

UNION OIL  
BULLETIN

SECOND QUARTER, 1941

SEE PAGE 4







## IN THE SPOTLIGHT

### On the Defense Front

Now in Uncle Sam's armed forces throughout the United States are over 250 members of the Union Oil Family. Representing almost every department within the Company, many of these Union Oilers resigned their jobs to enter the service. The majority, however, are on leave of absence and plan to return to their jobs on the expiration of their service periods.

### Government Steps In

Here are some facts for those stockholders who may not be familiar with events since the appointment of Secretary of the Interior Harold L. Ickes to the post of defense oil coordinator. The more important developments that have taken place over the past few weeks are:

1. The subject of "gasless Sundays," given a great deal of publicity by newspapers and other publications, is still under discussion. Says Mr. Ickes on this point—"There is plenty of oil in the United States, the only shortage being in transportation facilities to the east coast. It is possible that before the year is out there will be restrictions of gasoline use for any pleasure driving on the east coast, not just on Sundays."

2. Ralph K. Davies, Standard Oil of California executive, has been appointed deputy coordinator to assist Mr. Ickes in formulating an organization to coordinate the handling of petroleum in the national emergency.

3. Many additional miles of pipelines for defense are now being planned. Actual work will begin when and if the Cole Bill, now before the Senate, is passed. This bill gives the President the right to file "declaration of Taking," thus insuring right of way. Railroad companies in the South, where most of the new pipelines are to be laid, are opposing the bill.

4. At a conference in Washington on June 19, oil men were given the general outline of a plan to divide the country into five regions, with committees representing each branch of the oil industry to be appointed for each region.

5. At the same June 19 meeting, attended by more than 1,000 representatives of the industry, oil men pledged complete support to

Mr. Ickes' drive to meet problems in connection with national defense.

6. At this writing the Government oil control program is in its formative stage. Its ultimate effects upon the industry cannot be foreseen at this time, but one fact is clear—Government is in the saddle and the industry itself is making every effort to be a good horse.

### Oil Committee Appointees

Along with the July 14 appointment of five regional committees by National Petroleum Coordinator Harold L. Ickes, comes news that two Union Oilers have been named to serve in the general fifth district. W. L. Stewart, Jr., vice-president, was named as chairman of the refining group. A. C. Rubel, vice-president, was awarded a membership in the transportation group.

Prime job of each regional committee will be the working out of practical and efficient methods of assuring the nation ample supplies of petroleum for both domestic and military use.

### New Director



G. M. Wallace



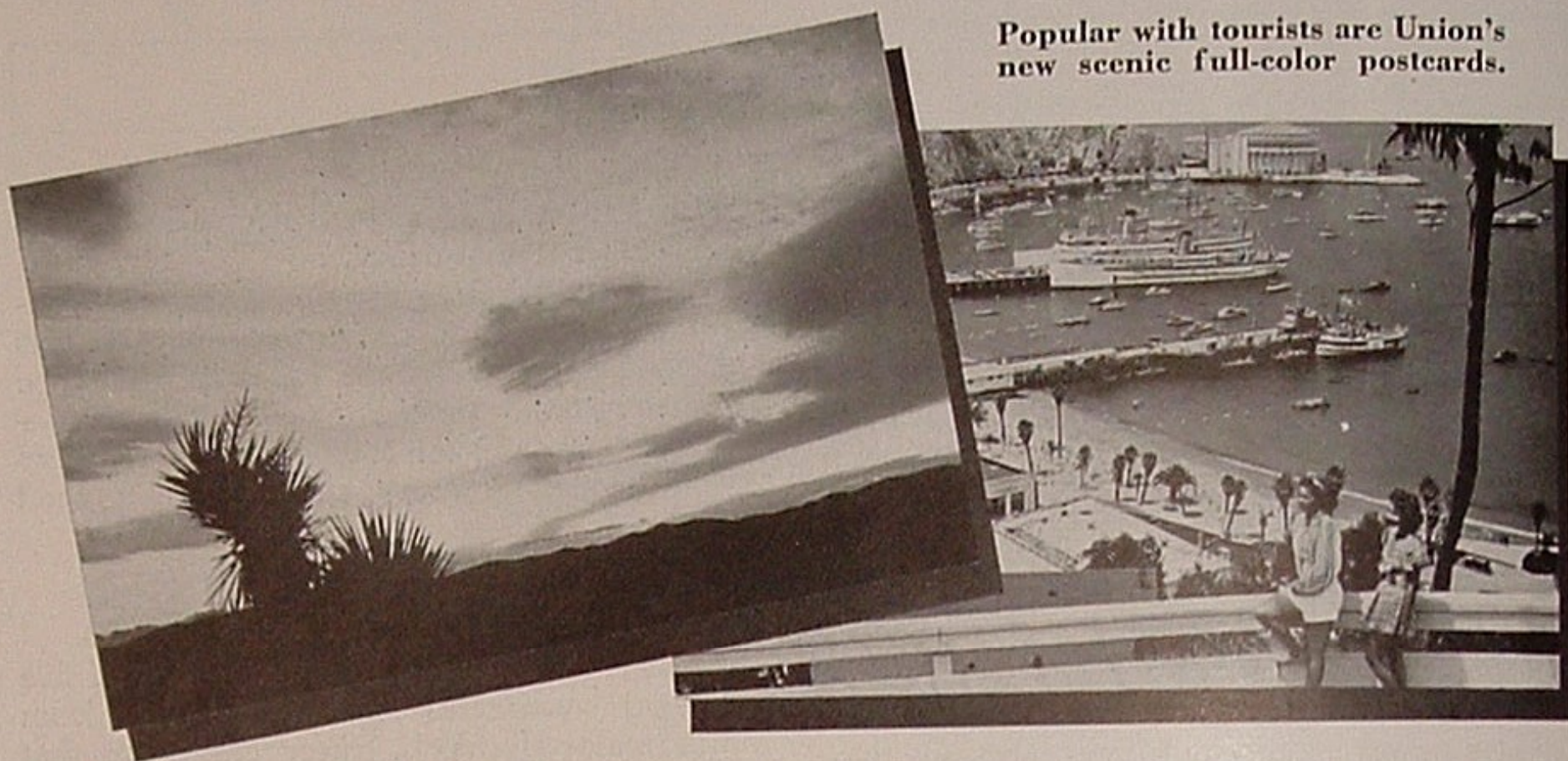
W. S. Charnley

New member of Union Oil Company's Board of Directors is George M. Wallace, president of the Security-First National Bank of Los Angeles. Mr. Wallace, who will fill the vacancy left by William S. Charnley, who resigned last month, is active in the American Bankers, Reserve Bankers and California Bankers Associations and is a director of the Automobile Club of Southern California.

