

UNION  
OIL  
BULLETIN

MAY 1931



### Union Stations Will Help You Brighten Up

When you need a solvent for cleaning purposes, a spotting fluid, furniture or auto polish, remember that you can buy these "brighten up" items at Union service stations.

# UNION OIL BULLETIN



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*R. D. MATTHEWS.....	<i>Executive Vice-President</i>
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W. M. GROUNDWATER.....	<i>Director of Transportation</i>
*A. B. MACBETH.....	<i>Director</i>

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VOLUME XII

MAY

BULLETIN No. 5

## Long Career Closed

**E. W. CLARK**, Chairman of the Board of Directors of the Union Oil Company, president of Union Oil Associates, and one of the national figures in the petroleum industry, died suddenly on the afternoon of May 12. His death came as a shock to all who knew him, as he appeared to be enjoying the best of health. On the morning of the 12th he had been at his desk as usual and was lunching with friends at noon when he was taken ill. He made light of it, however, and left the luncheon table alone to visit his physician, declining the offers of friends to accompany him. He was stricken with a fatal heart attack shortly after reaching the doctor's office.

Mr. Clark was 73 years of age at the time of his death. He was born in New Hampshire July 24, 1857. Throughout his life he possessed exceptional health which enabled him to carry on an uninterrupted business

career of more than a half century. He completed twenty years of service with the company on December 22, last.

His New England forbears passed on to him a ruggedness of character as well as a ruggedness of constitution. He was a beloved leader and counselor. He was courageous in his beliefs and unhurried in his decisions. Even tempered and deliberate, both in speech and action, he was calm during the periods of greatest stress. He believed in rewarding merit and initiative. It was one of the fundamental principles that governed his actions as an employer and as an employee.



**E. W. Clark**

His funds carried him as far as Nevada, and for twelve years he engaged in mining,

merchandising and railroad enterprises in that state. As a result of the railroad experience gained there he decided to follow a railroad career, and in 1888 he left the silver state for the Pacific Northwest, where for the next nine years he worked for the Great Northern, Northern Pacific and Oregon Improvement Company, with his headquarters at various times at Seattle, Port Townsend, Anacortes, Olympia and Tacoma.

In 1897 he was induced to leave the Northwest to become manager of the Pacific Coast Railway's line operating between San Luis Obispo and Los Olivos. It was while operating this line that he first came in contact with the oil industry in which he was to receive national recognition. He first met the late W. L. Stewart at San Luis Obispo in 1901, and out of that meeting grew a firm and enduring friendship that resulted in Mr. Clark's acceptance of the position of manager of the Producers' Transportation Company in December, 1910. Three years later he was made manager of transportation of the Union Oil Company, and the following year was elected a vice-president and director. In 1916 he was appointed general manager and in 1921 became executive vice-president.

During the World War he was called to Washington, D. C., to serve as a member of the National War Service Committee, and was one of the organizers of the American Petroleum Institute, brought into existence at the close of hostilities. He was accorded national recognition for his service to the industry by his election to the presidency of the Institute for two terms, 1927 and 1928.

In the spring of 1929, following two years as head of the American Petroleum Institute, he for the first time found the burdens of the duties of executive vice-president of the company growing heavy, and in June of that year resigned from the office, remaining, however, a member of the Board of Directors and the Executive Committee. In July, 1930, following the death of Mr. Stewart, he became Chairman of the Board of Directors.

A last tribute of the industry, his business associates and employees of the company who had served under him, was paid to Mr. Clark at services held Friday morning, May 15, at the Immanuel Presbyterian church, Los Angeles, of which he and Mrs. Clark had long been members. The active pallbearers were F. F. Hill, director of production; R. E. Haylett, director of manufacturing; William Groundwater, director of transportation; V. H. Kelly, director of sales; A. C. Rubel, manager of field operations, and L. G. Metcalf, manager of refineries.

The honorary pallbearers were directors of the Union Oil Company of California and Union Oil Associates: President L. P. St. Clair, Executive Vice-President R. D. Matthews, Vice-Presidents W. W. Orcutt, P. N. Boggs, W. L. Stewart, Jr., and Paul M. Gregg, and Directors C. W. Brown, A. B. Macbeth, A. P. Johnson, Gurney E. Newlin, Henry M. Robinson, Isaac B. Newton, E. J. Bermingham, Stanley W. Morshead, Dwight Whiting, J. E. Jardine, W. S. Charnley, Dr. M. N. Avery, Shannon Crandall, George I. Cochran, Fillmore Condit, Ernest H. Lockwood, J. S. Macdonnell, Lee B. Milbank and J. G. Warren.

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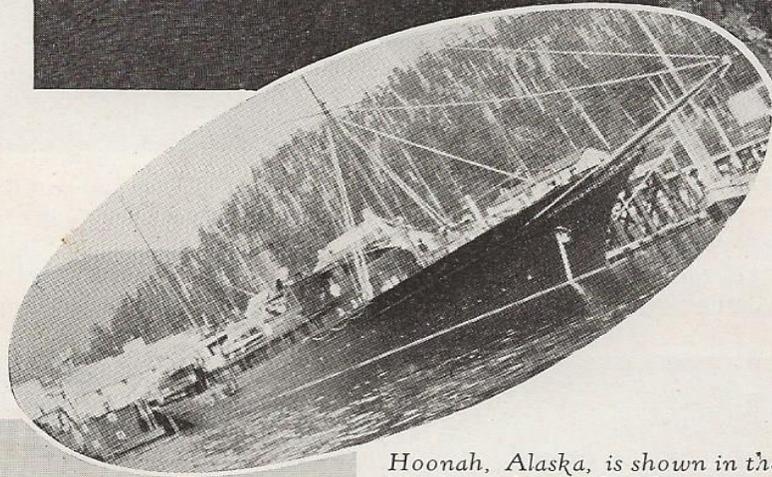
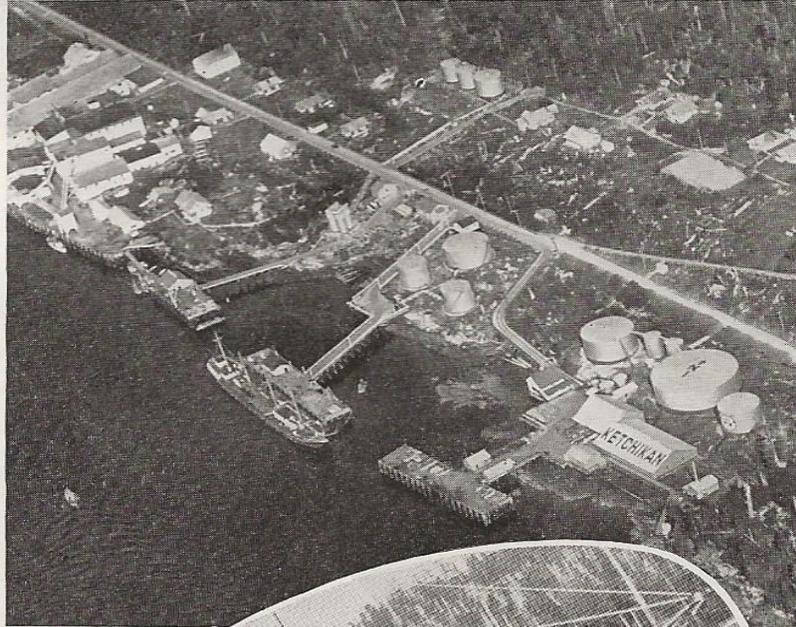


## Our Marine Service Stations

FROM Juneau, Alaska, on the north, to San Diego, Calif., on the south, an expanse of coastline approximately 2400 miles in length, the Union Oil Company operates 65 marine service stations and 15 barges to supply fuels and lubricants to commercial and private craft plying the west coast of North America.

In addition marine service stations are maintained at Panama, along the west coast of South America, Hawaii, Philippines, Australia, and New Zealand.

With the transition of ves-



Hoonah, Alaska, is shown in the top photograph, with the company's marine station in the foreground. It and the one at Juneau are the two most northerly Union stations. Ketchikan, where the company maintains the largest station in Alaska, is shown in the second picture. In the oval is a photograph of Max Flieshmann's yacht Haida taken while it was being fueled at the Ketchikan dock. To the left is a view of Sitka, where the company's plant is a base of petroleum supplies for the fishing fleet.



*Prince Rupert, picturesquely situated, where Union Oil Company of Canada, Ltd., maintains a substantial marine station, is shown above.*

sels from coal to oil burning for fuel, the company became one of the pioneers in establishing marine facilities and while the increase in the number of water-front units has not attracted as much attention as has the development of highway stations, it has been proportionally as great. The company's first marine station was opened in Honolulu in 1903 and the first on the West Coast was opened in 1904 at San Francisco at the location of the present Protrero plant. The same year the Willbridge plant near Portland was opened. The Stockton station began business the following



*The Union Oil Company of Canada's marine unit at Nanaimo, B. C., shown above, is located near the C.P.R. docks.*

type of fuel or lubricant desired in virtually any quantity, and most of the smaller stations carry a complete stock of refined and lubricating oils and greases. Chiefly responsible for the development of marine facilities has been the steady increase in intercoastal and foreign shipping since the opening of the Panama Canal, although the growth of the fishing and pleasure fleet has necessitated the building of smaller marine units to provide ample service for this type of craft.



*An aerial view of Butedale, B. C., where the company maintains marine facilities.*

year and within the next seven years plants were built at Seattle, San Diego, Astoria and Vancouver.

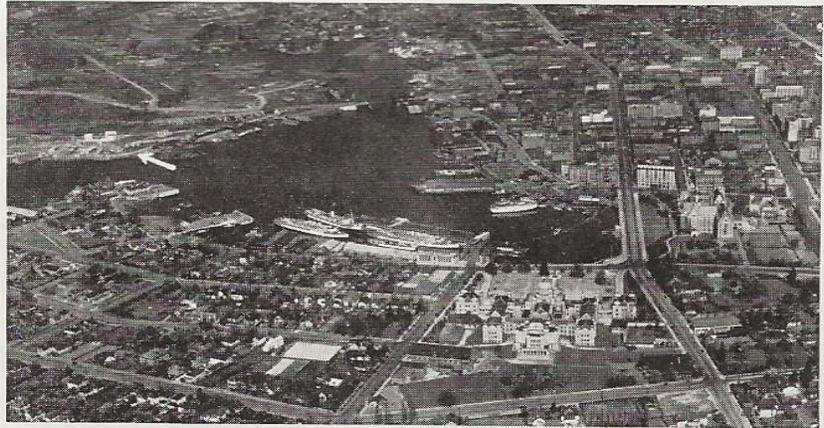
Fuel oil, Diesol, and lubricants constituted the stocks at the first stations opened and it was not until gasoline motors came into general use that storage tanks for refined products were added to the stations. At present the larger shiploading docks at Los Angeles, San Francisco, Oleum, Portland, Seattle and Vancouver, are equipped to supply any

In southeastern Alaska and British Columbia the company is especially well equip-



The company's marine station at Coal Harbor, Vancouver, B.C., an aerial view of which is shown above, is located on the long pier to be seen in the lower left-hand corner of the photograph.

