

UNION  
OIL  
BULLETIN

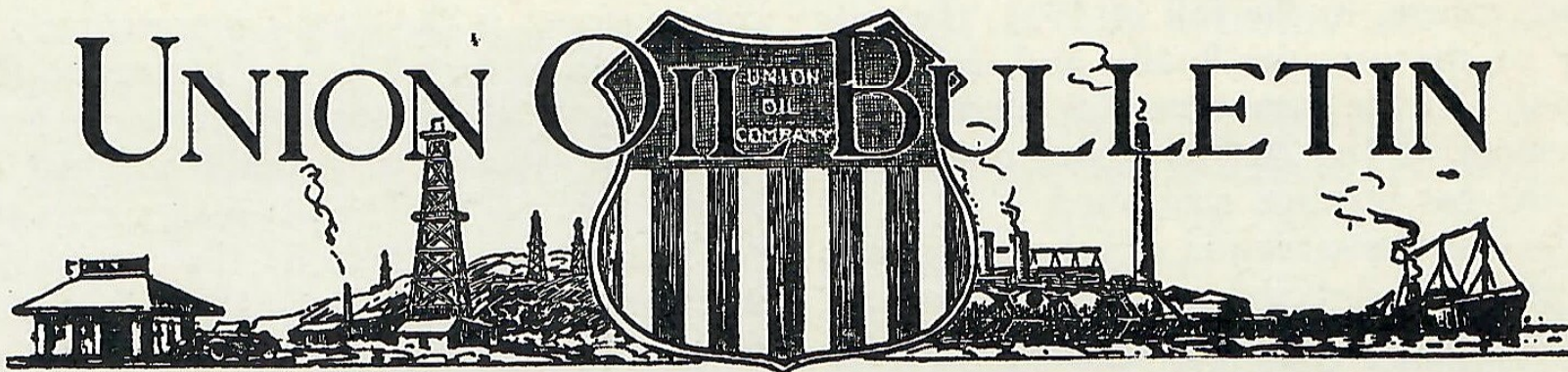
MARCH 1932



**Turn of the Page  
Changes Seasons**

Above is a recent view of El Capitan, Yosemite National Park. On the front cover is a photograph of Superstition Mountain, near Phoenix, Ariz. On the back is a view of Granite Dells, a few miles north of Prescott, Ariz.

# UNION OIL BULLETIN



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Published Monthly by the UNION OIL COMPANY OF CALIFORNIA for the information of its employees and stockholders.

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VOLUME XIII

MARCH

BULLETIN No. 3

## The Sharkey Bill

### Proposition No. 1—May 3 Ballot

AT the annual meeting of the stockholders of Union Oil Company of California, held on March 1, 1932, a resolution was unanimously adopted approving the Sharkey Bill and directing that notice of the approval be sent to all stockholders and employees of the corporation in the State of California, recommending to them that they not only go to the polls and vote in favor of the bill at the special referendum election, which will be held throughout the state on May 3, 1932, but that they ask their families, friends and associates to do likewise.

The reasons for the Union Oil Company's support of the bill are set forth herewith:

For many years past we have had in California a developed production of petroleum far in excess of the possible market for the product. The need for bringing production fairly in line with consumption,

both for the protection of the industry and the good of the public, has been apparent to every thinking person. The industry first undertook to handle the situation by voluntary co-operation of its members. A small minority, however, considering only their immediate self-interests, declined to participate and persisted in producing their wells to maximum capacity. Others were compelled to do likewise to protect their lands from drainage by their neighbors, and it soon became a public scandal that billions of cubic feet of valuable and irreplaceable natural gas were being blown into the "thin air."

This led to the first legislation on the subject. In 1929 the Gas Conservation Act was passed in this state, sponsored by the main body of the industry, but its enforcement was bitterly contested by a few objectors, mainly on constitutional grounds, through all the courts of this state and

finally through the United States Supreme Court, where, in the fall of 1931, the validity of the act was finally and definitely upheld. In the meantime the effective enforcement of the Act had been obstructed and the gas wastage continued.

The Gas Conservation Act, however, was not primarily directed to oil production, so, in 1931, as a result of long and careful study and preparation, there was presented to the legislature an act which, in order to prevent waste thereof, prescribed a means of determining the amount of oil necessary to be produced to meet the market requirements and maintain a proper storage reserve, and for allocating this amount among the various fields, and finally among the wells therein, throughout the state. This bill is generally known as the Sharkey Bill because Senator Will R. Sharkey introduced it and sponsored it before the legislature.

The passage of the bill by the legislature was strenuously opposed by the same interests which had been opposed to voluntary curtailment and had fought the enforcement of the Gas Conservation Act, but they were unsuccessful and the bill met the approval of both the legislature and the governor.

The next step of the opposition was to invoke the referendum, and it will now be for the people to determine by their votes on May 3, 1932, whether the Sharkey bill will finally become a law.

The act provides for its administration by a commission of six members, who are to serve without compensation. One commissioner is to be elected from each of the five districts into which the state is divided for the purpose, and each oil producer in a district is entitled to one vote for the com-

missioner from such district. The sixth commissioner is the state's representative—the state director of natural resources. The costs of such administration are to be borne by the oil industry only and not by the taxpayers generally. The act makes provision for hearings to be held by the commission, after notice to all oil operators in the various districts, for the taking of evidence and the full investigation and consideration of all matters having to do with market requirements, storage, developed production and the allocation of oil production among the various fields and properties and wells therein.

The act is purely an oil conservation measure, designed to prevent wastage of this natural resource. It prescribes a complete plan for the protection of the industry and the public alike.

The board of commissioners will be a representative body, for every operator, whether large or small—and there are hundreds of them—will have a voice in their selection. The public interests will be safeguarded by the state because its representative, appointed by and directly responsible to the governor, not only is a member of the commission but has full veto power over each of its orders; and, finally, any operator may require that an order be reviewed by the courts before it can be enforced against him.

The act makes conservation possible where voluntary action, both of operators and lessors, failed. It is a new and epochal idea, in that it provides for self-regulation by an industry, subject to close governmental supervision. It is entitled to a fair trial and we hope the electors will approve it at the polls.

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## Gurney E. Newlin Heads Associates

**G**URNEY E. NEWLIN, senior member of the firm of Newlin and Ashburn, former president of the American Bar Association, and for the past fifteen years a director of the Union Oil Company of California, was elected a director and president of Union Oil Associates at the annual meet-

ing of stockholders March 1. He succeeds Isaac B. Newton, chairman of the Federal Reserve Bank, San Francisco, who has served as president of the Associates since the death of E. W. Clark last May.

A. C. Stewart, manager specialty sales, was elected a director of the Associates at



Gurney E. Newlin

the same meeting. There were no other changes in the executive or directorate ranks.

Mr. Newlin is regarded as one of California's foremost attorneys. He began the practice of law in the Golden state in 1905, following his graduation from Harvard Law School. Since 1914 he has been a member of the National Conference of Commissioners on Uniform State Laws. He served on the executive committee of the American Bar Association from 1923 to 1926, and as president 1928-1929. He is at the present time a member of the California State Bar, Los Angeles Bar Association, Bar Association of the City of New York, and an honorary member of the Canadian Bar Association, Kansas State Bar Association, Iowa State Bar Association, and West Virginia Bar Association.

He is also a member of the board of directors of several large corporations in addition to the Union Oil Company and Union Oil Associates, among which are—Security-First National Bank of Los Angeles, United Aircraft and Transport Corporation, United Airports Company of California, Ltd., and United States Fidelity and Guaranty Company.

## World's Biggest Plow Reclaiming Land

**D**ESIGNED and built in its entirety by Paul Plaven, Santa Ana, California, valley land owner, a double-bladed, tractor-drawn plow that turns a furrow three feet deep and equally as wide is being used to reclaim land that has lain dormant since 1916, when the Santa Ana river over-ran its banks and deposited a six-inch layer of sand over a large section of the valley in which lima beans and beets formerly flourished.

For years the farmers in the vicinity have endeavored to dispose of the sand that had turned the rich acreage into a barren waste. The ordinary plow, even those that were

tractor-drawn, could not turn the sand under to a sufficient depth to make the land usable. Other available means were found to be prohibitive in cost.

Plaven, who owns approximately 800 acres of the land, faced with the necessity of converting it to use, a short time ago took it upon himself to circularize every manufacturer of farm machinery in the United States and foreign countries in search of a big plow. Stories reached him of mammoth implements which turned in several feet of soil in a single furrow. Investigated, these plows failed to materialize—proved to be rumors. For several months Plaven, assisted by his father and brothers,



*The 36-inch trench which the Plaven plow upturns is shown in this photograph. The three tractors required to pull the plow had just been fueled with new Union 76 gasoline when this picture was taken. For the past seven years Paul Plaven, builder of the plow, has been a consistent user of Union Oil Company products.*

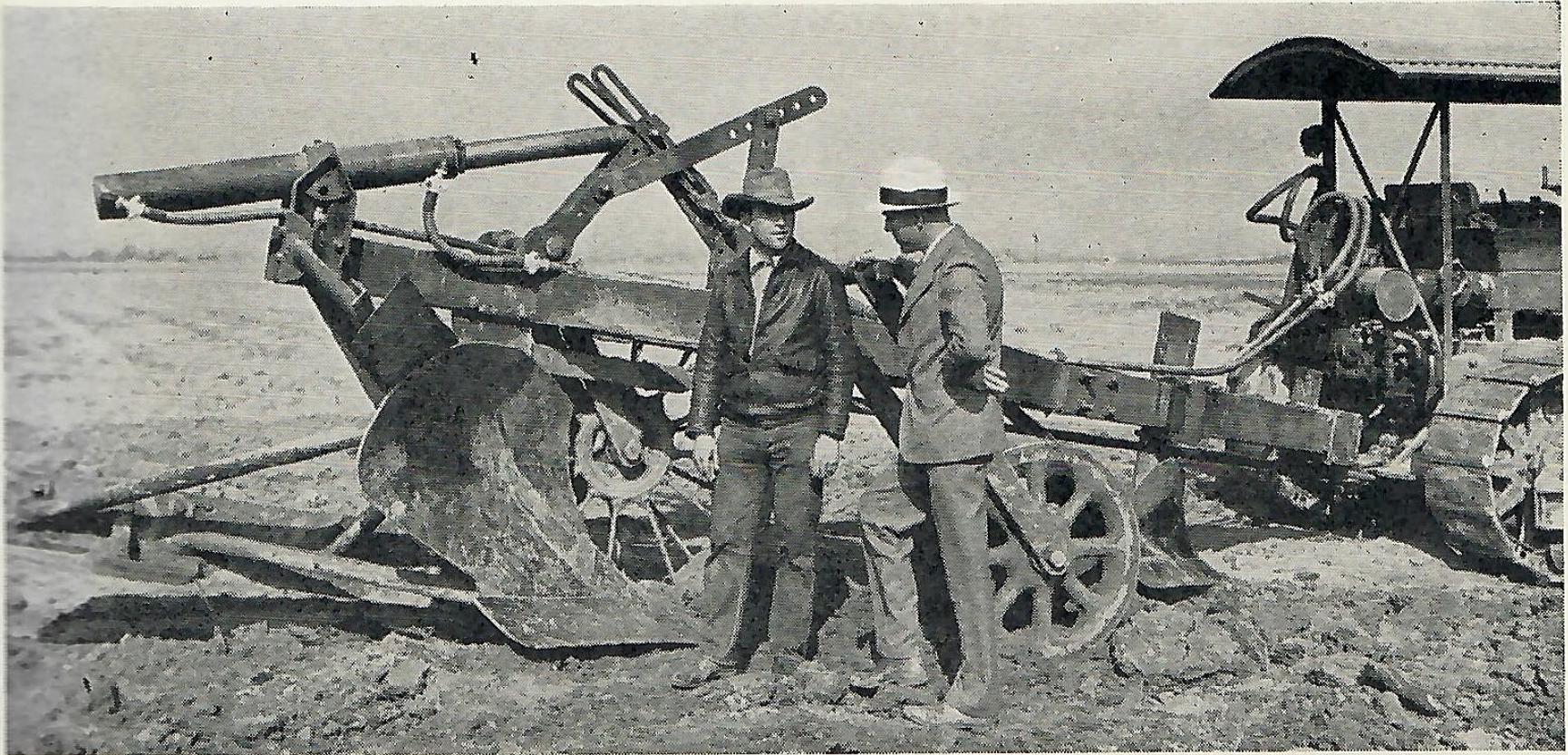
scanned the Pacific Coast states in search of huge plows. Farmers in the Imperial Valley claimed to have a big-bladed machine which would serve his purpose. Plaven found that its blade measured only sixteen inches. Not large enough. A concern in Belgium reported that to its knowledge the largest plow in the world was in use in the fertile valley of the Nile, Egypt, and was capable of turning in some twenty-two inches of ground, but its design and operation were not accessible. Manufacturers and factory representatives of farm equipment stated that the largest plow with which they were familiar measured eighteen inches. Not big enough.

