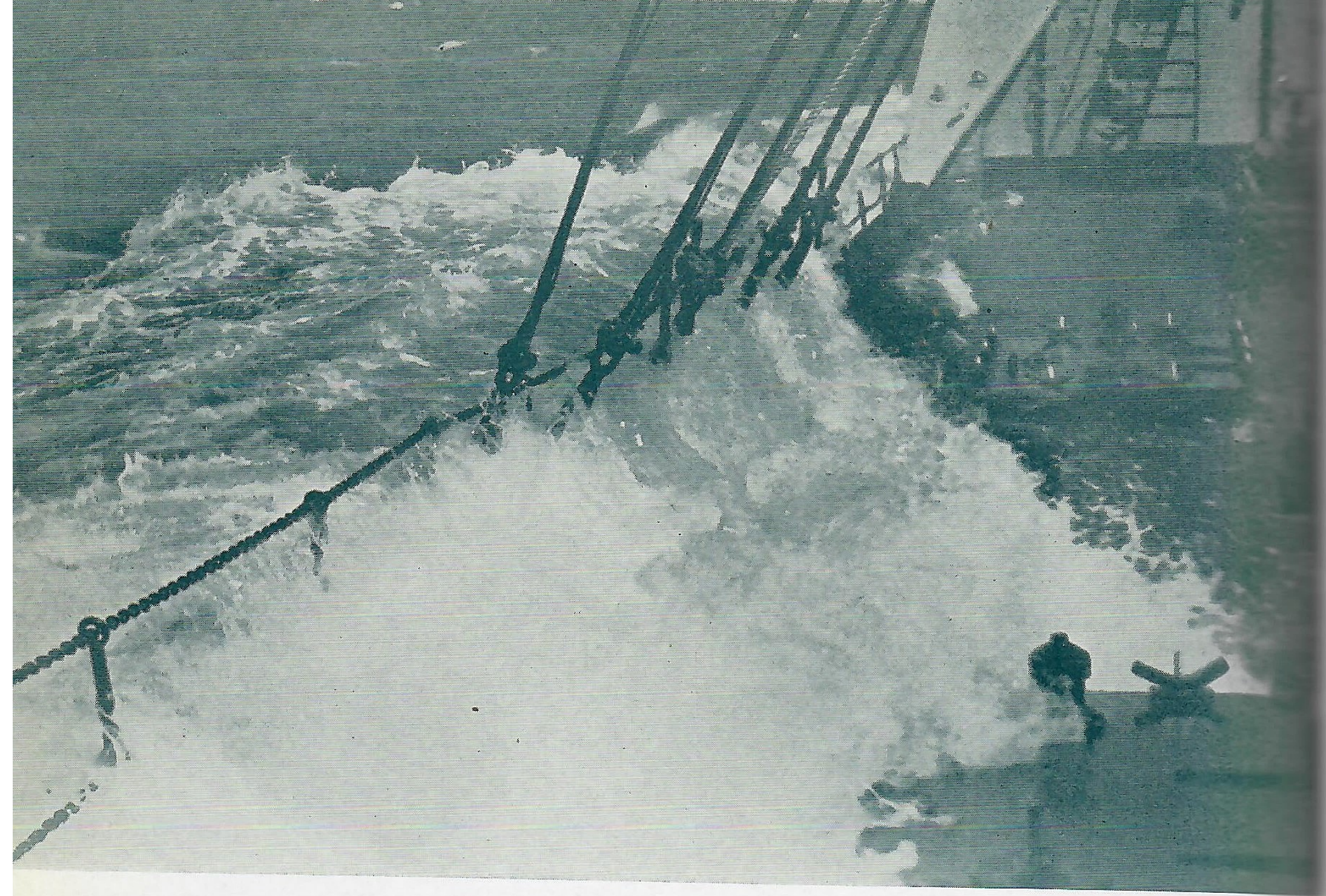



UNION
OIL
BULLETIN

AUGUST 1932



ROLLERS coming aboard the Panama-bound S.S. La Purisima, carrying the first cargo of Union "76" gasoline to the Central American Republic. Carrying a full cargo there was only eighteen inches of free board to the main deck of the tanker, causing the deck to be awash most of the time, even in comparatively calm weather. ¶ The photograph reproduced on the front cover was also taken on the La Purisima from the midship bridge deck, looking aft to the poop deck, with the flying bridge on the left. A brisk breeze was blowing at the time, as is indicated by the spray and white caps.





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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Address all communications to the "BULLETIN," 802 Union Oil Building, Los Angeles, California.

VOLUME XIII

AUGUST

BULLETIN No. 8

"Gasolina Union 76" in Panama

By R. C. WORSLEY

District Manager, Panama

MOTORISTS on the Isthmus of Panama, where Union Oil Company products were first introduced in 1905, are today acclaiming the new "Gasolina Union 76," introduced May 23, last. In the space of two months the numerals "76," appearing on pumps throughout the Isthmus, have become for the Panamenian automobile owners, as they have for the Pacific Coast motorists, the symbol of par-excellence in non-premium gasoline.

The new gasoline is being extensively advertised, and, as a result of the growing popular demand, there are more native resellers asking for the privilege of handling the product than can, at present, be accommodated.

Coincident with the introduction of "76," the company was instrumental in having the first real up-to-date super service station on the Isthmus erected. It is located at the corner of "L" street and Central avenue, Panama City, near the Panama Railroad station, and is owned and operated by Messrs. Hermonos de la Guardia and carries the name "Guardia Estacion Super Service." The uniforms worn by the attendants are similar to Union Service Stations, Inc., uniforms.

The business of the Union Oil Company on the Isthmus has been closely associated with the construction of the Panama Canal as well as with the commercial development of the Pacific side of the Republic of Panama since the year of 1905. It was early in 1905



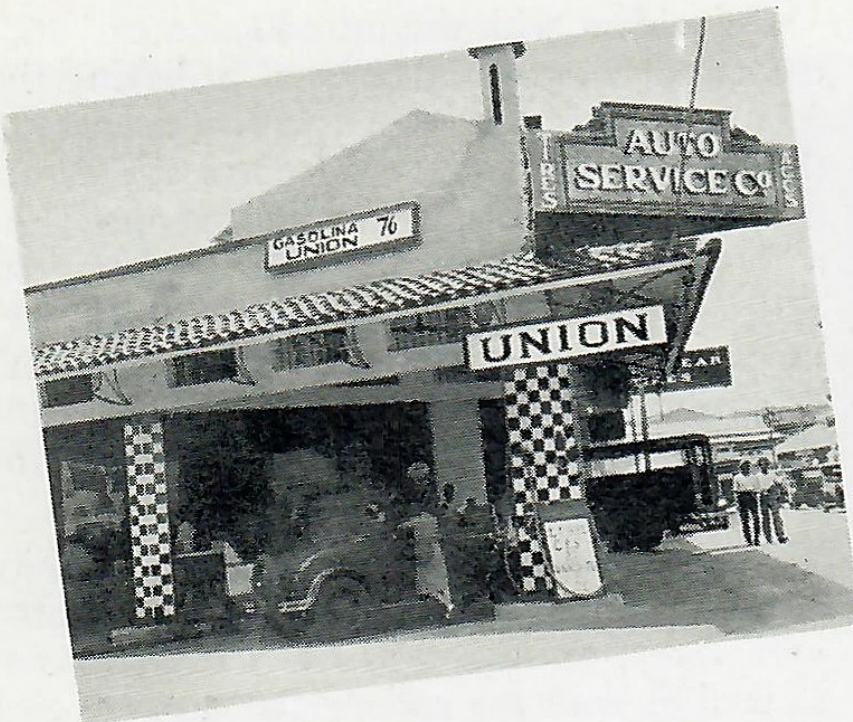
Company's headquarters for Panama, Union Oil Place, Balboa, Canal Zone.

that work was started on an eight-inch pipe line across the Isthmus from Balboa to Cristobal for handling California fuel oil from the Pacific to Atlantic side. At the same time four 37,000-barrel capacity steel storage tanks were erected at each terminal and large pumping stations and warehouses provided.

Although the original purpose of the pipe line was to move California fuel oil to the east coast, it was immediately diverted to the purpose of supplying fuel oil for the construction of the Panama Canal, and lateral lines and connections were installed to all

principal boiler plants along the line of the Canal construction. Approximately 75,000 barrels of fuel oil per month were supplied for Canal construction between 1905 and 1915, after which time the Panama Canal provided its own bulk storage and purchased its fuel oil by competitive bids.

The first office of the Union Oil Company was located on Central avenue in Panama City, but later it was found more convenient to move it to their yard at Balboa to better supervise the work. When their present Balboa plant was first occupied, it was not much more than a jungle, and the tidal



Auto Service Company's garage at H and 17th streets, Panama City, is shown at the left, and on the right is a "76" service station at Bejuco on the main road to the interior.



The recently completed Guardia super service station, finest on the Isthmus, is shown at the top. In the circle, District Manager Worsley is discussing "76" sales with woman operator at Corona. At the right is the Exposition Garage in Panama City, one of the finest in the Republic.

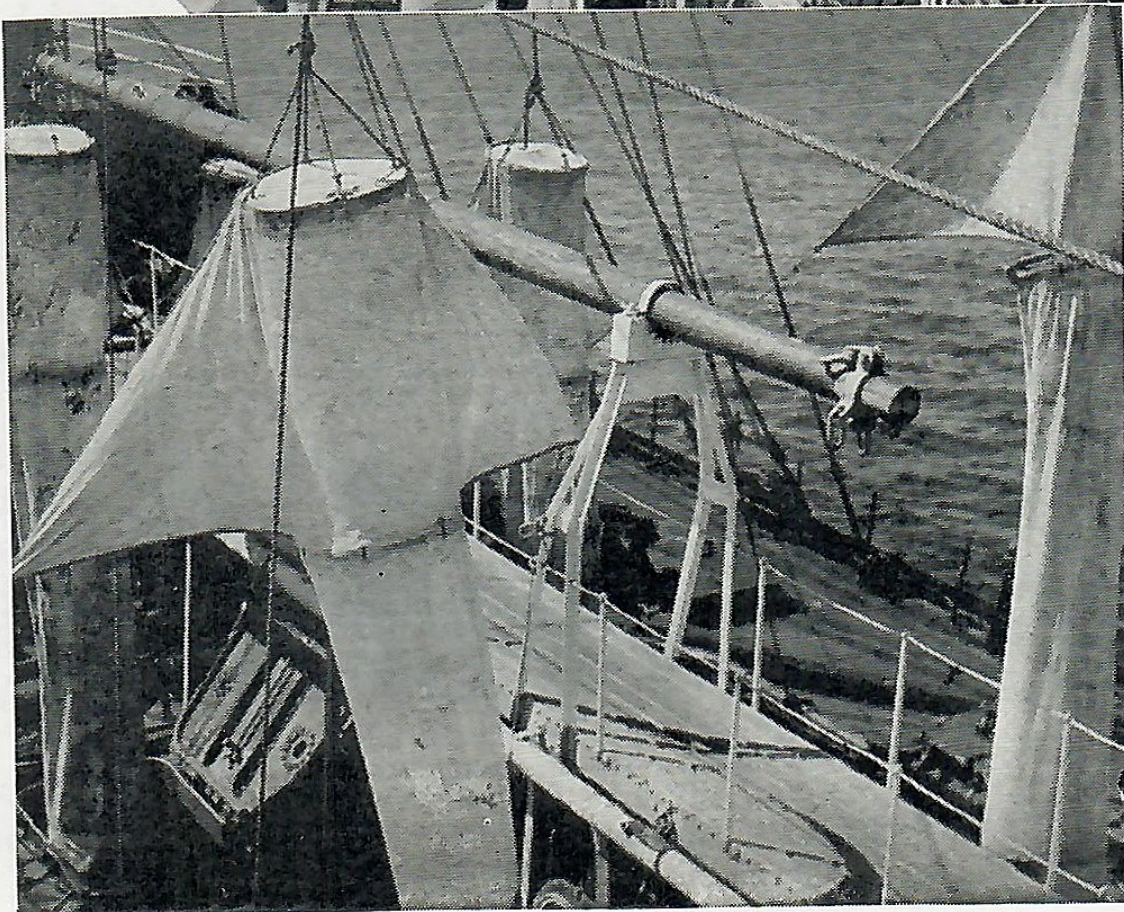
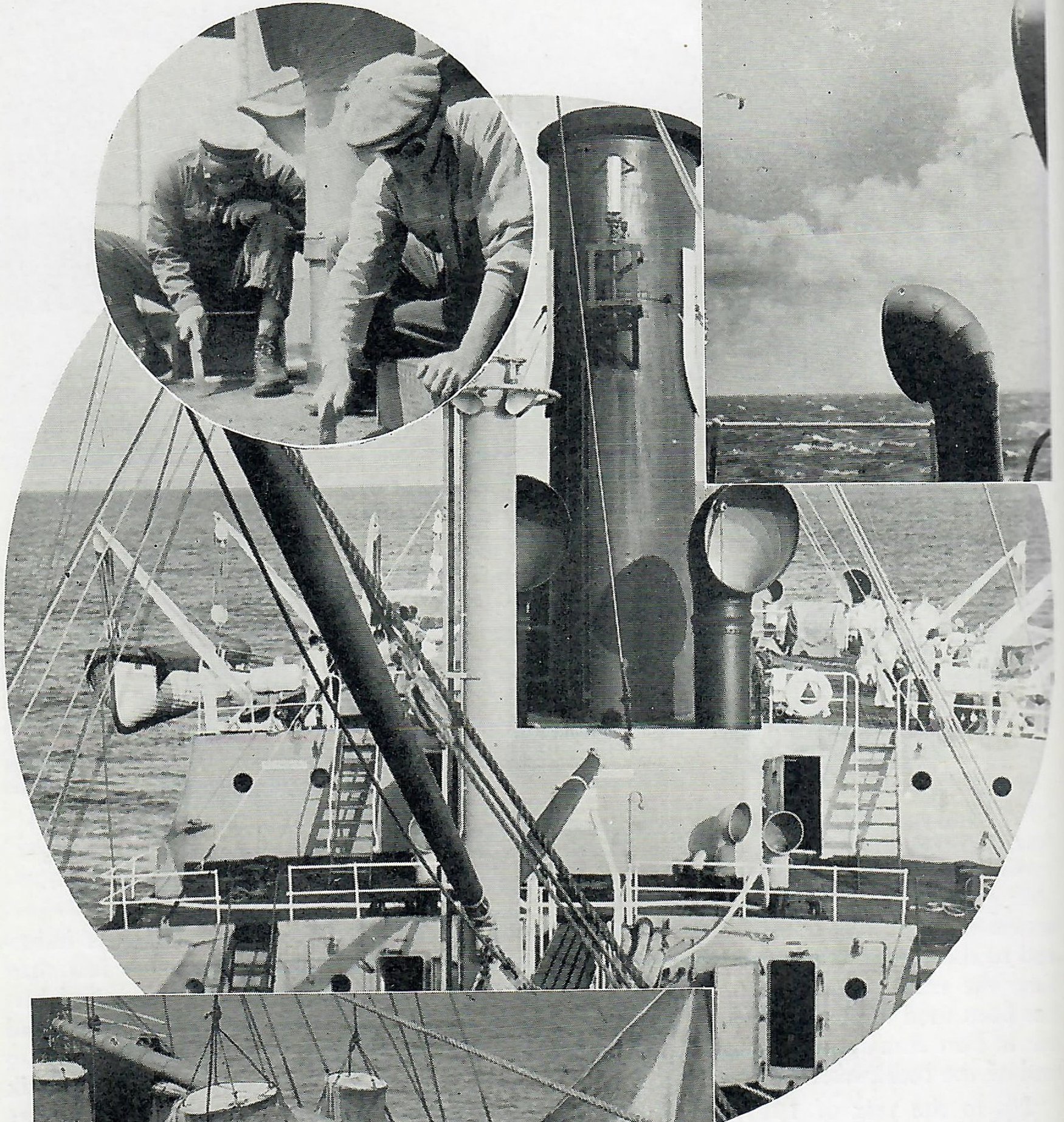
waters came up to the present La Boca road and to the edge of their grounds. Since that time the material taken from Gaillard Cut has been used to make the big fill extending out to Fort Amador and to the Islands at the end of the breakwater.