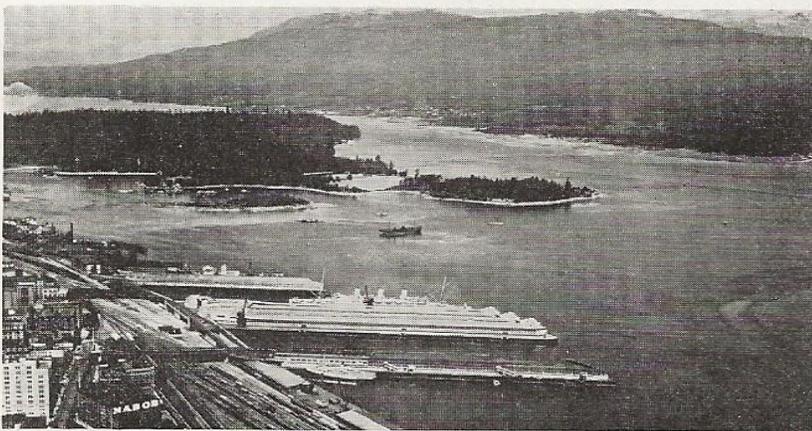
ped to service the varied marine interests in these waters, chief among which is the fishing industry. The northernmost station is situated at Juneau, on the Inner Passage, and has capacity for handling 40,000 gallons of gasoline, 20,000 gallons of distillate, and 100 barrels of Diesol. Here the major portion of the business is conducted with the fishing fleet, although large Diesel boats and the mining industry consume a considerable quantity of the supplies. Just west of Juneau is Hoonah, a native settlement, where the company's plant constitutes



The arrow in the above aerial photograph of Victoria, B.C., harbor points to the Union marine station.

The next station found coming south is at Wrangell, where a complete line of company products is always stocked. Fishing, as well as mining enterprises, draw on the supplies maintained at this point. The largest amount of stocks in the Alaskan territory is housed at Ketchikan, where approximately 230,000 gallons of gasoline, 110,000 gallons of distillate, and like amounts of Diesol, fuel oil, and kerosene are stored. The principal source of business at Craig is from nearby canneries and the fishing fleet.

In British Columbia the



Vancouver, B.C. harbor where the company also maintains marine facilities.



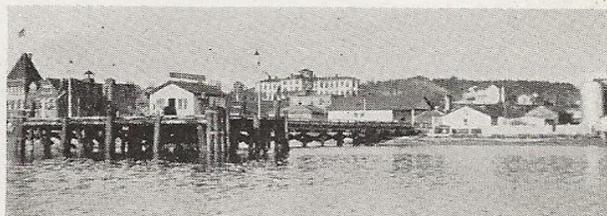
*The company's marine terminal at Seattle is indicated by an arrow in the above aerial photograph of the northern harbor. Lake Washington is just visible in the background.*

company has in operation nineteen marine service stations, each of which carries supplies of fuels and lubricating oils and fresh water. The stations are located at Alert Bay, Arrandale, Butedale, Claxton, Clayoquot, Inverness, Massett, Nanaimo, Nootka, Porcher Island, Prince Rupert, Quathiaski, River's Inlet, Stuart Island, Uchucklesit, Ucluelet, Vancouver, Victoria, and New Westminster.

In the Puget Sound area and along the coast of Washington the Union Oil Company maintains marine service stations at Anacortes, Ballard, Coupeville, Friday Harbor, Gig Harbor, Hoquiam, Kirkland, Mora, Olympia, Port Angeles, Port Townsend, Poulsbo, Tacoma, and Pier 16, Seattle. At all these units a full line of products are sold, the consumers being largely owners of

fishing boats, farmers, and miscellaneous industries. Resellers and commercial accounts are served from many of these stations.

Along the Oregon coastline the company



*Port Townsend marine station located at foot of Jackson street.*

has established marine service stations at Astoria, Marshfield, Newport, Reedsport, and Willbridge. The Raymond, Wash., station is also served from the Portland



*The company's marine station at Tacoma is indicated by the arrow in the above photograph.*



A view of San Francisco Bay from an altitude of 10,000 feet, showing the city of San Francisco and the East Bay district. The arrow points to the company's Emeryville plant where lubricants, gasoline and other products are stored for the East Bay cities. The object in the bay resembling a huge turtle is Goat Island.



Another aerial view of San Francisco showing the eighteen miles of docks that rim the city's waterfront. The arrow in the middle foreground points to the company's marine facilities for fishing crafts.



The new Alameda marine station is indicated by the arrow in the above photograph.

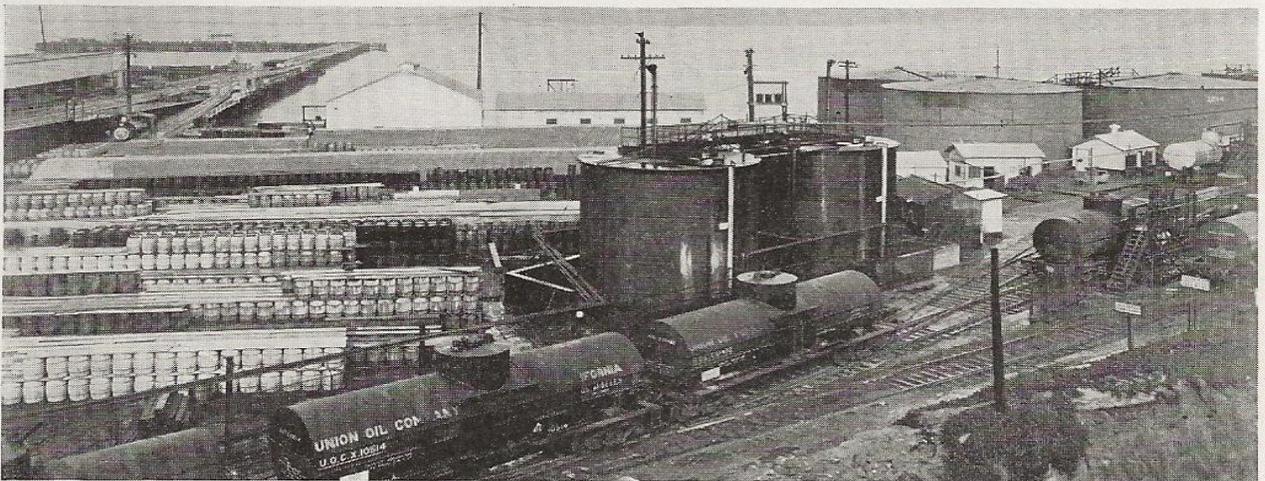
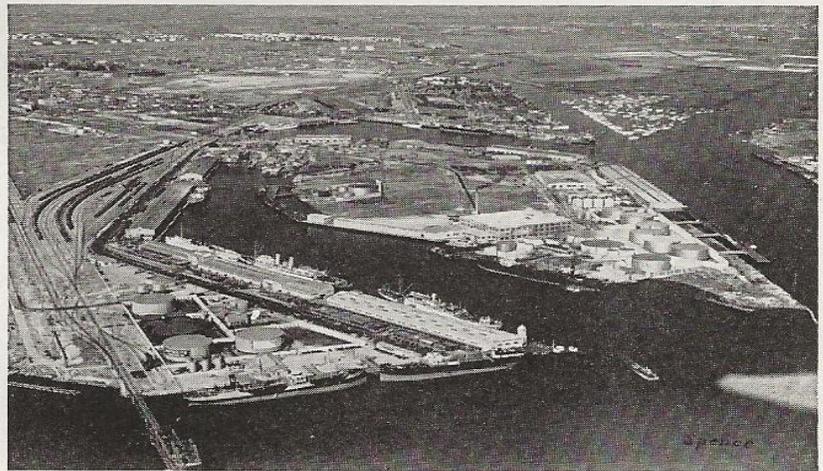
San Francisco district. Large supplies of virtually all company products are stocked at these plants. Modern pumping equipment permits quick loading.

The Oakland district has in operation four marine units, one each at Alameda and Pittsburg in the bay and one each at Rio Vista and Walnut Grove on the Sacramento River. The Pittsburg station is the first marine dock on the New York Slough going east toward Stockton. Rio Vista station

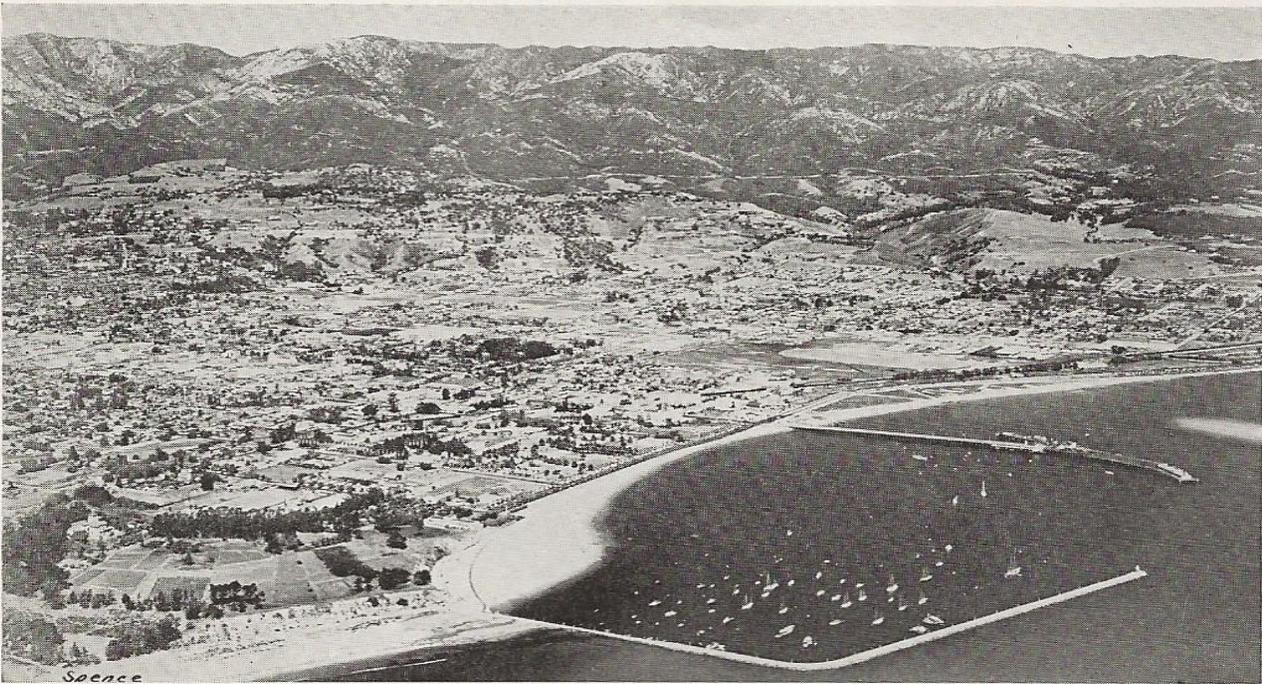
district. Gasoline, kerosene, fuel oil, Diesol in bulk, distillate, lubricating oils and greases can be had at any of these stations.

