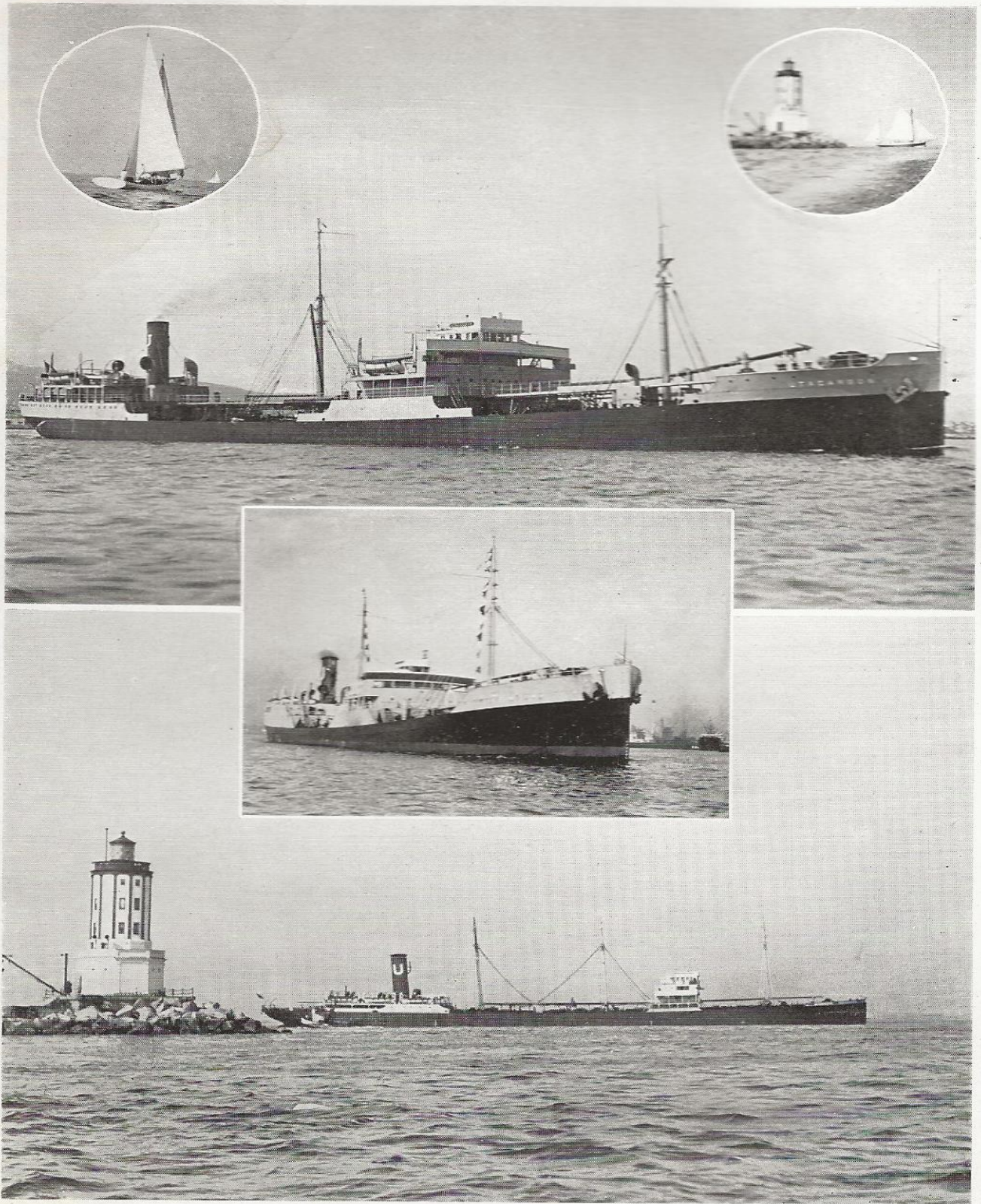




UNION  
OIL  
BULLETIN

MARCH 1931





### Oil Cargoes for Distant Ports

*Union Oil Company tankers participated in Los Angeles Harbor Day celebration by boosting port's tonnage.*



# UNION OIL BULLETIN



## EXECUTIVE COMMITTEE\* AND OFFICIALS

*E. W. CLARK.....	<i>Chairman, Board of Directors</i>
*L. P. ST. CLAIR.....	<i>President</i>
*R. D. MATTHEWS.....	<i>Executive Vice-President</i>
*W. W. ORCUTT.....	<i>Vice-President</i>
*P. N. BOGGS.....	<i>Vice-President</i>
*W. L. STEWART, JR.....	<i>Vice-President</i>
PAUL M. GREGG.....	<i>Vice-President and Counsel</i>
A. C. GALBRAITH.....	<i>Asst. Vice-President</i>
JOHN MCPHEAK.....	<i>Secretary</i>
GEORGE H. FORSTER.....	<i>Comptroller</i>
J. M. RUST.....	<i>Treasurer</i>
F. F. HILL.....	<i>Director of Production</i>
R. E. HAYLETT.....	<i>Director of Manufacturing</i>
V. H. KELLY.....	<i>Director of Sales</i>
WM. GROUNDWATER.....	<i>Director of Transportation</i>
*A. B. MACBETH.....	<i>Director</i>

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VOLUME XII

MARCH

BULLETIN No. 3

## R. D. Matthews Elected Executive Vice-President

**R.** D. MATTHEWS, elected executive vice-president at a special meeting of the Board of Directors, February 9, brings to this chief administrative office an executive with a broad knowledge of and experience in the petroleum industry and an old world background.

He is the fourth Union Oil Company officer to hold this or a somewhat similar position; the others before him being the late W. L. Stewart, E. W. Clark, now chairman of the Board, and President L. P. St. Clair, in the order named. The title of the office during Mr. Stewart's administration was "Manager of the Executive Department;" in 1916 it became "Vice-President and

General Manager." In 1921, the office of "Executive Vice-President" was created.

The rise of Mr. Matthews, who came to the company in 1914, at the age of 27, has been marked by a gradual expansion of executive responsibilities. His activities have been unusually diversified. As comptroller he reorganized the company's business and accounting methods and gave general attention to its financial, oil properties valuation and taxation matters; as vice-president of the Manufacturing Group, in which is combined refining, research and gas operations, he developed that organization and expanded the operations thereof; and later, as vice-president of the Distri-



**R. D. MATTHEWS**  
*Executive Vice-President*



bution Group, he had charge of domestic and export sales, marine and railroad transportation.

Seven years ago, to provide for the eventual retirement of the company's employees, Mr. Matthews developed the Provident Fund, regarded as one of the most satisfactory systems of its kind yet devised, both for the employees and the company.

Mr. Matthews was born near Cardiff, Wales, and educated in his home country, where particular study was given to and a broad practical experience obtained in accounting, financial, taxation and legal subjects. He came to the United States in 1911 and to the company three years later.

The President announced Mr. Matthews' election with the following statement:

Mr. R. D. Matthews, vice-president, was this day elected Executive Vice-Presi-

dent of the Union Oil Company of California by the Board of Directors and will immediately assume the duties of the office, which are prescribed by the By-Laws as follows:

"Subject to the Board of Directors, the Executive Committee and/or the President, the Executive Vice-President shall be charged with the general management and supervision of the business operations and properties of the company and those in charge of the different operating divisions of the company shall report to him. In the absence of the President the Executive Vice-President shall have the powers and perform the duties by law or by these by-laws conferred upon the President. He shall be ex-officio a member of all committees, and shall also perform such other duties as from time to time may be assigned to him by the Board of Directors, the Executive Committee or the President."

## R. J. Keown Retires J. M. Rust Elected Treasurer

**R.** J. KEOWN, vice-president and treasurer of the Union Oil Company, last month retired from further active participation in business after having been identified with the oil industry on the Pacific Coast for more than thirty years. In accepting his resignation the Board of Directors expressed appreciation for his long and valuable service with the company.

Mr. Keown joined the Union Oil Company as a traveling auditor in July, 1907, after having served for eight years in Washington and California with the Standard Oil Company of Iowa, predecessor on the coast of the Standard Oil Company of California, and engaged for a short time in business for himself in British Columbia and with his father in Tacoma, Washington. One of his first assignments with the Union Oil Company was to audit the accounts of the Panama station. At the end of two years he was appointed cashier of the San Francisco office, and in 1913 was advanced to the position of assistant treasurer. He was elected to the office of treasurer five years

later, the first to achieve this position from within the organization. In March, 1924, he was elected a member of the Board of Directors, and May, 1927, was elected vice-president.

J. M. Rust, assistant treasurer since 1923 and an employee since 1906, was elected to the office of treasurer succeeding Mr. Keown.

He entered the employ of the company in the accounting department following fifteen years' service with the Santa Fe railroad. His advancement from the outset was rapid and in 1911 he was promoted to the position of credit manager. In 1916, when the credit division was taken into the treasury department, he was made general credit manager. His next advancement was to the office of assistant treasurer to which he was elected in 1923.

He has for a number of years been identified with work of local and national credit associations. In recognition of this service he was recently elected a member of the board of directors of the National Association of Credit Men.





R. J. Keown



J. M. Rust

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## Paul M. Gregg Elected A Vice-President

**P**AUL M. GREGG, counsel of the company since March 1, 1921, was elected a vice-president at a meeting of the Board of Directors following the annual meeting. He has devoted his attention to the legal aspects of the oil business since 1902, and although it was not until ten years ago that he became identified with the company, he represented the company in legal matters in San Luis Obispo and vicinity as early as 1904.

