
Retired 6/30/49

On April 2, 1956

LONNIE OTIS CANTRELL

Southern Production
Retired 5/31/53

On April 5, 1956

WILLIAM T. TURNER

Los Angeles Refinery

On April 7, 1956

GEORGE A. FAGAN

Rocky Mountain Division

On April 12, 1956

HENRY J. GIER

Southern Division Field
Retired 1/31/47

On April 15, 1956

LONNIE L. CARROLL

Los Angeles Refinery

On April 24, 1956

NOLAN W. BUCKNER

Field Department

On April 30, 1956

DELBERT SOMMERVILLE

Southern Division Field

On May 3, 1956

PERRY C. ROSENBERGER

Northwest Territory
Retired 4/30/48

The Santmans

Or why you never got so much for your money

"Whenever a customer complains to me about the price of gasoline, I call my wife.

"She's worked right with me and kept our books since we leased our first Union Oil station on this same corner in La Canada, 20 years ago.

"And—as Myrtle says—gasoline hasn't gone up nearly as much as other things you buy. You pay 205% more to build a house today than you did in 1936.



220% more for a low-price 2-door sedan. 125% more for a suit of clothes. 325% more for a pound of sirloin steak.

"Yet if you leave out the tax, Union's premium gasoline has gone up only 70% in that same time. Fact is, the tax has gone up more than the gasoline—100%! And two gallons of Union's new Royal 76 will do the work of three gallons of our old product.

"You get a lot of service for nothing, too. We wash your car's windshield. We



THE SANTMANS—20 YEARS ON THE SAME CORNER

check water, oil, battery and tires. We provide clean rest rooms and free maps for your convenience.

"Fact is, you never got so much for your money as you do today when you say, 'Fill her up!'"

In 1956 it costs Union Oil 250% more than it did in 1936 to build the kind of service station Charles and Myrtle Santman operate in La Canada, California.

Yet in spite of continually rising costs like this we have been able to keep prices down, while constantly expanding our service and improving our product.

We have accomplished this by plowing profits back into better facilities, by research, by eliminating waste and improving efficiency.

We have had to do this to meet the competition of the many other oil companies serving your needs.

* * * *

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