Eureka, Fort Bragg, Monterey, Central Basin, San Francisco, and Fisherman's wharf, San Francisco, boast of marine service stations maintained by the company's

The company's Wilmington ship-loading plant is shown on the right. The two tankers at the dock indicate its size.



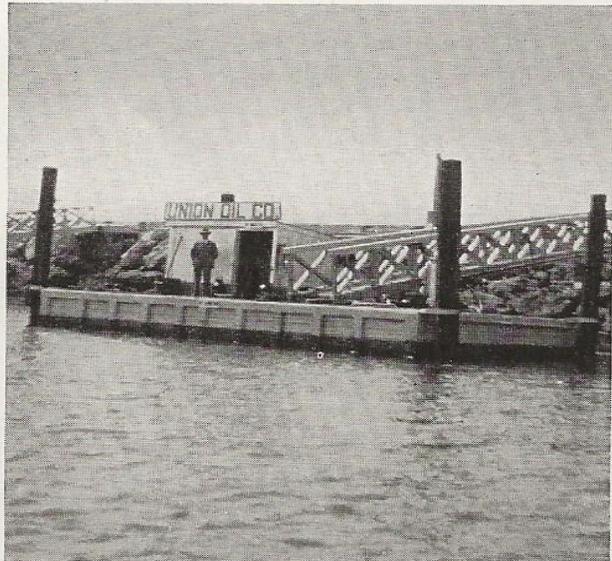
Loading wharves at Oleum from which a bulk of the company's case goods shipments to domestic and foreign markets are made. Complete bunkering facilities are also provided.



ysd 91.

Above is an aerial view of the new Santa Barbara breakwater and at the right is the new marine service station built on the breakwater by the company to supply pleasure and fishing crafts.

is on the west bank of the Sacramento river at Rio Vista. Industrial consumers in the area are served from this plant, as well as small boat owners and river traffic. The Walnut Grove plant is situated upstream from the city and also serves industrial consumers and small boat owners. In the Sacramento territory, stations are in operation on the Sacramento river at Sacramento and at Stockton. Besides the shiploading facili-



Station maintained at Balboa for servicing pleasure crafts and fishing boats.

ties at Port San Luis, the company also maintains on the dock a service station for the convenience of fishing boats and pleasure craft. A new marine unit has just been opened on the west side of the harbor on the new breakwater at Santa Barbara.

The San Pedro station, berth 78, on the main channel, the Wilmington Shiploading Plant, and Fish Harbor station are all in

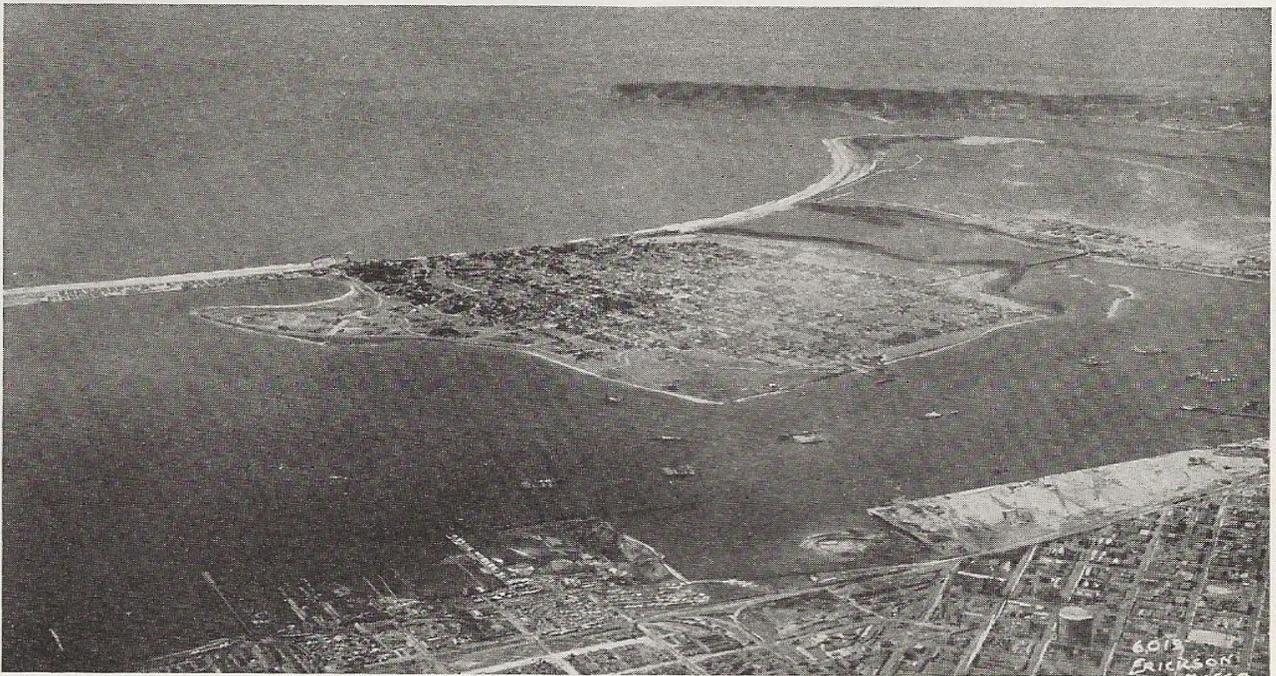


*An aerial view of Los Angeles harbor where the company maintains complete facilities for servicing all types of marine crafts. Its marine stations are augmented by barge service.*

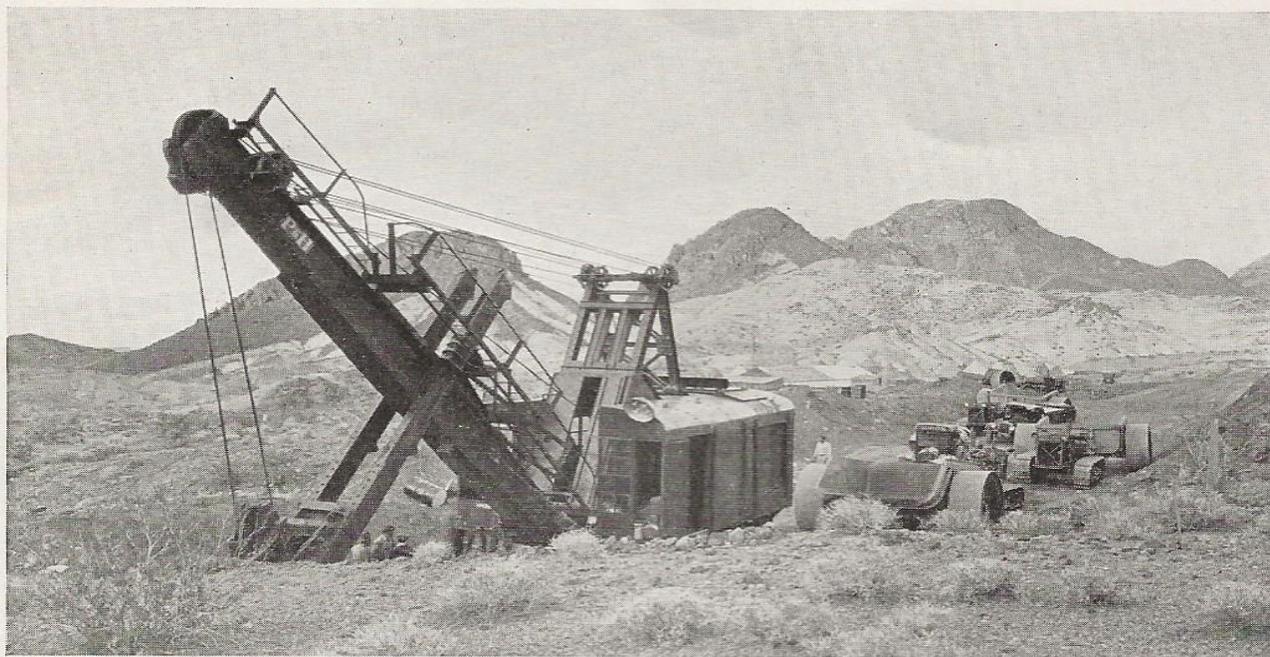
Los Angeles harbor. These stations are equipped to handle any demand for fuels and lubricants, particularly the shiploading plant, where six-inch loading lines are used, and from where supply lines lead direct to the Los Angeles refinery. The southernmost station in the district is found at Balboa, on the island, where pleasure and fishing

crafts of all types take on petroleum supplies.

San Diego has one marine station at Coronado near the ferry slip, although an unloading dock for plant supplies is situated in San Diego Bay. The boat "Motorite" is also used in delivering marine products to customers in the bay area.



*General view of San Diego Harbor and Coronado Bay.*



*Le Tourneau "chariots" lined up behind shovel on a section of the road being built from Boulder City to dam site.*

## The Earth Movers

ONE of the most important sections of highway now being constructed in the Southwest is the seven-and-one-half miles of road being carved between Boulder City and the site of Hoover Dam. It is over this road—to be oil surfaced—that men working on the dam, and a large portion of the supplies needed at the dam site, must move. The road is now more than half completed and within another sixty days it will be carrying an endless procession of traffic.

In building this road, the R. G. Le Tourneau Company of Stockton, Calif., contractors, have introduced to highway builders something new in dirt movers—great wheeled "chariots" and "gondolas" that carry as much as seventeen cubic yards of earth in one load, with scrapers to match, both as to size and appearance. The wheels on the "chariots" and "gondolas" are six feet high and eighteen inches in width. Drawn by tractors and shuttling back and forth over a road choked with dust, raised by heaving, snorting mechanical shovels, they look as though they had been built up for a futuristic movie set, and not for

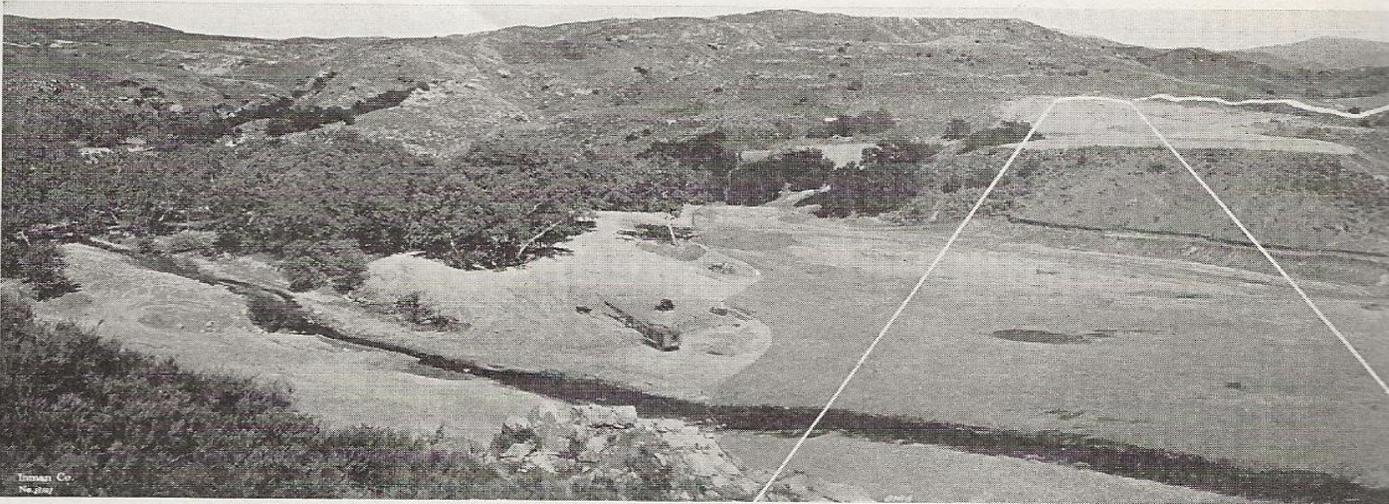
the undertaking in which they are actually participating.