Plaven decided his own blacksmith and machine shop was the plant in which the largest plow in the world was to be designed and built. Two months were spent in working out the details involved in casting and finishing the blades, and building rigging sturdy enough to withstand the strain to which the plow would be sub-

jected. The fact that no mechanical defects developed—that there were no “bugs” in the device—is a monument to Plaven’s ingenious engineering ability.

Constructed along orthodox lines, with share, mouldboard, landside, and fore-carriage, the plow nevertheless is an innovation. The fore blade takes about a ten-inch bite, breaking the surface for the thirty-sixth inch section which the larger blade turns in. Both are rigged on a heavy steel frame.

The most enterprising feature of the entire plow is the hydraulic pressure-operated lever which forces the blades into the ground. Through a simple arrangement of levers, the essential oil cylinder, and oil pressure lines running from the tractor nearest the plow, the blades can be raised or lowered by operating a small control handle on the tractor. Through the medium of hydraulic oil pressures, the device accomplishes what by pure physical strength would be impossible in keeping the plow



*Paul Plaven, Santa Ana, Calif., landowner, left, who designed and built the huge 36-inch plow, discusses its operation with W. E. Gerkin, Union Oil agent. The size of the blade can be determined from this picture. The arm on the top of the mechanism is hydraulically operated and forces the blades into the ground*

buried three feet below the surface of the earth.

Requiring three Caterpillar tractors, which develop a total output of 180 horsepower, as motive power, the plow can be made to turn in several acres per day. Since it was first placed in operation two months ago, it has been utilized throughout the Santa Ana valley to restore to useful-

ness many hundreds of acres which have remained idle for a period of years.

Farm implement men who have observed the plow at work foresee in it a device which may introduce to agriculture an era of deep-plowing which will give to the soil a new vital richness and add years to its productiveness.

## San Diego Adopts Liquid Gas

THE San Diego Consolidated Gas and Electric Company, which for the past year has carried on extensive experiments on the use of liquid gas, last month instituted the use of this product in its plant at San Diego. Liquid gas supplied by the Union Oil Company is now being used for enrichment of the manufactured oil gas with which San Diego and its suburbs are served.

In experiments conducted by engineers of the San Diego company, it was learned that an increase of twenty to twenty-five per cent in plant capacity was obtainable by the liquid gas enrichment method. This was accomplished at a greatly decreased cost of installation as compared to the cost of additional equipment for generating oil gas. The tests also indicated that fully ten

per cent of a liquid gas-air mixture of standard heating value could be added to the oil gas without interfering with satisfactory utilization by the consumer.

With a maximum oil gas capacity of 20,000,000 cubic feet per day at San Diego, it is conservatively estimated that the enrichment method adds 4,000,000 cubic feet per day and the addition of the liquid gas-air mixture provides for an emergency supply of 3,000,000 cubic feet, a total increase of thirty-five per cent.

The total cost of the liquid gas installation is about twenty-five per cent of the estimated cost of oil gas equipment of equal capacity. Storage for liquid gas consists of five 15,000-gallon vertical tanks, each of which is eight feet in diameter and forty

feet high and is built for 150 pounds per square inch maximum working pressure. The tanks are entirely arc-welded. To guard against defects, every inch of weld was X-rayed when constructed.

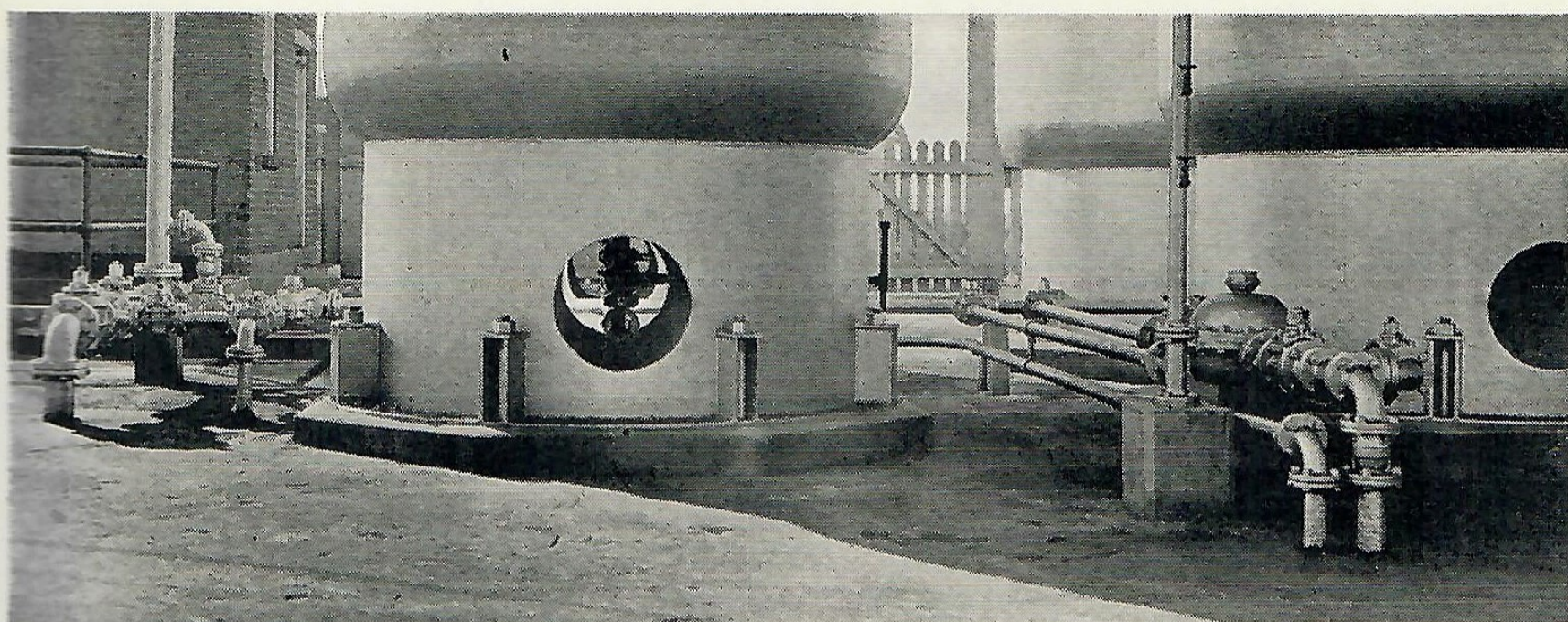
The actual enriching process is relatively simple. Liquid gas flows under its own pressure to a heat exchanger where the necessary heat is supplied to completely vaporize the gas. From the exchanger the vapor passes through regulators where the

pressure is reduced to a desired minimum, then to a mixing nozzle where it meets with the oil gas to be enriched. A sample of the mixed gas is constantly burned in a flame analyzer which controls a flow regulating valve in the vapor line. When the heating value of the gas falls below or rises above a predetermined point, the analyzer actuates the valve, increasing or decreasing the supply of liquid gas vapors. Thus a



*The five liquid gas storage tanks supplementing oil gas manufacturing equipment at San Diego Consolidated Gas and Electric company's plant have combined capacity of 75,000 gallons. The vertical pipe running up through stairway is novel gauging device by means of which amount of liquid gas in any one of the five tanks can be immediately determined.*





The inlet and outlet liquid gas lines, with meters for recording outflow from tanks, are shown in this photograph.

finished gas of constant heating value is assured.

The process of mixing liquid gas vapor and air in proper proportions for addition to oil gas during emergencies is accomplished by the use of two positive displacement blowers driven by an electric motor. One blower draws in air and the other takes liquid gas vapor at constant pressure. The air and vapor blowers discharge into a receiver where an intimate mix results from contact with baffle plates.

As a peak load enrichment agent for manufactured gas, and as a replacement fuel, liquid gas is playing an increasingly important role in effecting economies in many plants distributing manufactured gas. One of the preponderant factors effecting gas manufacturing costs is the peak demand for gas, occasioned by a large heating load which lasts for only a relatively short period

during the cold season. These peak demands vary considerably with plants in different localities. Few plants are without load variations sufficient to necessitate expensive standby equipment which is idle for the greater portion of the year. The adaptability of liquid gas for supplying added capacity for peak demands and the low relative cost of equipment for its utilization as compared with other types of plants, now offers gas companies an economical and satisfactory method of solving their peak load problems.

As the largest users of liquid gas in the West, the San Diego Consolidated Gas and Electric Company, one of the leaders in the industry, has taken a definite progressive step in solving the difficulties incident to the maintenance of equipment sufficient to provide for peak load requirements of domestic gas supply.

### Willits, California, Stations Under Winter Mantle



Heavy snowfall in the Willits, Calif., district in February impeded but did not stop deliveries of Union products to the dealers in that area. The picture at the left shows how King Winter spread his mantle over plant at Willits. The center photograph shows snow-covered service station north of Willits substation. On the right is a picture of Whitney's Service Station, a new enlistment in the army of "76" gasoline dealers.



*New Wilshire and Wilton station, Los Angeles, as it appeared on the night of the opening.*

## New Type Super Station Opened by Union

A SUPER service unit in which all facilities are under cover, and incorporating the new architectural design to be followed in the erection of future stations, was opened by Union Service Stations, Inc., at Wilshire and Wilton, Los Angeles, February 27. The station's first day's business was beyond expectations and has maintained an exceptional gallonage since then.

The station has a main battery of four pumps of a new type which permits the filling of fuel tanks more rapidly than has been possible with other equipment.