Mr. Gregg is a graduate of Stanford, where he was a classmate of Vice-President W. W. Orcutt. He is a member of one of California's pioneer families and has practiced law since 1896, at which time he was admitted to the bar in San Luis Obispo, where his father had served as judge and also engaged in private legal practice.



**Paul M. Gregg**  
Vice-President and Counsel



### New Associates' Officers

E. W. Clark, chairman of the Board of Directors of the Union Oil Company, was elected President of Union Oil Associates at the annual meeting March 3, filling the vacancy created by the resignation of Henry M. Robinson, president since 1923. Mr. Robinson, who is now in Washington, D. C., advised the directors that he would no longer be able to give the necessary time to the office. He, however, retains his directorship.

Dwight Whiting was elected first vice-president; Stanley W. Morshead, second, and I. B. Newton, third. Lee B. Milbank was re-elected secretary-treasurer.

R. D. Matthews, executive vice-president of the Union Oil Company, the only

### Board Elected for 1931

At the annual meeting of the stockholders of the Union Oil Company of California the following were elected members of the Board of Directors:

E. W. Clark, L. P. St. Clair, R. D. Matthews, W. W. Orcutt, P. N. Boggs, W. L. Stewart, Jr., A. B. Macbeth, C. W. Brown, A. P. Johnson, Gurney E. Newlin, Henry M. Robinson, I. B. Newton, E. J. Bermingham, Stanley W. Morshead, Dwight Whiting, John Earle Jardine and W. S. Charnley.

new director elected to the board, fills the vacancy created by the death of the late W. L. Stewart.

## A. C. Galbraith Advanced

**A.** C. GALBRAITH, identified with the Union Oil Company since 1916 and for the past several years assistant to R. D. Matthews, last month was elected an assistant vice-president. He was also appointed managing director of the Atlantic Union Oil Company, Ltd., of Australasia and vice-president of the Union Atlantic Company, holding company of the Atlantic Union, fifty per cent of the stock of which is held by Union Oil Company of California.

His early employment with the company was in the Comptroller's Department in which he served as traveling audi-

tor. When the Advertising Department was formed in 1923 he was placed at its head, later being transferred to sales promotion work. It was in connection with this work that he made several trips to Australia in the interest of the Union Atlantic.



**A. C. Galbraith**  
Asst. Vice-President

In connection with his appointment as managing director of the Atlantic Union Oil Company, Ltd., it is interesting to note that Mr. Galbraith, from 1900 to 1911, was a resident of New Zealand, making frequent trips to various Australasian points, and is thoroughly familiar with the entire area over which he now has jurisdiction.





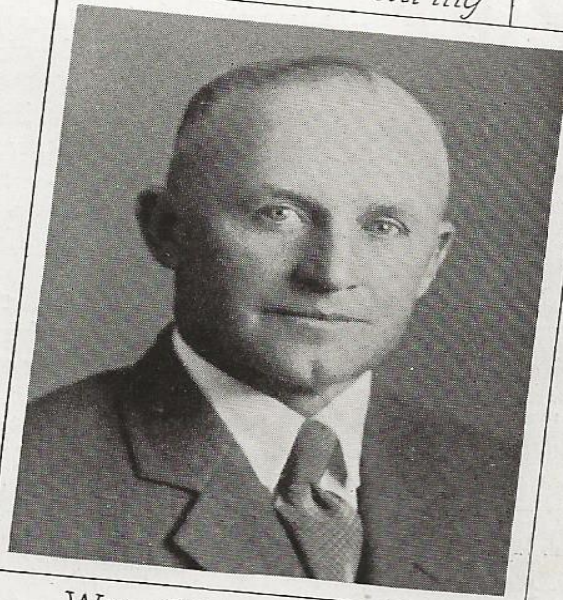
FRANK F. HILL  
*Director of Production*



R. E. HAYLETT  
*Director of Manufacturing*



V. H. KELLY  
*Director of Sales*



WM. GROUNDWATER  
*Director of Transportation*

## Organization of Operating Departments

THE following organization of operating departments of the Union Oil Company was announced last month by R. D. Matthews, executive vice-president:

P. N. Boggs, vice-president, continues in charge of the Production Group activities covering the geological division, lands and leasing, drilling and production. F. F. Hill



has been appointed director of production.

W. L. Stewart, Jr., vice-president, continues in charge of Manufacturing Group activities covering refining operations, research, gas operations, and purchases of crude oil and refined and semi-refined products. R. E. Haylett has been appointed director of manufacturing.

V. H. Kelly has been appointed director of the Sales Group, which covers refined domestic and export sales, fuel and crude oil sales and the sales organization, facilities and storage, and advertising.

William Groundwater has been appointed director of the Transportation Group, having charge of pipe lines and storage, steamships, marine equipment and railroad transportation.

With the formation of the Production Committee, the personnel of which is listed on Page 11, there are now three committees co-ordinating the diversified activities of the various divisions in three of the operating groups—Production, Manufacturing and Sales.

The four new operating directors have worked their way up from the ranks and their advancement is in keeping with the policy long followed by Mr. Matthews of at all times developing men from within the organization.

Mr. Hill started his service with the company as a warehouse helper at Santa Paula in 1895 at the age of 16. During the thirty-six years that he has been identified with the oil industry he has been credited with more contributions to better drilling

and production practices than any other man in the West. He introduced oil well cementing to the industry in 1903, and, in addition to scores of drilling refinements, developed the sub-surface circulator, perfected "gas lift" and "gas drive" processes, by which production of oil has been materially increased in areas of low gas pressure, and in the past few years he has devoted special attention to "straight hole" drilling and perfection of equipment which has virtually eliminated the crooked hole.

Mr. Haylett, a graduate of Beloit College and Massachusetts Institute of Technology, joined the Manufacturing Department fifteen years ago as a chemist and has been responsible for much of the technical progress made in the company's refining operations. From 1922 until 1926 he served as manager of research and development, and since the latter date has occupied the position of assistant to the executive in charge of manufacturing.

Mr. Kelly started his service in 1913 as a salesman at Tacoma, Wash. He has, since then, held successively the positions of special agent at Seattle, manager of the Portland district, manager of the Seattle district, manager of the Northern division, chairman of the Sales Committee and manager of domestic distribution.

Mr. Groundwater entered the service of the company as an engineer at the Creston Pump Station on the Producers Pipe Line 20 years ago, and since 1923 has held the position of manager of transportation.

## Annual Meeting

REVIEWING the activities of the Union Oil Company for 1930 E. W. Clark, chairman of the Board of Directors, at the annual meeting of stockholders, March 3, pointed out the following interesting facts:

More than one million shares of Union stock were sold in 1930:

Los Angeles Exchange.....	464,000
New York Exchange.....	406,000
San Francisco Exchange.....	307,000

During 1929 more than two million shares of Union stock changed hands, in addition to the 850,000 shares of Union Oil Associates sold. The number of shares of Associates' stock sold in 1930 totaled 701,000.

There were 11,544 Union stockholders at the end of the year, owning an average of 164 shares. At the close of 1929 there were 9262 stockholders owning an average of 196 shares.



In 1929 there were 393,000 feet or 74½ miles of hole drilled and 66 wells completed. In 1930 there were 181,500 feet of hole drilled and 54 wells completed.

The average depth of the wells completed in 1921 was 3015 feet; by 1929 the average depth had increased to 4803 feet, and advanced to the surprising average of 5424 feet in 1930. The per foot cost of the 5424-foot wells in 1930 was 11 cents less than the per foot cost of the 3000-foot wells.

Although the curtailment program reduced the company's production in 1930 approximately 45 per cent, lifting costs per barrel of oil were practically the same as for 1929; the decreased volume of oil being offset by reduced expenses due to a higher degree of efficiency in the producing organization.

Although the production of natural gas and natural gasoline was reduced from the record high points of 1929, the company's total production of natural gasoline was something over 66,000,000 gallons. This was approximately eight per cent of the state's total and again established the company as the third largest producer of this commodity in the state. Gas operations were carried on with increased efficiency, with a resultant decrease in the manufacturing cost of natural gasoline.

Exclusive of federal income tax and gasoline sales tax the company paid in state, county and city taxes \$1,920,081.42, or an equivalent of 44 cents per share on each share of stock outstanding at the close of 1930. In addition, the company paid a gasoline sales tax of \$8,927,722.79, as compared with \$8,566,786.50 paid out in cash dividends to stockholders during the year.

In commenting on the present situation in the oil industry Mr. Clark said:

"I take the liberty of repeating a statement made in Chicago in 1927, because the basic idea therein contained has been the subject of our endeavors since then and as it must be in the future if we survive and prosper:

'In my opinion the oil business is entering a new era. Conditions and practices under which we have been operating have gone, never to return; a change similar in character to the passing of the old bonanza days of mining for metals. New conditions in our industry call for the exercise of strictly economical operations in every department. Where in the past we have thought in terms of dollars, the future will call for study in expenditure of cents; and profit in the business will flow only to him who gets the proper viewpoint, employs and makes use of the best technical advice, and produces the best goods at the least cost.'

"The existing conditions of the industry have forced us into this new era more rapidly than we could have foreseen; and to meet the decrease in income and the increased expense of operation under conditions of a demoralized market and curtailment of production, and yet show a margin of profit, has meant the inauguration of the strictest economies in all departments. The effect of this policy is clearly apparent in our past year's operations and will be even more apparent during the current year.

"All departments are heartily co-operating in our efforts at efficiency and economy; and while no one knows whether we are now first on the list with the best goods at the lowest cost, it will not be from lack of attention, ambition, effort or study, if we are not.