Though they look ponderous, they are moved with marvelous facility. Their broad wheels prevent them from becoming mired down in soft dirt, and they are so constructed that the driver of the tractor by throwing a lever can dump the load of dirt carried by either the chariot or gondola in one operation.

When the scrapers go into action—they are designed to be pushed in front of the tractor or pulled behind it—they level the area over which they pass, making it unnecessary for a crew of shovel men to follow in their wake.

The mechanical shovels used on the job are of the same proportions of the other equipment. There are four in all, the biggest being a 3½-yard P. & H. Diesel shovel. The ordinary size is a yard and a half. The other three are 2½-yard shovels.

While in a few places the road passes over desert sand, most of it is blasted through volcanic rock formation that will yield only to powder and dynamite. In building the seven-and-one-half miles of



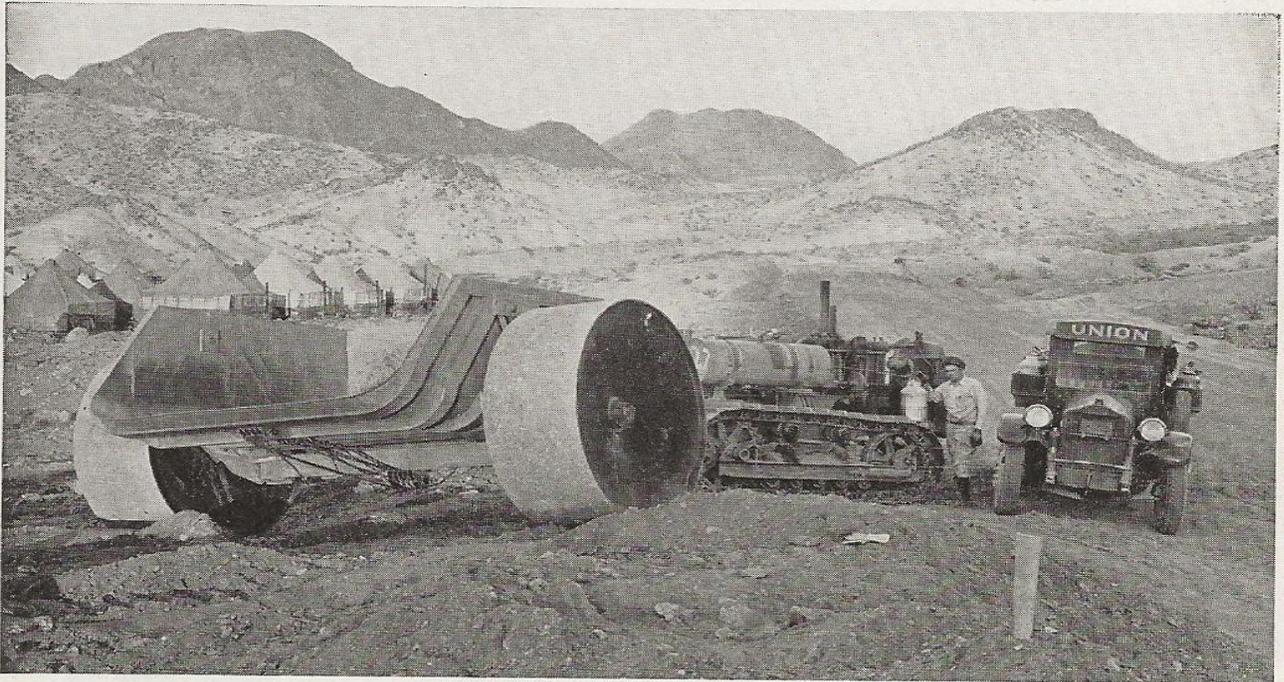
Above is a panoramic view of the Santiago Dam project. The top of the dam will come approximately of water will be impounded is outlined in white. One million cubic feet of dirt will be required

road the contractors expect to use 1000 tons of blasting materials.

To complete the work in time, crews are operating in three shifts, twenty-four hours a day and six days a week.

A project of even bigger proportions is being undertaken by the Le Tourneau Company in building the new million dollar Santiago Dam, located in the Santa Ana mountains, three miles east of Irvine Park.

This dam, which will be 650 feet thick at the base, pyramiding 125 feet to a 40-foot top, and nearly a half mile long, will be dirt and gravel filled and sealed with clay. A concrete shell will be built over the fill. It is estimated that one million cubic feet of earth will be required. When completed it will impound approximately 35,000 acre feet of water which will cover an area of 750 acres.



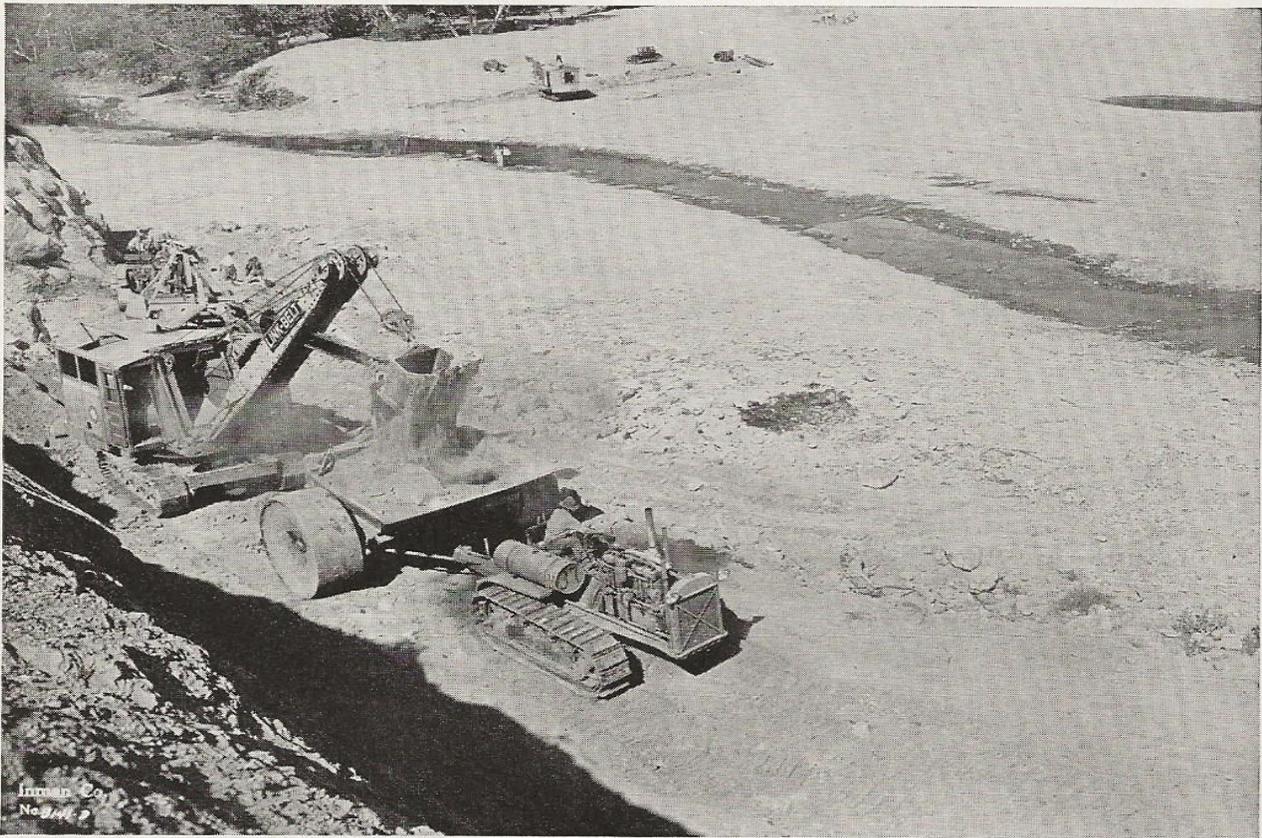
Close-up view of "chariot" taken when tractor was halted for gasoline.



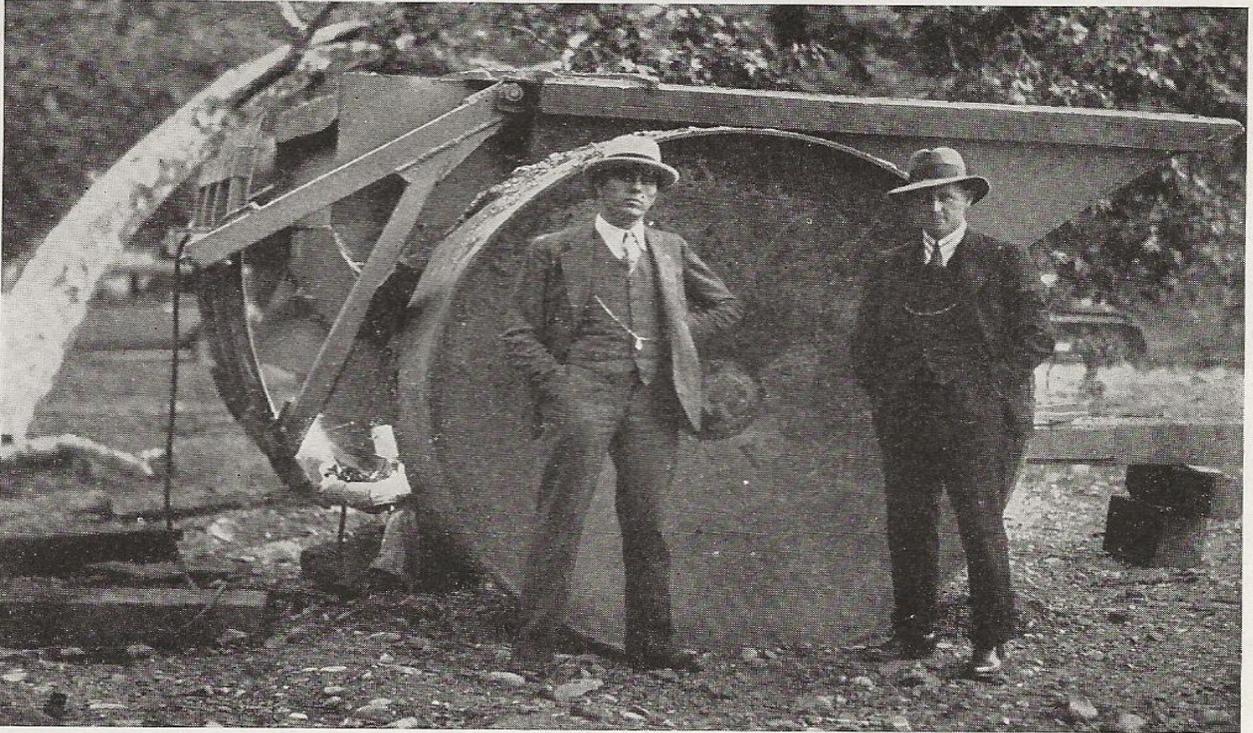
ately within the two white lines indicated on the photograph. The area in which 35,000 acre feet to build the dam which will be 650 feet thick at the base, 125 feet high and nearly a half mile long.

