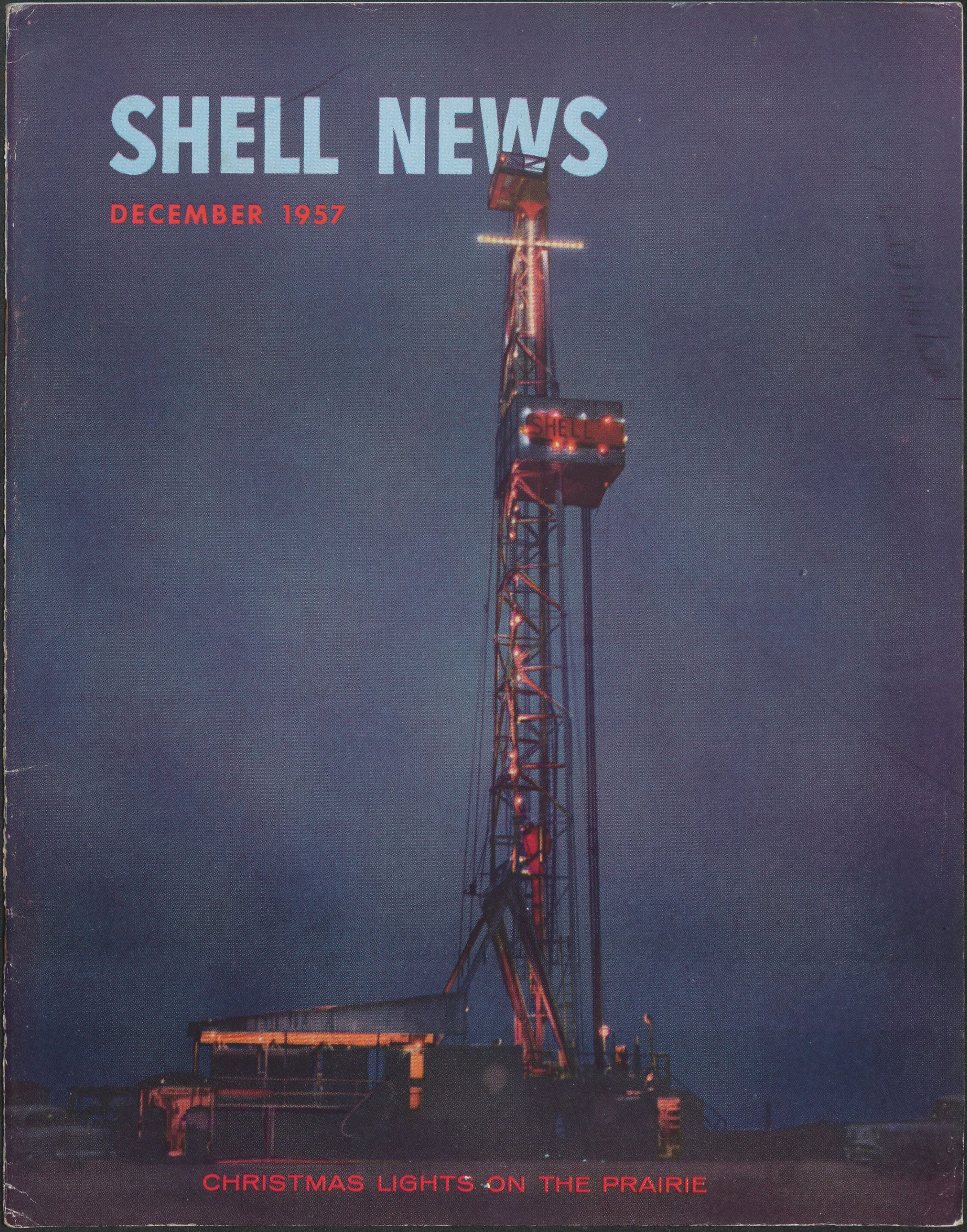
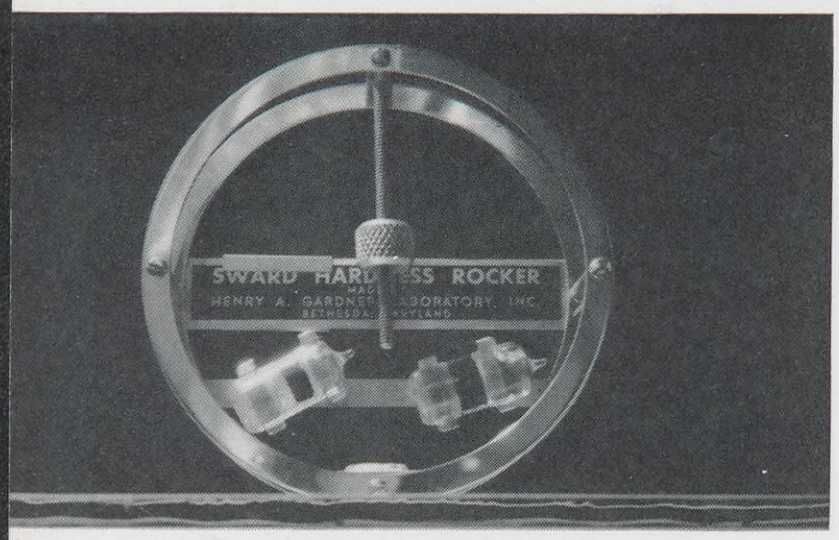
SHELL NEWS