"I cannot close without a word about our Safety Board, consisting of five members, each at the head of some principal division of our activities; and it is with a keen sense of gratification that I state that there has not been one fatal accident in fifteen months among more than 9000 employees, some of whom are constantly within reach of wheels that revolve and therefore in the proximity of danger. This is the result of careful study and strict enforcement of common-sense rules."



## Union Oil Company of California Provident Fund

**T**O the Members of the Provident Fund:

There is herewith submitted the Balance Sheet of the Union Oil Company of California Provident Fund at December 31, 1930, and the Income Account for the year ended December 31, 1930.

The resources of the Fund at that date totaled \$7,397,620.51 as compared with \$6,135,987.86 at December 31st, 1929, an increase of \$1,261,632.65.

The securities owned at December 31st, 1930 consisted of 114,871 shares of capital stock of Union Oil Company of California and Union Oil Associates, valued at \$3,790,743.00, and other preferred and common stocks, bonds and mortgages aggregating \$3,326,223.01. Loans to members, Accounts Receivable and Income Accrued amounted to \$258,290.97.

The shares of capital stock of Union Oil Company of California and Union Oil Associates, which are regarded as a permanent investment, have been valued on a 6% basis, i.e., \$33 per share; all other securities have been valued at current market prices prevailing on December 31, 1930. The Fund now holds in addition to the amount mentioned above, shares of stock of Union Oil Company of California and Union Oil Associates which have been subscribed for, and agreed to be purchased by employees, and on account of which there was due from the Fund to Union Oil Company of California \$2,537,303.04 on December 31, 1930.

Since the inception of the Fund in July, 1923, the members' contributions have aggregated \$3,327,031.06, the Company having contributed a like amount, which with interest at 5%, \$902,729.48, makes a total of \$7,556,791.60. From this amount there has been repaid to employees in withdrawals and death benefits \$1,343,905.84.

Interest Income and Dividends received during the year totaled \$338,889.13, which, together with profit on securities sold of \$7,354.17, makes a total income for the year to the Fund of \$346,243.30. No investment made for the Provident Fund has passed a dividend or defaulted on bond interest since its acquirement.

After charging the semi-annual interest at 5% per annum credited to members' accounts, and deducting the expense of administering the Fund and provision for benefit payments, all amounting to \$262,242.33, there remained a net income of \$84,000.97 which has been transferred to Reserve Account. The reserve at December 31st, 1930, totaled \$1,012,136.15—a decrease of \$368,932.97 from December 31st, 1929.

The year reflected a steady increase in the membership of the Fund, 5758 employees, representing 94.78% of those eligible, being members of the Fund at December 31st, 1930, as compared with 5682 employees, representing 93.96%, at December 31st, 1929.

By Order of the Board of Administrators  
GERALD G. BLUE, SECRETARY.

I have examined the books and accounts of the Union Oil Company of California Provident Fund for the year ended December 31, 1930, and certify that the accompanying Balance Sheet, Reserve and Income Accounts, together with the annotations thereon, in my opinion, fairly set forth the affairs of the Fund as of December 31, 1930, and the administration of the Fund to that date.

G. H. FORSTER, Comptroller.



## BALANCE SHEET—DECEMBER 31, 1930

## ASSETS

Cash on hand and in banks.....	\$22,363.53
Securities Owned:	
114,871 shares of Capital Stock of Union Oil Company of California and Union Oil Associates valued on a 6% basis, i.e., \$33.00 a share .....	\$3,790,743.00
Common Stocks .....	1,025,986.40
Preferred Stocks .....	946,397.00
Bonds .....	1,005,513.94
Mortgages .....	348,325.67
	<u>7,116,966.01</u>
Loans to Members .....	219,296.86
Accounts Receivable .....	3,671.46
Income Accrued .....	35,322.65
	<u>\$7,397,620.51</u>

NOTE: \*This amount does not include stock of Union Oil Company of California and Union Oil Associates acquired to cover shares subscribed for by employees on account of which there was due the Union Oil Company of California \$2,537,303.04 on December 31, 1930.

## LIABILITIES

Union Oil Company of California.....	\$998,250.78
Accounts Payable .....	25,034.81
Members' Accounts:	
Members' Contributions plus interest thereon.....	\$3,778,395.80
Less withdrawals and Death Benefits .....	1,132,723.79
	<u>\$2,645,672.01</u>
Company Contributions plus interest thereon.....	3,778,395.80
Less withdrawals, Death Benefits and Transfers to Reserve .....	1,132,723.79
	<u>2,645,672.01</u>
	<u>5,291,344.02</u>
Calculated Liability for Benefit Payments.....	70,854.75
Reserve Account .....	1,012,136.15
	<u>\$7,397,620.51</u>

## INCOME ACCOUNT FOR THE YEAR ENDED DECEMBER 31, 1930

Income from Interest and Dividends.....	\$338,889.13
Profit on Securities Sold .....	7,354.17
	<u>\$ 346,243.30</u>
Deduct:	
Expense of Administering Fund.....	16,443.20
Interest at 5% credited to Members' Accounts .....	232,251.94
Provision for Benefit Payments.....	13,547.19
	<u>262,242.33</u>
Net Income for the year carried to Reserve.....	<u>\$ 84,000.97</u>

## RESERVE ACCOUNT

Credits to Reserve on Members' Withdrawals.....	\$ 921,828.36
Add:	
Net Income to December 31, 1929.....	\$287,699.93
Income for year as shown above.....	84,000.97
	<u>†371,700.90</u>
Deduct:	
Difference between Cost and Stated Value of Securities.....	\$1,293,529.26
	<u>281,393.11</u>
	<u>1,012,136.15</u>

NOTE: †Net Income from July 1, 1923 (date of Commencement of Fund) to December 31, 1930..... \$1,303,263.63  
 Less: Interest at 5% credited to Members' Accounts..... \$915,696.78  
 Provision for Benefit Payments..... 15,865.95 931,562.73  
\$ 371,700.90



## Production Group Changes

**P**. N. BOGGS, vice-president in charge of the Production Group, March 6, announced the appointment of A. C. Rubel to the position of manager of field operations. He will report to F. F. Hill, director of production. Mr. Rubel came to the company eight years ago as a geologist, following extensive exploration work in Mexico, and a few months later was transferred to the field department. Two years ago he was appointed chief petroleum engineer of the company and for the past year has held the position of assistant manager of field operations. With Mr. Hill, he has been responsible for a large number of recent improvements in the company's drilling operation.

The following organization within the Production Group was also announced by Mr. Boggs:

D. B. Myers will continue as chief geologist, reporting to Mr. Boggs.

J. L. Church, manager of lands, has been appointed manager of lands and

leases, reporting to Mr. Boggs. H. C. Ferry, a member of the legal department of the company, has been appointed assistant manager of lands and leases.

C. H. Sherman, special representative of the company, now in the Mid-Continent fields, will report to Mr. Boggs and will furnish appropriate information to the chief geologist and to the manager of lands and leases.

James A. Douglas, manager of the Union National Petroleum Company, will continue in that capacity, reporting to Mr. Boggs on all matters pertaining to the operations and development in Mexico.

The following have been appointed to the Production Committee, which will meet in the Directors' room the first and third Mondays of each month:

F. F. Hill, A. C. Rubel (chairman), D. B. Myers, J. L. Church, H. C. Ferry (secretary), F. W. Lake, Lafe Todd, G. W. Gosline, Ed Jussen, Jr., W. W. Orcutt and Mr. Boggs.

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## Crude Oil Prices Reduced

**T**HE following letter written on March 6 by W. L. Stewart, Jr., vice-president in charge of manufacturing and crude oil purchases, to all producers from whom the company is buying crude oil, announced the inauguration of a new schedule of prices (printed on Page 11) to be paid for crude oil at the well:

Gentlemen:

The posted schedules of prices for crude oil in the fields of this state have been for some time out of line with the values of the crude and of the products obtainable therefrom. The result has been that the marketing companies have not been willing

to increase their contractual commitments and crude oil is being actually sold in the fields at prices below the posted schedules. This company has therefore determined that effective 7 a. m., March 10th, 1931, it will place into effect the attached schedule of prices which it will pay for crude oil purchased by it in the different fields.

The undersigned will be pleased to personally discuss the situation with your representative should you so desire at any time that may be mutually agreeable.

Very truly yours,  
W. L. STEWART, JR.