The water will be used by the Irvine Water Company, Serrano Water Company and John T. Carpenter Water Company for irrigation purposes in the area east of Anaheim, Orange and Santa Ana.

The same type of equipment is being used on this project by the Le Tourneau Company as on the Hoover Dam road, and on the completion of the work at the latter point all of the machinery will be



One of the Le Tourneau "gondolas" taking on 17 cubic-foot load of dirt at Santiago Dam.



W. E. Gerken, agent of Union Oil Company at Santa Ana, left, and J. E. Gooderidge, special sales representative of the company, standing in front of wheel of one of the Le Tourneau "gondolas" give some idea of its size. Gerken is six feet tall. Welding apparatus is carried in the field to repair breaks in equipment. A welder was repairing the "gondola" at the time the above photograph was taken.

concentrated at Santiago Dam, where at present the company is using twelve 17-yard chariots, seven gondolas of the same capacity, seven Caterpillar Sixties, and a number of 7-yard scrapers.

To tamp the fill, nine 4-foot sheep's foot rollers are being joined together to form a span covering forty feet.

In establishing a foundation for the dam it will be necessary to excavate the present bed of the canyon down twenty-five feet to reach bedrock.

To prevent contamination when the water is impounded all trees and brush are being removed from the bed of the canyon.

The present county highway, which now goes past the site of the dam, will be reconstructed and carried around the south side of the dam, starting at the entrance to Irvine Park, over the south range of mountains and then back to the old highway.

The construction of Santiago Dam has been under consideration for a number of

years and has been necessary because of the falling water levels in that region.

Union products are being used exclusively by the Le Tourneau Company on the Hoover Dam road and at Santiago Dam.



Another view of the "gondolas" in action at Santiago Dam.

## Union Marketing Liquid Gas

**L**IQUID gas has been added to the long list of petroleum products being manufactured and distributed by the Union Oil Company. It is composed chiefly of the paraffin hydrocarbons—propane and butane—which are too volatile to be desirable in a motor fuel. It is derived primarily from “wet” natural gas and is present in natural gasoline which is recovered from natural gas in absorption plants.

The sale and distribution of liquid gas is being handled in the Fuel Oil and Asphalt Sales department. Sales for the present are being made only in wholesale quantities, i.e., tank car or tank truck lots, delivered into customer's storage, and are confined largely to gas companies that are using it for enrichment or replacement of manufactured oil gas, in pipe systems in small towns, retail distributors, who purchase in wholesale quantities, and large industrial users.

Due to the many technical aspects connected with the utilization of liquid gas and the fact that purchasers are chiefly large consumers, sales are being handled for the time being from the head office by a personnel thoroughly acquainted with the products and engineering details connected with its utilization.

Although liquid gas has been distributed in small containers for a number of years by a few concerns, wholesale distribution is a relatively new undertaking in the oil industry. An increasing public knowledge of the merits of this fuel, together with a wider distribution of the product and extensive promotional and educational programs, are creating a large and rapidly expanding market.

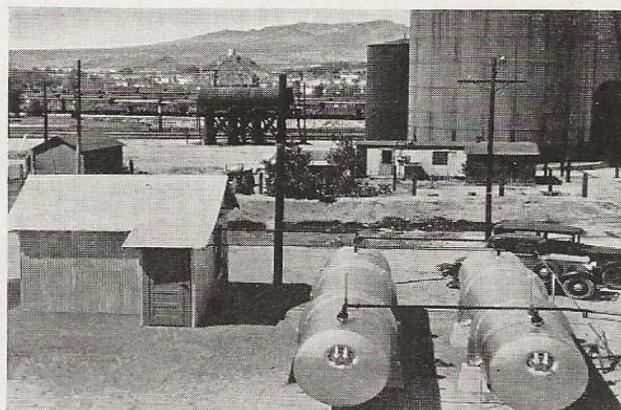
To manufacture liquid gas, a new stabilization plant, capable of producing 30,000 gallons of the fuel per day, has just been completed at the company's Los Angeles refinery.

Natural gasoline is transported by pipe line from the field absorption plants to the

refinery where liquid gas along with other still more volatile hydrocarbons are removed by distillation in the new stabilizer. Production of liquid gas in excess of sales will be used as refinery fuel, replacing an equivalent amount of natural gas.

The name liquid gas is derived from its physical properties which are intermediate between the liquids composing stabilized natural gasoline and the so-called permanent gases which constitute dry natural gas. It is gaseous under prevailing conditions of atmospheric temperature and pressure, but at ordinary temperatures is rendered liquid by the application of moderate pressure. It is produced as a liquid and maintained in this state by being confined in pressure vessels.

One gallon of this material (4.3 to 4.8 pounds) will produce 32 to 36 cubic feet of gas having a heating value of 2550 to 3200 B.T.U.'s per cubic foot, depending upon the relative proportions of propane and butane. The high heat value of this fuel makes it valuable as an enriching agent. City gas plants manufacturing oil



*This picture illustrates the simplicity which characterizes the equipment and operation of liquid gas plants. This unit, located at Barstow, Calif., is the first of a series to be constructed and placed in operation by the Southwest Gas Corporation, Ltd.*

gas or carburetted water gas can be operated during periods of high gas consumption at greater than their normal capacity by making a gas of somewhat lower B.T.U. content than their standard and bringing the heating value up to normal by the addition of liquid gas. This greater flexibility and additional plant capacity is obtained at a small cost for equipment, the principle item being storage tanks for liquid gas.

Complete replacement of manufactured gas is economical in small plants where labor constitutes a large portion of the costs. In order to supply the consumer with a gas having the same heating value as manufactured gas, usually 550 B.T.U.'s per cubic foot, liquid gas is mixed with air in the proportions of 83 per cent air and 17 per cent gas for distribution in the mains. The mixing of gas and air is automatically controlled. Safety devices prevent an explosive mixture from getting into the mains. The stopping and starting of the plant to meet fluctuating demands for gas is entirely automatic. For these reasons air-mixed liquid gas plants can be operated with a minimum of attention and hence labor expense.

Because liquid gas plants can be constructed and operated at a very small cost as compared with oil gas or carburetted water gas, it is profitable to distribute liquid gas in pipe systems in towns too small to support other types of plants. The plant may be of the type mentioned above where the liquid is vaporized, then mixed with air and pumped into the mains as a mixture having a heat content of 550 B.T.U.'s per cubic foot, or the liquid may be vaporized without the admixture of air and distributed as a 2800 B.T.U. gas which will flow in the mains under its own pressure.

Liquid gas can also be distributed in small cylinders for individual household use. Gas is drawn from the cylinder through copper tubing to a pressure reducing regulator which lowers the pressure to a few ounces before it is burned in the appliance.

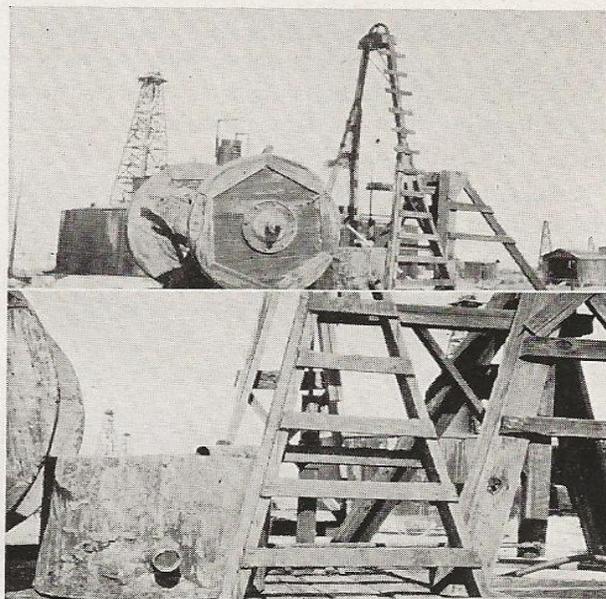
It can be used extensively in industrial plants, particularly for heating operations in metal industries, where accuracy of control of firing is an important consideration; for metal cutting torches, fuel for hatcheries, fuel for gas engines and others.

### Oldest California Jack Rig to Be Preserved

Venerated as the oldest jack driller in Kern county and probably the oldest in the West, Jewett and Blodgett Number 4 rig and equipment is soon to be transported from Maricopa to the Chamber of Commerce building, Bakersfield, Calif., and there set up as a permanent exhibit commemorating early days of the oil industry in California.

For 16 years, from 1886 to 1902, Jewett and Blodgett Number 4 pumped oil from the Jewett and Blodgett Maricopa property. A. J. Crites, at present superintendent of the Anchor Oil Company of Maricopa, worked as pumper on the rig for a number of years before it was finally shut down. During the early part of its service, Number 4 pumped an average of 10 barrels of oil per day from a depth of 400 feet, but the production gradually tapered off until it was shut down. It is believed to have pumped more than 30,000 barrels during its lifetime.

For a number of years the Union Oil Company has taken oil from the Jewett and Blodgett lease.



In the top photograph is a view of the 45-year-old Jewett and Blodgett Number 4, Maricopa. Below can be seen the old jack line and run-down tank.

# Service Emblem Awards

## Complete 20 Years of Service



John Cynicki

Another veteran of the four-horse team days in Seattle, John Cynicki, has seen the complete transition from horse-drawn to gasoline motor powered delivery equipment operated by the company. He was first employed as a storage tank builder in 1911. At present he is mechanic in the Seattle plant.



Martin Swendsen

Joining the Union Oil Company fleet as a sailor 20 years ago, when it was relatively small as compared with the present size, Martin Swendsen rose steadily through the positions of quartermaster, third mate, second mate, and first mate, and was given his first command in June, 1923. Since that year he has served as master on virtually every vessel in the company's fleet.