Mr. Charnley, for the past 11 years a member of the Board of Directors, terminated his services with the Company because of ill health.



Popular with tourists are Union's new scenic full-color postcards.



## SEEING THE WEST WITH UNION

The Old and New West Are Attracting a Record Number of Tourists this Summer and so Are Union Stations

**G**REEN, red, yellow, blue, gold . . . Western motorists are seeing all sorts of color combinations on the license plates of autos driving the highways of the West this summer. In fact, with the vacation season at the half-way mark, it looks like travel records will show some mighty pleasant figures when it's time to let Old Man Winter settle the dust again.

And there's every reason in the world why the West should be seen this Summer. Foreign travel is in most cases out of the question. Compared with last year, this year's sale of automobiles is up 20 percent. Agencies having to do with motor travel, such as oil company tour bureaus, auto clubs and newspaper travel bureaus say the number of inquiries and routings so far this season is 15 to 20 percent ahead of last year.

Too, there's no getting around the fact that there's no place quite like the West for variety in scenery, things to do and places to go. From the snow-covered slopes of the Canadian Rockies to the vari-colored gardens of Old Mexico, visitors are seeing Mother Nature's creations at their best. Just a short drive from Death Valley, California's desert show-place and the lowest point in the world, is Mount Whitney, highest peak in the U. S. All along the West's broad highways are such

breathtaking wonder-spots as Lake Louise in Canada or Oregon's Crater Lake, reposing in the crater of a once gigantic volcano. Fairly begging for the praise of the visitor are Bryce Canyon in Utah, Coeur D'Alene Lake in Idaho, Oregon's rushing McKenzie River, and Arizona's Grand Canyon, with its deeply eroded sandstones blazing with all the colors of a Western sunset.

Retelling the tales that form the adventurous past of the West are curious old land marks, old customs that still prevail in many sections. What could be of more interest to the tourist than Bottle House, an oddity made of liquor bottles that still stands in the ghost town of Rhyolite, Nevada? Or Virginia City which figured so prominently during the Civil War as one of the West's most colorful mining camps. Or even California's old missions, where padres and Indians once gathered to seek shelter in a region that was far from civilized.

Well, it would be possible to go on for hours about the West's attractions, but no matter what was said, the words would fall short of describing the setting as it really is. As a matter of fact, thousands of visitors who find it difficult to explain to their back-home neighbors the West as they remember it, have found a much better way than words



to describe to Neighbor Jones what they have seen. Union Oil Company's new scenic post-cards, depicting many of the Pacific Coast's wonder-spots, are doing the job for them. Done in full-color, the new series of cards is finding its way all over America, selling the Pacific Coast and Union Oil Company to Sister Jane and Cousin Bill.

Realizing the value of giving the tourist that "good-fellowship" feeling the minute his tires touch Western pavement, Union Oil Company has instituted several other courtesies for vacation motorists. Situated at all the main portals of the West are big billboards introducing Union's speedy Minute-Men and their unexcelled service. At the sign of the "76," vacationists are given "Guest of the West" windshield transfers, their ticket to the best in Western hospitality. Available also are new road maps pointing out the best routes to vacation playgrounds. And at Union stations are newly installed Coca-Cola dispensers with cold drinking water attachments for thirsty families.

The remainder of the Summer should see even larger numbers of vari-colored license plates headed West. For, as has been noted, Joe Smith and the kids are looking beyond their local streams and hills for a new thrill as "Guests of the West."

*Upper right:* At Union stations, vacationists are given "Guest of the West" decals, their ticket to Western hospitality at its best.

*Right:* New road maps, pointing out the best routes to summer playgrounds, are available.

*Below:* Stationed at the main portals of the West are big billboards, introducing Union's speedy service and many new travel courtesies.



**FREE**

**SCENIC POST CARDS  
AT UNION OIL STATIONS**

MAPS • SOUVENIR STICKERS • LOOK FOR THIS SIGN →







Los Angeles' Police Department chalked up 10,000,000 auto and motorcycle miles last year.

## 1,700,000 GALLONS A YEAR!

FROM Union Oil Company's Southern Division Sales organization comes news that the City of Los Angeles has recently contracted for 1,700,000 gallons of gasoline for the period from July 1, 1941, to June 30, 1942. To be used in a large variety of equipment from fire engines to power lawn-mowers, this big order will fuel the equipment of nine different departments including the Fire Department, Airport Department, Humane Department, Bureau of Maintenance and Sanitation, Police Department, Park Department, Playground Department, Bureau of Street Lighting and Coliseum Department.

Out of these, the largest user of gasoline for the coming year will be the Police Department with 397 automobiles, 115 motorcycles and many other types of automotive equipment constantly on the road. Last year the department chalked up almost 10,000,000 automobile and motorcycle miles in the pursuit of its duty.

The Bureau of Maintenance and Sanitation is second largest user with all sorts of equipment used in a long list of duties including street maintenance, refuse collection, sewer and storm drain maintenance, municipal incinerator and dump, and lot cleaning. Necessary in the execution of its many types of work

It takes a lot of gasoline to keep a municipality like Los Angeles running . . .

are 2 power shovels, 27 gasoline rollers, 2 tractor-dozers, 37 motor graders, 28 shiploaders, 225 trucks, 19 machine sweepers and

a wide variety of other equipment for specialized jobs. We get some idea of the tremendous amount of work done by this department when we consider the many miles of roads that must be kept in condition, or when we consider the amount of refuse that must be collected and disposed of in this city of over 1,500,000 people.