Up to the year of 1915, the Union Oil Company supplied only small deliveries of fuel oil for industrial plants in Panama City, but with the opening of the Panama Canal in 1915 came a period of rapid industrial development in Panama and fuel oil and Diesel were required to be delivered in a cheap and convenient manner to make possible this development. Early in 1915, the company brought to the Isthmus the first tank truck ever landed here—it was a five-ton White tank truck, and is still in service. With this truck, fuel oil was supplied to the electric plant, ice plant, laundry, hospital,

distilleries, bottling plants, and other industries, reducing their fuel costs to less than half and providing a much cleaner and better power for them. A storage system and tank was provided on the Market Dock to take care of small Diesel boats. Later bulk tanks were erected at Aguadulce and Chitre for fuel oil, Diesel, and gasoline, and an oil barge built and operated under the Panama flag to take care of these points. At the present time the people throughout the interior enjoy electric lights and the advantage of quick deliveries of gasoline at moderate prices due to the new installations. The fuel oil storage has made it possible for the sugar industry to continue in a prosperous condition even in the face of an impending shortage of suitable wood for fuel.

The sale of gasoline, prior to the introduction of "76," was comparatively small but now gives promise of being a major item,

Capt. E. G. Belin and one of the ship's officers, shown in the small circle, are relieving the monotony of the cruise by chipping and scaling the deck.



Scenes aboard the S.S. La Purisima homeward bound from Panama. In the large circle is a photograph of life boat drill. The bottom picture shows the wind sails set to gas-free the tanks. This is only done when the tanks are empty.

Swift Water Pilot

By W. A. SPENCE

Seattle District Office

THE bronzed face of Capt. Barrington, president of the Barrington Transportation Company and champion swift water pilot of Alaska, was creased in smiles as the Hazel B No. 2, a two-decked river boat of his own design, slid down the ways of the Marine Construction Company into the Duwamish waterway, Seattle. A new craft for a new encounter with the challenging currents of the north country.

Powered with a twin-screw Diesel engine, the new passenger and freight carrier represents the latest development in swift water craft. Her hull, as strong as steel, with the resiliency of a young sapling, is specially built to withstand the sudden encounters with the river bottom.

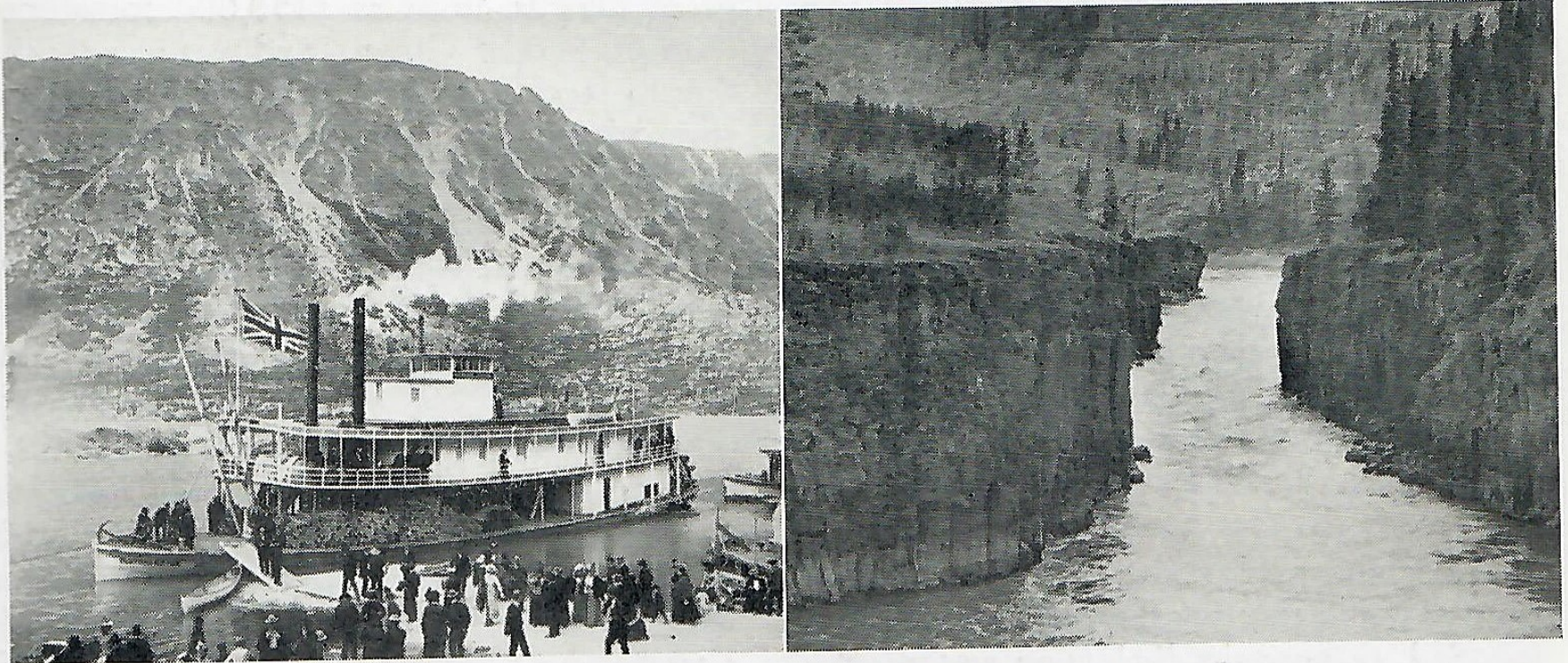
"She'll go over sand bars like an eel," Captain Syd said half aloud as the boat settled into the water.

For a time he forgot those at his side as he closely observed his new carrier, and those who attended the launching realized that he was looking beyond the still waters of the Duwamish and that already he could

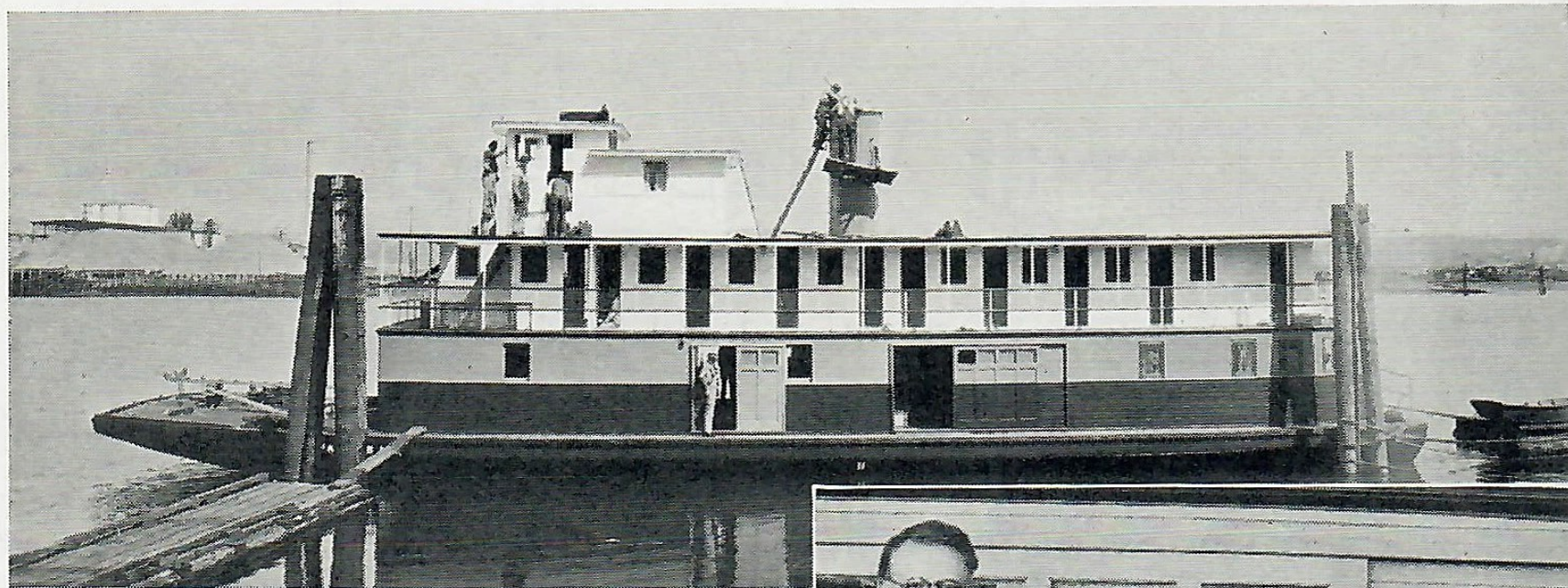
feel the grip of the swirling current of the Stikine river rapids on the hull of the Hazel B No. 2.

Captain Syd long ago could have retired on the comfortable fortune made in the river transportation service but the call of swift water is still too strong to resist. For thirty-five years he has answered the challenge of the north's swiftest navigable streams—the great Yukon, the glacier-ridden Susitna, the log-strewn and treacherous Koyukuk, the Stikine, the fastest flowing stream of them all, and has frequently been the first and often the only one to venture up many of the others.

The crowning achievement of his many river encounters, however, was the piloting of the Clifford Sifton, a double stacker, through Miles Canyon and the White Horse Rapids. That was in the '90's. The Clifford Sifton, then the largest and finest river boat in the north, had served her usefulness on Lake Bennett, due to the completion of the White Pass railroad, and her owners were anxious to get her down river. This meant



Left, the Clifford Sifton, and right, Miles Canyon, through which Capt. Syd Barrington, champion swift water pilot of Alaska, piloted the boat.



Above, the Hazel B No. 2, new river boat of the Barrington Transportation Company, receiving final touches as it lay in the Duwamish waterway of the Marine Construction Company of Seattle following its launching. At the right, from left to right, is Capt. Syd Barrington, president of the transportation company and owner and designer of the boat; Miss Mary Elizabeth Ward, sponsor at the launching; Mrs. Barrington, for whom the boat was named, and M. R. Ward, manager of the Marine Construction Company.



taking her through the Canyon and Rapids. The Canyon is a mile long and only eighty feet wide. For a greater portion of the distance sheer rock walls rise high above the boiling surface of the river.

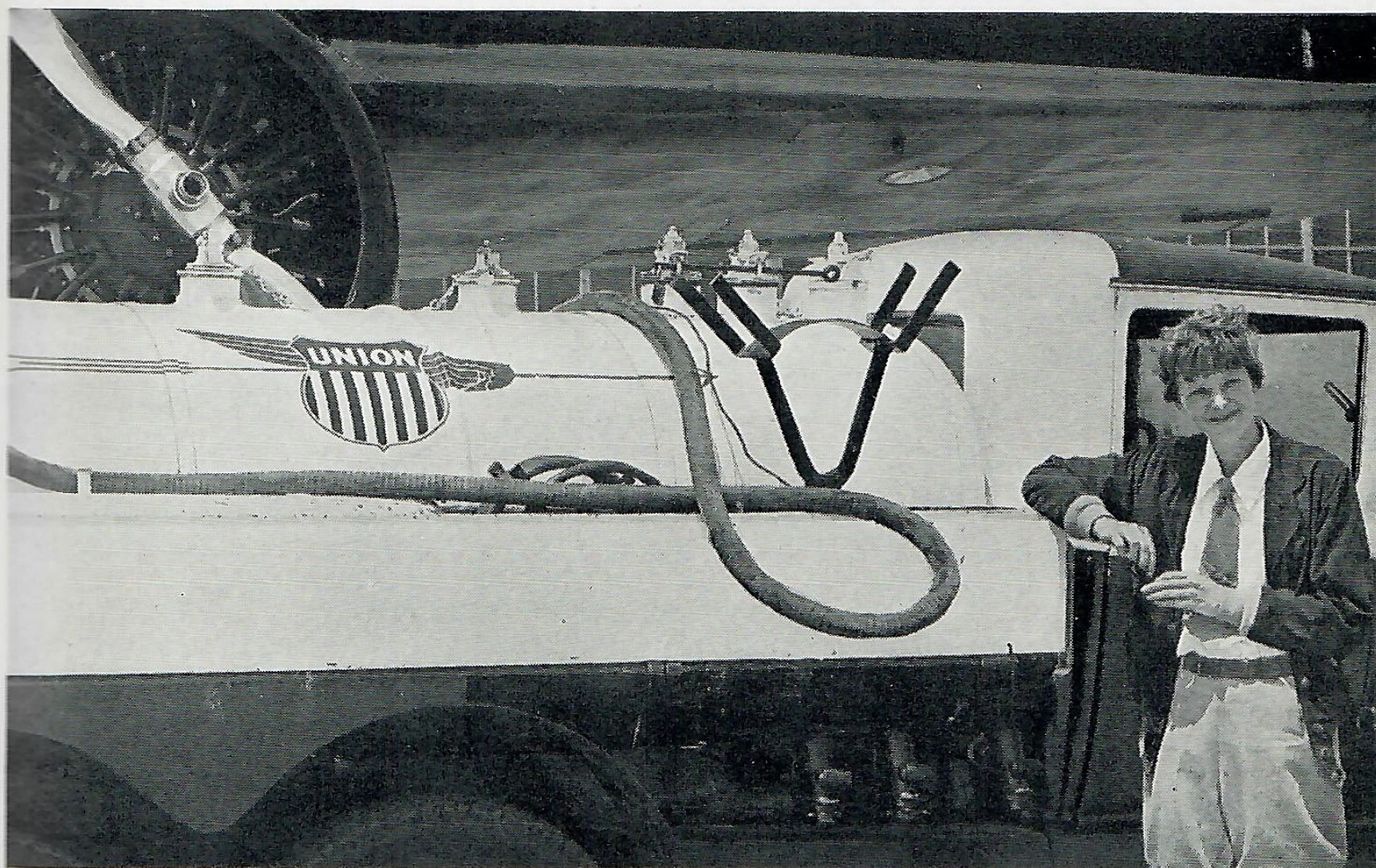
Many regarded the piloting of the big river boat down the river as suicidal, but the owners wanted her down the river and Captain Syd was the man to do it. He was well aware of the fact that if the river took control of the boat from him for an instant it would be smashed to bits against the canyon walls. Just before the start he fastened bales of hay around the steamer and then threw her wide open. Swinging around bends in the river until it almost scraped the rock walls, shooting through rapids with the speed of a canoe, the big boat negotiated the mile of canyon in just three minutes, and without a scratch. Only lightning judgment and ability to read water like a book made the feat possible.