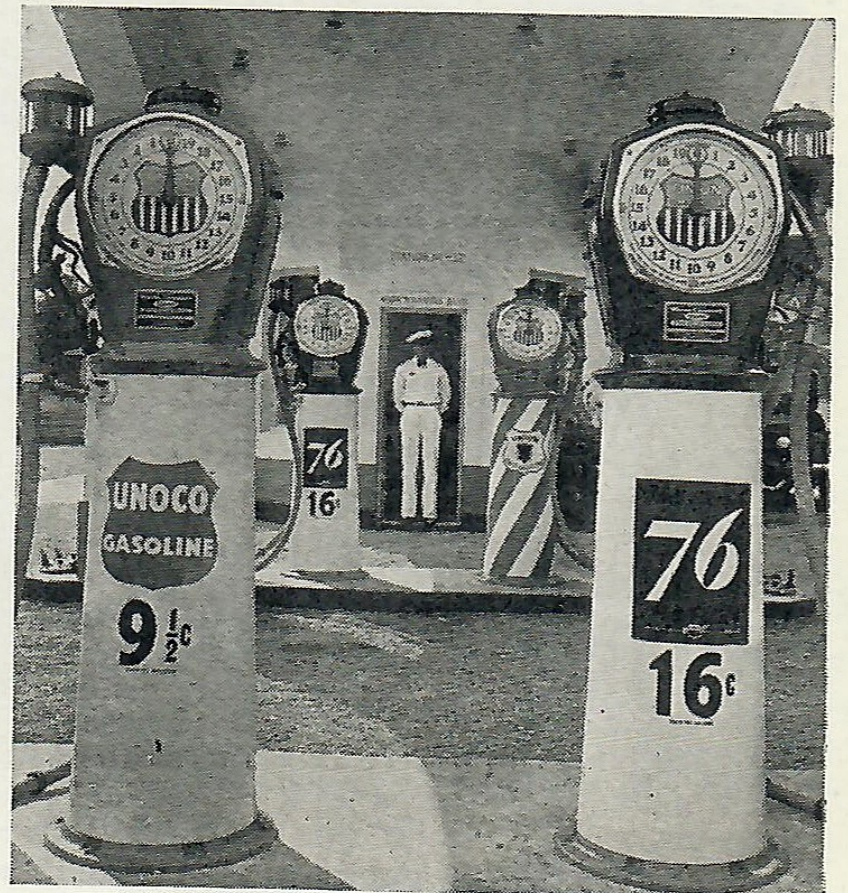
The grease and wash racks are under cover and are flood-lighted, permitting night work. The station also has a tire and battery room and ample space for displaying all products sold by the company.

The white stucco, terra cotta-tiled tower, which has featured most of the newer stations erected in California in the past four years, is the central unit of the new station.

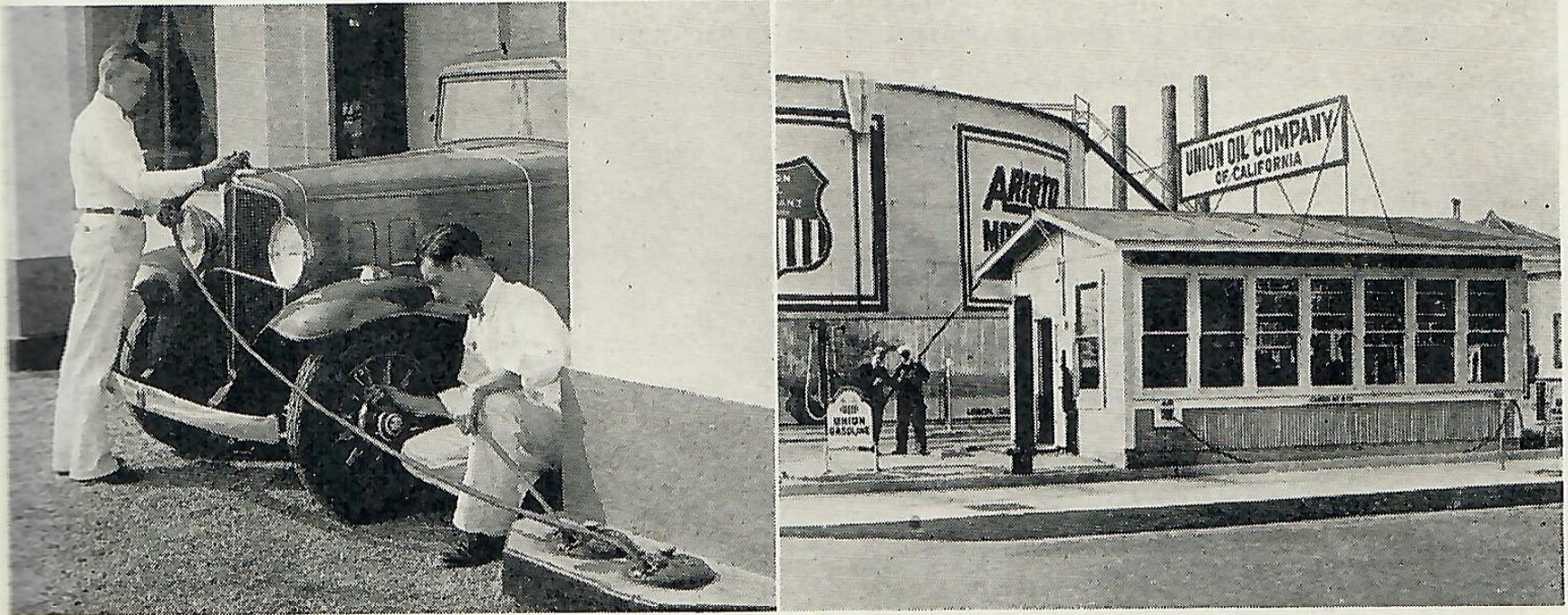
Every thing has been done to add to the neatness of the station, as well as to increase the speed and quality of the service rendered. The air and water hose are carried on reels imbedded in the base of the pump islands and are not visible when not in use.

The new unit is a far cry from its predecessor, which was opened in 1913 and is

still in operation at the company's Los Angeles main-station, Sixth and Mateo streets. At this ancient "gas stand" gasoline and lubricating oil were the only products provided. The air and water were free if the motorist felt inclined to help himself. Super service is the product of new merchandising methods.

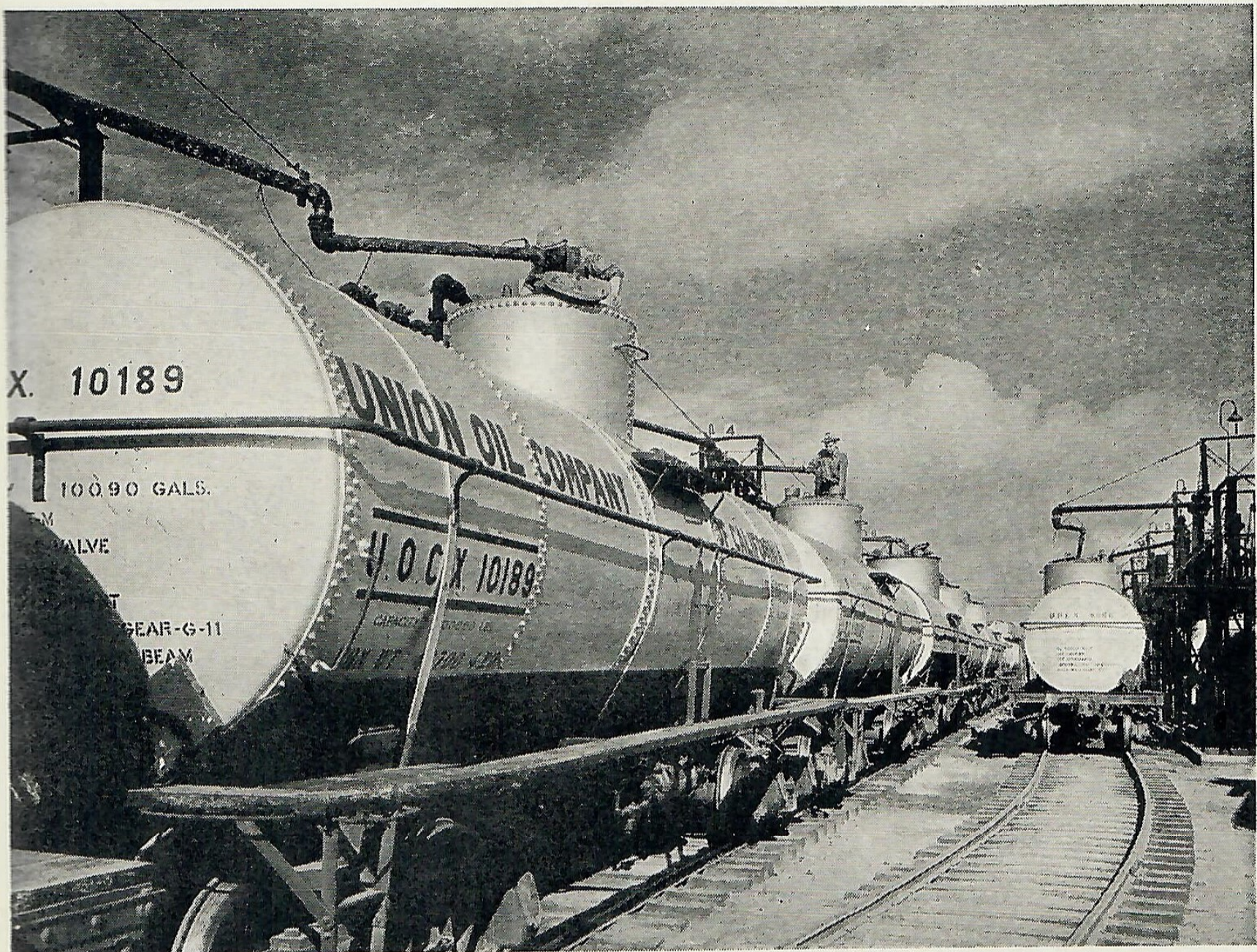


*Pump islands of station as seen from Wilshire boulevard.*



On the left are shown the disappearing air and water hoses. These are carried on reels sunk in the pump island and are out of sight when not in use. On the right is the company's first service station, at Sixth and Mateo, Los Angeles, erected in 1913.

Union "76" Tank Car Shipments From L. A. Refinery



The coastwise demand for Union "76" gasoline has taxed the company's transportation facilities. The tank cars shown above are being filled with the new gasoline at the Los Angeles refinery.