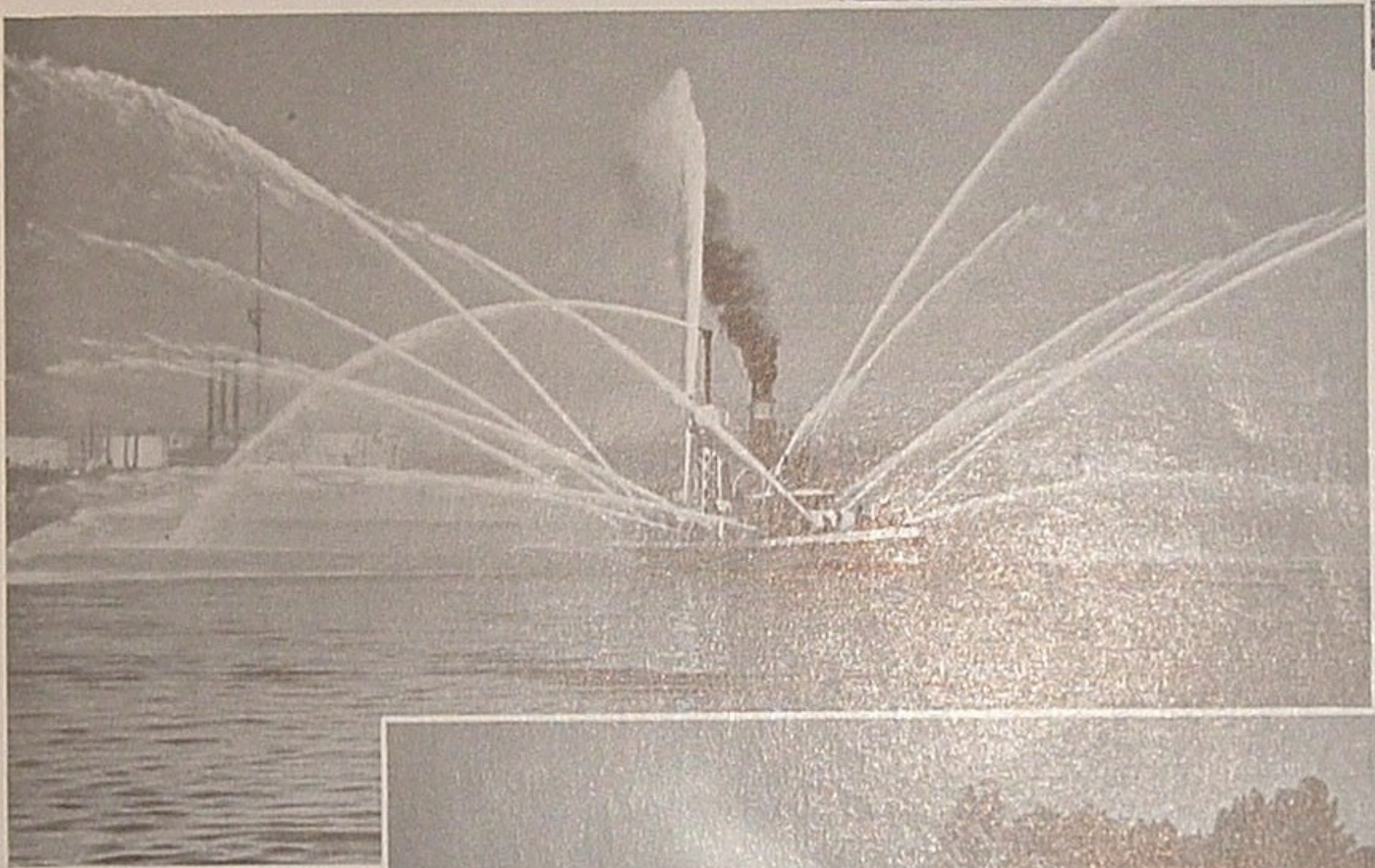
The Fire Department, which has over 450 square miles of area to protect from the Red Monster, comes third with hundreds of units of fire fighting equipment operating out of its 76 Engine Companies and 2 mountain patrol stations. Last year Los Angeles firemen came sliding down brass poles to answer over 14,000 alarms. 4000 of these were grass fires that called for the use of special equipment and comparatively long trips. On several occasions the Fire Department has been called to help extinguish fires in other cities as far as 150 miles away. In addition to automotive equipment used only on fire calls, the department also uses tractors and bull-dozers in making fire-breaks, fire boats for extinguishing fires on the L. A. Harbor waterfront, and other special equipment including several



rescue cars designed to handle all types of rescue calls.

And so it is with the Airport Department, Humane Department, Park Department, Coliseum Department, Playground Department and Bureau of Street Lighting. From power-mowers to dog-catchers' wagons, Union's gasolines will be on the job for the City of Los Angeles this coming year.

On the job for the City of Los Angeles are hundreds of pieces of heavy mobile equipment such as the mighty tractor-dozer at right.



*Above:* Dramatic shot is this one of a fire boat being tested at Los Angeles Harbor.



*Right:* Every engine purchased by the L. A. Fire Department must undergo exhaustive tests before being put into actual fire service.





## U. O. OF CANADA PRESENTS . . .

Real proof of the success of Union Oil of Canada's radio show is the great response to an appeal for reading material to be sent to enlisted Canadians.

**T**IMELY and packed with real-life drama, Union Oil Company of Canada's new radio show, "Your Civilian Editor," is rapidly becoming a "must-listen" with Western Canadians.

Fashioned along the lines of a dramatized news broadcast, "Your Civilian Editor" presents people who, in some way, have played or are playing an outstanding part in the fight against the Axis powers. Many times these people appear on the program to personally tell their stories; in other instances the "Editor" and a supporting cast of actors and actresses dramatize the story.