After the gold rush was over, travelers were always eager to take passage with Captain Syd, as a certain distinction was attached to those who ventured down the Yukon on the first boat. They congregated at White

Horse, the terminal of the White Pass Railway. Nearly all laid bets on the various steamboats and the race was such a sporting event that as much as \$150,000 sometimes changed hands. Captain Syd was usually the first to reach Dawson. While following the spring breakup was dangerous, the fall run was decidedly worse, for as the sun moves south, frost sets in, tying up the source of the great river, and its channel grows shallower. Shore ice creeps out from its banks and the channel narrows, the water becoming a black crunching, clinking mass moving toward the sea.

It was through this the fall boats made their way, with every moment filled with danger. Often the ice jammed at a narrow bend in the river to finally give way with a roar and a tidal wave of ice and water. If, as often happened, a steamer was caught between two such jams, it was practically help-

Amelia Earhart Spans Continent in Record Time



Amelia Earhart (Mrs. George Palmer Putnam in other than aeronautic circles) is seen here supervising loading of her ship with Union aviation gasoline prior to her transcontinental hop last month, when she bettered the former woman's record for a Pacific to Atlantic flight by more than ten hours. Miss Earhart lifted her plane, loaded with 426 gallons of gasoline, from Los Angeles Municipal Airport at 1:11:25 p. m. July 12 and, despite a forced landing at Columbus, Ohio, landed at Newark, N. J., port the following day at noon. The Lockheed Vega which Miss Earhart flew on the transcontinental flight was the same in which she spanned the Atlantic. As in that epochal flight, Miss Earhart flew alone. Her elapsed time for the trip was 19 hours, 14 minutes, and 10 seconds, within an hour of Frank Hawks' record which has stood since 1929.

Swift Water Pilot

(Continued)

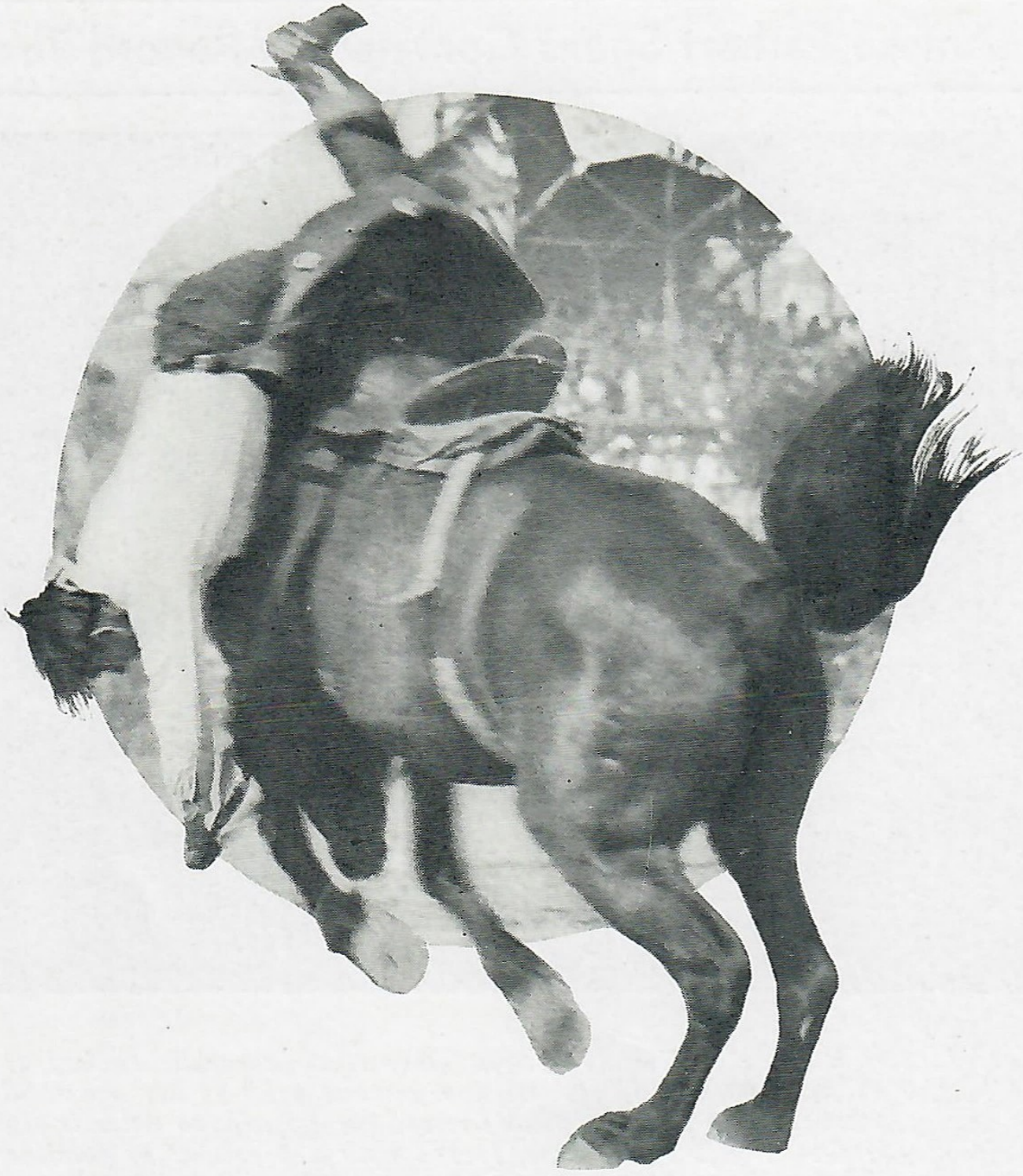
less and should the upper one give way first, the ship was crushed like an egg shell. Captain Syd says that he has been caught in this manner on three different occasions, but was successful in each instance in working his craft into a side slough until the ice jams had cleared.

For the past sixteen years Captain Syd has been operating a fleet of gasoline craft, similar in design to the one just launched, on the Stikine, one of the most picturesque rivers in Alaska. It runs through the rich Cassiar gold country, a wild and mountainous region, unspoiled by man. Grizzlies, moose and mountain goats can be seen

from the deck of the steamer as she makes her way up the river.

"She's different from the others," says Captain Syd, "the Yukon, for instance, is really a sluggish stream compared to the Stikine, and because of the continually changing channel, we dare not take our eyes from the water for one minute."

Captain Syd uses Union Oil products in all his boats, taking his supplies from the Wrangell Marine Station in southeastern Alaska. His new ship, the Hazel B No. 2, was stocked with Union products at the Company's Seattle marine terminal for the trip north.



The Pendleton Round-Up

THE CALL to the Twenty-third Annual Pendleton Round-Up, the Olympic Games of Western rodeos, has been sounded, and already the best "top hands" of the country are preparing for their trek to the little Eastern Oregon city where the "Old West" will live again for the three-day period, September 8 to 10, inclusive.

Most of the visitors to the celebration, even from the ranch country, will arrive in automobiles, but once within the portals of Pendleton they will be whirled back to the days of primitive transportation when the Western empire was still in the making.



The West still belonged to the redman when this 100-year-old squaw . . . a veteran of many Round-Ups, first began her life in a tepee.

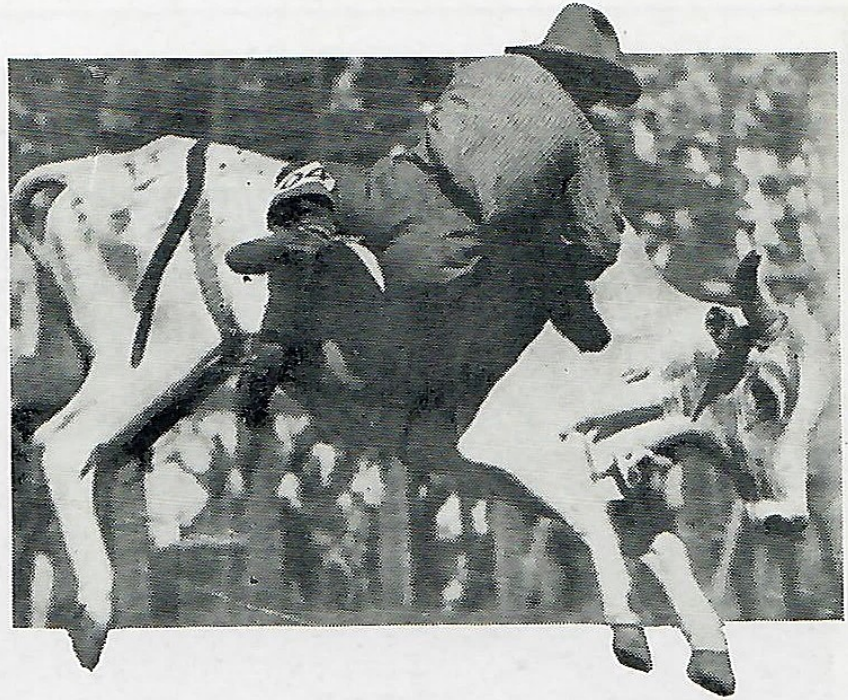
Two thousand Indians from Umatilla, Walla Walla, Bannock, Nez Perce and Yakima tribes, dressed in their tribal raiment and wearing the legacies of generations, will provide the background for the pioneer atmosphere. They will have their own village of more than 100 tepees.

The program of the Round-Up itself includes horse races, stage coach races, Indian war-bonnet races, squaw races, pony express races, relay races, bronco riding, steer roping, steer bulldogging, bare-back riding. The performers will be champions from every part of the West.

With true Western hospitality, the residents of Pendleton welcome all to their city.



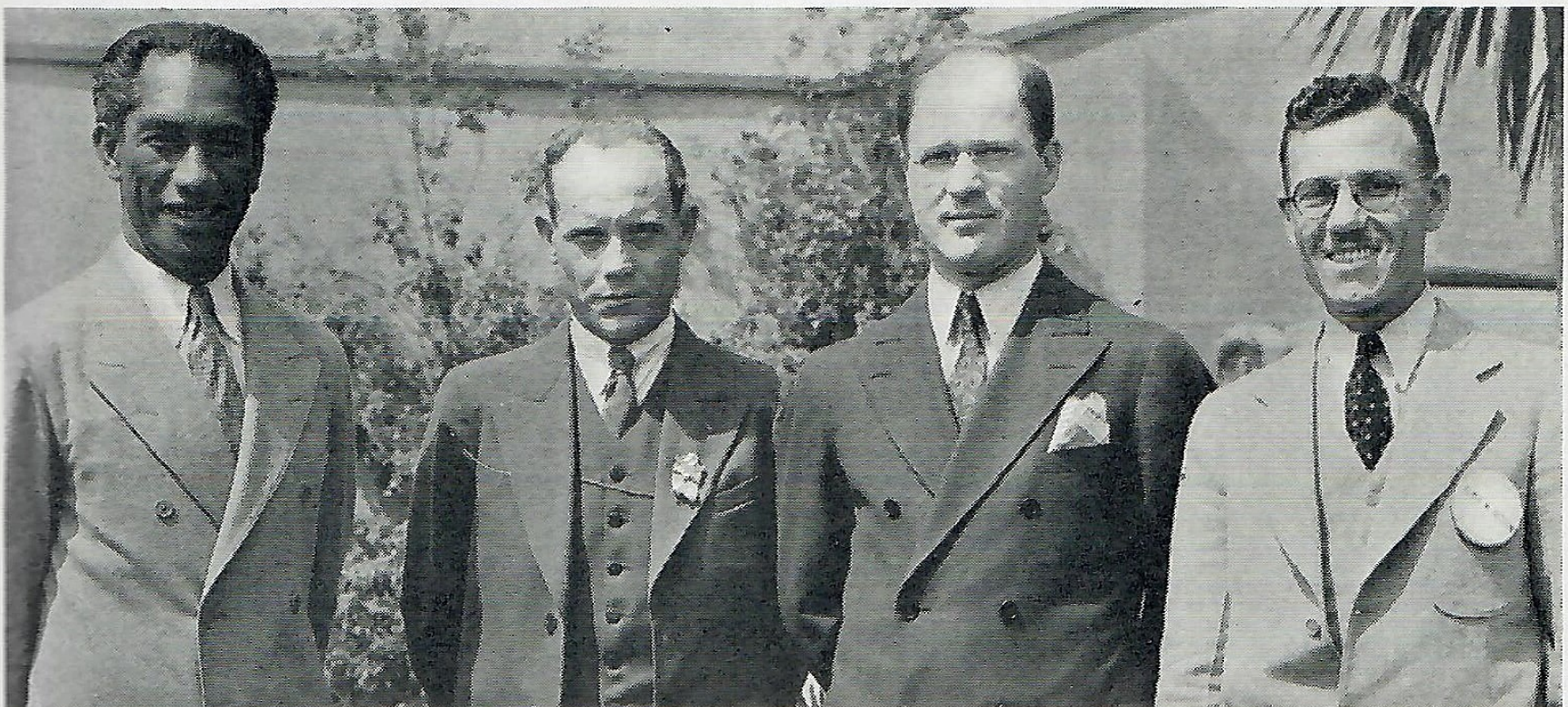
This young Indian is wearing the ceremonial head-dress of his tribe.



Steer riding is an art which few cowhands have mastered.

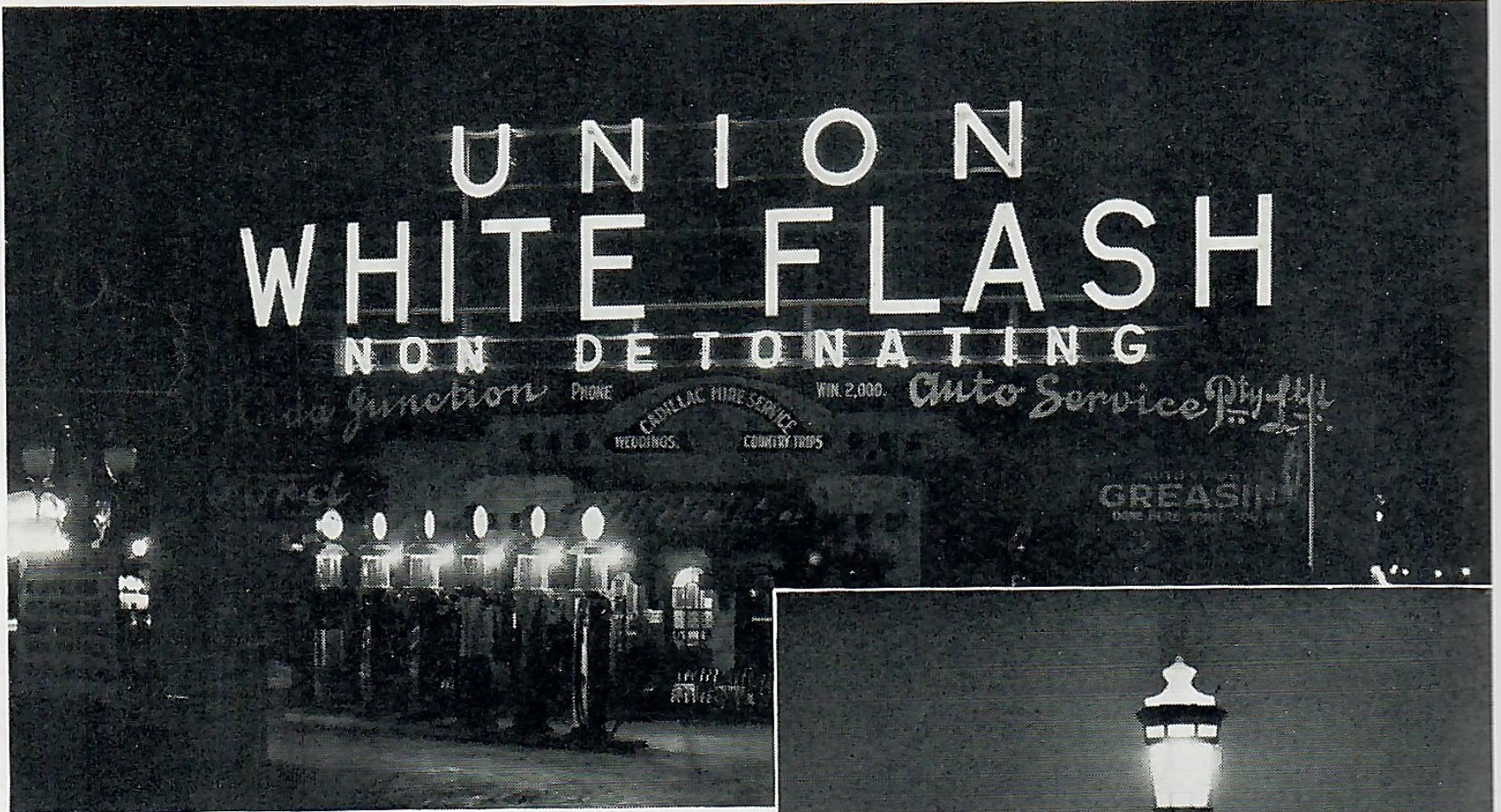
Their's is the last big event of the summer season in the Pacific Coast states, and they declare the visitors from the Mid-West and East cannot go home and say they have seen the West until they have seen the Round-Up.