### Fifteen Years

Dowling, Denis.....Oleum Refinery  
 Mahon, Horatio.....Santa Paula Refinery  
 Matson, Charlie.....So. Div. Field  
 Smith, Maitland.....So. Div. Field  
 Taylor, John P.....Seattle Sales  
 Weaver, Ray.....So. Div. Field

### Ten Years

Albert, Frances.....Insurance and Personnel  
 Brown, Clair L.....Portland Sales  
 Clay, Robert K.....So. Div. Field

Collins, Dan.....No. Div. Pipe Line  
 Cox, Olda K.....Seattle Sales  
 Foster, Alice.....Land Department  
 Gloor, John H.....Seattle Sales  
 Griffin, Amos E.....So. Div. Field  
 Harlan, Russell M.....Sacramento Sales  
 Hart, H. H.....Transportation Dept.  
 Irvine, James R.....Manufacturing Dept.  
 Lanning, Francis S.....Los Angeles Sales  
 McGowen, F. J.....Transportation Dept.  
 Meyers, Victor.....Comptroller's Dept.  
 Monroe, Leverett C.....Traffic Dept.  
 Myers, Jay F.....So. Div. Field  
 Nougue, Jean B.....So. Div. Gas  
 O'Marrow, James.....So. Div. Field  
 Payne, C. M.....Comptroller's Dept.  
 Peak, John V.....No. Div. Field  
 Pierce, C. W.....Union Nat'l. Petroleum Co.  
 Rissinger, Thomas T.....So. Div. Gas  
 Rode, Clarence.....Los Angeles Pipe Line  
 Stiles, McKinley D.....Los Angeles Sales  
 Thompson, Horace N.....So. Div. Field  
 Van Deusen, Hugh O.....So. Div. Field  
 Waugh, Burdell.....Los Angeles Pipe Line

## Sales Up—Accidents Down

Every so often someone quotes Henry Ford or some other equally well known authority to the effect that efficiency and safety go hand in hand. It is much more impressive if you get both sides of the story from two separate individuals in the same company. Last week we happened to hear one of our sales officials tell how the company's sales force had sold more goods per man during the first three months of this year than ever before; in spite of the business depression, the price war and what not. It was a wonderful demonstration, he said, of what men can do when inspired to their utmost. And that very afternoon A. J. "Marty" Martinson, safety supervisor of the sales department, came in and showed us the score sheet for personal injuries in the sales department for the first quarter of this year. Actually 60 per cent less in proportion to the number of men employed than a year ago, the lowest rate in the seven years that we have been keeping statistics. Henry was right but Union has proved it.

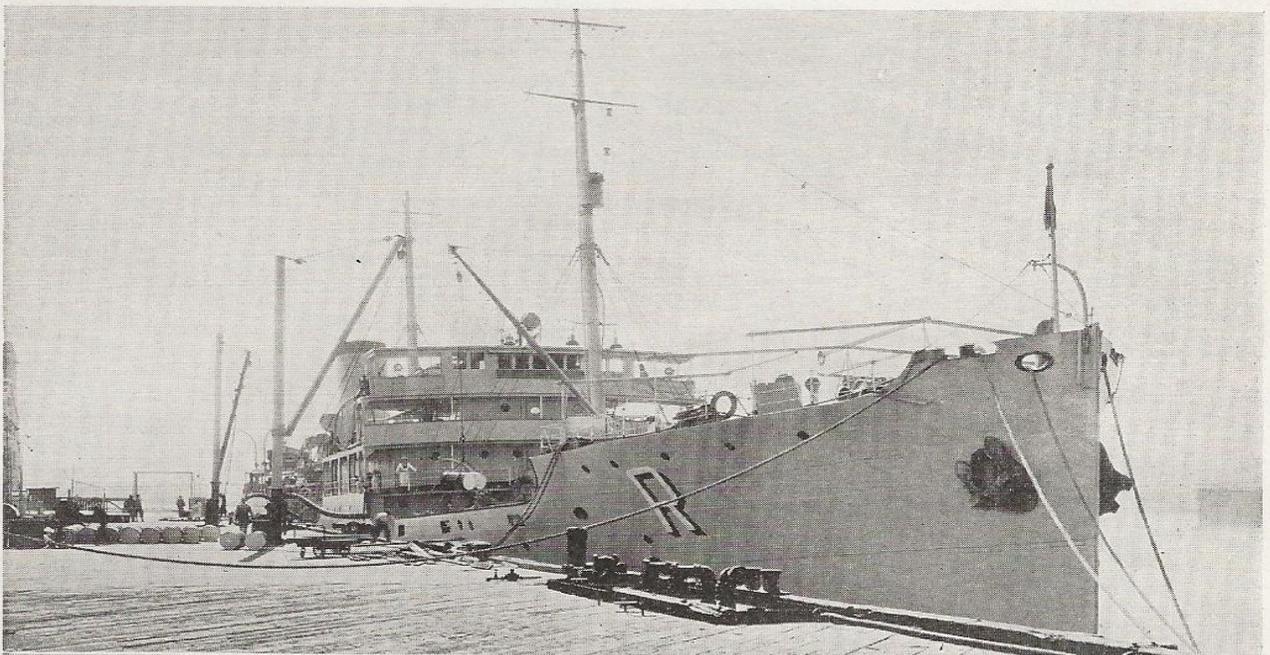
## Chilean Tanker Visits Los Angeles Port

Paying her maiden call to a Southern California port, the new Chilean naval tanker, Rancagua, arrived last month at Los Angeles and was officially welcomed by representatives of the U. S. fleet. During the week she lay in the harbor her officers and crew were tendered receptions by port officials and by Arturo Rios, Chilean consul at Los Angeles.

Under the command of Miguel Bahamonde, formerly head of the Chilean hydrographic unit, the Rancagua is manned by fifteen officers and a crew of ninety-seven, in addition to eight mid-

shipmen who have just graduated from the naval school and are assigned to duty with the fleet. Reciprocating steam engines of 4800 horsepower give the Rancagua a speed of 15 knots. She was constructed last year in the Armstrong-Whitworth yards in England.

On sailing for Valparaiso and Telcuahano April 7, the Rancagua carried with her 30,000 barrels of fuel oil loaded at the Union Oil Company's Wilmington marine terminal. With her sister ship the Maipo, the Rancagua will maintain a schedule stipulating a call at Los Angeles harbor thrice yearly.



Newest tanker of the Chilean navy, the Rancagua is shown taking aboard a supply of fuel oil in the top photograph. Members of the officers' personnel are shown in the lower left. A. O. Pegg, marine superintending engineer of the company, is standing at the extreme left. Miguel Bahamonde, commander of the tanker, is shown in the lower right photograph.

## Seattle First Over Top in Motoreze Campaign



Highlights of the specialty products and Motoreze campaigns in Seattle. Left photograph shows Bruce Griggs, Seattleite, well known for his garage and auto park interests in Seattle and Everett, witnessing a Union Auto Polish demonstration staged by J. Federspiel, assistant district manager. The right shows the clock on which was recorded the progress of oil sales in Seattle, with M. W. McAfee pointing to the final total, while J. Federspiel, F. S. Ward, and C. J. Voris look on.

After going over the top in the coastwise assault on Motoreze motor oil sales records at 4:15 p. m., March 17, the first to reach its quota, the Seattle district continued on in its efforts and when the final check was made had oversold requirements by 63 per cent, with every special agency in the district exceeding its quota.

Interest in the Motoreze sales was increased when a "boudoir chart" was posted which contained silhouette figures representing salesmen in Seattle. To become fully dressed on the chart, it was necessary to have filled the entire quota of sales, a garment being added to the figure as portions of the quota were passed. The various

stages of "undress" indicated on the chart apparently reflected upon the modesty as well as the salesmanship of those in the contest, because every salesman soon acquired his complete habiliments and the contest wound up with all fully clothed. A race between special agencies, depicted in the form of a foot-race between the various special agents, further stimulated sales.

The success of the campaign in the Seattle district was ascribed to the individual effort of every employee in the district, with special credit going to F. S. Ward, manager of lubricating oil sales in the Northwest area.

## When Champions Meet

Mrs. T. Asabuki, women's tennis champion of Japan, is shown at the left. Her father is equally famous for pioneering and championing the cause of aviation in Japan and for his mustache, which measures 27 inches from tip to tip and is considered the largest and best groomed in the world. Florence Lowe Barnes, who will soon make an attempt to recapture the title of world's fastest woman flyer, is shown in the center. Zensaku Azuma, proprietor of the well known Red Wing Chop Suey restaurant in Pasadena, last year completed a solo hop from Los Angeles to New York, and then from England across Europe and Asia to his native city in Japan, the first Nipponese to undertake and complete such a venture.



## Gleason and Armstrong Go on Air for Union

A new radio program, "Knights of the Road," a breezy comedy serial, featuring Jimmy Gleason and Bob Armstrong, comedians of stage and screen fame, was put on the air by the Union Oil Company over nine Pacific Coast stations May 4.

"Knights of the Road" is a running account of the experiences of two men who aspire to build and operate a service station at Elizabeth, New Jersey, and have elected to make a tour of the country to gain both capital and ideas for the station. The story is crammed with humorous and human incidents. In the short time Gleason and Armstrong have been on the air they have won quite a following.

Both actors are now making pictures, Gleason being under contract to RKO-Pathe, and Armstrong to Pathe. Their first stage appearance together was in the Broadway hit, "Is Zat So." Their first big picture together was "Oh Yeah," and their most recent, "Big Money."

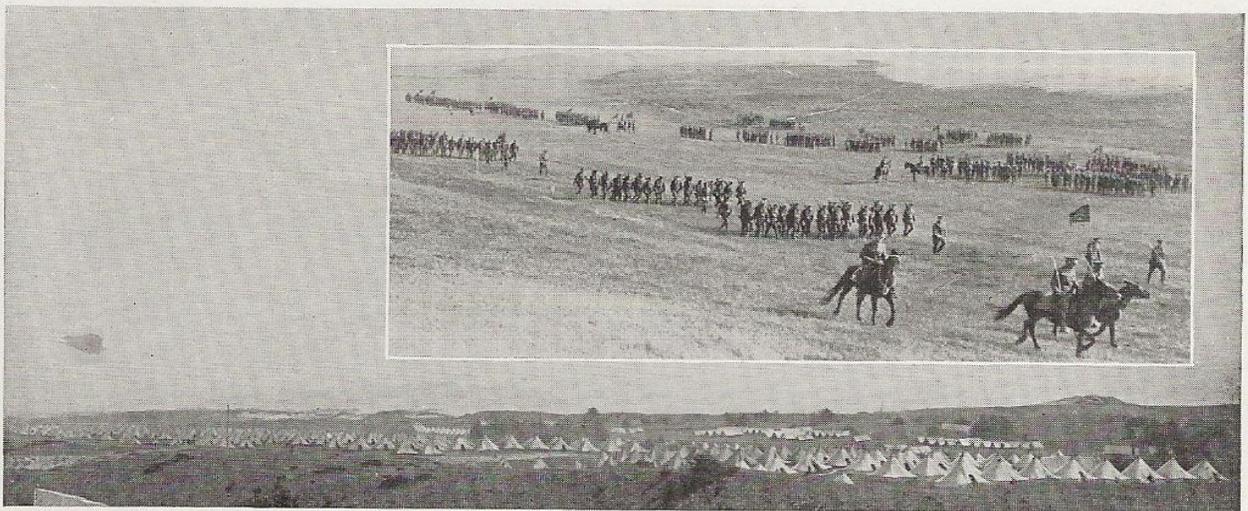
Gleason plays the feature comedy roles in "A Wise Child" and "Beyond Victory," two current releases, and Armstrong in "Iron Man," "The Racketeer" and "Big News."