A program last month began with: "Good evening Canadians! Tonight you'll hear the story of a thin, paper-bound booklet dedicated to the gallant airmen of the R. A. F.—and how it is raising money to carry the war to Hitler's front door . . . the story of a new kind of organization called the Hitler Haters' Club, which is doing more than hating . . . and you'll meet a young lady who's known as

Iona Victory Bond—and that's her real name! And here, too, is the story of a civilian effort that has a heart-tug—of the men and women of the West who are caring for little English evacuees. These are the stories of the people's part in victory!"

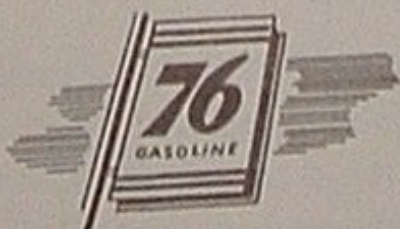
Each week a program with an equal amount of appeal to the Canadian people goes on the air. And, in every case, the program has made a "hit" with its listening audience, proof of which can be found in the many fan letters that are being received.

Proof also is the tremendous response so far to the "Editor's" plea for discarded magazines, books and reading material of all kinds to be sent to Canadians actively enlisted in fighting forces at home and abroad. Over the air civilians are asked to leave their bundles of magazines, etc., with their neighborhood Union Dealers. From there the bundles are collected, sorted and distributed to those points where they will be most useful and appreciated.



# REPORT

*For the Six Months  
Ended June 30, 1944*



UNION OIL COMPANY OF CALIFORNIA



## TO THE STOCKHOLDERS OF UNION OIL COMPANY OF CALIFORNIA:

Condensed consolidated income account for the six months ended June 30, 1941, is submitted with comments on financial affairs and operations.

	Six Months Ended June 30	
	1941	1940
Sales—Barrels . . . . .	14,825,000	15,306,000
Amount (after deducting sales and excise taxes) . . . . .	\$36,511,929	\$35,136,667
Net income from operations . . . . .	\$ 8,961,517	\$ 7,522,149
Provision for depletion and depreciation . . .	4,863,295	5,365,456
	4,098,222	2,156,693
Non-operating income:		
Profit on sale of tankships . . . . .	1,431,511	924,060
Other income (net) . . . . .	138,326	69,702
	1,569,837	993,762
	5,668,059	3,150,455
Non-operating expense:		
Interest on funded debt . . . . .	689,309	692,636
Cost of augmenting pensions of retired employees, and cost of past service benefits for certain older employees . .	602,105	63,379
Payment in settlement of patent and other claims . . . . .		371,051
	1,291,414	1,127,066
	4,376,645	2,023,389
*Provision for estimated income and state franchise taxes . . . . .	1,200,750	9,009
Net profit . . . . .	\$ 3,175,895	\$ 2,014,380
Net profit per share (4,666,270 shares outstanding) . . . . .	\$ .68	\$ .43

\*The provision for Federal income taxes for 1941 exceeds estimated requirements under existing law. No provision for Federal excess profits taxes has been made, as it is believed that none will be required. No provision for these taxes was required in 1940.

Net profit for the second quarter of 1941 was \$1,902,889, or 41¢ per share. This compares with \$1,248,232 and 27¢ per share for the second quarter of last year. Improved earnings are due principally to increased sales volume in the domestic market.

Anticipating improved earnings for 1941, and higher Federal income tax rates, substantial provision for income taxes has been made. Provision for 1940 income taxes, for the most part, was deferred until the latter part of that year. This was done because the large reductions in gasoline and crude oil prices in May 1940 had created so much uncertainty with regard to profit.



**SALES.** Domestic sales—particularly of gasoline, lubricants, and fuel oil—made further gains due to increased industrial activity. During the first half of the year, the volume of domestic sales increased 13% over the corresponding period of 1940. Export sales were considerably lower. Field posted prices for crude oil were increased April 24 and again on May 23. In each instance, gasoline prices were increased  $\frac{1}{2}\phi$  a gallon in the Company's principal marketing districts. It is interesting to note that, with these adjustments, gasoline averages about  $\frac{1}{2}\phi$  a gallon below the prices prevailing before the reduction in May 1940. Crude oil prices are slightly higher now than prior to May 1940.

**PRODUCTION** of crude oil, less co-owners' interests but subject to royalty, totaled 9,043,000 barrels for the first half of 1941. This compared with 9,035,000 barrels for the corresponding period of 1940. Crude oil purchases aggregated 6,302,000 barrels and 6,650,000 barrels, respectively, in these two periods.

<b>CURRENT ASSETS</b>	<u>June 30, 1941</u>	<u>Dec. 31, 1940</u>
Cash resources.....	\$20,982,551	\$23,151,827
Accounts and notes receivable.....	9,712,975	8,847,833
<b>Inventories:</b>		
Oil Inventories.....	20,865,908	21,554,368
Materials and Supplies.....	3,220,151	1,953,694
<b>Total current assets.....</b>	<u>\$54,781,585</u>	<u>\$55,507,722</u>
<b>Current liabilities (including dividends declared June 30, 1941, and December 30, 1940).....</b>	<u>\$13,176,868</u>	<u>\$10,571,412</u>
<b>Oil Inventories (barrels).....</b>	<u>22,647,000</u>	<u>23,446,000</u>

Since December 31, 1940, working capital has decreased \$3,331,593. This is due principally to large capital expenditures.

**PROPERTIES.** Capital expenditures amounted to \$10,062,489 during the first half of the year. Construction at the Oleum Refinery is progressing satisfactorily. Two of the new plants will be in operation this summer. The third new tankship was launched during June, and should be available for Pacific Coast service in September. During the second quarter, another old tankship was sold. This was the fourth old vessel to be sold since the early part of 1940.

During May 1941, the Maritime Commission of the United States requested American tankship owners to furnish 50 vessels for British supply service from the Caribbean Sea and Gulf Ports to the Northern East Coast. In June the Company complied with this request by chartering one of its tankships to this service, and occasional deliveries may be made with another.