When Breakfast Club Entertained Fast Company

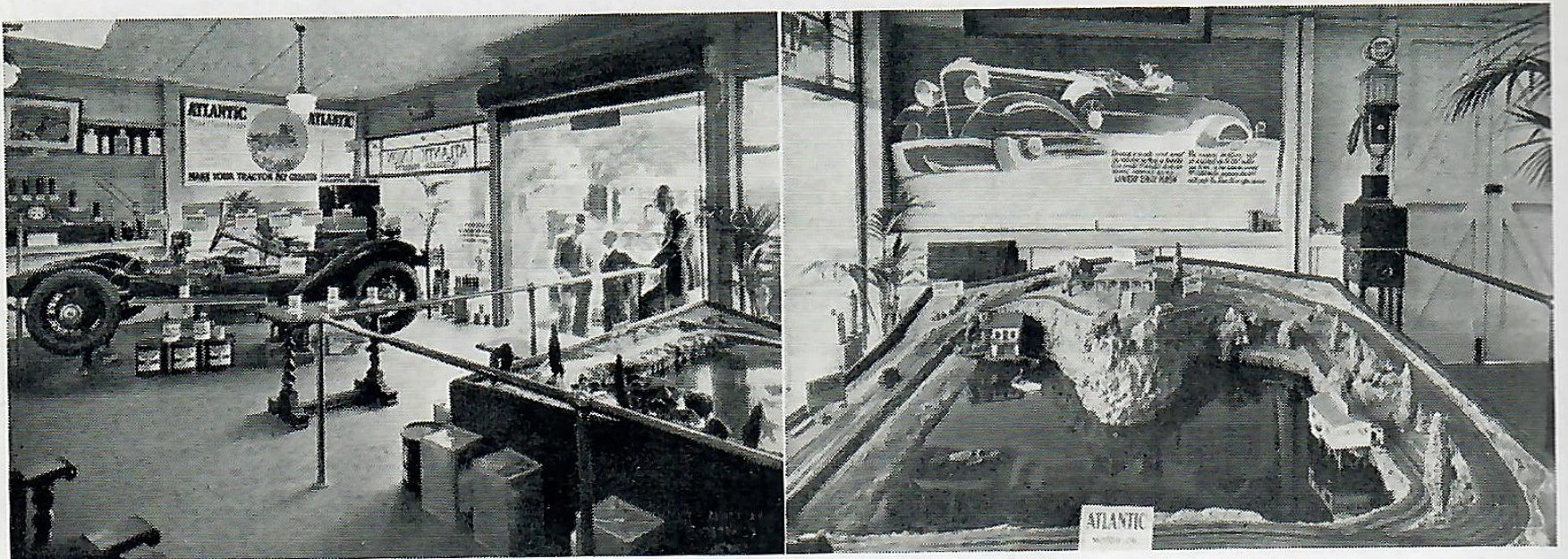
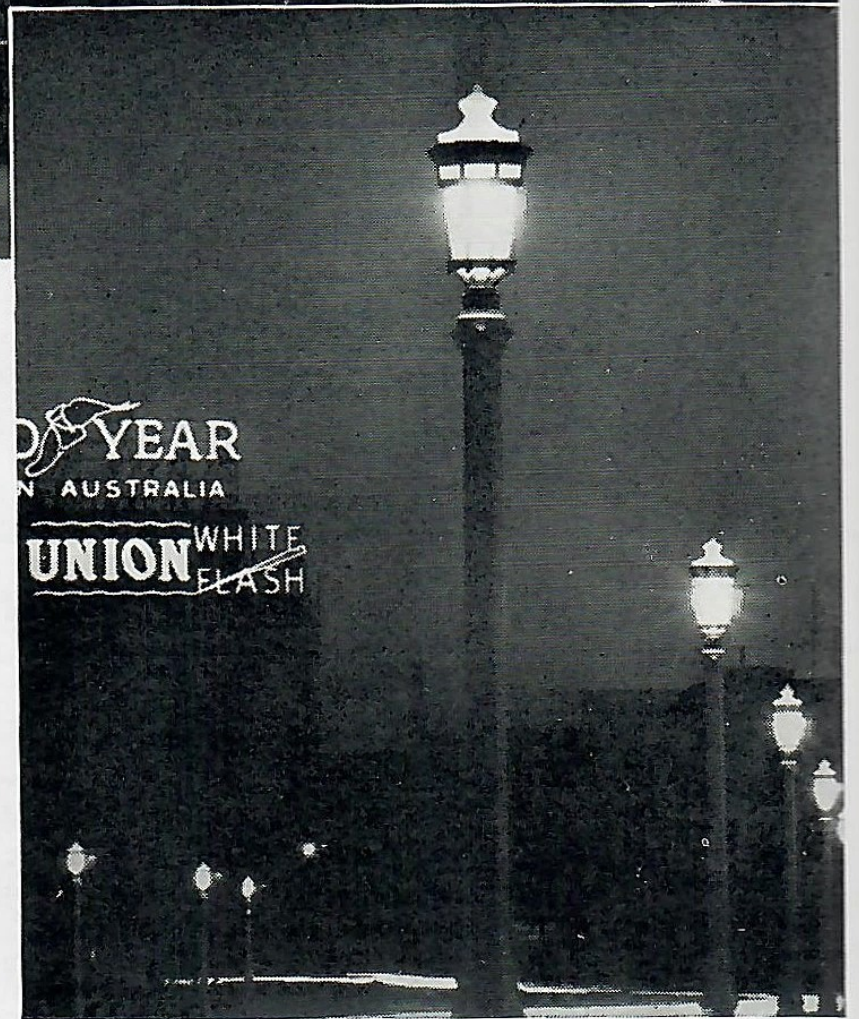


E. W. Hutton, manager lubricating oil sales, Union Oil Company, (extreme right) and three distinguished Olympic athletes at Breakfast Club, Los Angeles. From left to right, Duke Kahanamoku, a contestant in three Olympic Games; Paavo Nurmi, "Phantom Finn," greatest distance runner of all time; Avery Brundage, president of the A. A. U., a member of the American Olympic National Committee, a contestant in the pentathlon and decathlon in 1912, and all-around American champion in 1913, and Mr. Hutton.

Telling the Australians in Neon



Two of the prominent Neon signs that remind Australia motorists by night of the virtues of "Union White Flash" gasoline marketed by the Atlantic Union Oil Company, Ltd., are shown here. The one at the top is in three colors, red, white and blue, and is located at St. Kilda Junction, Melbourne, Victoria, where five roads converge. It is 66 feet wide and 22 feet high. The sign at the right, also in three colors, catches the head-on motor traffic leaving the new Sydney Harbour bridge. "Union" is in double-run red tubing nine feet high. The words "White Flash" are made up of single run blue tubing six feet high, while the symbol is outlined in white neon. The word "Union" is stationary, but the symbol and "White Flash" are intermittent.



Atlantic Union exhibit at the Royal Agricultural Show in Sydney. That portion of the exhibit featuring lubricants is shown in the left photograph, while on the right is miniature lake and highway on which mechanically operated cars moved at varying speeds.

Employees' Benefit Plan Report

MORE than two years have now elapsed since the Employees' Benefit Plan was revised on March 1, 1930, and put on a self-supporting basis, and the premiums increased from \$1.00 to \$2.00 and the maximum medical benefit allowance raised from \$250.00 to \$500.00.

The present Administrators of the Plan, whose names and positions are shown below, are now able to publish the figures which have been audited by Price, Waterhouse & Company, showing in brief the financial reports of the operations of the Plan from March 1, 1930, to December 31, 1931:

Collections	- - - -	\$269,828.84
Interest	- - - -	1,644.76
		<hr/>
		\$271,473.60
Disbursements	- - - -	\$244,864.12
		<hr/>
Balance in Fund		
Dec. 31, 1931	- - - -	\$ 26,609.48

- A. C. RUBEL, Manager of Field Operations, Chairman.
- GERALD G. BLUE, Manager Insurance & Personnel, Vice-Chairman.
- L. G. METCALF, Manager of Refineries.
- GEO. F. PRUSSING, Safety Engineer.
- A. C. STEWART, Manager of Specialty Sales.

C. M. Nelson is secretary of the Plan and Hubert C. Ferry acts as legal adviser to the Administrators.

The \$26,609.48 surplus, as of December 31, 1931, is held in reserve to take care of any extra expense in case of a serious epidemic, such as has been experienced in past years. No increase in the current rate of deduction is contemplated at the present time.

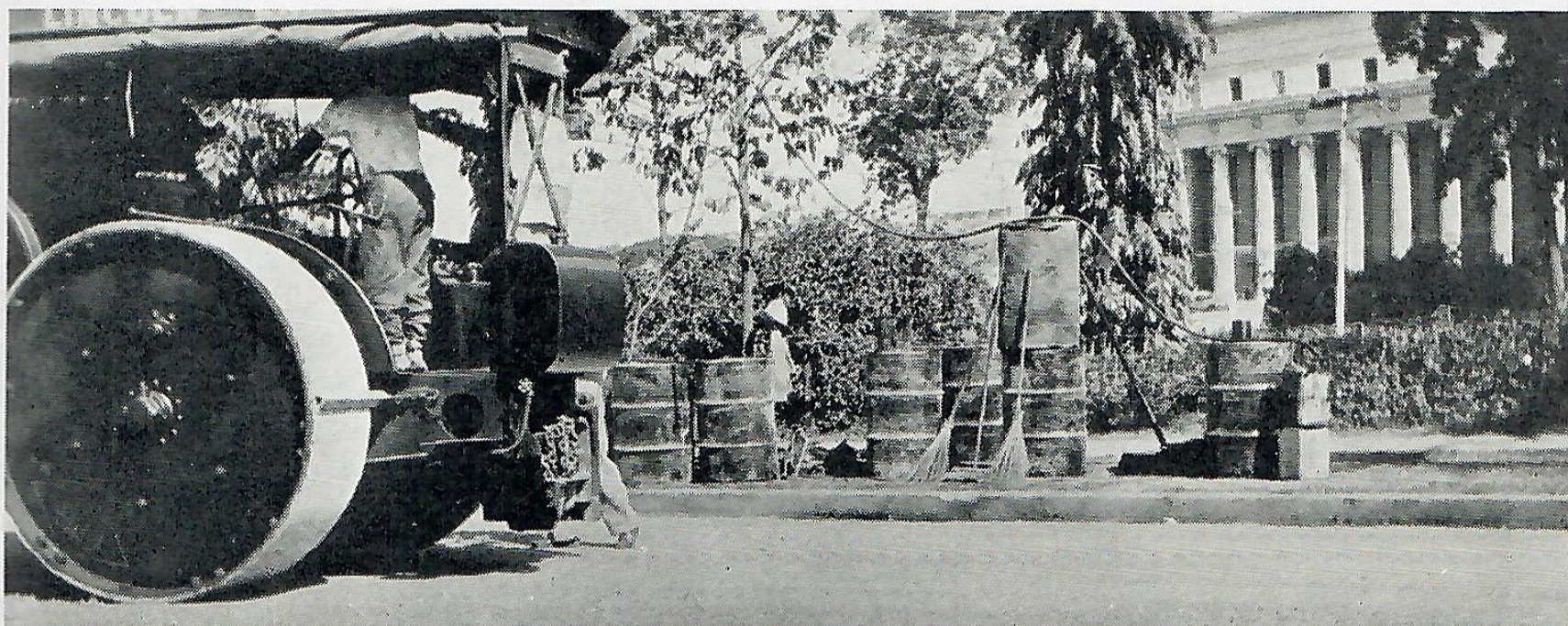
The number of cases that have exceeded the maximum allowance of \$500.00 for the period shown above is 39. The average number of cases handled per month is 485, with an approximate cost of \$23.00 a case.

From March 1, 1930, to December 31, 1931, 10,670 authorizations for medical attention were issued to employee members. The present medical panel consists of 679 physicians and surgeons, and includes specialists in all lines for consulting service. They are located throughout the areas in which the company operates.