# UNION OIL COMPANY OF CALIFORNIA

## Schedule of Prices for Crude Oil Purchased at the Well

Gravity	Effective 7 A. M. March 10, 1931										Gravity
	Santa Fe Springs	Alamitos Hts. Signal Hill Seal Beach Torrance Athens Rosecrans Dominguez	Montebello Hunt. Beach East Coyote Richfield Brea-Olinda	*Playa Del Rey	Santa Paula	Orcutt	Lost Hills Kettleman Hills	Coolinga McKittrick Kern River Sunset-Midway Elk Hills Buena V. Hills	Gravity		
11-13.9°	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	11-13.9°
14-14.9	.....	\$.65	\$.65	.....	\$.65	.....	.....	.....	.....	.....	14-14.9
15-15.9	.....	.65	.65	.....	.65	.....	.....	.....	.....	.....	15-15.9
16-16.9	.....	.65	.65	.....	.65	.....	.....	.....	.....	.....	16-16.9
17-17.9	.....	.65	.65	.....	.65	.....	.....	.....	.....	.....	17-17.9
18-18.9	.....	.65	.65	.....	.65	.....	.....	.....	.....	.....	18-18.9
19-19.9	.....	.65	.65	.....	.65	.....	.....	.....	.....	.....	19-19.9
20-20.9	\$.66	.66	.66	\$.56	.65	.57	.....	.....	.....	.....	20-20.9
21-21.9	.67	.67	.67	.57	.65	.59	.....	.....	.....	.....	21-21.9
22-22.9	.68	.68	.68	.58	.65	.62	.....	.....	.....	.....	22-22.9
23-23.9	.69	.70	.69	.59	.65	.65	.....	.....	.....	.....	23-23.9
24-24.9	.70	.72	.70	.60	.66	.68	.....	.....	.....	.....	24-24.9
25-25.9	.71	.74	.71	.61	.67	.71	.....	.....	.....	.....	25-25.9
26-26.9	.72	.76	.72	.....	.68	.74	.....	.....	.....	.....	26-26.9
27-27.9	.73	.78	.73	.....	.69	.....	.....	.....	.....	.....	27-27.9
28-28.9	.74	.80	.75	.....	.70	.....	.....	.....	.....	.....	28-28.9
29-29.9	.76	.82	.77	.....	.71	.....	.....	.....	.....	.....	29-29.9
30-30.9	.78	.84	.79	.....	.72	.....	.....	.....	.....	.....	30-30.9
31-31.9	.80	.86	.81	.....	.73	.....	.....	.....	.....	.....	31-31.9
32-32.9	.82	.88	.83	.....	.74	.....	.....	.....	.....	.....	32-32.9
33-33.9	.84	.90	.85	.....	.75	.....	.....	.....	.....	.....	33-33.9
34-34.9	.86	.92	.87	.....	.....	.....	.....	.....	.....	.....	34-34.9
35-35.9	.88	.94	.89	.....	.....	.....	.....	.....	.....	.....	35-35.9
36-36.9	.90	.96	.....	.....	.....	.....	.....	.....	.....	.....	36-36.9
37-37.9	.92	.98	.....	.....	.....	.....	.....	.....	.....	.....	37-37.9
38-38.9	.94	1.00	.....	.....	.....	.....	.....	.....	.....	.....	38-38.9
39-39.9	.96	1.02	.....	.....	.....	.....	.....	.....	.....	.....	39-39.9
40 and Up	.98	1.04	.....	.....	.....	.....	.....	.....	.....	.....	40 and Up

\*In all cases a field gathering charge of 5c per barrel will be made for receiving and delivering such oil into its Del Rey Pipe Line System.



## Crude Oil Prices Reduced (*Continued*)

**R.** D. MATTHEWS, executive vice-president, referring to the March 10 schedule of crude oil prices which the company would pay to its customers now under contract, stated that some 18 months ago the purchasing companies in California encouraged producers to curtail their output. A conscientious effort has been made in the various states of this country to limit crude production by means of voluntary agreements and state regulations, and California has made an earnest effort to do its part. However, owing to the decline in demand from those markets which a portion of California production formerly supplied, it is economi-

cally unsound to continue to maintain a price schedule for California crude oil which is out of line with product realizations in the markets and when no market now exists for any unrestricted production in this state over the curtailment allotments. Further, crude oil is being sold into the local markets on a price basis below the posted schedules. In addition to over-production of crude a state of under-consumption of petroleum products exists in many countries, due to the general effects of the business depression and the fact that the monetary exchanges of some countries are below par.

\* \* \* \* \*

**I**N announcing a new schedule of prices (printed on Page 13) that it will pay for its purchases of crude oil at the well effective March 15, 1931, at 7 a. m., the company stated the crude oil prices made effective March 10, 1931, were much in excess of the market value of the products obtainable from the crude, and further, that since its announcement March 6, 1931, of change in its crude oil schedule, effective March 10th, there have been further reductions in gasoline prices on the Pacific Coast; the result again being that the prices to be paid for refining crude under its new schedule are still much in excess of the market value of the products obtainable therefrom, and that the reduc-

tion in crude prices, which it now announces, does not adjust the situation.

The new schedule provides in the Los Angeles basin fields for a base price of 65c per barrel up to 19.9 gravity with an increase of 1c for each 5 degree increase in gravity with a maximum price for 40 gravity crude and higher of 70c per barrel. Playa Del Rey crude of 20 to 24.9 gravity is 56c and for 25 to 25.9 degrees gravity 57c per barrel, less a field gathering charge of 5c per barrel. The new schedule for the Valley fields and Kettleman Hills provides for a base price of 50c for 11 to 13.9 gravity and 55c up to 19.9 gravity with an increase of 1c for each 5 degrees increase in gravity with a maximum price of 60c for 40 degrees gravity.



# UNION OIL COMPANY OF CALIFORNIA

## Schedule of Prices for Crude Oil Purchased at the Well

Effective 7 A. M. March 15, 1931

Gravity	Santa Fe Springs	Rosecrans	Torrance	Seal Beach	Signal Hill	Alamitos Hts.	Dominguez	Brea-Olinda	Richfield	East Coyote	Hunt. Beach	Montebello	*Playa Del Rey	Santa Paula	Orcutt	Lost Hills	Kettleman Hills	Gravity
11-13.9°																\$ .50		11-13.9°
14-14.9					\$ .65													14-14.9
15-15.9					.65													15-15.9
16-16.9					.65													16-16.9
17-17.9					.65													17-17.9
18-18.9					.65													18-18.9
19-19.9					.65													19-19.9
20-20.9	\$ .66				.66								\$ .56					20-20.9
21-21.9	.66				.66								.56					21-21.9
22-22.9	.66				.66								.56					22-22.9
23-23.9	.66				.66								.56					23-23.9
24-24.9	.66				.66								.56					24-24.9
25-25.9	.67				.67								.57					25-25.9
26-26.9	.67				.67								.57					26-26.9
27-27.9	.67				.67								.57					27-27.9
28-28.9	.67				.67								.57					28-28.9
29-29.9	.67				.67								.57					29-29.9
30-30.9	.68				.68								.67				\$ .58	30-30.9
31-31.9	.68				.68								.67				.58	31-31.9
32-32.9	.68				.68								.67				.58	32-32.9
33-33.9	.68				.68								.67				.58	33-33.9
34-34.9	.68				.68												.58	34-34.9
35-35.9	.69				.69												.59	35-35.9
36-36.9	.69				.69												.59	36-36.9
37-37.9	.69				.69												.59	37-37.9
38-38.9	.69				.69												.59	38-38.9
39-39.9	.69				.69												.59	39-39.9
40 and Up	.70				.70												.60	40 and Up

\*In all cases a field gathering charge of 5c per barrel will be made for receiving and delivering such oil into its Del Rey Pipe Line System.



## Sales Organization Changes

THE following organization changes were announced last month by V. H. Kelly, newly appointed director of sales:

J. B. Arthur, formerly manager of fuel oil and asphalt sales, was made manager of fuel oil and export sales, reporting to the director of sales.

Lawrence Wolff was appointed assistant manager of fuel oil and asphalt sales, and R. O. Jones, assistant manager of refined oil export sales, both reporting to Mr. Arthur and becoming members of the Distribution Committee.

J. B. Williams and J. H. Dasteel, the latter formerly manager of the Los Angeles district, were appointed assistant managers of refined oil sales, reporting to J. M. Geary, manager of the department.

W. F. Lewis, who for the past year has served as special representative in the Sales Department, was appointed manager service station distribution, reporting to Mr. Geary.

M. W. McAfee, manager of the Seattle district, was appointed manager Northern

division. F. W. Pemberton, manager of the Sacramento district, was transferred to Los Angeles and W. E. Davenport, manager of the Spokane district, to Sacramento. Roy Linden, assistant manager of operations, Portland district, was transferred to Spokane as manager of that district.

Other changes included the assignment of H. H. Brown to the lubricating sales department; Otto Nissen to San Francisco as assistant district manager of sales; E. B. Connell to the position of assistant district manager of sales, Fresno; H. E. Golding to Portland as assistant district manager of operations and F. C. Barr to San Diego as assistant district manager of operations.

The Distribution Committee, under the new organization arrangement, will be made up as follows:

Chairman, J. B. Williams and J. H. Dasteel, alternating; secretary, Arthur C. Stewart; members, V. H. Kelly, J. M. Geary, J. B. Arthur, E. W. Hutton, Eugene Power, D. E. Forker, Lawrence Wolff, R. O. Jones, F. W. Pemberton and A. C. Galbraith.



J. B. ARTHUR  
*Manager Fuel Oil and Export Sales*



J. B. WILLIAMS  
*Asst. Manager Refined Oil Sales*



J. H. DASTEEL  
*Asst. Manager Refined Oil Sales*



W. F. LEWIS  
*Manager Service Station Distribution*



M. W. MCAFEE  
*Manager Northern Division*



F. W. PEMBERTON  
*Manager Los Angeles District*



W. E. DAVENPORT  
*Manager Sacramento District*



ROY LINDEN  
*Dist. Manager Spokane*



# Magic Circle in Sequoia National Park

By Daniel J. Tobin

*Assistant Superintendent, Sequoia National Park*

A LITTLE circular plot of ground, a few hundred feet around, secluded in the forests of the mountains of Central California, has borne the tramping feet of distinguished citizens of practically every country on the globe. Within this circle, "The oldest and largest living thing on earth," the General Sherman Tree, 37.3 feet across at the base, stands as chief of the comparatively few survivors of a specie of giant tree once widely distributed over the face of the world. Only in a very limited range on the western slopes of the Sierra Nevada Mountains does the Big Tree (*Sequoia Gigantea*) now exist. Fortunately, the choicest of the few trees remaining are preserved for all time within the boundaries of the Sequoia National Park. Fortunately; for the fundamental policy of the National Park Service as established by Congress "to conserve the scenery and the natural and historic objects and the wild life therein . . . in such manner and by such means as will leave them unimpaired for the enjoyment of future generations" is guarantee that our children's children will have these mighty monarchs unimpaired for their inspiration, reflection, and wonder.