**EARNED SURPLUS.** A cash dividend of 25¢ per share was declared June 30, to be distributed August 9 to stockholders of record at the close of business July 10. After deducting the dividend declaration, earned surplus had increased \$842,760 during the first half of 1941, to \$19,426,913.



**EMPLOYEE RELATIONS.** Effective May 1, 1941, the Company increased daily wage rates 50¢ per day, and salaries of monthly paid employees receiving \$300 a month or less were increased \$11. Increase in rates of pay of Marine employees had already been granted. Adjustment had also been made for the Canadian employees.

It is recognized that, during their remaining years of service, older employees will not have sufficient time to establish adequate retirement incomes under the Employees' Retirement Plan. For this reason, the Company has entered into a contract with The Equitable Life Assurance Society to provide past service benefits for employees who were within 14 years of their normal retirement age at May 1, 1939. The obligations of this contract have been discharged, and deducted from 1941 income.

Some of the pensions provided for retired employees under the Provident Fund were not considered adequate. For some time the Company has been augmenting these pensions. Annuities for certain of these retired employees have been purchased, in lieu of the monthly augmentations, and this cost is also being charged to 1941 income.

**ORGANIZATION.** George M. Wallace, president of the Security-First National Bank of Los Angeles, was elected a member of the Board of Directors, June 30, succeeding W. S. Charnley, resigned.

By Order of the Board of Directors,

REESE H. TAYLOR

*Reese H. Taylor*  
President

M. G. KERR

*M. G. Kerr*  
Comptroller

Los Angeles, California  
July 28, 1941.





*Left:* On the job were Union's big new transports.

*Below:* With the aid of special equipment, Uncle Sam's trucks were refueled in real "all-out" fashion.



## FUELING AN ARMY ON THE MARCH

### It's a Task that Requires Fine Coordination and Equipment

**W**HEN Uncle Sam's armed forces from Fort Lewis, Washington, rolled into Salinas a few weeks ago on their way to Army maneuvers at the Hunter-Liggett Military Reservation west of King City, California, their stop was a short one. Union Oil Company's Salinas personnel had it planned that way.

Nowadays an army moves on wheels and, in this case, the wheels were under 1400 pieces of mobile equipment that needed refueling in a hurry. So the Salinas sales force set to work and gave Uncle Sam a taste of his own "all-out" way of doing things.

The job, which necessitated considerable planning, also called for the use of several pieces of special equipment. Most ingenious of these was a "mechanical gasoline cow" mounted on a trailer and connected to one of Union's big gasoline transports. Consisting of a centrifugal pump driven by a small motor, the "cow" fed gasoline at a constant pressure to four Army trucks at the same time. In addition to this piece of equipment were two smaller trucks equipped with pumps and wet hoses and capable of servicing two Army trucks at one time. All told, a truck was serviced every 20 seconds.

However, those were not the extent of Union Oil Company's problems where the war maneuvers were concerned. Union was also called upon to supply the fuel for this same Army equipment while it was engaged in the war



*Above:* Typical of the type of equipment using Union gasoline at the war games is this light Army field truck.

games at Hunter-Liggett. And, although the Army took over the actual servicing of trucks during maneuvers, it was again necessary that special equipment be constructed to supply their needs.

Immediately installed on the reservation were three 4,000-gallon tanks, mounted on rigs that could be readily moved. Connected to the tanks was a motor-driven pump which maintained a constant flow of gasoline to a "Christmas tree." The "Christmas tree" consisted of a pipeline with 20 nozzles staggered along its entire length in such a way that twenty 5 or 10-gallon cans could be filled at one time, and at a high speed. The cans were constructed so that they could be easily placed in piles or loaded onto trucks and then transported into the field for the refuel-

(Continued on Page 19)



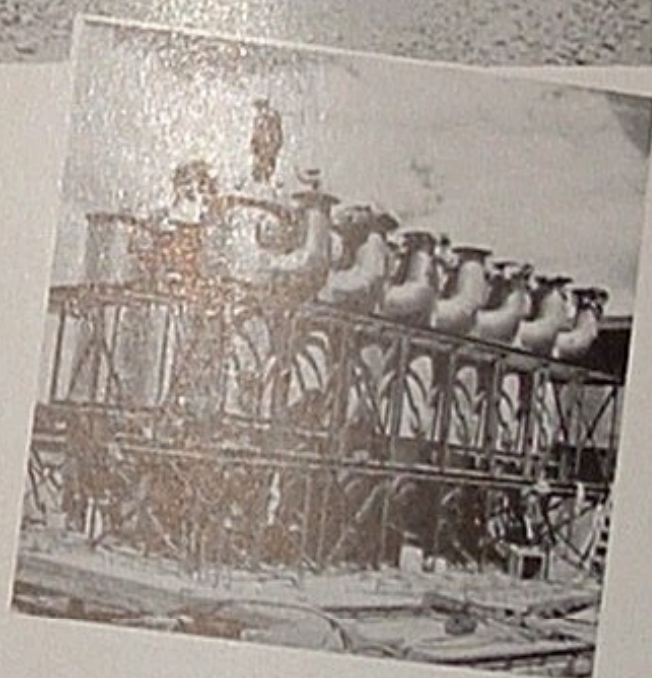


Union products, used in construction of the West's first magnesium plant, are also to be used in its operation. *Right: Filter traps used in the recovery of magnesium.*

## MAGNESIUM FROM THE WEST

**S**CHEDULED to go into full operation this Fall and now undergoing exhaustive tests is the West's first magnesium plant. Located at Permanente, about 15 miles west of San Jose, California, the new \$9,000,000 plant will be the third of its kind in the United States and will produce in the neighborhood of 5,500 tons of magnesium per year.

Pertinent point about the construction of this plant is the fact that magnesium is very much in demand by Uncle Sam for defense purposes. Most important of these purposes is its use as a substitute for aluminum, the present supply of which is not adequate to meet the demands of defense industries. Magnesium does not have quite the tensile strength of aluminum but in combination with other metals it will make a much stiffer alloy. This is particularly beneficial on jobs where it is necessary to use sheets of the metal because the sheets can be thicker, and at the same time, not any heavier than the same size piece of aluminum.