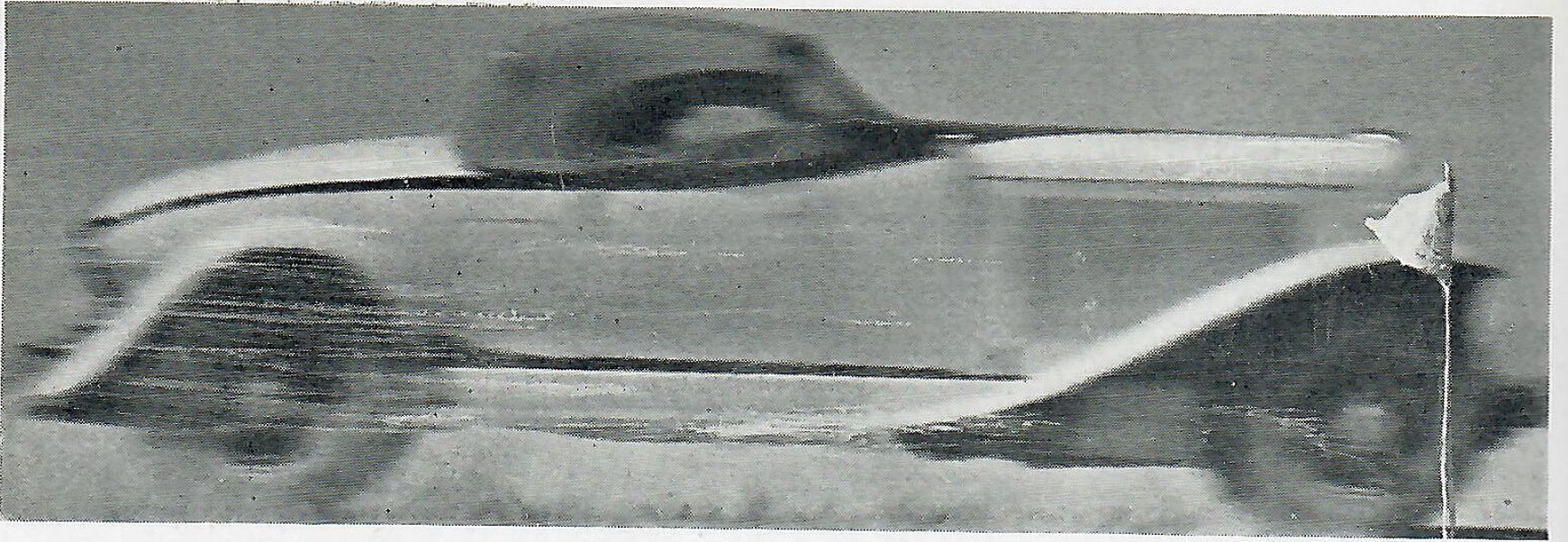
Every employee can rest assured the Board of Administrators will see to it that he or she is treated with fairness in the adjustment of any claim which may arise. Any suggestions or complaints from employee members of the Fund will be welcomed by the Board at any time, and a full explanation given for any decision arrived at.

Each employee member should see that he receives a copy of the booklet describing the benefits to which he is entitled under the Plan, in order that he or she may be fully advised as to the Plan's policy in taking care of sick or injured employees.

Union Asphalt Used In Paving Manila Streets



The Bureau of Supply, Philippine Islands, has been using Union asphalt during the past year in the construction of Manila boulevards and Provincial highways. Above shows one of the streets under construction. The building in the background is the new Manila postoffice.



Making speed history—a 12-cylinder Auburn roadster driven through the flying mile at 100.7746 miles per hour.

New Speed Laurels Won by "76"

TWO 12-cylinder Auburn stock cars, a roadster and brougham, fueled with Union "76" gasoline, last month added thirteen new speed and five hill-climbing records to the 26, Class B, American stock car marks they established in June at Muroc Dry Lake, and, in addition, bettered virtually every one of the 26 June records from two to five and one-half miles an hour.

This record-breaking performance, never before equalled, gives the two stock Auburns 44 new records, and has wiped from the American Automobile Association record books every mark from one kilometer to 500 miles in Class B.

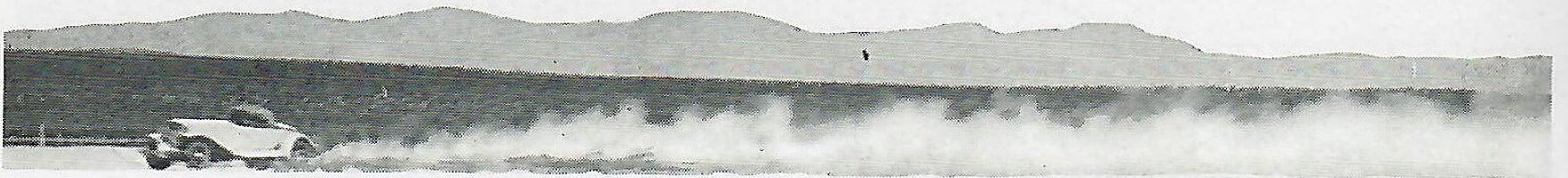
Of the records established, the most outstanding performance was in the flying mile event in which the roadster set a new mark of 100.7746 miles per hour. This bettered by 5.6656 miles per hour the record made by the roadster in the same event a few weeks before, and exceeded by approximately 9 miles an hour the record formerly held by Studebaker. The same car turned 100 miles at an average speed of 92.157 m.p.h., which is more than a half mile an hour faster than the previous record for one mile.

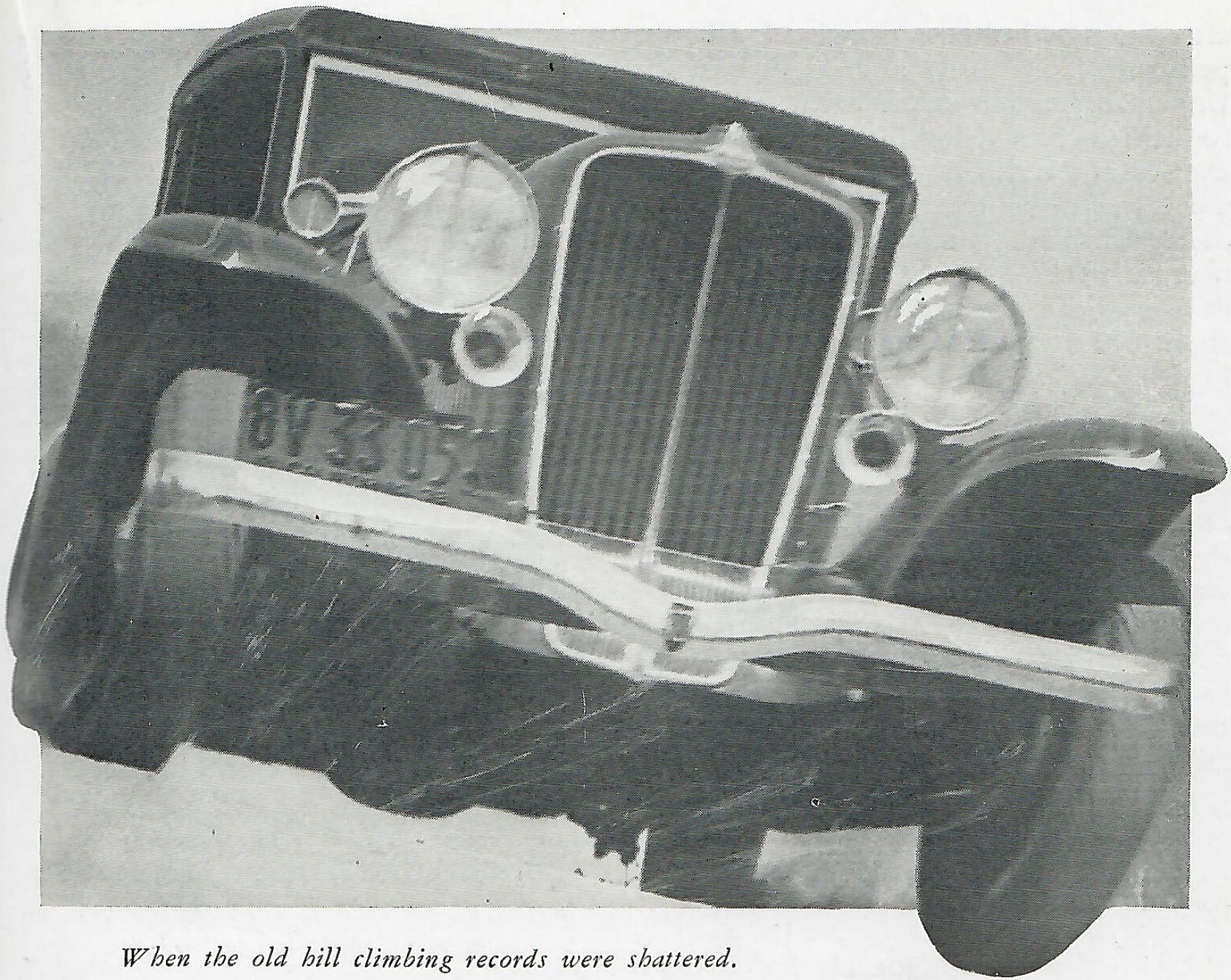
In the flying mile, the brougham estab-

lished a speed of 92.6603, which is a mile an hour faster than the old open car mark.

While the records made by the two Auburns are listed in the Class B division, due to the piston displacement of the cars, they represent the fastest time ever made by strictly stock cars. The automobiles listed in Class A, which is the largest of the stock car group, have larger piston displacements, but as yet they have established no records comparable with those made by the two Union fueled and lubricated Auburns.

The high gear hill-climbing marks were established on the famous Camp Baldy grade, Hollo Hill, City Creek, Wrightwood Camp, and Waterman Canyon roads. The brougham was nosed up the 15/100 of a mile dirt road on Hollo Hill, where the grade is 22 per cent, in 25.75 seconds, surpassing the former accepted mark by 2.45 seconds. In the climb up City Creek grade, during which the change in altitude amounted to 4000 feet, the 10.4 miles were negotiated in 21 minutes, 35.7 seconds. This test was in high gear, and bettered by 2 minutes, 34.3 seconds the former record. The Wrightwood Camp road, 8.2 miles long, on which the gradient is approximately 9 per cent throughout, was covered in 8 minutes, 22.7

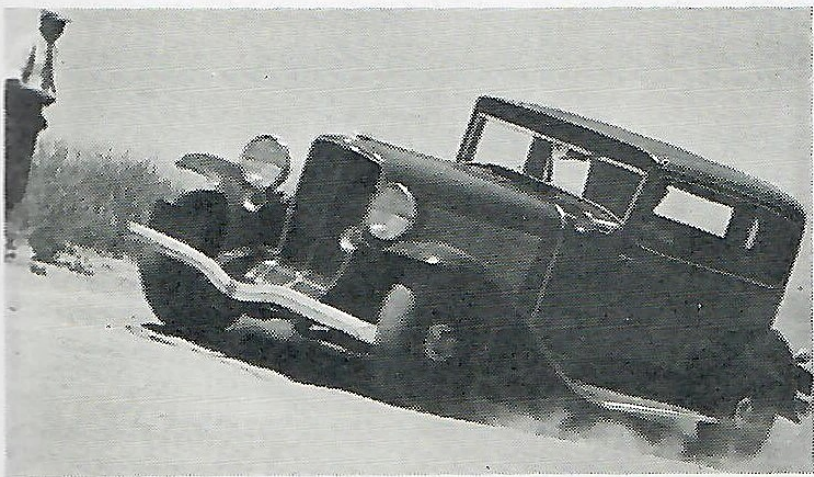




When the old hill climbing records were shattered.

seconds. The former mark was bettered by 21 seconds.

On the famous Mt. Baldy grade, 7.1 miles long, with a difference in elevation between the start and finish of 2500 feet, the climb was made in both high gear and through the gears. The high gear run was completed in 8 minutes, 54.5 seconds, to surpass the former record by 18.9 seconds. Going through the gears, the Auburn roadster covered the distance in 8 minutes, 44.25 seconds to clip 27 seconds off the old Studebaker mark.



Taking a sharp turn in high on the Hollo Hill Road.

Two runs were made on the Waterman Canyon test. The first, from Arrowhead Arch to Crestline, a distance of 9.2 miles, was made in high gear in 12 minutes, 14.75 seconds. The former record for this climb was 15 minutes, 17.2 seconds. The Auburn brougham traversed the distance from Rustic Inn to Crestline in 13 minutes, 42.1 seconds to excel the previous record by nearly 4 minutes.

Of the 44 new records established, 18 were made by the Auburn roadster and 26 by the brougham. In both instances the car was strictly stock and certified as such by American Automobile Association officials, under whose supervision the entire series of runs were conducted.

Union 76 gasoline was used exclusively, as were Union lubricants. That both were strictly stock commodities was attested to by A. A. A. officials, who supervised all fueling operations.

"We were particularly pleased with the fact that we were able to establish the new records with a non-premium gasoline, available to every motorist," said Eddie Miller

after the runs had been completed. "I have personally been made a great booster for Union 76 gasoline as the result of its performance in both the roadster and brougham. Even with the cars running wide open, and the atmospheric temperature around 105, there was no pre-ignition in the engines, and never a knock. I consider the 500 mile run, during which the thermometer registered above 100 degrees most of the time, a grueling test for the car, the fuel and the lubricants."

Most of the records broken by the Auburn cars were established last November at Muroc Dry Lake by a Union fueled Studebaker President Eight convertible roadster, powered with an engine having an optional high compression head of 7 to 1. The Auburn cars with which the new records were set had compression ratios of 5.75 to 1; gear ratios of 3.4 to 1, and brake horsepower rating of 160.

Following is a complete tabulation of the new speed records:

Auburn—Open Car

	New Records M.P.H.	Previous Records M.P.H.
Standing 1 Kilo.....	59.3965	58.9364
Standing 1 Mile.....	67.0306	66.6321
Flying Kilo.....	100.7400	91.6212
" Mile.....	100.7746	91.7936
" 5 Kilo.....	98.7506	90.9299
" 5 Mile.....	98.7356	90.744
" 10 Mile.....	92.707	90.7029
" 25 Mile.....	92.564	90.613
" 50 Mile.....	92.2699	90.4818
" 75 Mile.....	92.265	.....
1 Hour.....	92.205	90.3559
100 Miles.....	92.157	90.3551
200 Miles.....	90.5077	.....
250 Miles.....	89.6162	.....
3 Hour.....	89.1826	87.083
300 Miles.....	89.6033	.....
400 Miles.....	89.0056	.....
500 Miles.....	88.9537	86.617

Auburn—Closed Car

	New Records M.P.H.	Previous Records M.P.H.
Standing Kilo.....	58.2868	56.403
Standing Mile.....	66.7866	64.487
2nd Gear Flying Mile— Low Axel.....	60.2970	.....
2nd Gear Flying Mile— High Axel.....	81.4296	.....
Flying Kilo.....	92.7291	90.199
" Mile.....	92.6603	90.282



Fueling the roadster during one of the pit stops. Earl Cooper, test engineer for the company, is manning the gasoline container while Eddie Miller, right, the driver, steadies the funnel. George Stephenson, left, 3-A technical supervisor is observing the fuel as required under 3-A regulations.

CLOSED CAR (Continued)

	New Records M.P.H.	Previous Records M.P.H.
" 5 Kilo.....	91.3034	88.816
" 5 Mile.....	91.2696	88.151
10 Mile.....	86.8971	71.599
25 Mile.....	87.0554	.....
50 Mile.....	87.0792	72.568
75 Mile.....	86.8826	.....
1 Hour.....	86.774	72.685
100 Miles.....	86.6856	72.819
200 Miles.....	84.2821	.....
250 Miles.....	83.6875	.....
3 Hours.....	83.6968	71.620
300 Miles.....	83.9161	.....
400 Miles.....	82.8836	.....
6 Hours.....	82.7101	72.15
500 Miles.....	82.7174	72.36

Kept Motor Cool

Twelve hundred miles of mountain driving in British Columbia and Eastern Washington proved to a commercial traveler of Aldergrove, B. C., that the new blended Motoreze would stand up under the severest punishment. Included in the long trip was a 14-mile pull up the Anarchist Mountain grade, and, according to the British Columbian, Motoreze kept his 1928 Studebaker Commander Six running cooler than any oil he had previously used.



Service Emblem Awards

JULY saw the completion of twenty years of uninterrupted service in the employ of the Union Oil Company for Miss Agnes F. Davis, George L. Johnson, and Jesse G. Marshall. During the same period, ten employees of the company joined the ranks of those who have devoted fifteen years service to the company and twenty-one rounded out their first decade under the Union Oil banner.