Wonder! Consider only the most common statistics on that best known monarch, the General Sherman. Its age, prob-

ably 4,000 years, reaches back into the beginnings of history; before Greece; before the Roman empire. Its diameter, 37 feet and more—twice the width of the average state highway. Its height, 274 feet—towering with a 25-story city skyscraper. Its weight, 2000 tons—greater than a train of forty loaded box cars. Who wonders then that from the farthest corners of the earth, men come to contemplate the history of the world stored up in this ancient giant.

As wonderful as all the years behind is its promise of the future. Evidences of decay, of exhaustion, are lacking. Vital and sound, adding new girth annually, even healing slowly its centuries old fire wounds, it gives no indication of other than continued healthy growth possibly into more thousands of years.

The General Sherman Tree is but one of some thousands of Big Trees, scattered in groves within the park, trees which are thousands of years old. Best known and most accessible of all the groves is

the Giant Forest, well named by John Muir, the famous naturalist. Here the visitor has every opportunity to learn of the secrets of the big trees, to marvel at their enormity, to admire their grace and beauty, and to enjoy their space and dignity. Their protectors, the National Park employees, have a wealth of information



**General Sherman**  
*Giant of the Giant Trees*





*A natural gateway to the Giant Forest. These trees are about three miles below the camp proper.*

to share with the visitor. Trained naturalists lecture daily on their origin and history, and a library of related material is available.

Nature was more than generous in her treatment of the 604 square miles of the Sequoia National Park within which these giants are preserved. The big trees alone were sufficient to justify the creation of a National Park. But many of the natural wonders that are commonly associated with Yellowstone, Yosemite, or other parks are contained within the Sequoia boundaries. The Kern River Canyon, rivalling the Yosemite in its 3,000 foot walls and long, narrow valley, fortunately inaccessible by automobile, is annually attracting more and more of those who feel the urge to leave behind the man-made structures and monuments.

Overlooking the Kern Canyon on the west is Mt. Whitney (14,496 feet), the highest peak in the United States outside of Alaska. This famous peak, surrounded by many others nearly as high, has for

**Note—Union Products are now being used extensively in Sequoia National Park by the Government.**

many years been a test of endurance for high mountain hikers and climbers. Last year, however, an excellent horse and foot trail was completed to the top, and the ascent along the steady grade may now be easily made.

Lakes—over 300 of them—are distributed like jewels in the higher reaches of the park, and those close in to Giant Forest—Emerald, Heather, Twin, Silliman—are favorite attractions for thousands during the summer season. Fighting fish of good size are found in many. Mentioning fish, practically all the streams in the park are well stocked with game trout, and the famous Kern River golden trout lures many of the disciples of Izaak Walton.

The wild life of the park is one of its fascinations. Hunting and trapping are, of course, prohibited, and the animals and birds have responded to the protection of 40 years standing.

Among this galaxy of Nature's offerings, man has inserted only those necessary structures and utilities required for the proper care and enjoyment of the people.



## Earthen Storage and Inert Gas

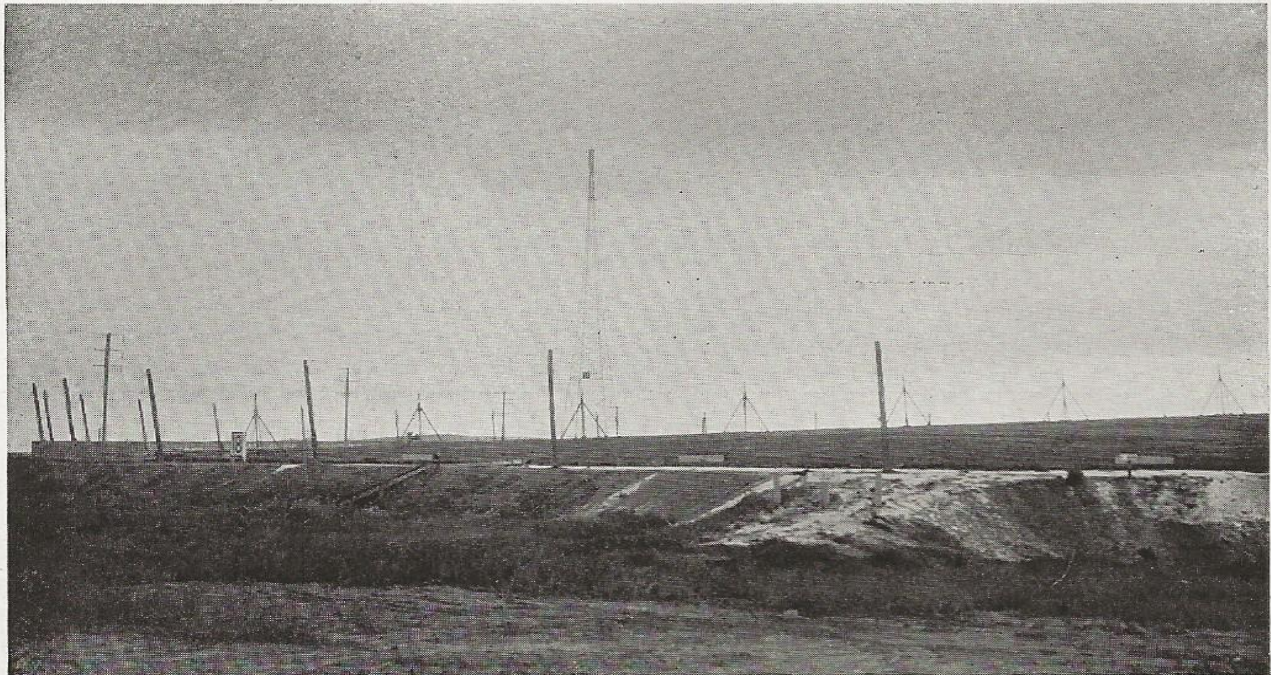
**I**NHERENT to the storage of oil since petroleum was first produced is its menace from destruction by fire, a hazard which has forced field and tank farm superintendents as well as refinery technicians to utilize every precaution available in thwarting the unnatural wastage of above-ground reserves, the ignition of which usually results from direct or secondary electrical charges.

Some of the most spectacular and costly fires in the history of the country have been those in the oil fields and storage farms, two of which on April 7 and 8, 1926, reduced the Union Oil Company's supply of stored refinery crude and fuel oil by approximately 7,800,000 barrels in disastrous conflagrations at the San Luis Obispo and Stewart tank farms. In both instances the incipient blaze occurred as the result of a direct hit by lightning.

Earthen reservoirs, which since the early part of the past decade have been utilized for the purpose of storing refinery crude and in recent years have come into

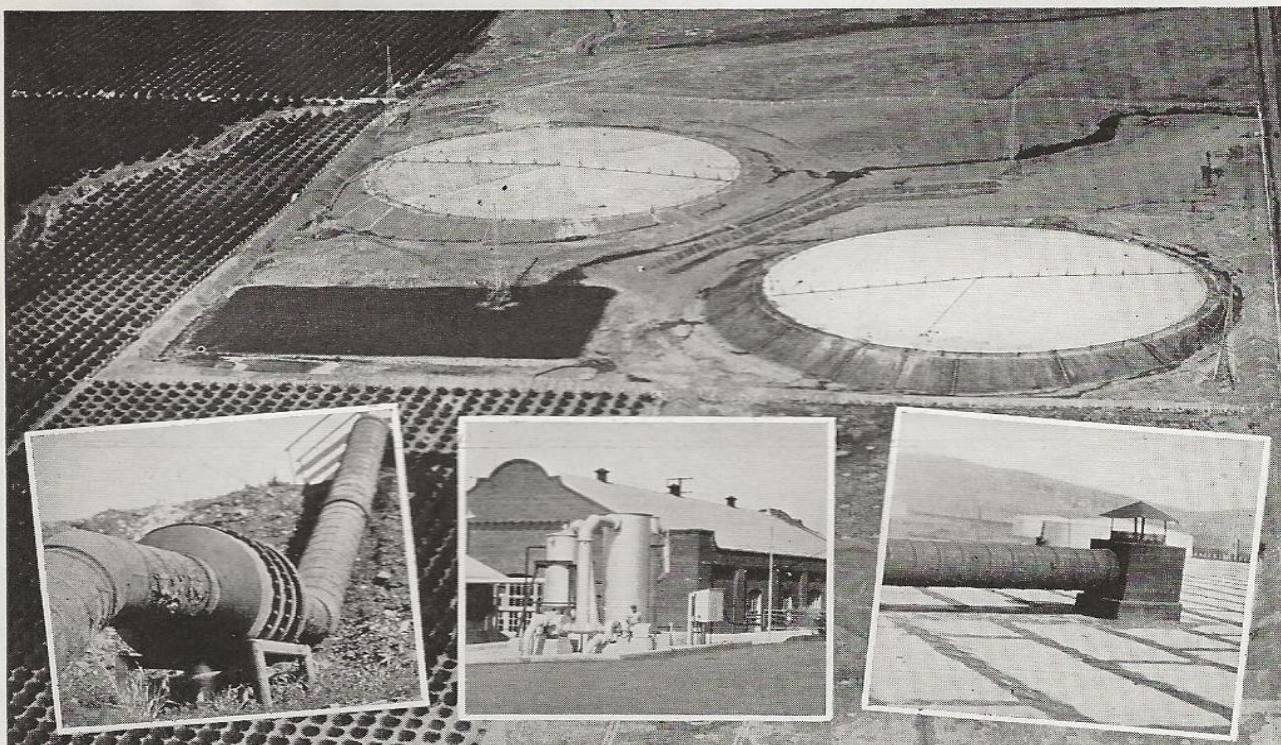
general use as the result of the overproduction of oil, have materially added to the danger from tank farm fires due to the volatile character of the products stored and their tremendous capacities. Consisting essentially of huge excavations either circular or elliptical in shape, lined with concrete on the bottom and sides and having a wooden frame structure overlaid with composition roofing as a covering, these reservoirs are capable of storing between 500,000 and 4,000,000 barrels of oil, depending on their size. Large quantities of metal, wood and other materials, all of which are to some extent electrically effected, are used in the construction of such a unit. Consequently, the protection of these reservoirs is a major problem confronting the industry.