Important also is its use in ammunition and all types of flares. Magnesium burns at a temperature of about 3000 degrees F. and is practically impossible to extinguish once it has been ignited. Due to the fact that it develops its own oxygen while burning, it can be completely submersed in water or dirt and will continue to burn. Properties like these interest Uncle Sam no end.

The man behind the scenes of the new Permanente Magnesium Plant is Henry J. Kaiser. About a year ago he became interested in the production of magnesium by a new carbothermic process, developed by Dr. Fritz Hansgirg, an Austrian scientist now living in California. A man of vision, Kaiser lost no time in buying United States rights



to patents covering both extraction and plant fabrication by the Hansgirg Process.

The process of recovery differs from the electrolytic method generally used in the United States and is claimed to be better and more economical. The ore, shipped in from Nevada, is first baked in rotary kilns to form magnesium oxide. This magnesium oxide is then removed from the kiln and placed in a pug mill which, for a better description, might be called a large edition of an ordinary kitchen mixer. There it is mixed with a petroleum coke and a blend of asphalt residue. This mixture is then placed in a pellet machine which forces the product through holes about  $\frac{3}{4}$ " in size under very high pressure, the product coming out of the machine in the shape of small pellets about  $\frac{3}{4}$ " by 1" in size.

The pellets are then fed through an electric arc machine which suddenly heats them to 4000 degrees F., causing a very sudden chemical change in the pellets and reducing them

to fine dust. In fact, it is so fine that it more or less resembles smoke. This dust is then forced through another chamber where it is cooled to 380 degrees by a blast of natural gas. Done in 1/1000 of a second, this cooling causes the magnesium to form crystals which are recovered in the pure form after passing through a series of filters and traps. From there it is melted into ingots for shipment.

The plant will receive its supply of ore from a large deposit 35 miles northeast of Luning in northwest Nye County, Nevada. This deposit, described as being one of the largest and purest of its kind in the United States, will supply the entire mill feed for the Permanente Magnesium Company.

As has been noted, there are two other magnesium plants in the U. S. One is located in the Midwest and produced about 6,500 tons last year. The other, still under construction, is located at Freeport, Texas, and will extract about again as much magnesium from the salt water of the Gulf of Mexico. With all plants in full operation, our output for next year should run somewhere near 25,000 tons, or four times our output for 1940 and about equal to Germany's present output.

Union Oil products, used in the construction of the Permanente plant, will also be used in its operations.



*Above:* Todd California Company administration bldg., where offices of new Magnesium Co. are to be located.



*Right:* In these large rotary kilns, magnesium oxide is formed. Ore for the kilns comes from large deposits near Luning, Nevada.





President Reese H. Taylor greets, shakes hands with J. B. Thompson, now retired. C. M. Piatt looks on.

## UNION HONORS OLD-TIMERS

### 20 Veteran Employees Feted at Banquet Held in Los Angeles

1906—the horse and wagon was the chief method of transportation for Union Oil's products then. There were a few "horseless carriages" in existence, but certainly no super highways, no super service stations. In fact, the oil business was just beginning to carve out its niche in U. S. industry's hall of fame.

But, regardless of how long ago 1906 may seem, to 20 veteran retired and active members of the Union Oil Family who were on the job in those days, it "seems like only yesterday." For those were the words most often expressed when Union Oil Company directors and officials gathered at dinner

recently to honor those same "Old-Timers" for their 35 years or more of loyal service to the Company.

Held at the California Club in Los Angeles, the dinner provided an opportunity to renew old friendships and recall old times. And it provided an opportunity for master of ceremonies Reese H. Taylor to put into words Union Oil's gratitude for the part the honored guests have played and are playing in the building of the Company.

Said President Taylor—"I don't know of another time when so many people—and I don't mean just the businessmen, the army



and navy officials, and the politicians and diplomats—but all kinds of people today are thinking, talking, and worrying about national and worldwide social and economic problems.

"I'm glad to be able to say that even in days like these, Union Oil Company is happy to take time out for a little 'sentiment'—if I may call it that. Time out to pay tribute to you 'Old-Timers' who have recently completed 35 years with the Company—and who are so representative of the loyal employees of the past, and of the present—who have made and are making Union Oil Company a great institution."

With these words President Taylor introduced the veteran employees one by one and presented each of them with a beautifully engraved gold watch as a token of the Company's appreciation.

Headed by W. W. Orcutt and Frank F. Hill, both of whom had been associated with Union Oil Company for over 40 years, the "Old-Timers" came to Los Angeles from many distant parts of the Pacific Coast to attend the dinner held in their honor.

John E. (Jack) Reed, a member of the Union Oil Family for 37 years and having the longest service of any active employee, came from Bakersfield. From Oleum on San Francisco Bay came W. F. Coggins and Peter Miller; from Seattle came C. L. Tostevin, first fuel oil salesman in the Northwest.

J. F. Gallagher came from Oakland, F. O. Pressey and George L. Armstrong from Santa Paula, Joseph B. Thompson from Orcutt, and from the Los Angeles area came C. F. Pedrotta, John Rearden, A. C. Powell, L. S. Klink, A. O. Pegg, C. M. Piatt and R. W. Landreth. E. J. Brown of Oleum and W. A. Ferguson of Orcutt were unable to attend.

Alice O'Dea, for 35 years a member of the sales department in San Francisco and holder of the lengthiest record for women, did not attend the dinner but was the personal guest of Mr. Taylor at a luncheon in her honor.



*Above:* Only woman employee honored was Alice O'Dea, who is shown here with Roy Linden, Central Division manager, as he expressed gratitude for her 35 years of loyal service to Union.



*Left:* W. W. Orcutt, Reese Taylor, F. F. Hill and Jack Reed got together after dinner for a look at the gold watches presented to the "Old-Timers."



## Anti-Sabotage Program Inaugurated by Company

Realizing the need for the institution of anti-sabotage measures in its refineries, plants and fields, Union Oil Company announces this month the initiation of a Company-wide plant protection program.