DECEMBER 1957

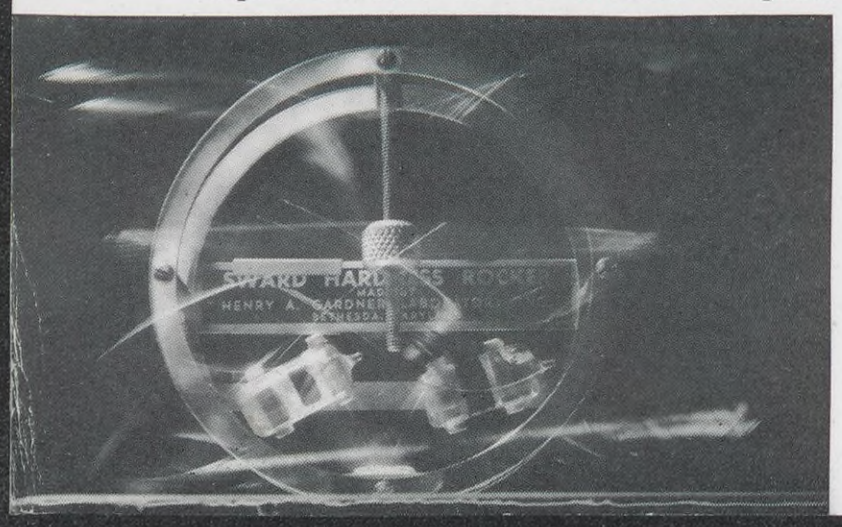


CHRISTMAS LIGHTS ON THE PRAIRIE

Salt water fog rises as Chemist M. F. Dante lifts steel test plates from a salt fog corrosion cabinet. Salt water, which is highly corrosive, is often used to test the rust resistance of various experimental coatings.



The relative hardness of a surface coating may be measured by the number of times a Sward Rocker rocks back and forth. On a soft coating, the wheel will rock fewer times because of friction. The Sward Rocker is calibrated at 50 rocks a minute, the accepted standard for the hardness of glass.