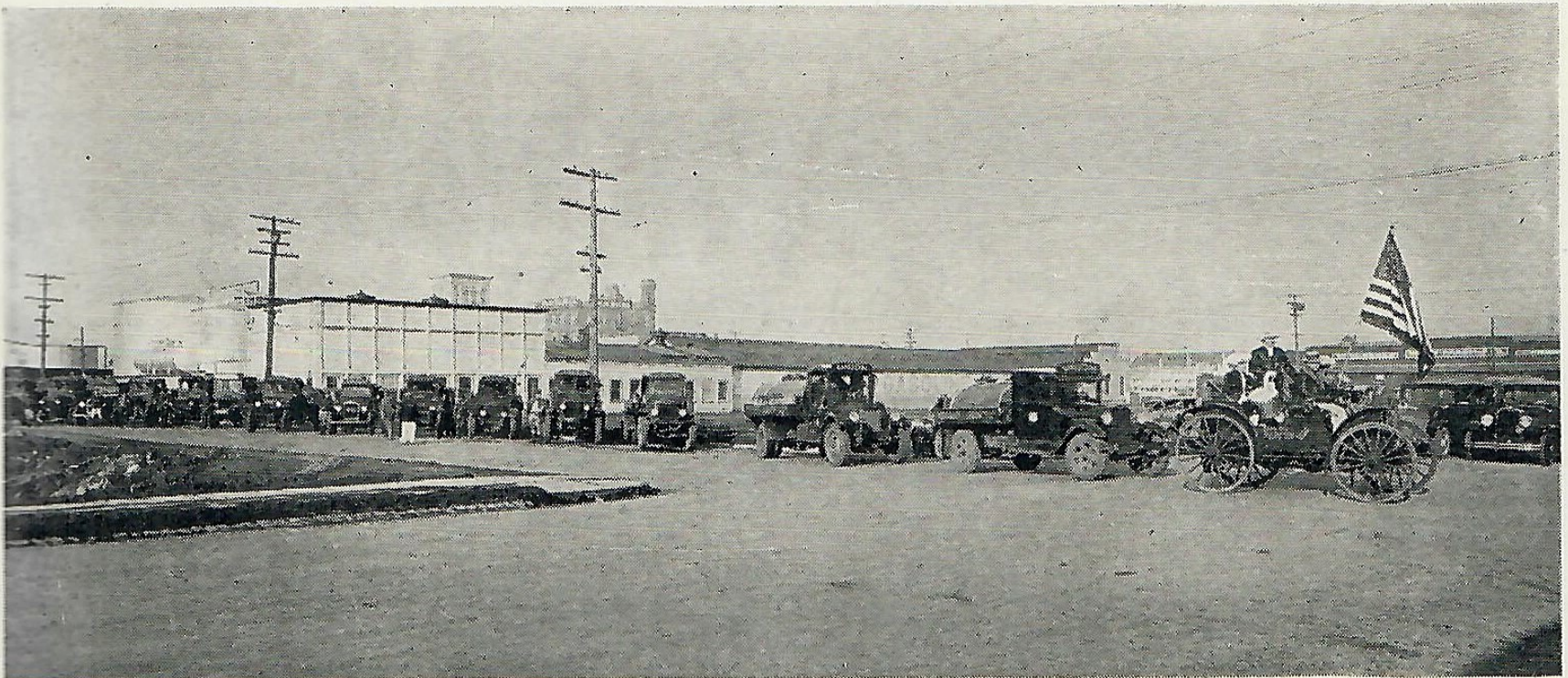
## Parades Herald Marketing of "76" in Coast Cities



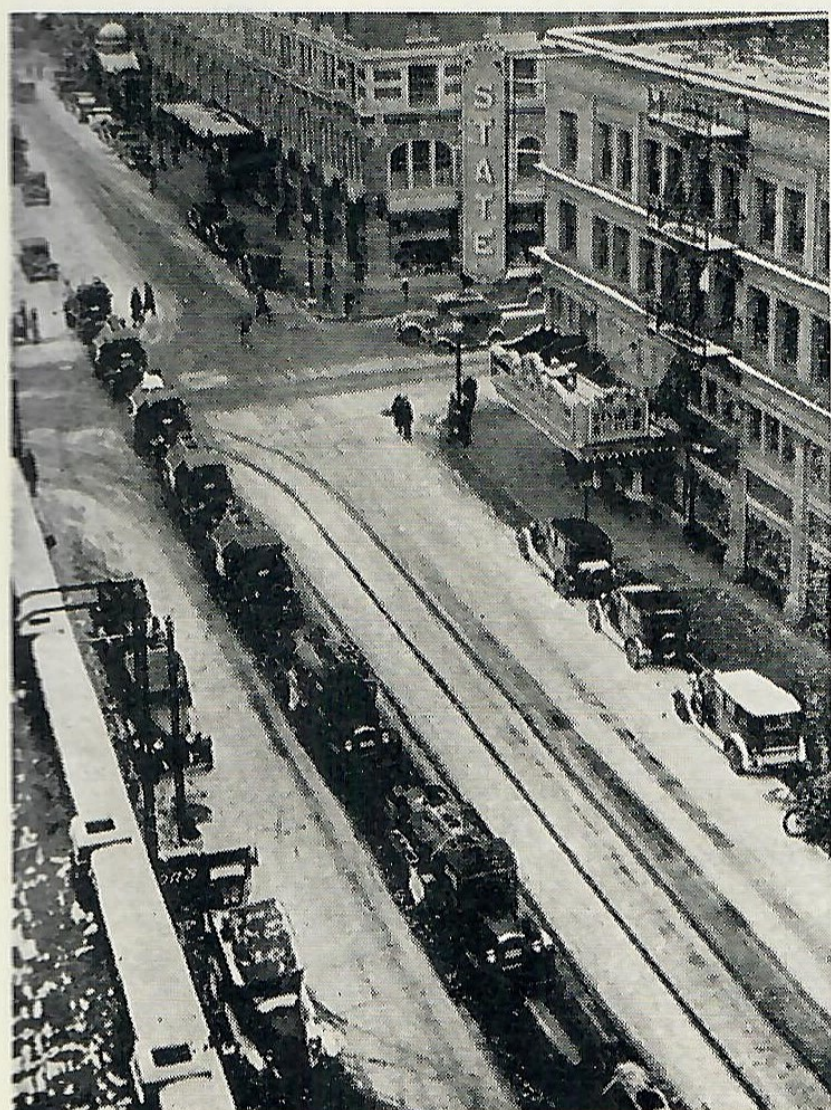
An impressive parade that traversed the heart of the business district introduced Union "76" gasoline to the residents of Fresno. In addition to displaying "76" banners on trucks and passenger cars, signs were sent aloft attached to balloons. Above, left, is a view of the parade as it moved north on Fulton street, and on the right, O. I. Wooldridge, assistant district manager, is shown about to release a papier-mache "76" pump.



Fife and drums headed the "76" parade that announced the arrival of the new orange-colored gasoline in Phoenix, Arizona.

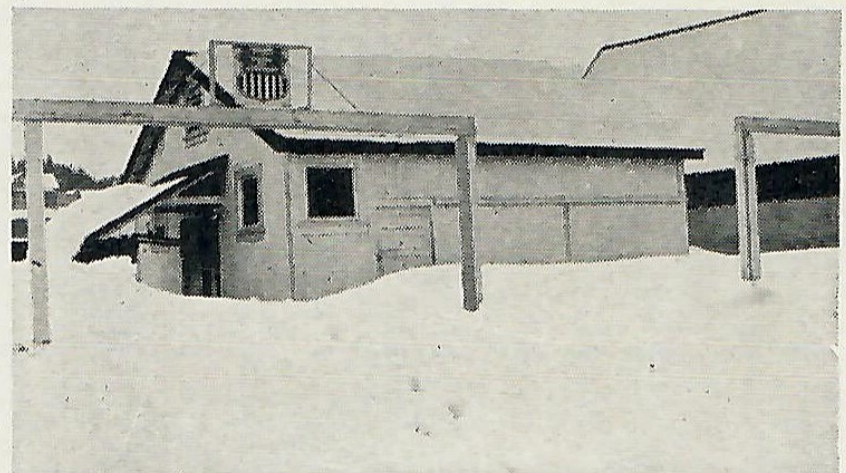


*The Stockton and Lodi parade as it left the Union Oil Company's Stockton plant.*



*Above and at the left are shown two views of the parade staged in Spokane to herald the marketing of the new anti-knock gasoline in that city. The photograph at the left was taken from Union Oil Company's offices.*

### Snowed In



W. E. Davenport, district manager at Sacramento, writes: "The plant at Truckee is not operating at the present time and will not open until some time this spring." He submits the above photograph as a good and sufficient reason for suspending business.



Making tank car deliveries of Union "76" gasoline to the company's sub-station at Boulder City.  
All Union Oil Company supplies used at Hoover Dam are distributed from this point.

Union Fly Spray Appears Under New Name



Above is a "Bif" display which discloses greatly improved appearance of Union fly spray containers. "Bif" is the first of the Union specialties to come out in new dress and under a new and more attractive name.

Wrapped in a three-color package label which gives it vastly improved sales appeal over that of its predecessor, "Bif Spray," formerly "Union Fly Spray," was announced to service station dealers and hardware, drug, and grocery con-

cerns throughout the Pacific Coast March 1.

Replacing the blue, red, and white label used on Union Fly Spray, Bif's new cloak is predominately black, with orange, blue and silver as supporting colors.



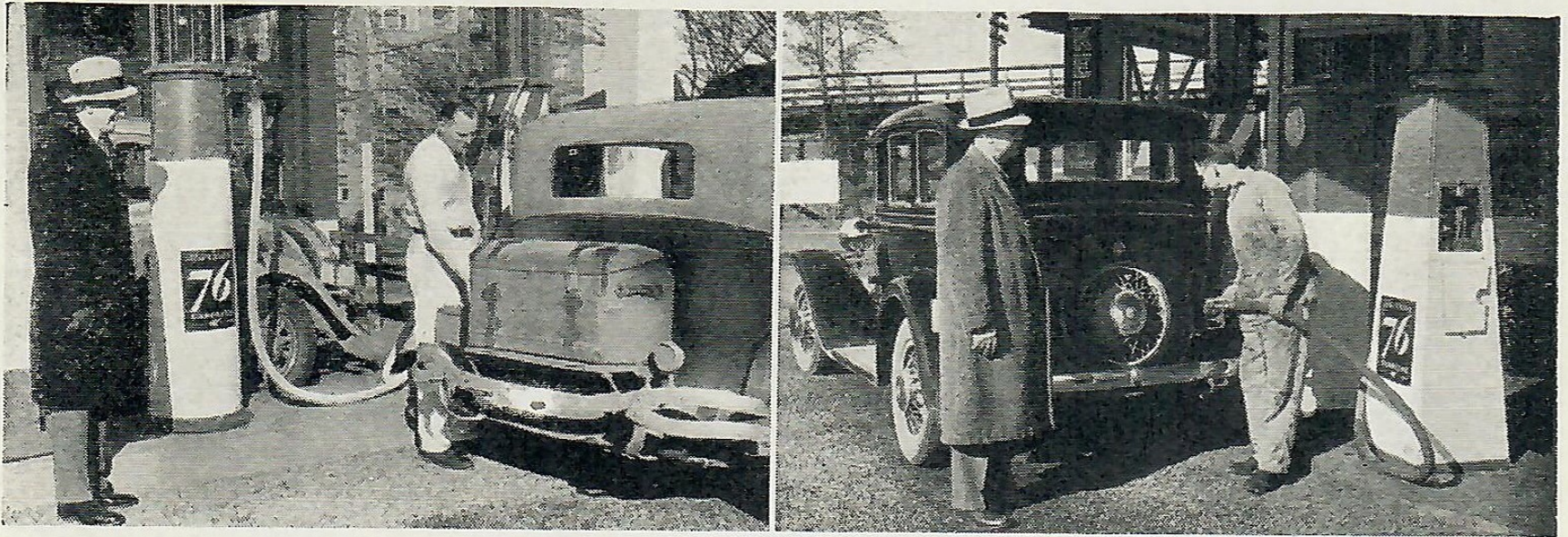
Bif Sprayer marketed with Bif Spray.

## "76" Invades Snow-Bound Washington Logging Camp



Zero weather and five feet of snow failed to halt the delivery of Union "76" gasoline to the McNearney lumber camp in the mountains near Colville, in Eastern Washington. The photograph at the top was taken while the tank truck was enroute to the camp. The one at the bottom shows the truck at the camp.