Their program is on the air nightly, except Saturday and Sunday, for fifteen minutes over the following stations: KTAR, Phoenix, 8:00; KGB, San Diego, 8:45; KFWB, Los Angeles, 8:00; KMJ, Fresno, 7:00; KYA, San Francisco, 7:30; KFBK, Sacramento, 8:15; KGW, Portland, 10:30; KJR, Seattle, 6:00, and KGA, Spokane, 8:15.



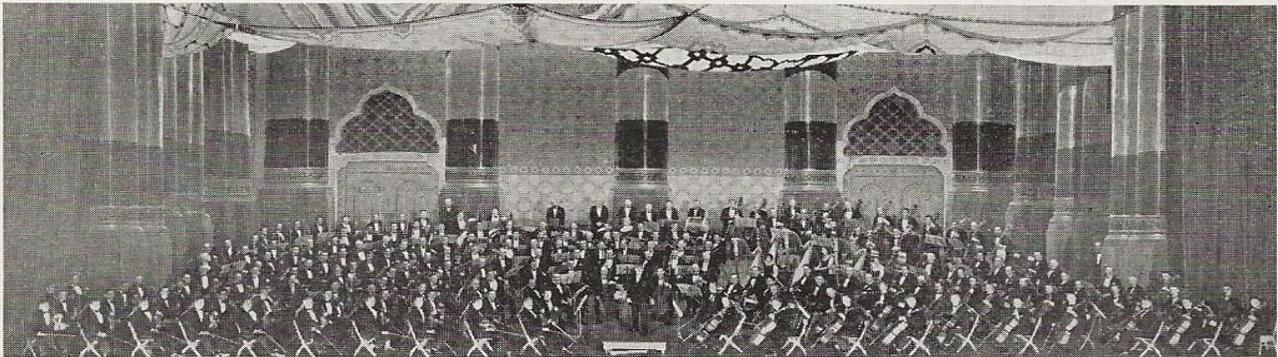
*Jimmy Gleason, left, and Bob Armstrong, photographed in the recording studio during one of their broadcasts.*

## Oregon National Guardsmen in Camp Near Astoria



*For the past two summers the Oregon National Guard has selected Union products for use in the encampment near Astoria. Above is a view of the camp. The inset shows the guardsmen maneuvering in the field.*

## Company Broadcasting Concerts of 212-Piece Orchestra



Above is a photograph of the 212-piece orchestra on the stage of the Shrine Civic Auditorium, Los Angeles.

The Sunday concerts of the Los Angeles Festival Orchestra, numbering 212 professional musicians, the largest ever assembled under one baton, are being broadcast from 8:00 to 9:00 p. m. over KTAR, Phoenix; KFSD, San Diego; KFI, Los Angeles; KGO, San Francisco; KGW, Portland, and KOMO, Seattle, under the sponsorship of the Union Oil Company.

The first of the series of nine concerts, which

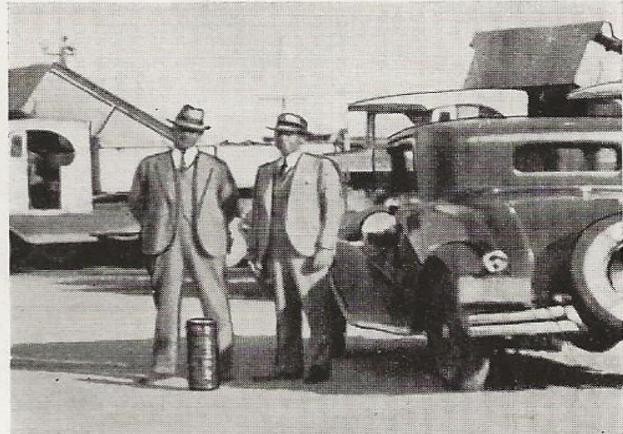
are given at the Shrine Civic Auditorium, for the benefit of unemployed musicians, was put on the air May 3. The concerts will continue to June 28.

The orchestra is being led by nationally known conductors and widely known soloists are appearing on the programs. Madame Ernestine Schumann-Heink, and Elsa Alsen, dramatic soprano, were the soloists for the first concert.

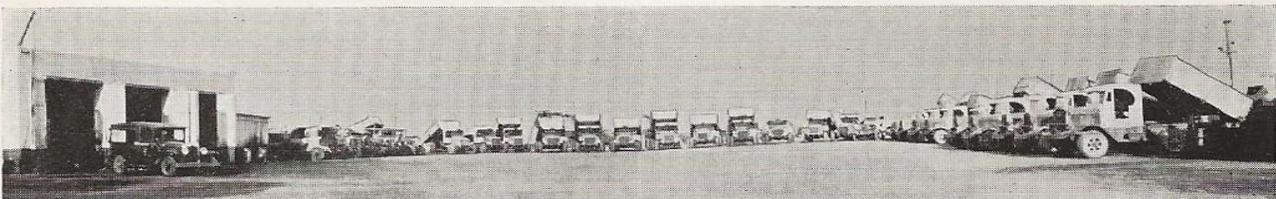
## Big Trucking Firm Goes 100 Per Cent Union



Above are shown two of the Miller and Copeland tank units which are used to haul Union gasoline to the Arizona district. A portion of the dump truck fleet, all of which is now fueled and lubricated with Union Oil products, is shown in the photograph below.



At the left in this photo is H. I. Miller of the firm of Miller and Copeland, North Hollywood, Calif., trucking concern, and D. L. Saum, sales representative of the company.



## Union Oil Team Wins Coast Amateur Hockey Title



Above, from left to right—C. C. Ireland, assistant manager Los Angeles district and company representative for the team; Alex Forbes, trainer; D. J. Adams, goal; C. Keyes, defense; Leonard Smith, defense; H. Heyden, forward; Rube Brandow, captain; H. Comber, forward; D. Patrick, forward; P. Heap, defense; H. Fallis, forward, and Al Claman, manager.

After fighting its way up from third place to the Southern California Amateur Ice Hockey League championship last month, the Union Oil Pirates, fast-skating sextet representing the Union Oil Company, engaged the Portland, Oregon, Rosebuds, winners in the Northwest, in a titular series at the Winter Garden Ice Palace, Los Angeles, and emerged victors in four games to win the title of amateur champions of the Pacific Coast.

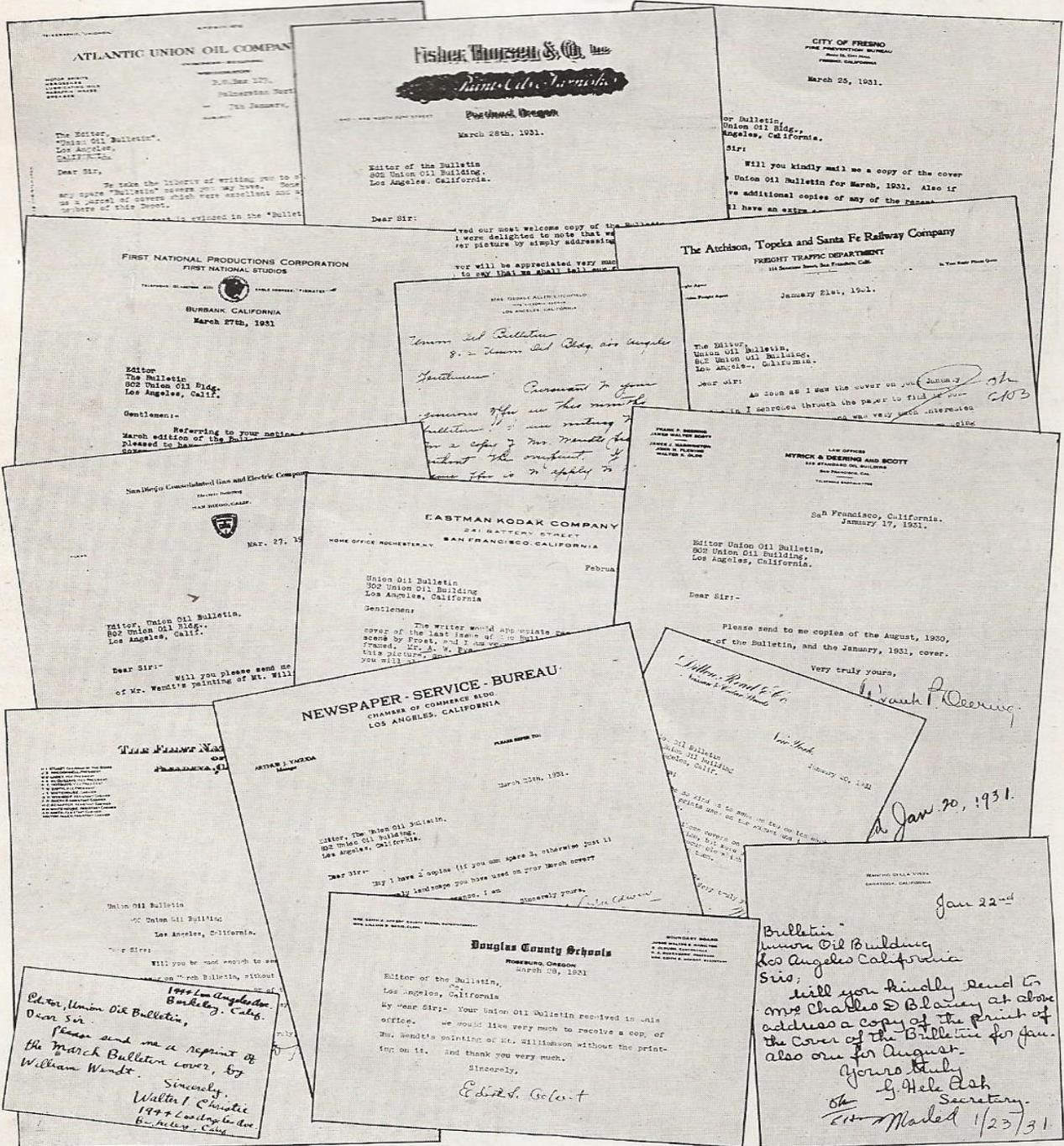
Rube Brandow, formerly ice hockey player in Winnipeg, Canada, and one of the best in the West, captained the Union team this year. He was ably assisted by other members of the aggregation, two of whom, as does Brandow, operate Union Oil service stations in Los Angeles when not chasing the elusive puck over the ice.

In winning the championship of the Southern League and the Pacific Coast amateur title, the Pirates won 20 of the last 26 games played. This year's tournament with the Portland team was the third consecutive championship series in which the Pirates have participated.

## Back at Work Soon



H. A. "Si" Delaney, popular safety supervisor of the southern division, whose series of unfortunate accidents has prohibited him from being "on the job" for the past ten months, is soon to be able to return to work. "Si's" long period of forced inactivity has apparently not dampened his good spirits.



Requests for Bulletin Covers

Hundreds of letters are received each month from all parts of the United States, and many from foreign countries, requesting copies of UNION OIL BULLETIN covers without the "Bulletin" overprint. These copies are supplied without charge. Frequently the demand for one particular cover becomes so great that the available supply is exhausted before all requests can be filled. Through the courtesy of the Stendahl Art Galleries, Ambassador hotel, Los Angeles, THE BULLETIN in recent months has been able to reproduce paintings of some of America's leading artists. This month's cover, a summery California scene, is the third painting by William Wendt to be reproduced by THE BULLETIN.