According to the plant protection committee, headed by W. W. Hay, the first step to be adopted is an identification system which will provide each employee with a means of properly identifying himself on the job. This identification system, now under way in certain areas, is being handled as follows: Every member of the Union Oil employee family will be photographed, fingerprinted and asked certain pertinent questions. He then will be given a handy, pocket-size card which will bear his photograph, fingerprint, signature, the department in which he works and other items of information. While on the job, he will be required to carry this card on his person at all times.

In addition to the identification card, employees at refineries, in field activities, on our ships, at our marine terminals and at other points deemed most vulnerable to the saboteur will be given badges to be worn in plain sight during working hours. These badges will carry a photograph of the employee, his name, a number, and the department in which he is employed.

At Los Angeles refinery, issuance of badges and identification cards has been completed and, according to E. L. Dalany, refinery personnel supervisor, the system is proving very satisfactory.

The plant protection committee is made up of the following Union Oilers: Ray Bray, R. D. Gibbs, R. L. Philippi, John Salmond, W. W. Hay (chairman), and J. P. Rockfellow (secretary).

## Reese H. Taylor Addresses Pacific Advertising Clubs

**A**T SANTA BARBARA on July 1, President Reese H. Taylor addressed a large group of advertising and newspaper men at the annual convention of the Pacific Advertising Clubs Association. Speaking on freedom of the press, President Taylor urged that businessmen overlook competitive quarrels in this period of emergency and cooperate in a united front against subversive elements.

Listing the various personal rights and liberties guaranteed in our Bill of Rights, Mr. Taylor said: *"Of all these, freedom of speech, in my opinion is the most important. Without freedom of expression, all other liberties would be quickly usurped by tyrants and we would lapse into a totalitarian form of government, where individual liberty would vanish. Therefore it is the duty of every factor of our economy to help maintain a free press, because in so doing they not only safeguard the rights of the people but they insure their own continued existence."*

He also pointed out that *"Advertising, along with the free press, is under severe attack today because subversive elements know that it helps to keep the press solvent, accelerates free competitive enterprise, and aids in improving our standard of living."*

Mr. Taylor's speech has been widely quoted in newspapers throughout the West.

## New Minute-Man Supply Division Aids Efficiency

Announced in May was a new Minute-Man Supply Division, which will function as an integral part of Union's Retail Sales Department. Designed for the purpose of procuring, warehousing, and distributing all service station supplies, accessories and specialty items to both Company and Dealer operated stations, the new division will be headed by L. E. McIntyre.

Creation of the Minute-Man Supply Division will bring about several noticeable advantages. By combining their buying power, Dealer and Company stations will be able to secure the best possible price on station supplies. Also it will simplify for each station operator the business of ordering supplies, specialties and accessories.

Expected to go into effect about August first, the new plan requires the establishment of warehouses at Seattle, Portland, Oakland, and Los Angeles.

## Ask Motorists to Aid in Fire Prevention

According to conservation officials, the whole Pacific Coast is faced with a summer fire hazard without parallel. Due to heavy winter rainfall, the Coast is covered with an extremely heavy growth of underbrush. Motorists in this area are being asked to give every possible aid toward keeping vacation spots free from destruction by fire.



## Fueling An Army On the March

(Continued from Page 13)

ing of the equipment participating in the war games.

By way of a few interesting figures, the trek from Fort Lewis to Hunter-Liggett represented 25,000,000 man miles and approximately 3,500,000 vehicle miles of motor travel. The average daily consumption of gasoline was about 40,000 gallons per travel day. The requirements for the games were similar to those while the trucks were on their way south from Seattle, ranging from 25,000 to 50,000 gallons per day.

As a result of Union's cooperation with the Fourth Army, Lieutenant General J. L. DeWitt sent the following letter to President Reese H. Taylor:

*Dear Mr. Taylor:*

*I am writing you, to express my appreciation for the splendid cooperation your company rendered the Fourth Army during the maneuvers recently held at Hunter Liggett Military Reservation.*

*Not only did your company supply to Army gasoline and oil supply points within the maneuver area, but you provided special equipment, based on a study of our particular needs, for rapid distribution of the gasoline in the field.*

*During the maneuver period proper, your distributor willingly agreed, in fact, volunteered, to conform to our plan of moving vehicles during darkness only; and when our tactical plan called for the transposition of a complete supply installation some twenty miles over a rough and difficult route, your local distributor, Mr. J. H. Rogers, complied without hesitation, although such movement was for him at added expense and required exceedingly rapid arrangements and execution.*

*Your representatives, throughout the maneuver, accorded Fourth Army agencies with which they dealt, complete cooperation for which I wish to thank you.*

*Sincerely yours,*

*J. L. De Witt  
Lieutenant General, U. S. Army*



## Employee Credit Card Issued

As a special courtesy to all employees who have been with the Company five years or longer, something entirely new in the way of credit cards has been announced. Similar in shape and size to Union Oil Company's regular credit card, the new cards are made of glossy metal and bear, in each instance, the engraved names of their recipients. Good until revoked, the cards will substantially cut printing and mailing costs which were necessary every four months in the handling of the regular cards.

## Canada Curbs Gas Sales

Coming on the heels of Secretary of the Interior Ickes' statement that "gasless Sundays" in the east may soon become a reality, the Canadian government announced on July 16 that the sale, delivery and distribution of gasoline and oil to motorists from 7 p.m. to 7 a.m. week-days and all of Sundays would be prohibited.

Issued by Federal Oil Coordinator G. R. Cottrelle, the order was coupled with an appeal to citizens to cooperate against the prospect of a serious shortage by cutting the use of their cars 50%. The gasoline restriction order follows one issued last month prohibiting the sale and distribution in Canada of fuel oil, bunker oil and furnace oil to any consumer for heating or for automotive units not using such oil prior to June 24.