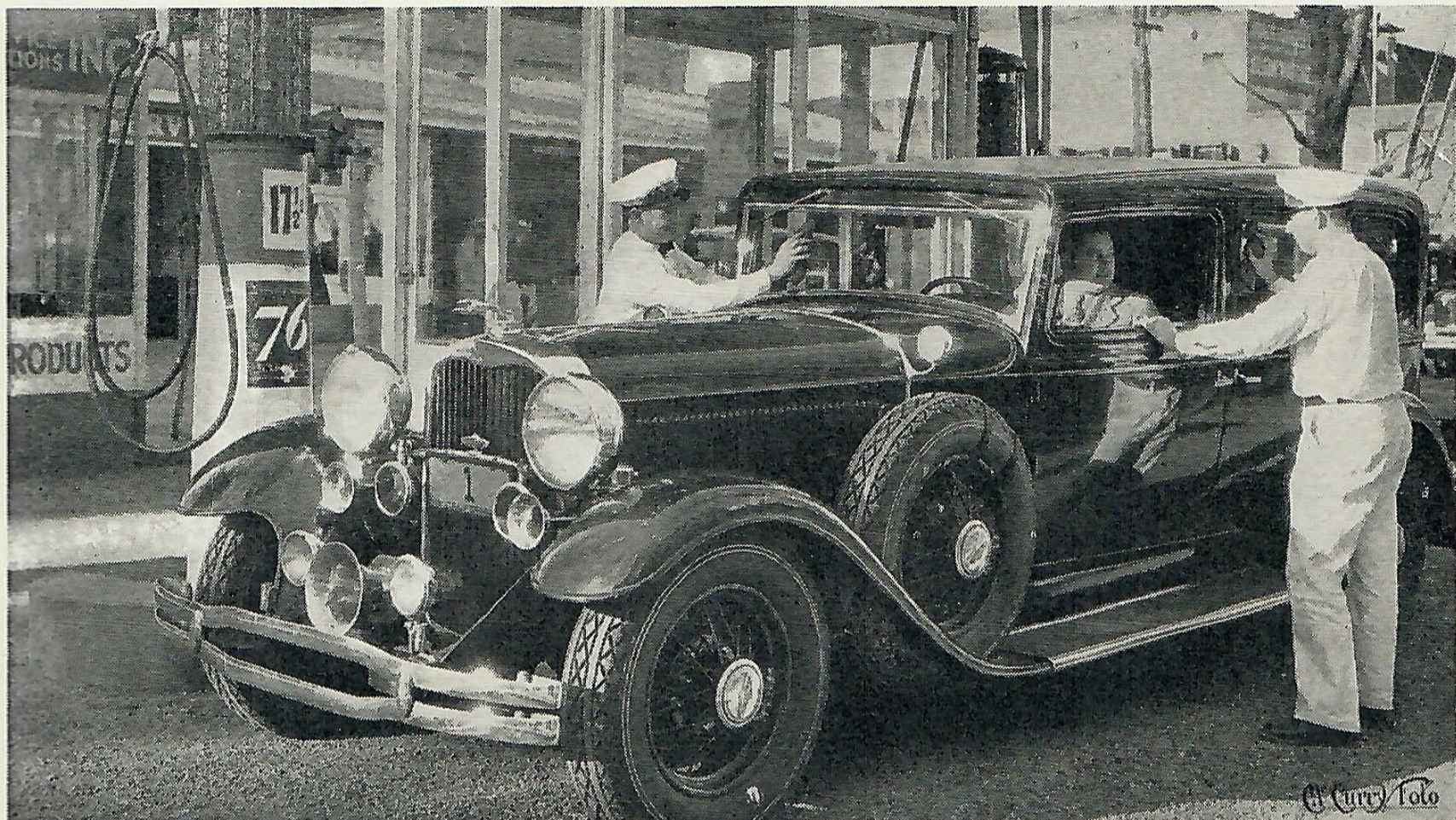
## Prominent Tacoma Residents Ride With Union "76"



Melvin G. Tennent, Tacoma's popular mayor, is shown at the left at Jack Ahren's station while his car is being filled with "76." At the right is L. L. Lamb, superintendent of the Tacoma Railway & Power Co., supervising the fueling of his car at the Hague Garage, which has sold Union products for the past 15 years.



**California Governor's Car Fueled With New Gasoline**



When Governor Rolph started on a recent trip to Yosemite National Park his car was fueled with "Union 76." The above photograph was taken at the Union Service Stations, Inc., station

at Eleventh and L streets, Sacramento, Calif. The driver of the car is E. F. Cassell, captain in the California Highway Patrol.

**San Diego Bakery Fleet Operates With "76"**



Carl Winter, president and general manager of the Southern California Baking Company, joins other San Diego motorists in acclaiming the new "76" gasoline. In a recent letter to J. D. Nesbitt, San Diego district manager of the Union Oil Company, he declared that his firm was greatly pleased with the performance of "76."

"Our fleet of trucks and personal cars now perform wonderfully," he states. "We especially notice the elimination of motor knocks that are so common in non-premium motor fuels."

"We wish the Union Oil Company continued success in the marketing of this very fine product."

## Coupon Book Sales Mount Under Their Leadership



Led by Mrs. E. Crase, left, winning captain, and Miss R. Hargrave, two teams in the Sacramento district office succeeded in selling Christmas coupon books having a total value of \$3,000, fifty per cent above the original quota. Most of the books were sold to new accounts. Mrs. Crase's team, when the final accounting was completed, was found to be victorious by a margin of \$180. The blackboard by which the girls stand shows the sales made by individual members of each team.

## Sea Tribute to Former Captain

IN an impressive ceremony which marked a farewell salutation to their former captain by the men who once served him when he was master of the Union Oil Company tanker, S. S. La Purisima, a two-funnel miniature steamer of floral design and construction, bearing the ashes of the

late Capt. Alexis Sheele, was set adrift from the deck of the La Purisima December 29, six and one-half miles off Destruction Island.

With the La Purisima hove to and the ensign set at half mast, Capt. E. G. Belin, present master of the La Purisima, delivered the burial serv-



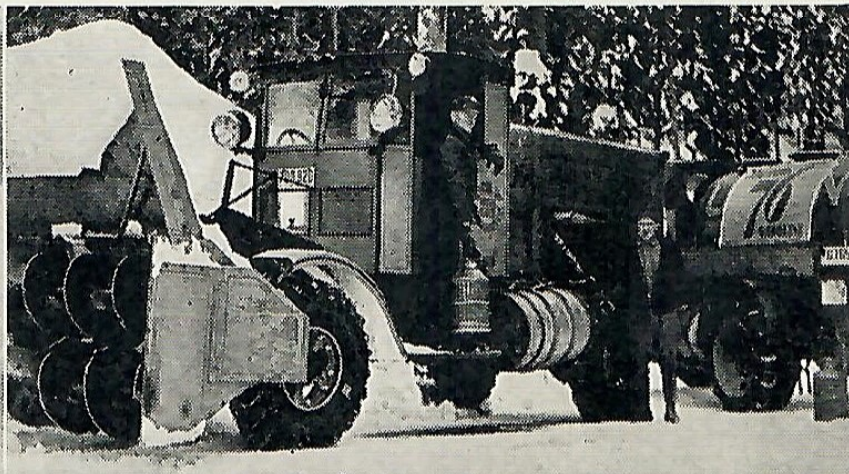
Left photograph shows Capt. E. G. Belin, master of S. S. La Purisima, delivering burial service over ashes of former Capt. Alexis Sheele, in ceremony on the high seas. The floral ship bearing the ashes of the departed master was cast off from the deck of the La Purisima and can be seen in the picture at the right, drifting with the current.

ice over the ashes of the deceased mariner, who passed away at the Marine Hospital, Port Townsend, Wash., in December of last year.

The floral ship was cast off at 9:30 a. m., De-

cember 29, 1931, in latitude 47° 40' north, longitude 134° 29' west. As the ashes were lowered away, the ensign was dipped three times, signifying a sailor's farewell to a shipmate.

### Cle Elum, Wash., Holds Sport Carnival



Twelve feet of snow was banked around the Sunset Lodge, shown above, in the heart of the Cascade Mountains when a delivery of "76" gasoline was made to C. C. Campbell, proprietor of the resort. Top right photograph shows snow plows on Snoqualmie Pass being serviced by G. H. Billings, agent for the company at Cle Elum, Wash. The picture at the right shows Cle Elum ski jump where winter sports tournament was held last month.

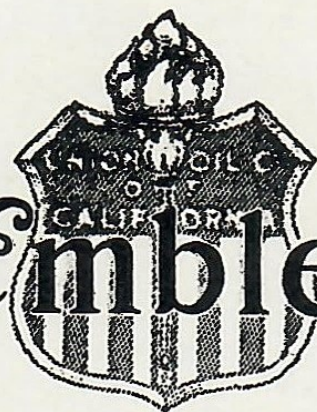
Featuring special cross-country and jumping events in which the cream of the Northwest's ice and snow athletes participated, a winter sports tournament was held at Cle Elum, Wash., February 14 and drew approximately 4000 spectators.

John Elvrum, Portland, Ore., athlete, made the longest jump with a leap of 202 feet, only thirty feet behind the winning jump during the winter Olympics held at Lake Placid, New York, last month. First place in the event, however, went to Ole Tverdal of Seattle, whose consistent



performance with 180 feet leaps surpassed the efforts of other contestants.

# Service Emblem Awards

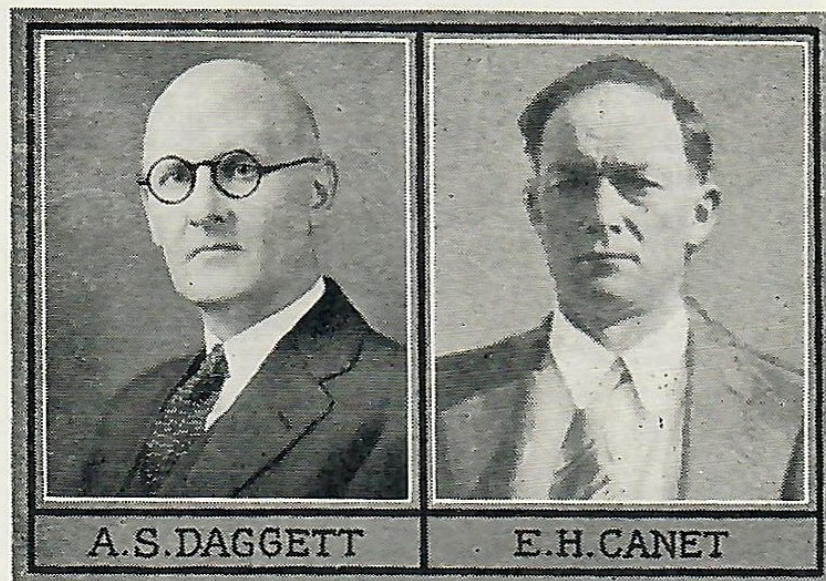


For E. H. Canet, employee of the Avila refinery, and A. S. Daggett, in charge of fuel oil sales in the Seattle district, February marked the month during which each completed twenty years of service with the Union Oil Company.

During February ten employees rounded out fifteen years of service with the company and twenty-eight were awarded service pins in recognition of having finished their first ten years.

Entering the service of the company on February 2, 1912, at the Avila refinery as laborer, E. H. Canet was later made gauger and pumper and in 1920 was advanced to the post of night refinery foreman, which he held for four years. For the past eight years he has filled the post of gauger, foreman, mechanic, and general utility man at the refinery.

A. S. Daggett's first position with the company was as tank truck salesman. He continued in that work until 1918, when he was placed on the order desk in the Seattle district. For a short period of time he worked as dockman, tank truck superintendent, and warehouse superintendent. For the past fourteen years he has been in charge of fuel oil sales in Seattle.