The erection over the earthen storage of lightning towers to take care of direct strokes, as well as a network of grounded conductors to equalize the static potentials which readily accumulate over such a



*The combination of lightning towers and inert gas give the superintendent of the tank farm a sense of security that he might not otherwise enjoy when the storm clouds gather.*





Above are shown reservoirs in which inert gas is used as a protection against lightning. In the lower photograph on the left, is shown the line carrying the gas into the reservoir; the bulge in the center is a flame arrester. The cooling tower through which the inert gas passes after being drawn from the boilers is shown in the center, while on the right is the junction box through which the gas enters the reservoir.

structure were the first measures adopted in combating fire hazard.

Working on the premise that an absence of oxygen or a reduction in the percentage of oxygen content materially reduces the combustibility of vapors, manufacturing department technicians of the company experimented with the use of inert gas injected into the reservoirs to circulate above the body of the oil as early as 1923. At this time a miniature storage tank was built, in which crudes of varying volatility were placed, with the inert gas injected into the space between the oil and the top of the tank. Following the calamitous fires of 1926 work was resumed on the plan, and it was learned that flue gas from the boilers in which natural gas was being burned contained satisfactory proportions of inert gases, namely and chiefly nitrogen and carbon dioxide. Extensive research proved that as the amount of oxygen in the inert gas mixture was increased the

combustibility of the mixture also was raised, with a resultant increase in the possibility of ignition from either direct or induced electrical charges. It was found that a mixture containing more than 10 per cent oxygen might be susceptible to ignition and was therefore unsafe.

In the use of natural gas as a fuel for boilers, from 10 to 20 times as much air as natural gas is essential. In the combustion process nitrogen, carbon dioxide, water, and oxygen are given off as flue gas. By making minor adjustments on the burners, it is possible to increase the consumption of oxygen in the burning process. The flue gas then given off is low in oxygen, being composed chiefly of nitrogen and carbon dioxide, although small quantities of the other constituents remain. The adjustment reduces the oxygen content to between 7 and 13 per cent, and the inert gas when mixed with atmosphere in the reservoir lowers its percentage of oxygen.



In consequence, a mixture is established that is non-explosive. What actually transpires can be explained by the fact that the atmosphere above the surface of the oil before the inert gas is injected is comprised of 78 per cent nitrogen, 18 per cent oxygen, and 4 per cent hydrocarbon vapors. After the injection the atmosphere, now saturated with inert gas, has a composition of approximately 83 per cent nitrogen and 7 per cent oxygen, with the remaining percentage made up of carbon dioxide and hydrocarbons. The oxygen content has been reduced from between 18 and 21 per cent to less than 7.

The inert gas is drawn off from the boiler breachings through suction lines, pumped through coolers, and passed to junction boxes from where it is delivered into lines leading to the respective reservoirs. To preclude the possibility of ignition from boiler sparks, flame arresters have been installed in the delivery lines between the junction boxes and the earthen storages. From the lead lines the gas is injected under pressure into the space between the surface of the oil and the top of the roof. Since this space varies according to the quantity of oil in the container and the atmospheric temperature and pressure, a complete set of flow controls are located throughout the delivery system so that the supply of gas may be increased or decreased as the needs

dictate. Junction boxes are equipped with safety valves which automatically open when excessive pressure or vacuum builds up in the reservoir. A safety factor allowance is made and is frequently called upon when sudden hot or cold periods increase the normal breathing rate of the container or the volume of oil in the reservoir is considerably increased or reduced.

Samples of the inert gas are periodically drawn off and tested for oxygen content. Due to the fact the gas freely dissipates into the air, its flow from the boilers must be continuous.

The company at the present has four of its earthen storages at Stewart tank farm, near Brea, Calif., equipped with the inert gas system as protection against loss by fire. Refinery crude is stored in these reservoirs, it not being deemed necessary to insure crude fuel or residuum with this safeguard, since the vapors from these products contain too low a hydrocarbon content to be an explosive mixture. In utilizing this precautionary measure, the company has effected a material saving in insurance rates as well as having economized on storage facilities. The company is one of two major producers to adopt this means of protection for refinery crude, although the inert gas system for a number of years has been used rather extensively on tankers with much success.

## Motorite Sets Oil Sales Record First Year

**C**LOSING its first year with a gain of 65 per cent over the previous highest Union oil sales record, Motorite has scored the greatest success achieved by any new oil so far placed on the market in the West, and has far exceeded the best expectations of the officials in charge of sales.

A half-million cars could operate a year on the amount of Motorite sold on the Pacific Coast alone during 1930.

Never has an individual brand of oil been accorded as enthusiastic a reception as that given Motorite when it was brought out March 4. The high quotas set for the initial months were exceeded in every district, and the gains over the pre-

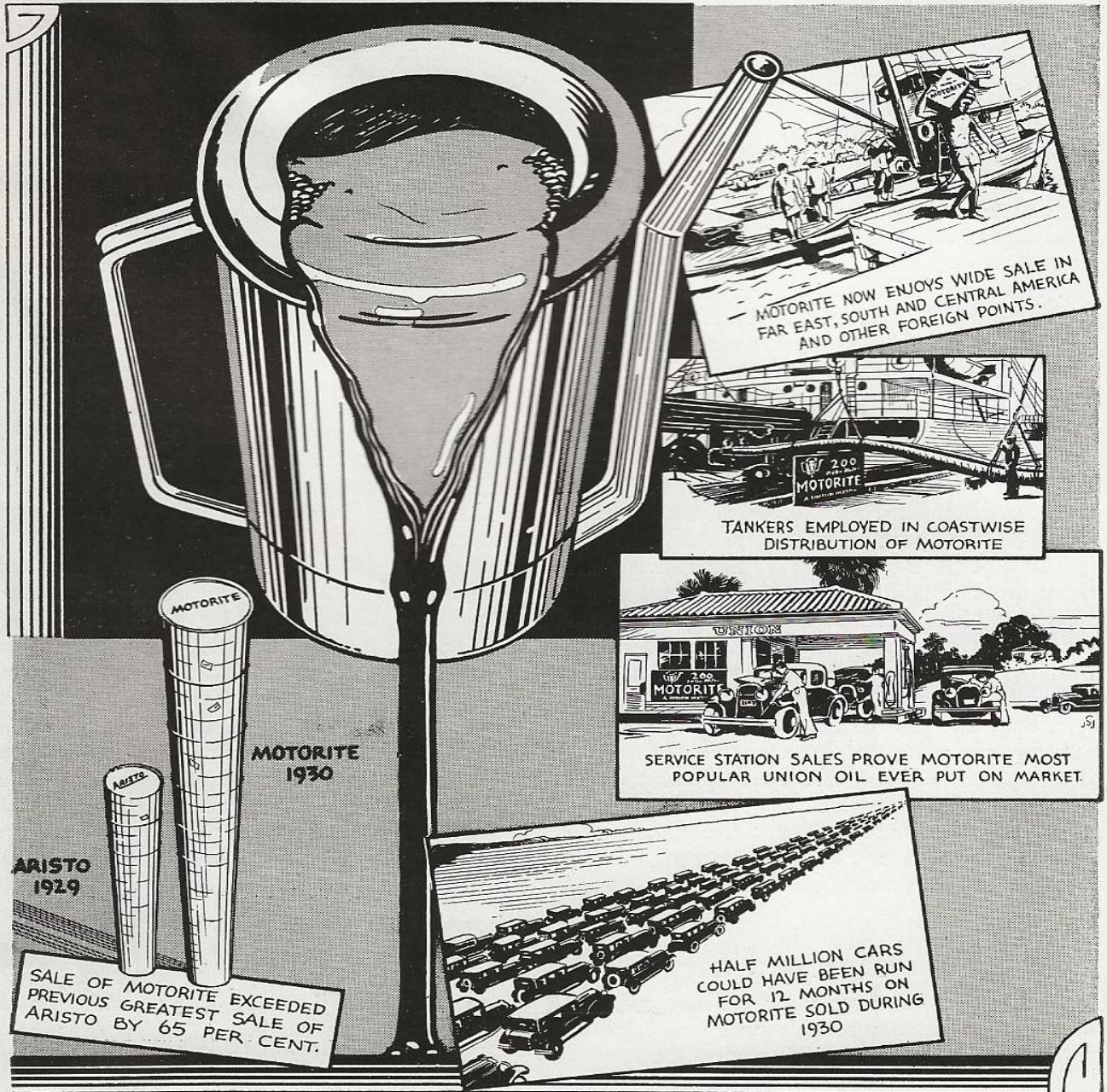
vious record oil sales were maintained throughout the year.

The success scored by Motorite is even more phenomenal when it is appreciated that it was introduced and sold during one of the severest economic depressions which has visited the country in recent years.