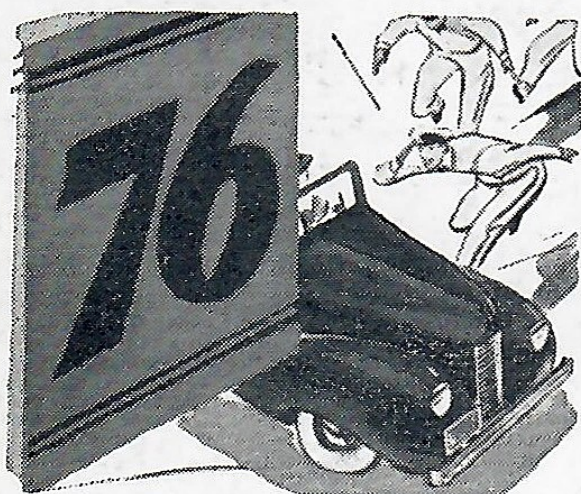




*Testered by high pressure?*



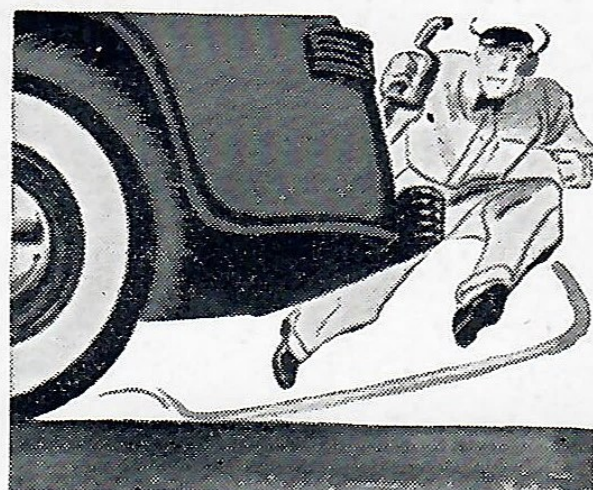
**...TRY THE UNION "MINUTE MEN"**



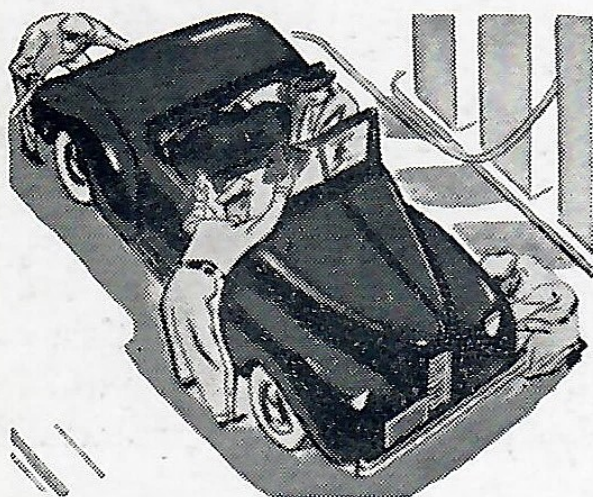
**1.** "High-speed" but no "high-pressure"—that's the Union "Minute Men!"



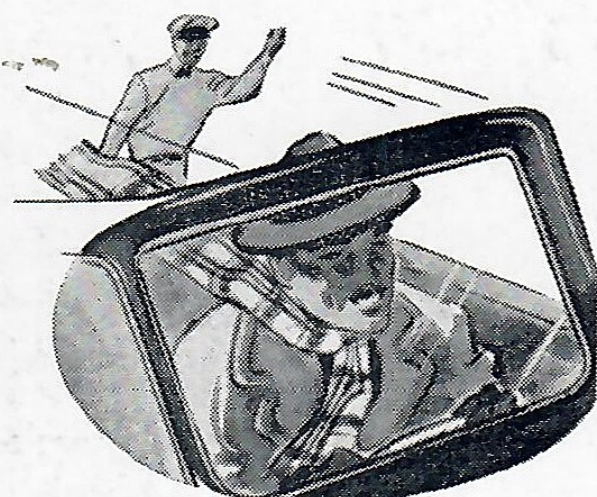
**2.** They adjust their service to fit each customer's schedule.



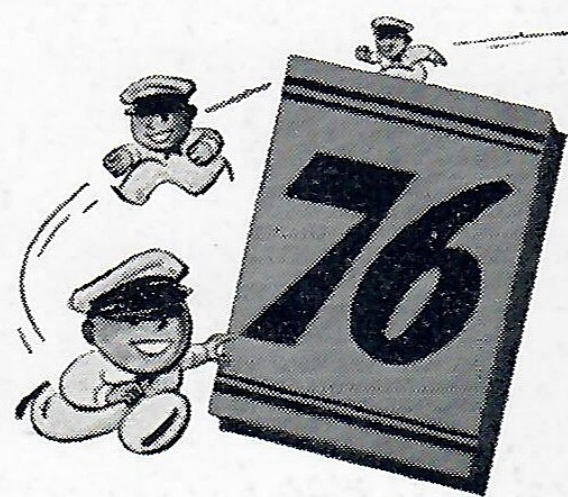
**3.** If you're in a rush—they put you through in nothing flat!



**4.** If you have more time—they'll check your car carefully from stem to stern... But in either case—there's no "high-pressure" selling!

















**5.** Next time, try your Union Minute Men... See if their "customer-adjusted" service isn't the best you've ever had.



**LOOK FOR THIS SIGN**

*Tune in "Point Sublime," NBC Red Network, Monday Nights, 8:30 PST*

**FOR YOUR CONVENIENCE:** At all Union Oil Minute Man Service stations  (identified by this circular sign ) you'll find the new Union Oil Women's Rooms ; Stop-Wear Lubrication ; Triton,  the motor oil that changes *ping* to *purr*  ; 76, the gasoline that is *tops in traffic* ; and  Union's famous Minute Man Windshield Service.  This service provides those thorough-drying, chemically treated, individual paper towels for each car  and Union's famous Glass Cleaner , the secret fluid that cuts traffic film, removes vision-obstructing streaks—gets glass really *clean* . Try this unique, Minute Man  Service tomorrow.

**UNION OIL COMPANY** *Minute Man* **SERVICE**