## Fifteen Years, January

Anderson, Andrew	So. Div. Field
Hughes, George	Duncan Fox Company
King, Mary K.	Los Angeles Sales
Lopez, Alvin	Oleum Refinery
Mackintosh, James C.	So. Div. Gas
Richards, Frank T.	So. Div. Field
Sweet, LeRoy M.	So. Div. Field
Wing, Warren A.	So. Div. Field

## Ten Years, January

Abbott, Alfred M.	So. Div. Field
Birch, Wallace N.	So. Div. Field
Brown, Ernest	So. Div. Field
Brown, John W.	So. Div. Field
Chevront, L. G.	No. Division
Clemons, George C.	So. Div. Field
Douglas, James M.	Head Office Land
Downs, Elwood	So. Div. Field
Edwards, David A.	So. Div. Field
Garris, Charles H.	No. Div. Field
Griffin, John	Union Oil Building
Hatfield, Frank E.	No. Div. Field
Hirth, Wilton C.	Purchasing Warehouse

Hutchason, Leven W.	No. Div. Field
Isaacs, Thomas W.	No. Div. Field
Kinkade, Henry C.	No. Div. Field
Laemmel, Alvin	So. Div. Field
Lowe, William F.	Vancouver Refinery
Meatheringham, W. J.	So. Div. Field
Miller, Ernest	So. Div. Field
Morey, Norman L.	No. Div. Pipe Line
Morris, Frank D.	No. Div. Field
Myracle, Tony F.	So. Div. Field
Orens, Andrew	So. Div. Field
Ramus, Lawrence J.	So. Div. Field
Randel, Tip	Los Angeles Sales
Richardson, James E.	So. Div. Field
Schrote, Noah C.	So. Div. Field
Siler, Ben H.	So. Div. Field
Tomlinson, Clifford C.	Los Angeles Sales
Ulrich, James A.	So. Div. Field
Witt, Leonard	So. Div. Field
Tobey, Harold A.	Comptroller's Dept.

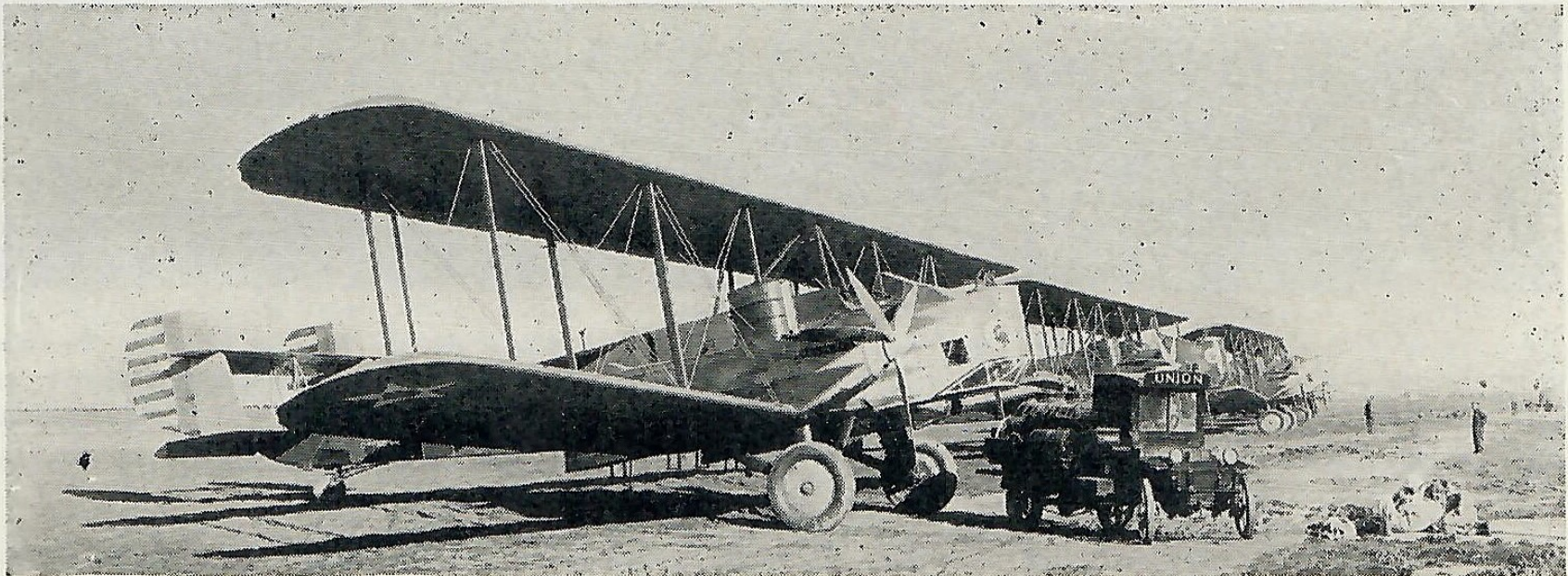
## Fifteen Years, February

Cowie, James	No. Div. P.P.L.
Gerkin, W. E. A.	Los Angeles Sales
Gray, Ernest E.	Seattle
Hilton, Lemuel	Northern Division
Jones, Ernest V.	Southern Division
Lewis, G. M.	Southern Division
Montez, Joe	Northern Division
Nott, Wm. A. B.	Southern Division
Pierce, H. A.	So. Div. L.A.P.I.
Quill, William	Oleum Refinery

**Ten Years, February**

Blackford, Horace .....	Oleum Refinery	Johnson, Carl V.....	Portland
Boye, J. C.....	Vancouver	McBride, Archibald .....	Vancouver
Burke, David J.....	Head Office	Merrill, Ralph H.....	Seattle
Carey, Clifford R.....	Portland	Nielsen, C. ....	Marine
Carrier, Henry C.....	Southern Division	O'Connor, L. R.....	Vancouver
Creelman, Peter.....	Vancouver Refinery	Ollivier, J. W.....	Vancouver Refinery
Dennis, H. W.....	Oleum Refinery	Paris, Bernardino.....	Marine
Dettweiler, J. W.....	Southern Division	Parish, Reginald A.....	Vancouver
Drake, Edward L.....	So. Div.-L.A.P.I.	Power, Thomas A.....	Vancouver
Duvall, Elzie C.....	Northern Division	Shea, John J.....	Oleum Refinery
Farrell, John .....	Southern Division	Smillie, T. G.....	Vancouver
Fehner, H. H.....	Vancouver	Smith, C. McL.....	Oleum Refinery
Hartman, Rudolph.....	Southern Division	Urrutia, Vincent .....	Marine
		Wilcox, Edward W.....	Vancouver
		Shanahan, J. J.....	Southern Division

**Union Truck Fuels Planes at Crissy Field**



*To provide ample refueling facilities for the 35 planes which recently visited Crissy Field, San Francisco, the San Francisco district office of the company provided a truck with automatic pump to supplement the equipment already in service at the port. This picture shows truck delivering gasoline to huge bombing plane.*

**Business Good Despite Snow**



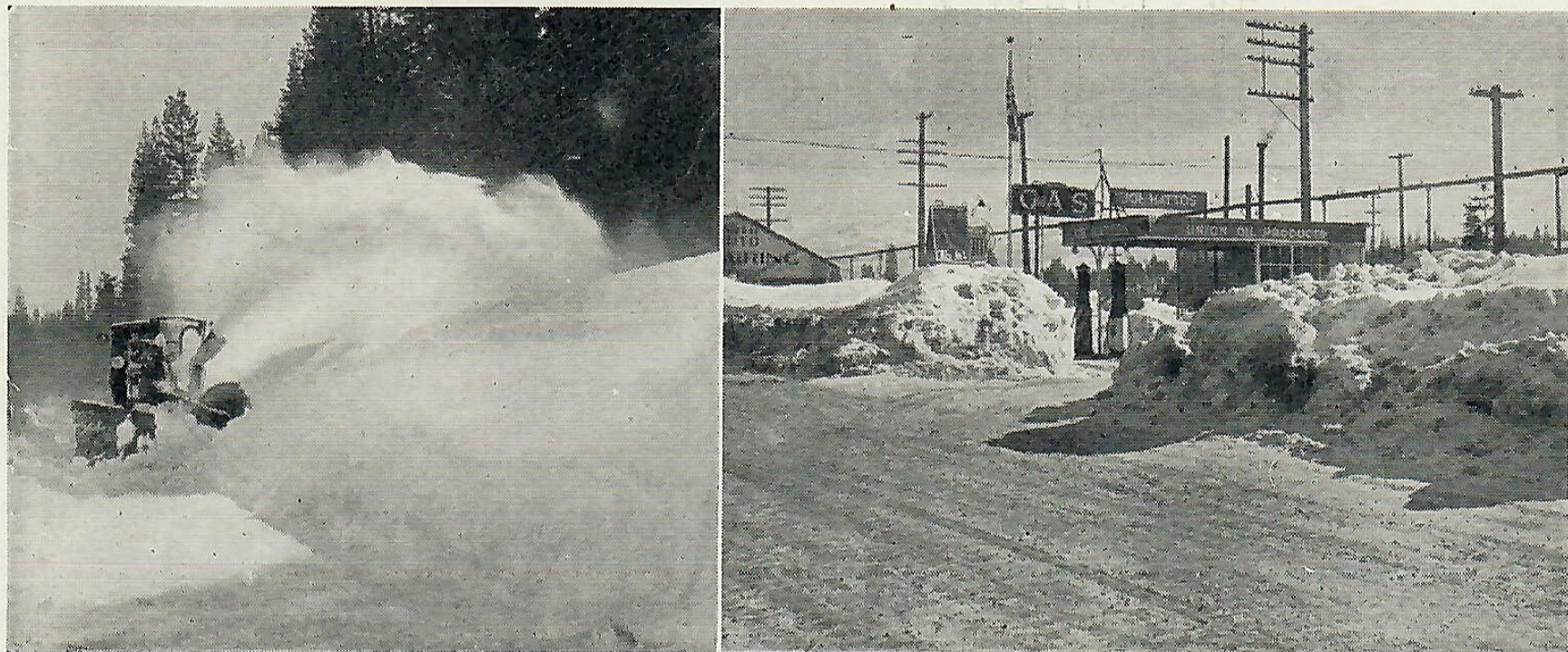
*A heavy fall of snow in February failed to halt business at Union Service Stations, Inc., stations at Willows, left, and Redding, right, shown above. Even the grease hoist continued to draw patronage.*