At the time Motorite was placed on the market the Union Oil Company dealers were still carrying a substantial stock of Aristo, and continued to sell a considerable quantity of it during the year. Aristo and Motorite gallonage together exceeded the previous highest Aristo gallonage, attained in 1929, by 82 per cent.

It would appear from these figures that motorists can be converted to good West-





ern oils, and that the number using Western oils is steadily increasing.

In connection with the record made by Motorite, it is significant that the oil was able to hold its own in the face of a price situation that has had few, if any, equals on the Coast.

Following its introduction on the Pacific Coast, including British Columbia and Western Canada, Motorite was placed on the market in the Far East and South and

Central American points, and was as enthusiastically received in these places as it had been at home, registering substantial increases in sales over brands previously carried.

Motorite is now being sold in: United States and Canada; Strait Settlements; Philippine Islands; Dutch East Indies; South Seas; New Zealand; Japan; China; Honolulu; Central America; South America; Siam; India; Island of Ceylon; French Indo China; Panama and Mexico.



# The Pipe Line Dispatcher

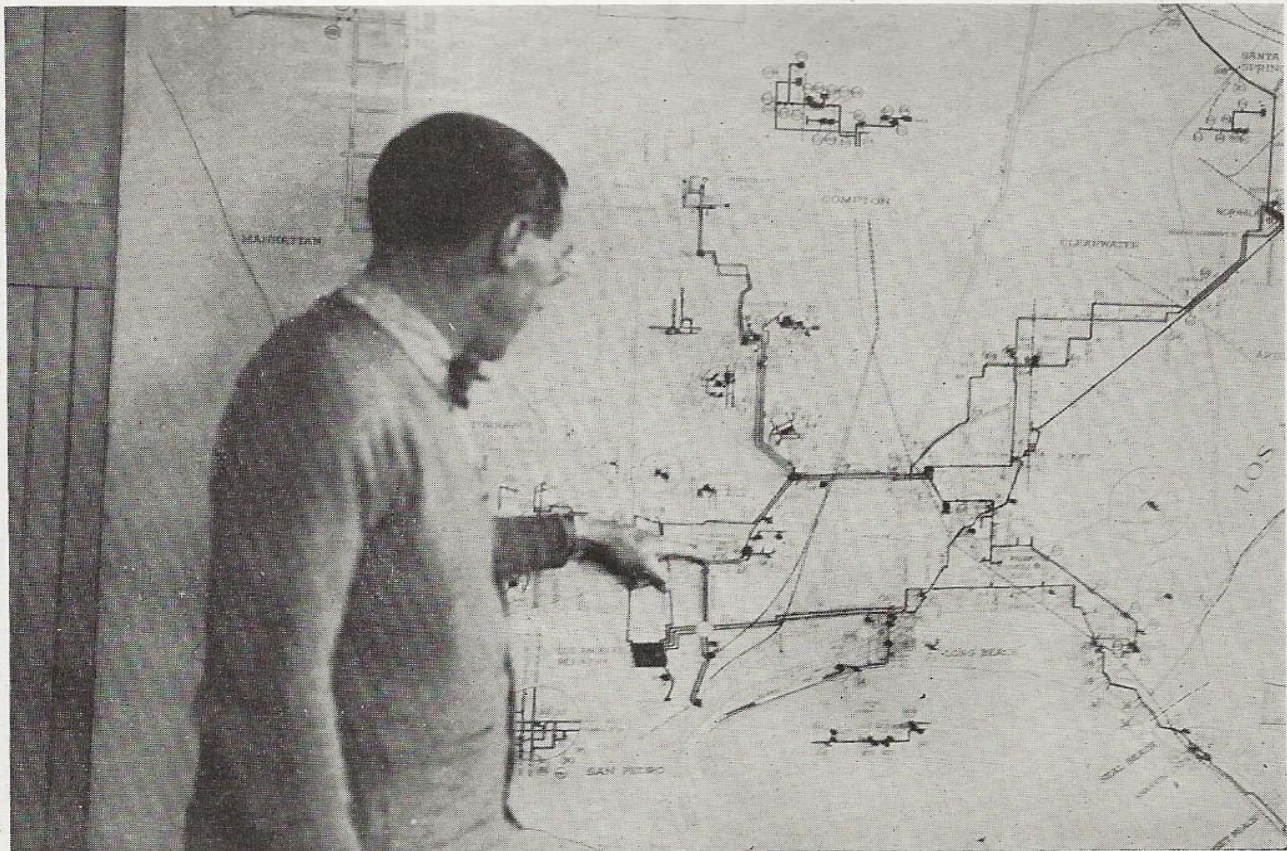
By W. W. HAY

Superintendent Los Angeles Pipe Line

THE system employed for dispatching oil in the Pipe Line Division of the Union Oil Company is similar in many respects to that of train dispatching on the railroad. The pipe line dispatcher controls all operations over the entire system, any change in same being covered by a "dispatcher's order." Responsibility is his to see that the amount of oil delivered into the pipe line from the field or elsewhere, checks with the amount received at the terminal. For this purpose, an hourly "check" is taken of every operation, and if any discrepancy occurs, he must take the proper steps to determine the cause, and effect a remedy therefor.

During the present period of curtailment, he approves all shipment of oil from the field into the pipe line so that no oil shall be accepted in excess of the allowable figures furnished by the Umpire's office.

He arranges to keep the refineries supplied with commodities necessary for the manufacture of our products, and assists the Manufacturing Department in the supplying of tanker cargoes. In the handling of different commodities through the pipe lines, much care must be exercised to prevent, as much as possible, any contamination which would effect the value of the commodity handled.



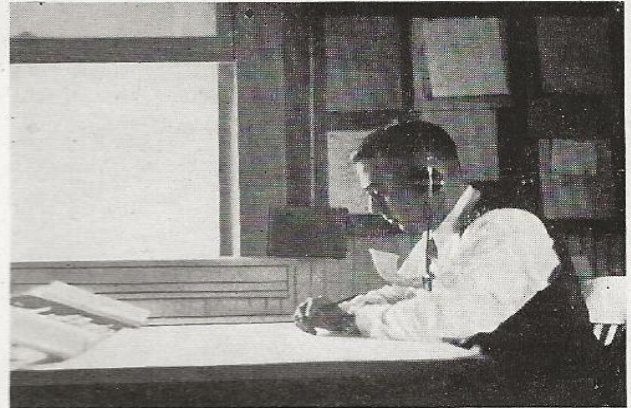
W. W. Hay, superintendent of the Los Angeles Pipe Line, pointing out gate valve locations on ten-foot dispatcher's board at Brea which shows company's entire Southern California pipe line system, the various lines being designated in different colors. On the board are also indicated emergency telephone stations and 400 gate valves, each one of which is numbered. The map reflects the actual operation of the lines at all times, pegs being used to indicate when the gate valves are open or closed.



All refinable crudes are easily transported, but a somewhat different situation exists in the case of handling crude fuel or residuum. Due to the characteristics of this oil, it is almost impossible to move it through the pipe line at the same temperature as refining crude. Before starting a fuel oil operation, crude of about 24-deg. A.P.I. is gradually heated to 120-deg. F. and pumped for 36 hours, after which the fuel oil is started out with a beginning temperature of 130 deg. F., increasing slowly to 150-deg. F. This gradual heating process is essential to reduce the possibility of line damage due to contraction and expansion forces. The fuel oil is pumped as fast as line pressure will permit, and care must be exercised to see that speed and temperature are maintained, otherwise a "plugged" line may result. When the fuel oil operation is completed, the temperature of the oil is gradually reduced, allowing the line to cool off slowly.

The pipe line is sometimes called upon to tax its facilities to the limit in order to supply a large demand for oil at the terminals. Maximum volumes cannot be attained unless the dispatcher is thoroughly alive to the situation, and is closely watching every phase of the operations.

A sudden drop in line pressure is often indicative of a possible pipe line "break." Unless this sudden change can be definitely accounted for, as might be expected from a field lease having shut down pumping into main line, then the stations affected are immediately shut down, and suction pumps are placed in service to drain



*The dispatcher's office is never closed. The movement of oil requires that a dispatcher be on duty at all times. The above photograph shows Dispatcher Leslie Heggie at his desk.*

the lines. Men are sent out at once to patrol the line, and if a leak is discovered, valves are closed to isolate the damaged section and thus prevent the further loss of oil from drainage. Prompt and correct action in an emergency of this nature often saves a large loss of oil with its attendant damage to property.

The dispatcher is in touch with occurrences in all fields 24 hours per day, and is immediately informed of any serious accidents occurring on our own properties or the holdings of other companies.

When it is considered that approximately 40 dispatcher's orders are issued in eight hours, and that the telephone calls average 350 in the same period, it is apparent that the pipe line dispatcher is the key man in the operation of a pipe line system.

## **This Month's Cover from Painting by William Wendt**

William Wendt, whose painting of "Mt. Williamson" in the Lone Pine region is reproduced on this month's cover of THE BULLETIN, ranks among a small handful of great American painters of landscape, and as the finest exponent of California landscape art. Wendt's love for the Golden State is expressed in every line and color of his canvas. His artistry lies in the fact that he reproduces with infinite truth and subtlety the scenes before him. He does not strive for dramatic effects, either in color, or subject matter. He wants the landscape to live on the canvas as he has seen it.

THE BULLETIN has been fortunate in securing two additional paintings from Mr. Wendt

which will be reproduced on the April and May covers. These paintings, with the one reproduced this month, form a part of an exhibit of his works being held during March at the Stendahl Art Galleries in the Ambassador hotel, Los Angeles. Lovers of landscape paintings will find this one of the rarest exhibits that it has ever been their pleasure to see.