Miss Agnes Davis was first employed in the Los Angeles office as stenographer in the Comptroller's department, where she remained for two years. In 1914 she was transferred to the Field department in the head office as stenographer and clerk, in which position she served for seven years. From 1921 until 1930 she filled the capacity of timekeeper, first at Coalinga and later at Maricopa. For the past two years she has worked in the district accountant's office in Santa Fe Springs.

While G. L. Johnson's period of continuous service with the company had its inception in the year 1912, actually his first job dates back to 1898 when he went to work building rigs in the Santa Paula field. Following a short time spent with the Santa Paula Hardware Company, Johnson again entered the employ of the company as rig builder at Brea Canyon. This was in 1900. There he worked on the first rig for rotary drilling erected in the state. From Brea, Johnson went to

ward he was transferred to the Santa Maria field where he has since worked through the jobs of tool-dresser, driller, pumper, yardman at the compressor plant, and is now engaged as stillman at the compressor plant.

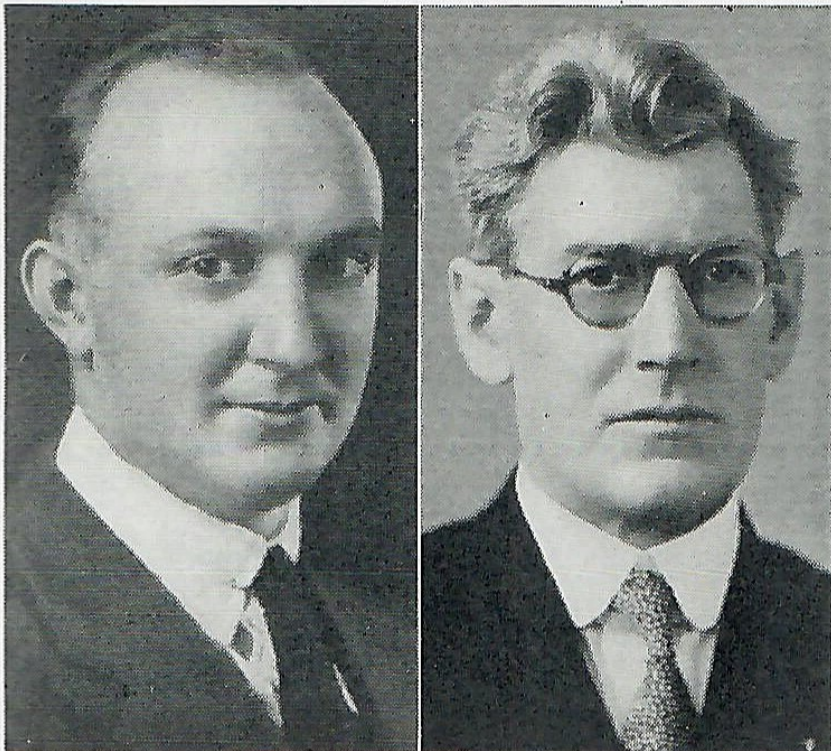
The same year in which Jesse Marshall came to California he was employed by the Union Oil Company in the cooperage shop at the Maltha refinery, where he served for four years. In 1916 he enlisted in the National Guard and saw service on the Mexican Punitive Expedition. In 1917 he enlisted in the Regular Army and was transferred to France, serving with the famous 91st Division. He returned to Maltha in 1919 and within a short time was moved to the Los Angeles refinery as treater. With the opening of the cracking plant in 1926, Marshall was made stillman. Qualifications demonstrated in that position were responsible for his immediate elevation to foreman, the position which he now holds.

Fifteen Years

Brown, R. N.....	Southern Division
Campbell, Edward M.....	Portland
Cargile, James L.....	Oleum Refinery
Gray, Wm. H.....	Head Office
Hand, Clarence R.....	San Diego
Hardman, Claude J.....	Northern Division
Lohmeyer, Lester J.....	Los Angeles
Loyd, Frank L.....	Ventura
Metcalf, Lester G.....	Head Office
Sovick, Bernard.....	S. S. Cathwood

Ten Years

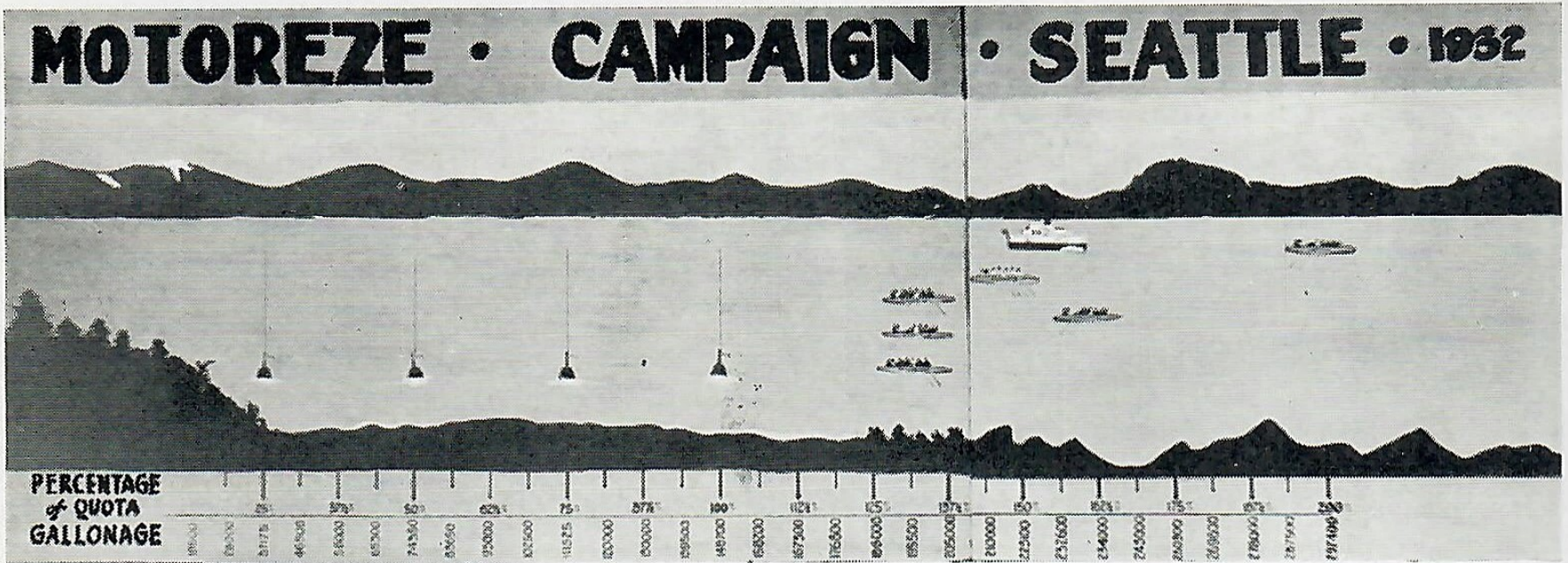
Andrews, Earl L.....	Northern Division—P.P.L.
Balcom, Raymond J.....	Vancouver
Blackmore, Clifford F.....	Southern Division
Blumel, W.	Marine
Carman, George A.....	Oakland
Carlson, Frank H. (Atlantic U. O. Co.).....	Australia
Clarke, A. Stanley.....	Southern Division
Clarke, Philip S.....	Oleum Refinery
Fawcett, Edwin J.....	Los Angeles
Fitton, Roland.....	Fresno
Honeycutt, Wallace J.....	Southern Division
Houx, Orrin D.....	San Francisco
Johnson, Willis F.....	Southern Division
Kerin, Walter J.....	Southern Division
Kilian, John.....	Southern Division
King, Adrian K.....	Southern Division
Marcos, Miguel R.....	Oleum Refinery
Mills, Byron E. (Atlantic U. O. Co.).....	Australia
Morris, George Raymond.....	Southern Division
Morrison, Wm. E.....	Northern Division
Neylon, Harold.....	Oleum Refinery
Olney, Silas W.....	Oleum Refinery
Rose, Wm.....	San Francisco
Scott, Alice F.....	Los Angeles
Shafer, John L.....	Oleum Refinery
Shell, Hugh T.....	Los Angeles Refinery



Jesse G. Marshall

Geo. L. Johnson

Kern River field and built rigs on the Claremont lease. After a short time out of the service he assisted in laying pipe lines from Los Angeles Canyon to Norwalk. F. F. Hill, now director of plant to Norwalk and Wilmington and from Brea production, re-employed Johnson ten years later in 1912, to build rigs at Brea Canyon. Shortly after-



Promotion of a competitive spirit among the special agencies in the Seattle district during the oil sales campaign was accomplished through a chart, depicting a crew race, a photograph of which is shown above. The chart was approximately 15 feet long and 4 feet high.

Oakland District First in Oil Sales Campaign

Exceeding its quota of Motoreze sales by 108.3 per cent and its total motor oil sales by 156.9 per cent, the Oakland District finished first in the oil sales competition for June, followed closely by Seattle and Spokane.

The relative standing of the districts in percentage of gain in relation to the quotas at the close of the contest was as follows:

District	Motoreze Rank	Total Motor Oils Rank
OAKLAND	1	1
SEATTLE	2	2
SPOKANE	3	7
SACRAMENTO	4	8
SAN FRANCISCO	5	3
FRESNO	6	5
PHOENIX	7	4
LOS ANGELES	8	6
SAN DIEGO	9	10
PORTLAND	10	9

The first five districts in the Motoreze campaign all sold more than 100 per cent of their quotas, and in total motor oil sales every district exceeded by a wide margin the quota established for the month. The average for all districts for Motoreze was 102 per cent and for total motor oils 148.3 per cent.

Cash prizes amounting to \$1000 were distributed equally among the districts finishing among the first five in the Motoreze drive.

Waterfall Hand Ball Champ

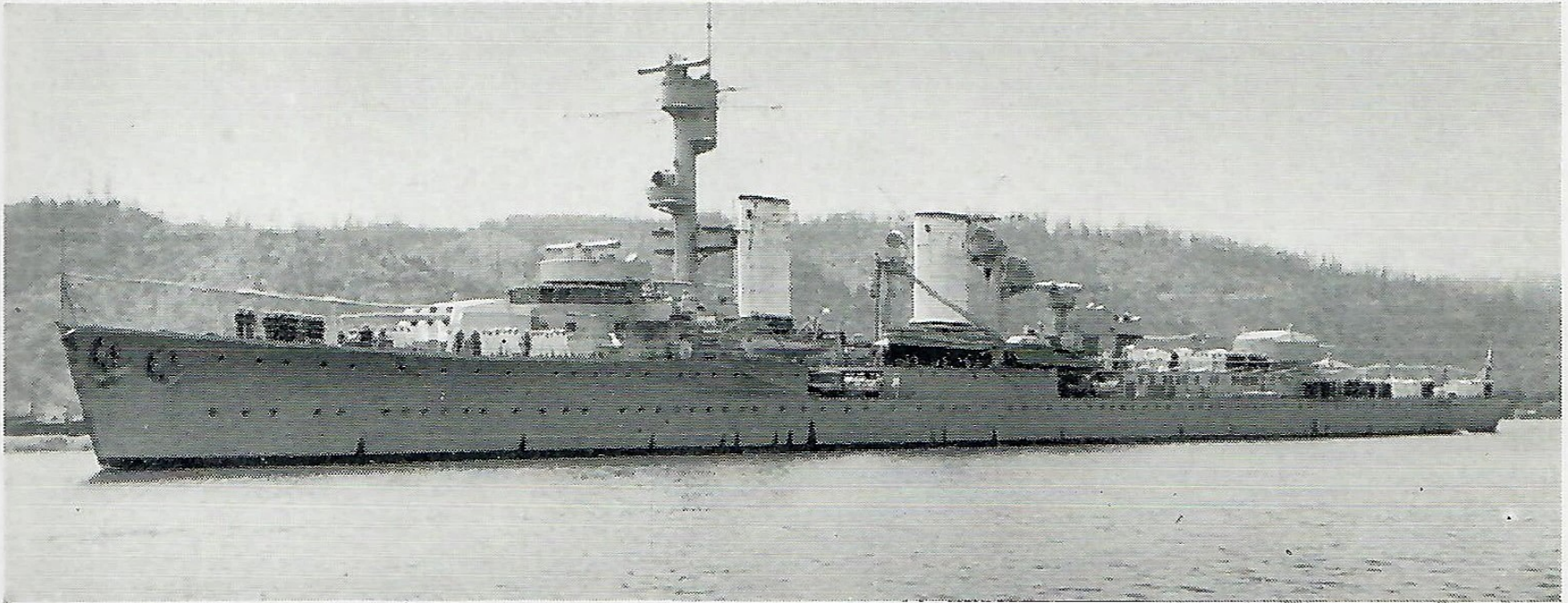
Louis Waterfall, Geological department employee, last month won the first company squash hand ball tournament by taking a close series of games from A. C. Rubel, runner up. Sixteen contestants participated in the tournament, the first in this sport held within the employee ranks.

Seattle First Lady Tests Union Solvent

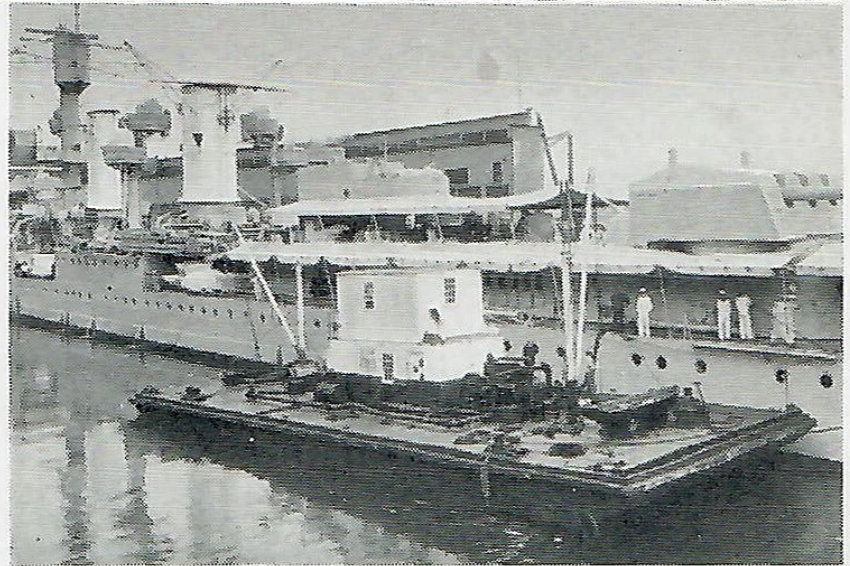


Mrs. John Dore, wife of Seattle's popular mayor, is shown above dry cleaning the mayoralty ties in one of the new Union Solvidors at the Homemakers' Exposition, sponsored by the Washington State Federation of Women's Clubs. Union's booth in the exposition, featuring its dry cleaning materials and household specialties, proved exceedingly popular and was given prominent mention in all of the Seattle newspapers.

Union Fuel Oil for German Cruiser



Six thousand-ton German Cruiser "Karlsruhe," above, as she appeared in Willamette River, Portland, and at the right, Union barge delivering oil to the cruiser at Seattle.