## Montecito Station Wins Prize



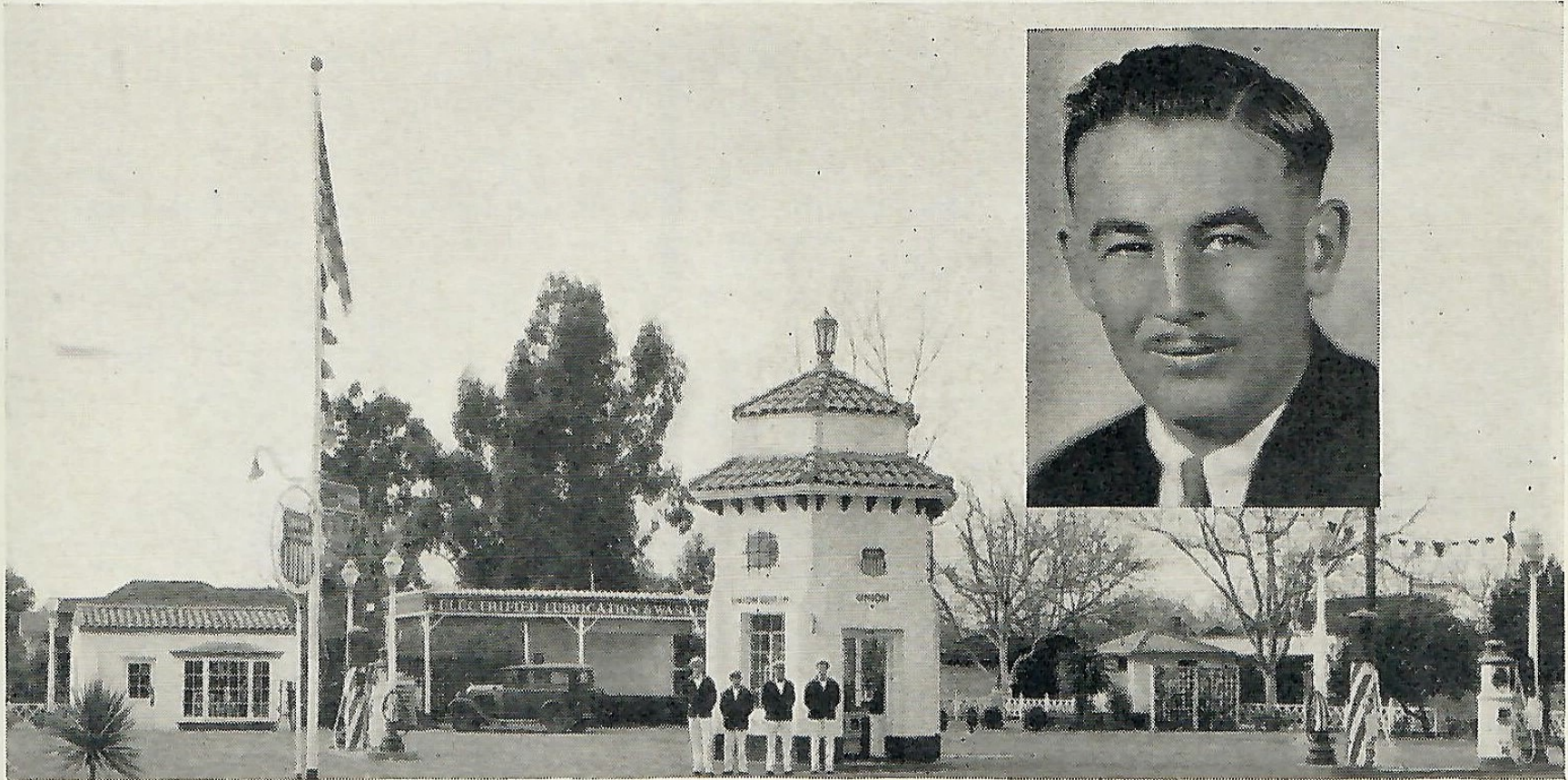
Because of the excellent condition in which the grounds and facilities of Union Service Stations, Inc., Station No. 535, State Highway and Olive Mill Road, Montecito, were maintained during the past year, it was recently awarded first prize in District No. 2 of Santa Barbara County by the Santa Barbara Roadside Committee. The station, which is shown above, is managed by C. C. Burnap, who is given a large share of the credit for its success.

## Record Snowfall Fails to Hamper "76" Sales



Snow plows have been busy throughout the winter keeping roads open in the vicinity of Truckee, Calif., where, as elsewhere in the Golden Bear state, the heaviest snowfall in years has been recorded. At the left one of the plows is seen in action on highway between Sacramento and Nevada points. Joe Mattos' service station, near Truckee, where the total snowfall late in January had exceeded 340 inches, is shown at the right. Despite the ravages of King Winter, Mattos reports the sale of Union "76" has not been effected.

**Sets Coupon Book Sales Record**



*Herbert McCarthy (inset) and Union Service Stations, Inc., station in Santa Ana, Calif., which he manages.*

Union Service Stations, Inc., station No. 803, at 17th and Broadway, Santa Ana, California, managed by Herbert McCarthy, not only far outstripped any other station on the coast in the

sale of Christmas coupon books, but accounted for a large percentage of the coupon books sold in the Los Angeles district.

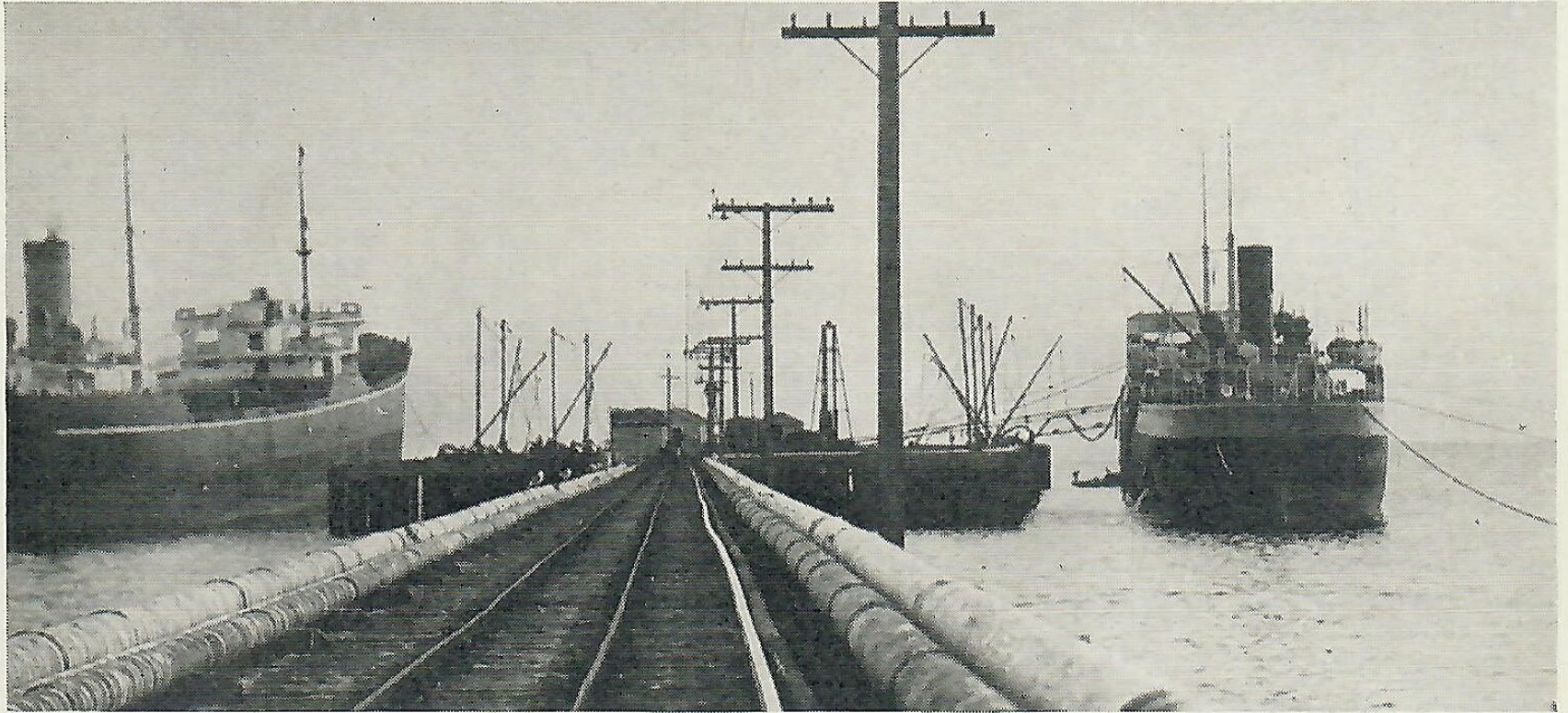
**Union's Float in Mt. Hood Carnival Parade**



The above float represented Union Oil Company in the Jamboree Parade held in Portland January 22 to inaugurate the first annual Mt. Hood Winter Sports Carnival. Residents of the Rose City crowded the streets to witness the

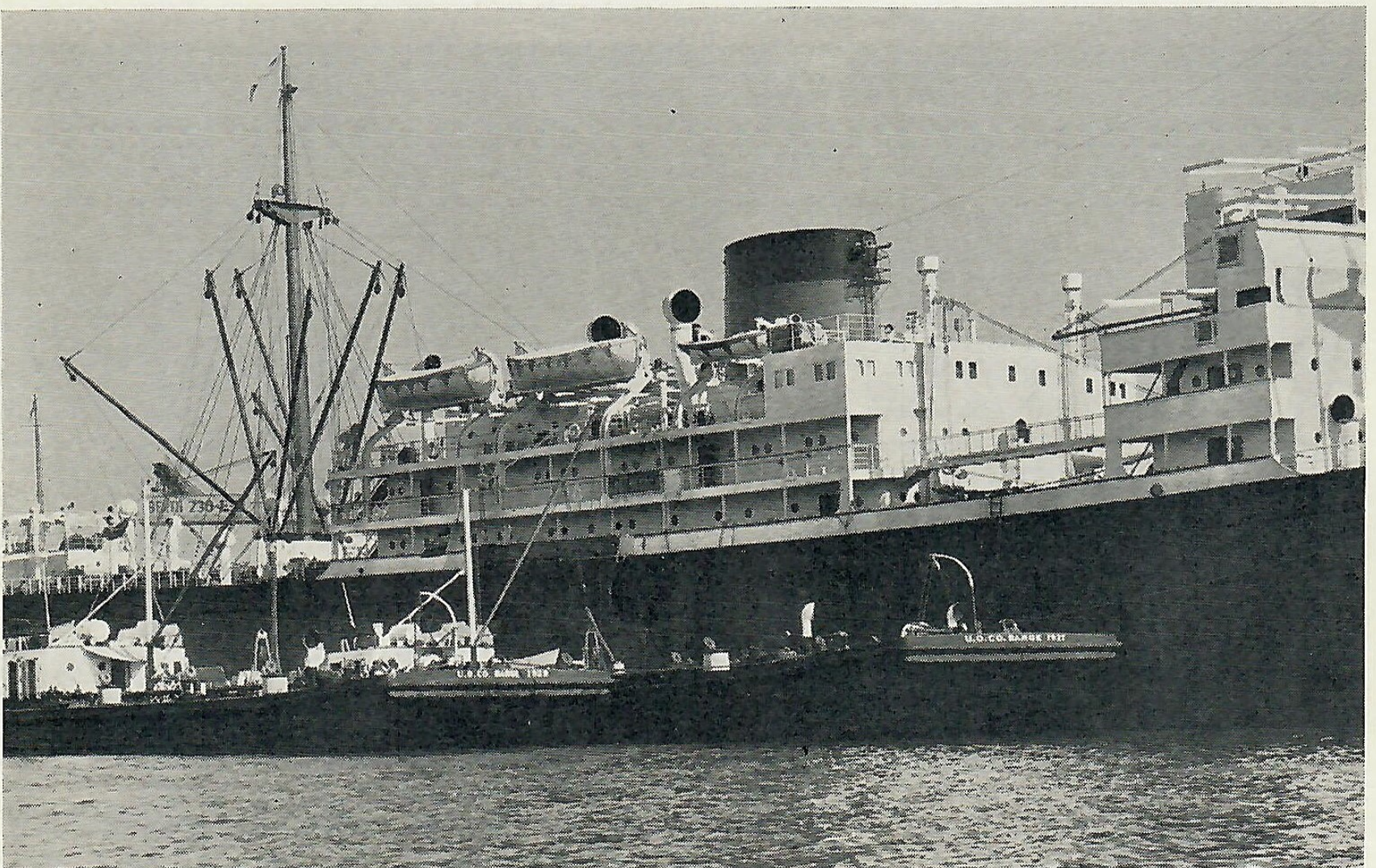
parade. The girls on the float are Muriel Speers, Katherine Peters, Elma Gessell and Marge Stone. The Jamboree Parade proved such a complete success that it drew unprecedented crowds to Mount Hood the following Sunday.