To appreciate this month's cover it should be viewed from a distance. The shadings become deep ravines when seen in the proper perspective. Extra copies of the cover, without the overprint, can be obtained without cost by writing the editor of THE BULLETIN.





# Service Emblem Awards

## Complete 20 Years of Service



**John C. Beck**

More than 200,000,000 barrels of Union Oil Company products have been handled over the dock of the company's marine terminal at Wilmington under the supervision of John C. Beck, wharf foreman of the Los Angeles refinery, who completes twenty years of service with the company the 17th of this month. Beck is a "hundred percenter" in routine duties or emergencies.



**Homer Ambrosier**

Homer Ambrosier, superintendent of the Maltha refinery since January, 1927, will round out twenty years' service with the company this month. He entered the employ of the company at Oleum, March 10, 1911, and in eight years had been advanced to day refinery foreman. He was transferred to the Maltha refinery in May, 1926, as acting superintendent.



**W. K. Straley**

Since June, 1909, except for two months, W. K. Straley, foreman at Midway, has been identified with the Pipe Line Department of the Union Oil Company. He participated in the laying of the first field line at Coalinga, McKittrick, Midway and Sunset, and also the main line from Coalinga to Cholame from LoKern via McKittrick to Sunset.



**J. W. Stives**

J. W. "Jim" Stives, head well-puller at Stearns, completes twenty years of service with the company this month.

"It has all been done right here at Stearns and on the Naranjal lease," he said the other day, "but it has been interesting, and I don't know where a man would find a pleasanter place to work."

### FIFTEEN YEARS

Clifton, J. S.....	Los Angeles Sales
Dunham, Orley R.....	So. Div. Field
Franck, Ebert Waldo.....	Fresno Sales
Goss, Leo L.....	So. Div. Field
Jones, Frederick H.....	So. Div. Field
Reynolds, Michael J.....	No. Div. Field
Seaton, Granville B.....	So. Div. Field
Youngquist, Paul H.....	So. Div. Field

### TEN YEARS

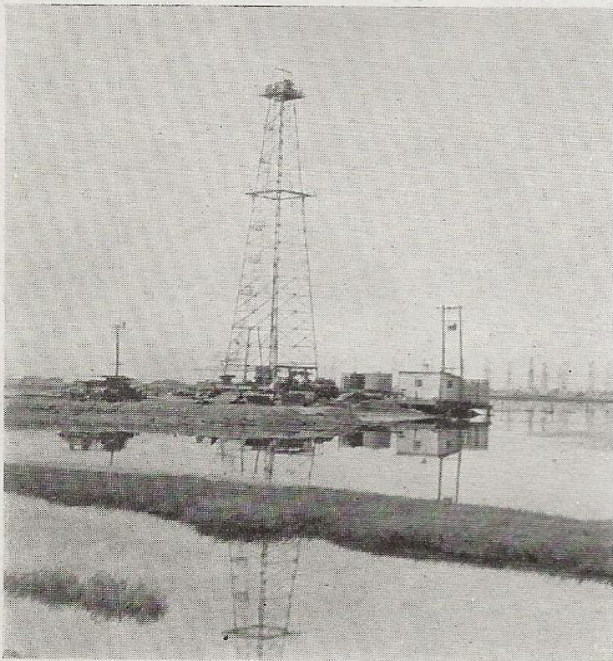
Alsip, Henry T.....	So. Div. Field
Bell, Lawrence L.....	Purchasing Dept.
Bertschin, Clara.....	Advertising Dept.
Browne, Harry Taylor.....	San Diego Sales
Carey, Warren E.....	Aviation Dept.
Carman, George R.....	No. Div. Pipe Line
Chester, Winfred L.....	So. Div. Field
Clarke, John H., Jr.....	San Francisco Sales



**TEN YEARS (CONT.)**

Crell, Edw. W.....	Manufacturing Dept.
Critchlow, Robert E.....	So. Div. Field
Cruise, William.....	So. Div. Field
Dowdy, Herman L.....	So. Div. Field
Edwards, Leona.....	Oleum Refinery
Fenton, Roland R.....	Purchasing Dept.
Hovey, August.....	Los Angeles Refinery
Jensen, Anders G.....	Oleum Refinery
Kinney, William E.....	So. Div. Field
Lewis, Thomas B.....	Oleum Refinery
Lohrberg, August.....	Oakland Sales
McBride, John C.....	So. Div. Field
Merrill, David R.....	Research
Morgan, Charles S.....	Los Angeles Refinery
Myracle, Clarence C.....	So. Div. Field
Sallade, Harry E.....	So. Div. Field
Shaffer, Harry I.....	So. Div. Field
Street, Dorothy B.....	Honolulu Sales
Talley, Robert L.....	No. Div. Field
Terry, Wm. Tompson.....	Manufacturing Dept.
Tessner, Norman H.....	No. Div. Field
Williams, Donald P.....	Central Div. Garage
Yap, Mitchell Awa.....	Honolulu Sales

**Build Island for Rig**



In preparing to drill King Vidor No. 1, located in the tideland marsh in the southwestern portion of the Del Rey Field, it was necessary to build an island, the construction of which took 4000 cubic yards of dirt and 240 cubic yards of decomposed granite. At high tide the water is within a short distance of the top of the island, which is approached by a narrow roadway built in from the Culver City-Del Rey boulevard. The well is the most southerly on the Del Rey structure, being 3800 feet south of the nearest producer.

**Win Advancement**

Appointment of R. V. Rosborough as supervisor of pipe line operations and H. E. Kemp as supervisor of marine operations was announced March 4 by William Groundwater, director of the Transportation Group.

Mr. Rosborough, who has been with the company slightly more than ten years, was formerly chief clerk of the Transportation Department. Mr. Kemp, who entered the service of the company in 1916, was formerly chief clerk of the Marine Department.



**R. V. Rosborough**

**H. E. Kemp**

**Maracaibo Not So Far**

James M. Douglas, manager of the Union National Petroleum Company, left Los Angeles January 12 and ten days later was writing from Maracaibo, the heart of the Venezuela oil district, to Chester W. Brown, telling of the trip.



**J. M. Douglas**

Regular plane service, operated by Pan-American Airways, between Colon, Panama, and Maracaibo, has reduced the travel time by several days. The boat time between Los Angeles and the Panama Canal Zone is eight days and the flying time between Colon and Maracaibo less than ten hours. By missing connections with the plane Mr. Douglas was required to wait over a day in Colon, otherwise the trip could have been made in nine days.



# REFINED AND CRUDE



By RICHARD SNEDDON

An eminent scientist announces that a man does his best work at fifty. We'll bet four dollars he's the same fellow who, ten years ago, announced that a man does his best work at forty.

\* \* \*

Salesmen are notoriously bad grammarians. They always end a sentence with a proposition.

\* \* \*

Also, that peculiar dress the Hawaiian girls wear is just an old spinach costume.

\* \* \*

Said the good looking waitress: "What will you have, sir?" "Two boiled eggs, and a kind word," replied the smart customer. The girl presently returned with the eggs, placed them on the table, and was about to depart when the gentleman slyly inquired: "What about the kind word?" Leaning over the table the girl whispered very earnestly: "Don't open the eggs."

\* \* \*

For the benefit of the ladies—a beautiful dimple may be acquired by simply sleeping on a collar button.

\* \* \*

Which reminds us of the old maid who finally gave up the struggle because of the utter youthlessness of it all.

\* \* \*

The best of women make mistakes, but it's too bad that we husbands should be required to eat them.

\* \* \*

This one is culled from the Union Oil Bulletin of October 1923:

Teacher: "Who was the man who never told a lie?"

Pupil: "Ah! Who indeed."

\* \* \*

Statistics show that if you will only save five dollars a week for one year, you will spend it all at Christmas anyway.

\* \* \*

And you needn't get chesty when your wife refers to you as a model husband. Our dictionary tells us that a model is merely a small imitation of the real thing.

It has been estimated that a murder is committed in the United States every thirty minutes. By a curious coincidence that is also the average length of the after-dinner speech.

\* \* \*

A Kentucky mountaineer found a small piece of a mirror, the first he had ever seen, and immediately he looked into it he exclaimed, "Well, if it ain't my old dad, and I never know'd he had his pitcher took." He hid the treasure away carefully, but his wife, who had watched the whole performance, grabbed it from its hiding place as soon as he had gone, took one look, and yelled, "So this is the old wreck he's been chasin' around with."

\* \* \*

There is one good thing about the breakfast nook—when your wife kicks you on the shins, she can't get a real good swing into it.

\* \* \*

Howard: Why do you play golf so much?

Mac: It keeps me fit.

Howard: What for?

Mac: Golf.

\* \* \*

A German proudly boasts that he has the largest dachshund in captivity. When he pats it on the head, he has to send his boy around to see if the tail is wagging.

\* \* \*

When an Australian "digger" on the road asked who he was and H.R.H. said, "I'm the Prince of Wales," the "digger" said, grinning, "Sure, and I'm the King." Later, when they were introduced at a reception, the Prince said, shaking hands, "Glad to meet you again, Dad!"

\* \* \*

Jack Dempsey, who ought to know, declares that the Scotch are the greatest price fighters in the world.

\* \* \*

Then there was the daring fire chief who told all his men to go to blazes.

\* \* \*

Our best example of a bore is the fellow who makes worm holes in antique furniture.

\* \* \*

In conclusion, remember they are called toadstools, because if you eat 'em, you'll croak.





WILLIAM WENDT. 1930.