FOUR DELIVERIES of Union fuel oil and Union Diesol were made to the 6,000-ton German Cruiser "Karlsruhe" during her recent West Coast visit. Though limited to 6,000 tons by the Versailles Treaty, the cruiser represents the latest development in lighter war craft. Powered with two 1000 h. p., high-speed, M.A.N., single-acting, four-cycle Diesel engines, operating at 900 to 1000 r.p.m., and four steam turbines, she has a cruising speed of better than 10 knots and a maximum speed of 32 knots per hour. The vessel cruises on Diesel power and uses the turbines for high speeds.

Smaller Diesel engines are used throughout the ship for auxiliary power. Two 150 h.p. high speed Diesels, six feet in length, develop all the electricity used on the cruiser. All lifeboats, dories

and launches are equipped with light-weight, high-speed Diesels ranging from 8 h.p., up.

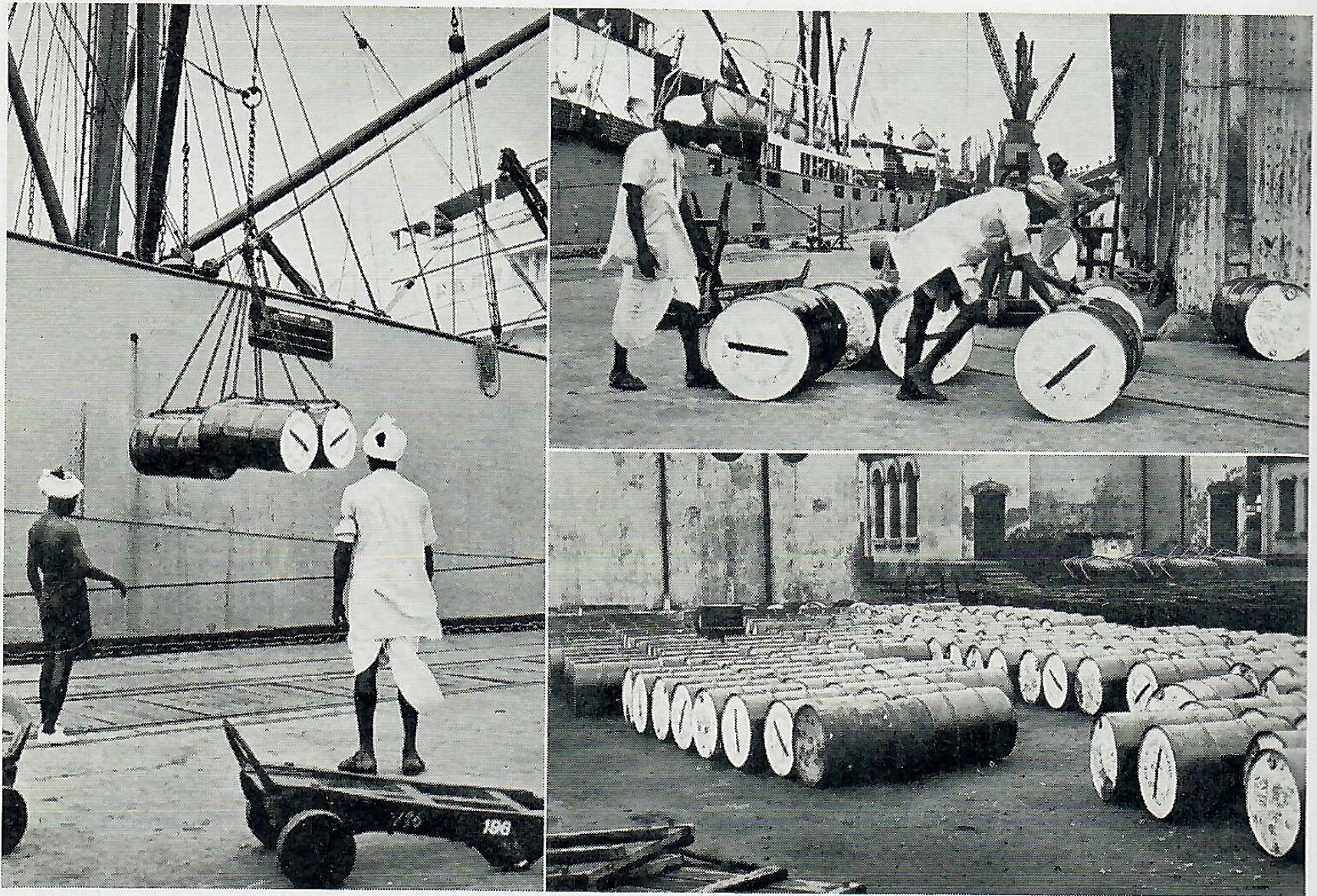
Fuel and Diesel oils were taken aboard at Seattle, Portland, Los Angeles Harbor and Panama Canal Zone. At Los Angeles, T. B. Danckwortt, Union Oil Diesel engineer, escorted the engineering officers of the cruiser on a visit to Hollywood motion picture studios and other points of interest.

Sacramento Employees Stage Dance for Manager



This photograph of Sacramento district employees was taken during an intermission at the dance given as a farewell to W. E. Davenport, district manager, transferred last June to Fresno.

Landing Union Lubricants at Rangoon



Landing Union Oil Company lubricating oils and greases at Rangoon for distribution in Burma.

Java Motor Club Technical Advisor Boosts Motorite

PAUL DE BONT, technical advisor of the Java Motor Club, writing in the April issue of "DE MOTOR," official automobile magazine published in Sourabaya, gives Motorite Motor Oils a fine endorsement following a personally conducted road test. The motor oil was supplied to Mr. de Bont through V. R. Vick & Co., Union Oil Company agents for Java, with headquarters at Batavia.

Mr. de Bont's article appeared under the heading: "A Trial with Motorite Lubricating Oil—Great Stability and Lubricating Power," and in part read as follows:

A TRIAL WITH MOTORITE LUBRICATING OIL *Great Stability and Lubricating Power*

"When we were invited to try in India (Netherlands Indische) recently a new imported motor oil, we were a little skeptical, not that we feared the oil would not satisfy, but, we have tried of late so many kinds of oil which all came up to the normal requirements that we expected to get, that I thought it would be another question of testing an ordinary normal kind of oil.

"We took our faithful Hupmobile—the old oil

was drawn—the crankcase flushed—and 5 Litres of motor oil put into the crankcase.

"After having run the motor for about 5 minutes to get near the operating temperature we again took the road to Prigen.

"We always take the road to Prigen for trials, because we know this road so thoroughly, also know exactly what our car with a fixed load can do on the various hills, etc. The examination of the temperature of the water and oil is always one of the most important things, and it is remarkable how different kinds of oil give different temperature figures, even though they are all apparently good lubricants. The relation between the temperature of the oil and the temperature of the water also gives us an opportunity for very interesting conclusions.

"In view of the previous paragraph we presume to state that after many years' experience in the examination of lubricants, we are able to examine rather exactly the performance of an oil in a motor car, the performance of which we thoroughly understand. We feel, for instance, immediately when another grade of oil is placed in our engine, and especially in the mountains can we note any variation in delivered horsepower,

so being able to judge whether the oil is good or of only medium grade. In this way, due to the fact that we know our machine, can we determine when it is time to change the oil in the crankcase.

"Anticipating the laboratory tests on Motorite, which we intend to make as soon as our laboratory is ready, we are now already able to declare that the use of Motorite Motor Oil makes the engine run much more smoothly and agreeably. The climbing capacity (delivered power) of the car was better and the temperature of the oil and water was lower than with oils previously tested by me. This means that Motorite is an oil that reduces friction considerably and the results of using this oil will be less heat, therefore less loss of power.

"With the first filling, which Messrs. V. R.

Vick & Co., Gang Fraser, Sourabaya, the importers of the oil, have placed at our disposal, we now run 2,000 kilometers before it is necessary to add 1 litre of oil to bring the level back to the full mark.

"When we took an oil sample of the used Motorite from the crankcase, it proved to us that the oil was still in splendid condition, feeling still very oily and could, in our opinion, still be used for many hundreds of kilometers.

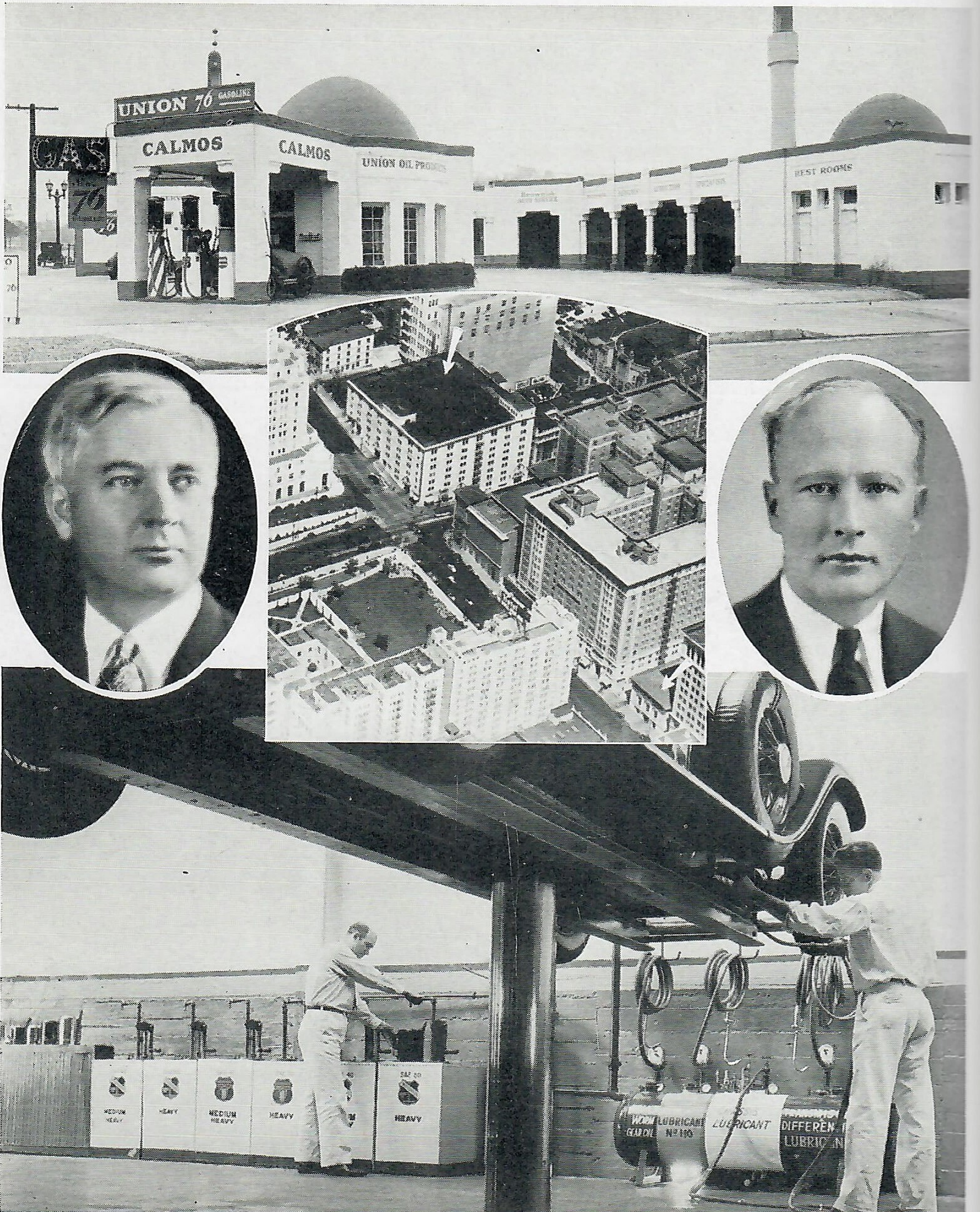
"We can safely declare that this oil belongs to, and can be placed with the best grades of oils we have ever tested. As with other oils, the correct grade of Motorite for every automobile should be chosen, and only upon this condition can the full benefits of this high grade motor oil be secured."

Building New Oak Creek Canyon, Arizona, Highway



Equipment of the Utah Construction Company, fueled and lubricated with Union products, is shown above on a section of the new highway being cut through the scenic Oak Creek Canyon, Arizona, between Flagstaff and Clarksdale. The road runs through a mountainous district that has made the construction work exceedingly difficult. Oak Creek is particularly noted for its trout fishing.

Grand Central Garage Company Switches to Union Products



Top photo shows Calmos Super Service at Alexandria and Hollywood Boulevard, Hollywood. The arrows in aerial picture in center identify the Biltmore Garage and the Pacific Mutual Garage. The oval at the left is of A. F. Culling, general manager; that at the right, C. E. Selby, service manager. Below you see latest type hydraulic hoist and greasing equipment recently installed on service floor of Biltmore Garage, along with full line of Union oils and lubricants.

The Biltmore garage, located in downtown Los Angeles directly opposite the famous Los Angeles Biltmore Hotel, during the past two months has shown a material increase in business. The Pacific Mutual garage, one-half block away, and the Calmos Service Station, both under the same management as the Biltmore garage, have also experienced noticeable upward jumps in sales curves.

The increases in business, A. F. Culling, general manager, attributes in a large measure to the extensive demand for Union 76 gasoline, the motor fuel installed in all three locations after a series of investigations and tests on gasolines had

convinced the management that the new orange colored Union product was the best on the market.

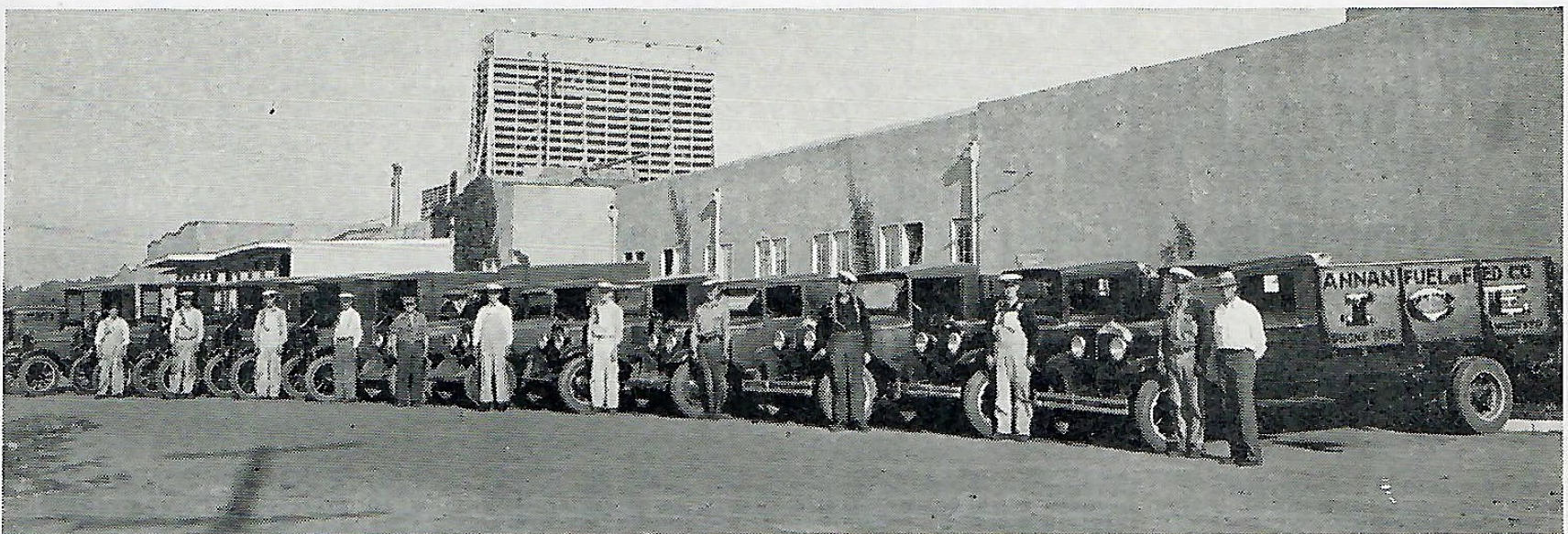
The lubrication departments of the garages and service station have been equipped with a full complement of Union specialized lubricants. New and modern greasing equipment has been put into operation to assure customers the best possible service. Both the Biltmore and the Pacific Mutual garages have a high class clientele, with a personnel trained to keep customers pleased. According to Mr. Culling, his organization "depends on Union products to further increase our ability to serve the community in a satisfactory manner."