## Loading Kettleman and Valley Crude Cargoes



The Japanese tanker *Ogura Maru* (left), owned by the Ogura Oil Company, docking at Union's marine terminal at Port San Luis on its arrival from Yokohama to load a cargo of Kettleman Hills crude for delivery in Japan. At the right is the Union tanker *Deroche* loading San Joaquin Valley crude for British Columbia. The Kettleman Hills and "Valley" crudes and natural gasoline delivered into tankers at Port San Luis are carried by pipe line from these fields to the company's storage at the Avila refinery and from there pumped a distance of about a mile to terminal.

## Bunkering French Motorship at L. A. Harbor



The above photograph shows the bunkering of the French M/S *Oregon* at Los Angeles in which two barges are being used to facilitate the delivery of the fuel.



# INDUSTRIAL RELATIONS NEWS

## Vacation Rules

THE following are the rules and regulations regarding vacations which apply to all employees, whether on monthly, daily or hourly basis:

1. No vacation will be allowed to employees who have not completed one year's accumulated service with the company.
2. Employees who have completed one year's accumulated service will be entitled to a vacation of one working week.
3. Employees who have completed two years' accumulated service will be entitled to a vacation of two working weeks.
4. The maximum vacation period will be two working weeks.
5. The basis for computing vacations will be on the actual working conditions prevailing at the time vacation is due.
6. No additional time will be granted an employee should a legal holiday occur during vacation period.
7. No vacation may become cumulative from one year to another.
8. No employee may receive extra salary in lieu of vacation.
9. Employees leaving the service in good standing, may on approval of department manager receive proportionate vacation allowance for the current year.
10. When employees are absent from work on account of sickness, accident or other causes for which they receive pay or compensation—(unless otherwise approved by the head of the department)—there shall be deducted from their vacation period for the current year, one day for each completed four days that they have been absent from work on pay or compensation, during the twelve months prior to date of vacation.

**NOTE:** In computing the vacation deduction for leave, the total number of working days absent during the year, for which the employee has received pay or compensation will be taken and divided by four, and the nearest fraction will apply, i.e., should an employee be absent five working days during the yearly period, his vacation will be reduced by one working day. An employee off seven working days, will be deducted two working days from his vacation period. When the fraction is the even half day, the lower deduction will apply, i.e., an employee off six days will be deducted one day from vacation period.

## Employees' Benefit Plan Administrators

The results of the recent election for the administrators of the Employees' Benefit Plan show L. G. Metcalf, manager of refineries, and A. C. Stewart, manager specialty sales, elected for a term of three years, from March 1, 1932, taking the place of J. B. Arthur and J. D. Rearden, whose term of office expired on February 29, 1932.

## Union Oil Girls' Club Annual Dance

The Leap Year dance held by the Union Oil Girls' Club on the evening of February 26, at Oakmont Country Club, was attended by six hundred Union Oil employees, their relatives and friends; some having come from as far north as San Luis Obispo and as far south as Huntington Beach.

The prize waltz was won by Mr. and Mrs. W. F. Lewis and the prize fox-trot was a draw between Martha Bellamy-Art McDougal and Ruth Skinner-Nelson Arn teams. Union Oil Coupon Books were awarded the winners.

## Dominguez Team Wins Bowling Championship Again

The Burnham Trophy, denoting company bowling championship, was won by the Dominguez team for the third consecutive year when the annual telegraphic tournament was held last month.

As a result of its win, the Dominguez team, composed of A. E. Brainard, M. L. Varner, captain; J. L. Whisler, R. F. Judy, and J. P. Varner, obtains permanent possession of the Burnham trophy. Teams entered this year from all parts of the territory and the table of results is shown below:

Dominguez .....	907	938	887—2,732
Santa Fe Springs .....	840	874	961—2,675
Seattle .....	870	896	837—2,603
Spokane .....	852	855	878—2,585
Los Angeles Refinery....	813	872	892—2,577
Oleum No. 1 .....	787	854	884—2,525
Los Angeles Sales.....	767	891	865—2,523
Los Angeles Office.....	855	830	796—2,481
Oleum No. 2.....	865	783	797—2,445
San Francisco .....	850	814	751—2,415
Sacramento (Scores not received by games)			2,036

# SAFETY IN THE UNION



## From the Personnel Point of View

By C. M. Nelson, Assistant Manager Insurance and Personnel

A STORY is told that during the World War, while a drive was being made to sell Liberty Bonds throughout the country one of the officials in charge was asked by a Pennsylvania congressman as to how the drive was going in his home district. The official replied that he had had splendid success in every section but Lancaster County, which was composed chiefly of Pennsylvania Dutch, well known for their fixed opinions and habits. The response from them, he said, had been negligible. He added that this puzzled him because at a mass meeting he had told them that the whole United States was back of the bonds and that it would be to their advantage to subscribe to them.

"If that is what you told them," declared the representative, "I think that I would like to speak to them myself."

So they were called together again and he told them about the bonds, and ended by saying—"I want you to subscribe to them, and I know that they are good, because Lancaster County is right back of them!"

After that the quota was filled within a few hours.

From this one learns the lesson that in order to get an entire group of people to strive to attain an objective, one must appeal to the individuals in the group in many different ways, and, in the same way it is felt "Safety" must be sold to employees in more ways than one.

No pretence will be made here of outlining any engineering suggestions for safety work, as that is being handled by a group of capable men, far more qualified to do so than those in this department. It is our intention to make clear to each and everyone what develops after the accident happens and to realize just what the results of minor or serious accidents entail. If one reads the questionnaire that follows and considers even one of the outcomes of an accident, he cannot help but be impressed with the necessity for giving attention to safety matters.

Do you realize that:

1. If you have any form of injury with any degree of seriousness that you will lose at least two or three days' pay?
2. If you are off seven days, you have no income at all and the budget you and your family have so carefully planned will be reduced by 25 per cent, which may mean losing installment plan purchases and many things you have enjoyed possessing.

3. If you are off weeks or months, you will have only the income of the Workmen's Compensation Insurance which the State feels can only guarantee bare living expenses.
4. If you are permanently partially disabled, all compensation paid to you during your convalescence is deducted from the rating allowed you by the Industrial Accident Commission, leaving possibly only a small balance due you.
5. If you are totally disabled, the regular Workmen's Compensation income will only last five years and thereafter you receive only a very small pension for life.
6. If you have a fatal accident, your dependents will only receive compensation for five years and after that they will have to carry on themselves.

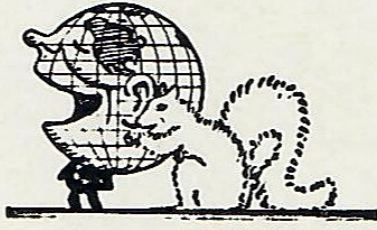
Even if none of these things should happen to the employee himself through his failing to follow a safety rule, they may happen to one or even several of other Union Oil Company employees and the moral responsibility will rest with him as long as he lives.

Our experience in the handling of death claims indicates that in the majority of cases the insurance benefits of the state or the company are the only dependable and tangible assets that the dependents can count on. It has become almost an established practice for us to have to forward such money immediately, as often there is no cash available for the immediate expenses that accrue.

One more definite suggestion presents itself by the knowledge that the employee with personal troubles on his mind is a ready prey to accidents. It is impossible to concentrate and follow safety instructions properly when the employee is turning over in his mind domestic or other worries. Those in the supervisory capacity would do well to watch their men carefully and not misconstrue inattention to work necessarily as idleness. A mutual benefit will be gained if they will sit down and earn the confidence of the employee. Then give him such advice as seems feasible and offer him encouragement. In this way it is felt that many potential victims of accidents will be saved.

The remarkable safety record of the company during the past two years has shown the beneficial results of the never ceasing care the company has given to origin of accidents.

# REFINED AND CRUDE



By RICHARD SNEDDON

The editor of a country newspaper retired with a fortune, and in explanation of his success he stated: "My ability to retire, after thirty years in the country newspaper field, with a \$100,000 bank balance, I attribute to my close attention to duty at all times, the adoption of a policy of strict honesty, the practice of rigorous rules of economy, and the fact that my uncle died recently leaving me \$98,500."

—BOSTON NEWS BUREAU.

\* \* \*

We are beholden to the London Sunday Pictorial for the following addled ad: "Lost, a bundle of letters by a lady in a brown paper parcel of no interest to anyone except the owner."

\* \* \*

And to "Punch" for this classic of the fairway: *Beginner to Professional*—"It was a ding dong battle up to the seventeenth hole, and then the beggar busted through with a seven on me."

\* \* \*

There is no doubt that the cost of living has been very considerably reduced in the last two years, but it still costs a nickle to get a wrong number on the telephone.

\* \* \*

A fourteen-year-old student has been expelled from school for untruthfulness. If this young man doesn't mend his ways he will likely end up in the Weather Bureau.—Judge.

\* \* \*

The apiarist who said honey bees were worth their weight in gold was maybe right, but we would still prefer to have a pocket full of gold.

\* \* \*

Tentative opening for a novel on college life: "A small coupe drew up to the fraternity house and eleven passengers alighted."

—DETROIT NEWS.

\* \* \*

Incidentally you never hear of modern students burning the midnight oil. They probably don't get in soon enough.

\* \* \*

The burglars, who broke into a local drug store and stole several bottles of perfume, have been arrested, and will appear before the court to answer to the charge of fragranciness.

"Sam, Ah jes' seen a alligator eatin' our younges' chile!"

"Umm-uh! Sho' nuff? You know, Ah thought sump'n been gittin' our chillun!"—LIFE.

\* \* \*

Heard in the Crude Oil Division:

Clerk: "I've added up this row of figures ten times."

Chief: "Good boy."

Clerk: "And here's the ten answers."

\* \* \*

And says Lou Holtz: "You stole my Austin—you pickpocket!"

\* \* \*

"Give me Main 4321—Hello, is this the wife?"

"Yes."

"Listen, dear. Will it be all right if I bring a couple of friends home for dinner tonight?"

"Why certainly. I'll be glad to have them."

"Oh, pardon me lady. Wrong number."

—THE FIREBOX.

\* \* \*

We understand that the young lady who was recently thrown from her horse at a local riding academy is just holding her roan.

\* \* \*

"Well dad, I just looked in to say hello."

"Too late, son. Your mother said it first and got all my change."

\* \* \*

You may criticise the use of cosmetics all you wish, but you know perfectly well that a woman can't go wan for ever.

\* \* \*

The pianist: "Do you like music?"

The lady: "Yes, but go right on."

\* \* \*

Here lie the remains of a radio fan  
Now mourned by his many relations.  
He entered a tank farm smoking his pipe  
And was picked up by twenty-one stations.

\* \* \*

Which, you will be glad to hear, completes the collection of absurdities for this month.