# SAFETY IN THE UNION



## Cathwood Flies Three-Star Safety Flag

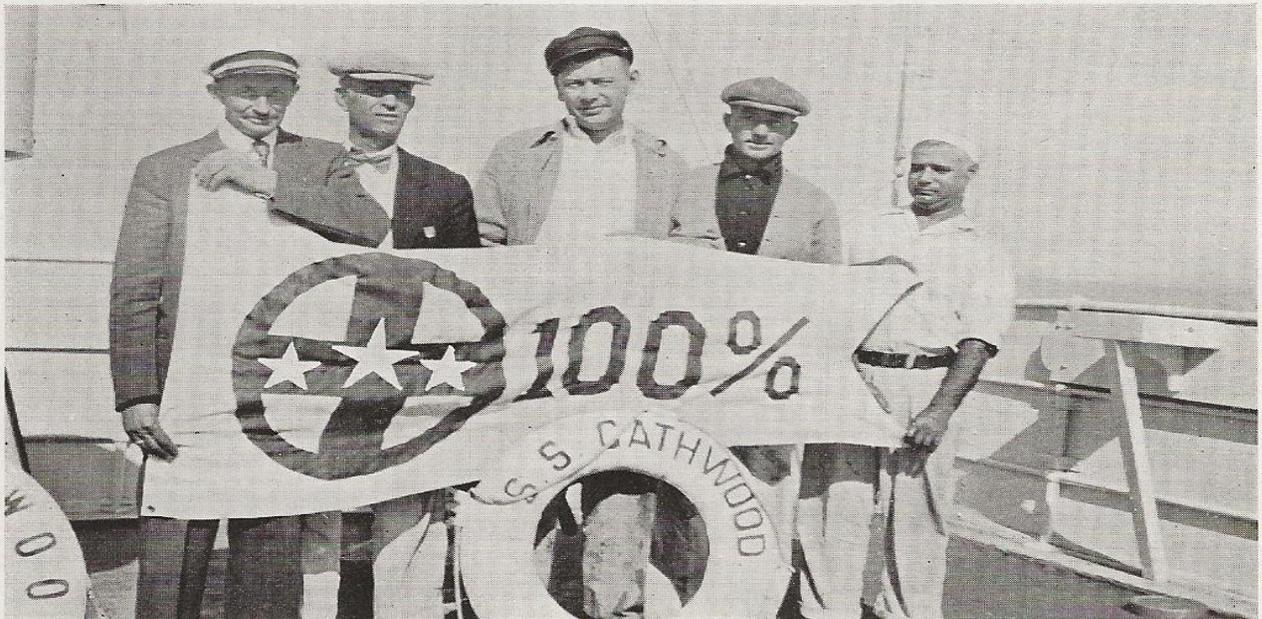
Life on a tankship is pretty strenuous. In addition to what one might find on any other modern freight carrier, the tanker has some peculiarities all her own, one of which is an aversion for staying in port. Yet in spite of having little or no time ashore, the officers and crews of the Union fleet seem to stick closely to their ships.

Captain Phillipsen was reading over the payroll of the Cathwood, pointing out the names of the men who had been with him for more than five years. "That is why we have been able to work three consecutive years on this ship without a lost time accident. The men know their work and have learned to take pride in doing it safely," he said.

Yes, that is one reason, of course, and perhaps the main one, but the spirit on a ship as in

any organization, reflects the spirit of the master or superintendent or foreman. Captain Phillipsen is not merely cautious, he teaches caution. His three years without a lost time personal injury among his men is more than paralleled by his eight years without a navigating accident. He says he has been lucky. That is a nice way of putting it. Perhaps he has; but the congratulations of the company go out to him just the same.

The Cathwood is not the only company tanker to fly the honor flag of the Safety Board, though no other ship has yet achieved the three gold stars. The Warwick, the La Brea, the Oleum and the La Purisima fly flags with one gold star, denoting more than a year without a personal injury on board, and the Deroche flies a six months' flag.



Presentation of the first three-star safety flag to be flown by a Union Oil tanker. The master and principal officers of the Cathwood, left to right, O. Phillipsen, master; T. O. Campbell, chief engineer; E. F. Bohrer, first assistant engineer; R. Evanger, first mate; B. Paris, steward.

# REFINED AND CRUDE



By RICHARD SNEDDON

Brighten up, folks! That's the order of the day. At least brighten up your disposition. If you can't chase away the dust, chase away the blues.

\* \* \*

After all a depression is nothing but an inverted bulge.

\* \* \*

And things are never so bad that they couldn't be wurst, as any hot dog peddler will tell you.

\* \* \*

Look at Bill Smith f'rinstance. Bill was an engraver, and the strain on his eyes so weakened them that he was eventually afflicted with double vision. Was Bill discouraged? No, sir. He promptly went out and got a job reading meters for the gas company.

\* \* \*

Then there was the Kansas farmer who explained his position during the depression in this way: "Do you see that fellow sitting at the end of the table?" he asked. "Well, he's my hired man, and I can't pay him, so in two years he will own the farm. Then I'll start working for him and get it back again."

\* \* \*

Consider also the case of the poor fellow who thought he was endowed with histrionic ability. He eventually got a try-out at a local vaudeville show, but fell down on the job. Eggs mark the spot.

\* \* \*

Scientists have discovered an insect in South America which carries a white light in front, and a red light behind. They have given it a long Latin name, but we still believe it is nothing but an Austin with the wanderlust.

\* \* \*

A close acquaintance started out a few months ago on a trip around the world on the installment plan. We have just received word that he fell down on his payments in Afghanistan.

\* \* \*

It has been definitely determined that married couples have fewer arguments in the winter time. The only reason we can ascribe for this is that in the colder sections of the country men wear ear muffs in winter.

\* \* \*

The Literary Digest informs us that during a navy sham battle the U.S.S. LOS ANGELES was theoretically destroyed, whereupon a Scotch member of the crew made a desperate effort to collect his life insurance.

And our neighbor's little girl says she got such a s'prise when she was born, she didn't speak for a year and a half.

\* \* \*

A down-town movie house in Los Angeles is advertising: "Women—An all-talking production."

\* \* \*

The following conversation is of somewhat ancient vintage, but is almost worth retelling:

Abe: "That was a terrible fire you had last night."

Mawruss: "Sssh! you fool. It's tomorrow night."

\* \* \*

That's what you might term a flare for business.

\* \* \*

Jimmy Gleason and Bob Armstrong, the popular movie stars, are learning the service station business and are now dispensing free air, via the radio, for fifteen minutes daily, on a Union Oil broadcast.

\* \* \*

Jimmie says speculation is a precarious business these days, but he confidently advises a small investment in Union Auto Polish and Union Furniture Polish for a quick clean-up.

\* \* \*

A quart of Union cleaner, by the way, would probably end Mayor Cermak's war against Chicago gangland. The yeggmen would be hopelessly nonplussed if the spot was removed.

\* \* \*

People have never been so alive to the necessity of economizing as they are at the present time. We know one lady who has used her bathing suit for a bookmark all winter.

\* \* \*

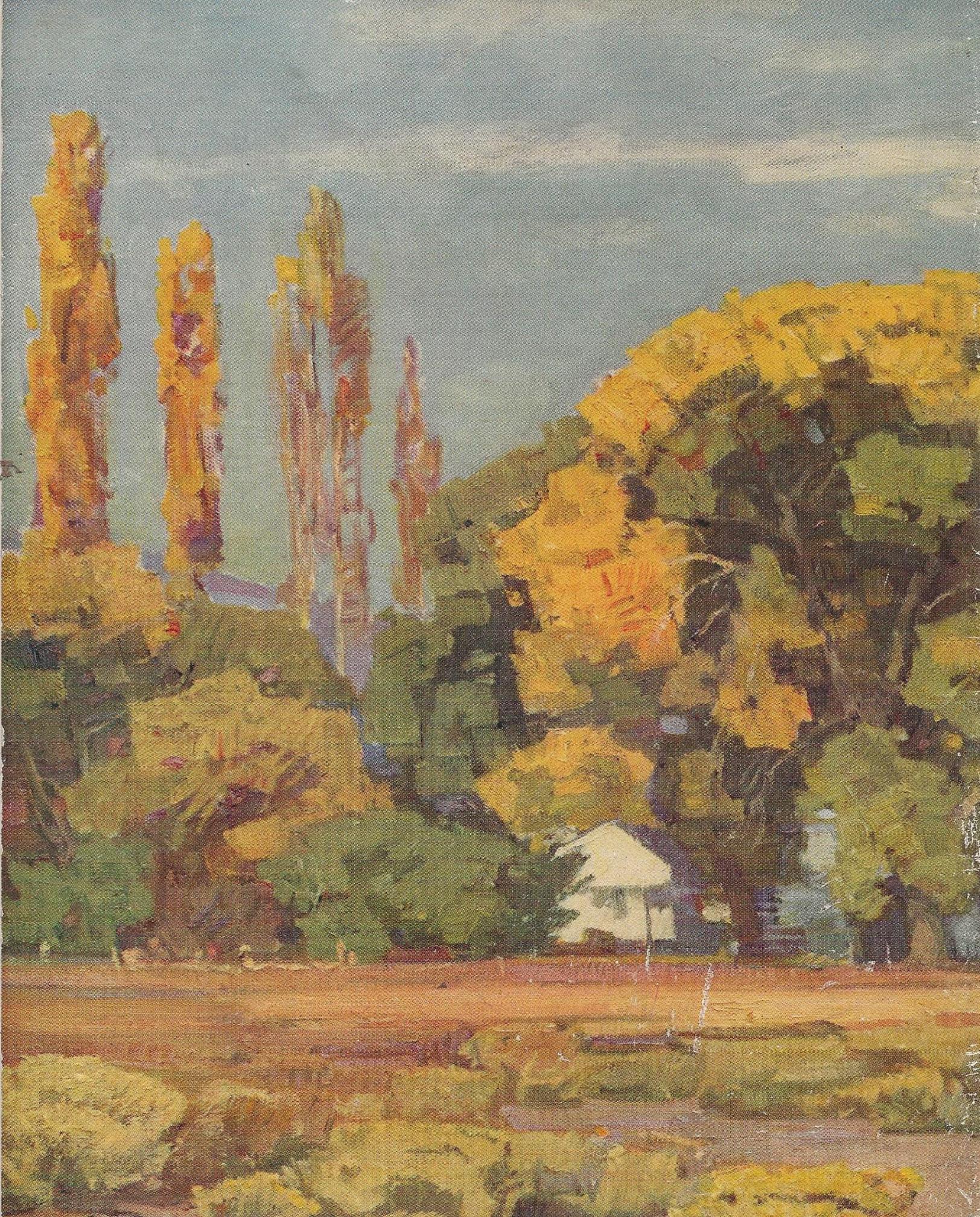
But don't forget this redeeming feature of the prevailing slump—the doctors are all suffering severely from good health.

\* \* \*

And in the final analysis, a synonym is just a word that you see when you can't spell the other one.

\* \* \*

In conclusion, remember that a broken field runner is rarely carried off on a stretcher.



1930 WILLIAM WENDT.