New McKale Station in Seattle



The fifteenth Union station operated in Seattle by McKale, Inc., is shown above. It was recently remodeled and attendants are now prepared to give brake band and wheel aligning service in addition to all the other super facilities of which McKale stations boast. The station is located at Westlake and Roy, and in the short time it has been under operation, has proven to be one of the best outlets for Union products in the Seattle area.

Union Choice of This Fleet for 7 Years



The Annan Fuel and Feed Company of Modesto, Calif., whose delivery fleet is shown above, has been a 100 per cent user of Union gasoline for the past seven years. The concern supplies Modesto and vicinity with ice, feed and fuel.

INDUSTRIAL RELATIONS NEWS

Workmen's Compensation

By C. M. NELSON

Assistant Manager of Insurance and Personnel

THE QUESTION is frequently asked as to why accident compensation under the Workmen's Compensation laws is materially smaller than the wages received by an employee prior to the accident. It is raised particularly when the accident is of no fault of the employee's. The answer is to be found in the general conditions under which workmen's compensation operates.

Prior to the formulation of the workmen's compensation laws, which now exist in virtually every State in the Union, the only way in which an injured employee could recover medical expenses for an injury received on duty was by right of common law action. In which case it became necessary for him to prove negligence on the part of the employer and none on the part of himself. As may readily be imagined, this was not always easy to do, and particularly as some adjusters and attorneys, who have probably by now met a just fate at the hands of Bar Association committees, became past masters at preventing legitimate claims being proved. Others, whose claims deserved little or no consideration, but met with a sympathetic jury, received judgment out of all proportion to the extent of their injury.

In order, therefore, to guarantee that everyone who met with an accident on duty received uniformly adequate medical care and some definite remuneration, an Industrial Accident Commission was formed in each state with a power to enforce this guarantee. (It is not the intention here to give the rules and regulations of the various commissions, some of which were set out in the March issue of the Bulletin.)

With the present costs of accidents, however, the premiums that must be charged by insurance carriers, in order to break even, have necessarily become very high, and, as a result, only the barest living expenses and reasonable medical costs can be uniformly guaranteed. Otherwise, the overhead expense involved would become so prohibitive that no employer could afford to bear this expenditure which is made mandatory by law. In the petroleum industry, for example, the manual rating for one form of occupation alone requires an employer to pay \$18.37 annually for each \$100.00 the employee earns. This, naturally, adds tremendously to the administrative expense.

The employer has a right in some states to be

a self-insurer, which means that a bond has to be posted with the state guaranteeing that the Workmen's Compensation laws will be fully complied with in all industrial accidents. In some states such insurance must be taken through the State Insurance Fund, and in others an independent insurance carrier may be substituted.

It will thus be realized that there is a limit to the overhead expense that industry can bear, and, therefore, a certain maximum allowance is made for compensation payable, based on the employee's earnings. Earnings over the maximum do not entitle the injured to any greater compensation, and any earnings below the maximum result in proportionately less compensation being received.

Employees would do well to consider this as an additional safety consideration, for each accident results in additional costs which are directly returned as administrative costs to the employer, which in turn lower the purchasing or employment power.

While the rules and regulations of the Workmen's Compensation laws are carefully followed, employees in those areas where we are self-insured can be confident that no claim will be denied on minor technicalities. If each person will assist in the reduction of accident costs, it will have a general tendency to narrow the difference between actual wages and compensation payments, a situation very much regretted by employers, but one they are powerless to alter as long as the high cost of accidents exists.

A Prized Postcard

Prized among the possessions of the Monrovia special agency is a postcard mailed from Genoa, Italy, and addressed to "Union Oil Company (the whole gang) Monrovia, Calif." and signed, "The Turnbolls of Monrovia." The Turnbolls included Loretta, who repeated her international speedboat victories of last year on Lake Garda, Italy; her two brothers, Raymond and Rupert, Jr., who also annexed speedboat honors, and their parents, Judge and Mrs. Rupert Turnbull.

Union products have been used exclusively on the Turnbull ranch at Monrovia for a number of years.

SAFETY IN THE UNION



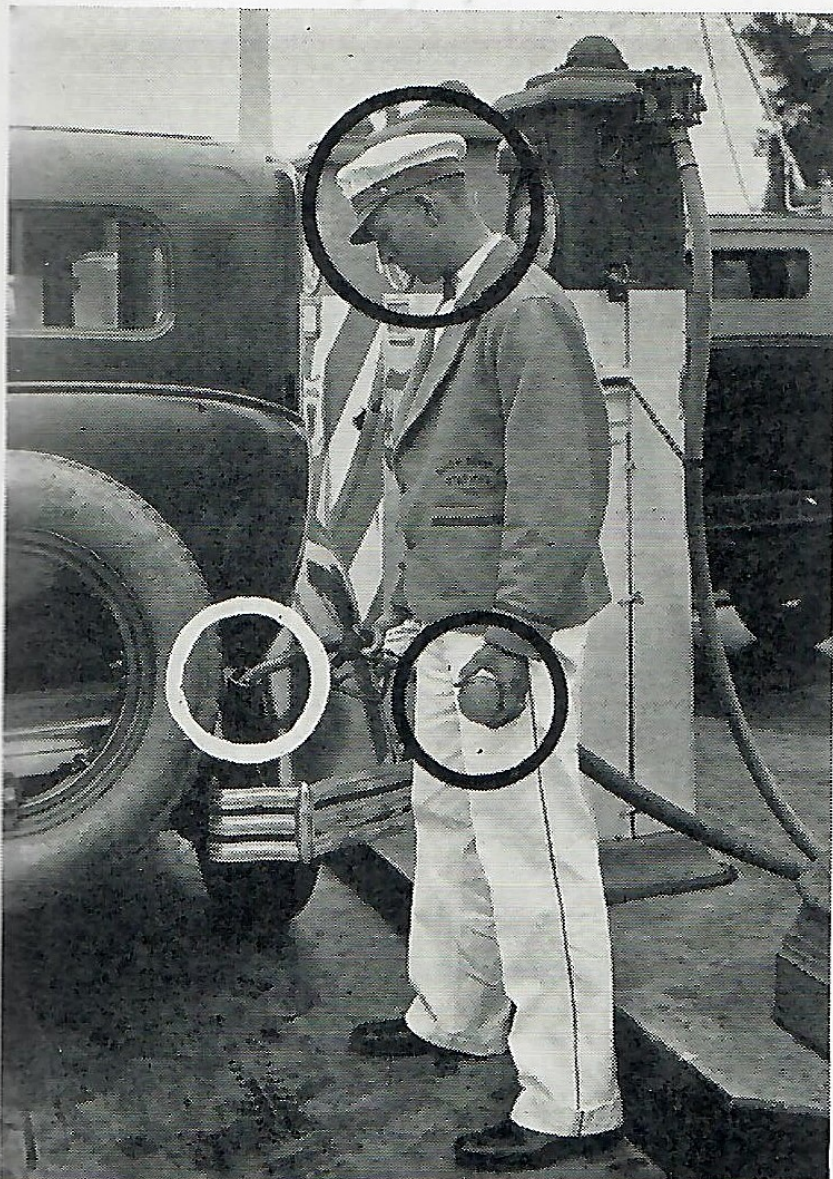
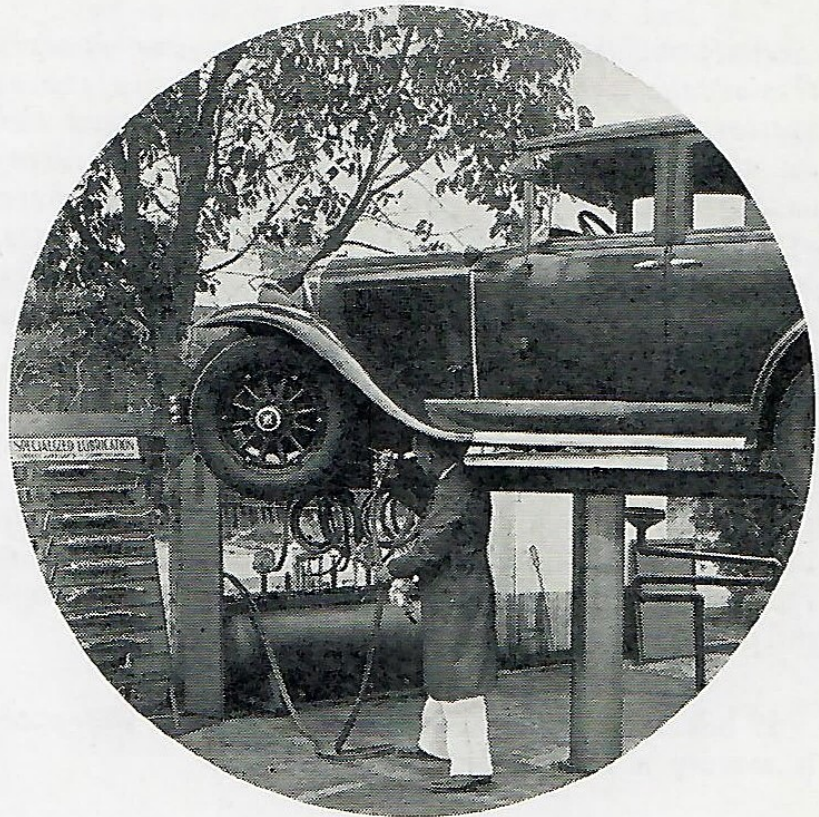
"Service Station Safety"

THESE illustrations, familiar to all employees of Union Service Stations, Inc., are taken from the new Safe Practice Pamphlet, "Service Station Safety," recently printed and distributed by the Safety Board of the Union Oil Company. Profusely illustrated, the pamphlet shows the safe, efficient, and uniform methods now being used in rendering gasoline, oil, battery, tire and lubrication service to customers at Company owned stations.

District service station managers and their supervisors who have given freely of their time, effort and knowledge of service station operation and management, are given credit for developing this new standard of safe operation of service stations.

Organization of safety work in Union Service Stations, Inc., follows closely the aggressive educational plan developed in the sales department which has proved its value.

In this plan district service station managers consider safety an operating problem of importance and assume responsibility for accidents and



their prevention in their respective districts, with service station supervisors and service station managers in turn assuming responsibility for operations over which they exercise supervision. Attractive safety poster display boards are in use at each service station. Posters are changed each Monday morning and at that time the service station manager conducts a short informal safety meeting with his salesmen. At school stations, instruction includes standard safe practice of conducting routine work. Unsafe practices, potentially serious, and serious accidents which have occurred are discussed at sales meetings.

McCulloch Bros. Photos

The editor of The Bulletin has received numerous inquiries as to the identity of the photographer whose splendid pictures, illustrating the story the "Pimas and the Plow," were reproduced in the July issue. They were taken by McCulloch Brothers, Phoenix, Arizona, and additional prints may be obtained by writing directly to them. Two of the photographs, the one of the desert and the one of Coolidge dam, are copyrighted.

REFINED AND CRUDE



By RICHARD SNEDDON

A message from our special Marine Correspondent bears the interesting information that it required the efforts of ten men and a steam crane to hoist a single trunk aboard ship the other day. It seems there was an elephant attached to it. Tusk! Tusk!

* * *

This will probably inspire the Chamber of Commerce to issue a bulletin on "Bulk Shipments".

* * *

And, meantime, unfortunately for our readers, this recalls another animal story: A native station master on an East Indian railway was warned that he must never do anything, without first securing authority from the superintendent. Shortly, thereafter, he displayed his implicit obedience to orders by dispatching the following message: "Superintendent's Office, Calcutta. Tiger on platform eating conductor—Wire instructions."

* * *

Speaking of platforms, a historical study plainly shows that a candidate doesn't have to stand on a political platform, any more than he does on the one at the back of a street car. As a matter of fact, they are both designed for the same simple purpose—to get in on.

* * *

It has further been established that a Democrat is merely a Republican out of a job.

* * *

Or, if preferred, a Republican is merely a Democrat out of a job.

* * *

But please remember that a litre is not a nest of young puppies.

* * *

And magnets are never found in bad apples.

* * *

Then there was the American tourist in Europe who sent a picture postcard back to his son. It bore the following inscription: "This is the cliff from which the Spartan fathers used to throw their defective children. Wish you were here."

* * *

A young man, who shall be nameless, was feeling somewhat under the weather, so he called on a doctor and had a complete examination. He was rather startled when the physician diagnosed his case as a bad attack of syncopation, but his surprise was nothing to his disgust when he looked the word up in the dictionary and found that it means "an irregular movement from bar to bar."

* * *

And we believe it was Bill Hay who remarked to the young man, just returned from the hospital: "Gee, I hardly recognized you with your appendix out."

We had been eating lunch regularly at a certain small cafe, and hied there as usual one day last week, only to find the place closed up, and a placard tacked to the door, bearing the simple legend—"Opened by mistake."

* * *

For sheer originality of description you've got to hand it to the youngsters. Referring to the wind sock at our local airport, Junior asks: "What is that thing hanging up there, dad, that looks like the stomach of a vacuum cleaner?"

* * *

And from a book of school boy boners we cull this: "The cuckoo is a bird that lays other birds' eggs in its own nest, and viva voce."

* * *

And this—"A deacon is a mass of inflammable material placed in a prominent position to warn the people."

* * *

Judging from the attitudes of our presidential candidates, it would seem that America has been dried and found wanting.

* * *

And there is a distinct danger of the eagle being discarded in favor of the swallow.

* * *

It's a good thing, too, that David and Goliath didn't put on their historic scrap at Madison Square Garden, or the big boy would likely have got the decision.

* * *

"Mary, do you like movin' pictures?"

"Aye, Sandy."

"Then maybe, ye'll help me bring a half dozen doon, out o' the attic."

* * *

According to a recent decision of the Superior Court there is no obligation on the part of a golfer to shout "Fore". Most of us, however, will continue to flatter ourselves.

* * *

Did you ever notice, by the way, that the big, athletic fellow who must play golf to get exercise, is the same chap who hires a small boy to mow the front lawn?

* * *

Rhode Island is to erect a monument to the hen that takes its name from the state. We presume it will be placed in the middle of the road.

* * *

And the Governor will no doubt be called upon to lay the corner stone.

* * *

In conclusion, remember you should never count your chickens if you live on a main highway.



SURFACING the Old Northern Highway, Baulkham Hills Shire, a few miles out of Sydney, N.S.W., Australia. Union 200 penetration asphalt is being used in the bitumen distributor, shown in the foreground.