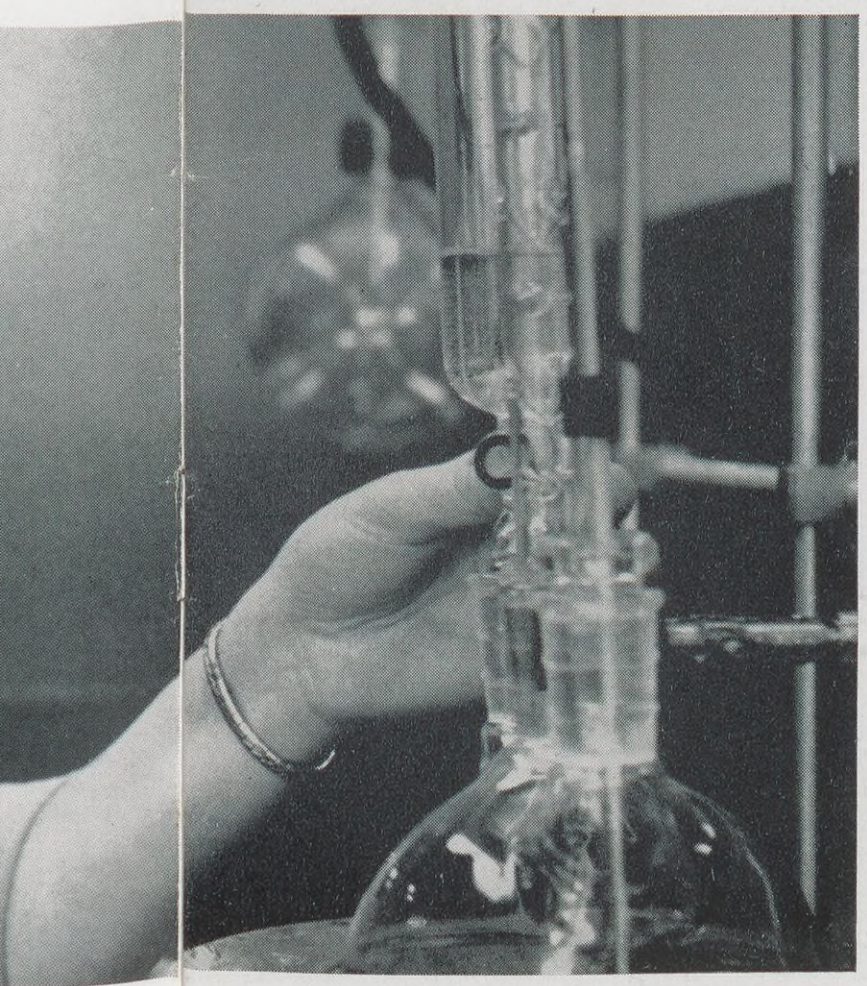
CUSTOMER-TAILORED LABORATORY

Shell Chemical's Technical Service Laboratory in Union, N. J., adds facilities and staff

IN the spring of 1955, a district salesman brought a customer into Shell Chemical Corporation's Technical Service Laboratory in Union, New Jersey. The customer had a problem.

"How can we make a paint primer for coating the inside of automatic washing machines," he asked, "that will stand up to 1,000 hours in hot detergent solution?"

The customer, one of the country's largest manufacturers of appliance primer coats, had brought to the Union laboratory one of his industry's major headaches. The best primer in existence at that time would last only 500 hours in detergent solutions. Now Shell Chemical's chemists were being asked to double this figure.



Chemist Carol J. Schneider studies a possible new use of hydrogen peroxide in the industrial chemicals section. Finding new uses for hydrogen peroxide is one of the Union laboratory's current high-priority projects.

SHELL NEWS

VOL. 25—No. 12 **DECEMBER, 1957**

Dedicated to the principle that the interests of employees and employer are mutual and inseparable

Employee Communications Department
New York, N. Y.

contents

Published by Shell Oil Company (H. S. M. Burns, President; C. C. Combs, Treasurer; J. A. Horner, Secretary) for its employees and those of Shell Chemical Corporation, Shell Development Company and Shell Pipe Line Corporation. Address communications to Employee Communications Department, Shell Oil Company, 50 W. 50th St., New York 20, N. Y.

ABOUT THE COVER

Christmas lights and a giant white cross offer bright season's greetings on the New Mexico prairie at Shell's Rig No. 22 near Tatum, New Mexico, in the Midland Exploration and Production Area. All rigs are lighted at night to illuminate the working area (and warn low-flying aircraft). At the Christmas season white working lights are sometimes augmented with Christmas-colored bulbs.

CUSTOMER-TAILORED LABORATORY

No one was even certain such a primer could be made. The laboratory people began experimenting to find out if a coating could be developed to stand hot detergents without any cracking, blistering or other signs of failure for such an extended period.

The project required special testing equipment and close cooperation between the laboratory and the customer to assure careful simulation of factory conditions. The project took 26 months to complete, but it ended in success. In August of this year, the laboratory chemists finally produced a new high-bake EPON® resin primer capable of withstanding 1,000 hours immersion in hot detergent. News of this primer is now being spread throughout the paint industry.

This is only one example of the work carried out in the Union laboratory. Current technical service and product application studies range from learning how to keep the shortening absorbed by doughnut boxes from turning rancid to finding new uses for structural plastics. Technical service may be defined as tackling a specific problem for a specific customer while product application is studying a problem for an entire industry or group of customers.

Many of these experiments may affect your daily living. Someday you may have a better television set in your living room, fly in a safer airplane and drive your car on a skid-proof highway because of the work being done in the Union laboratory.

"Our main functions are to assist the customer in the use of our products to his best advantage and to develop new uses for Shell Chemical's products," says F. S. Swackhamer, Director of the Union Technical Service Laboratory. "As a technical service group we are as close as laboratory people can get to the customer."

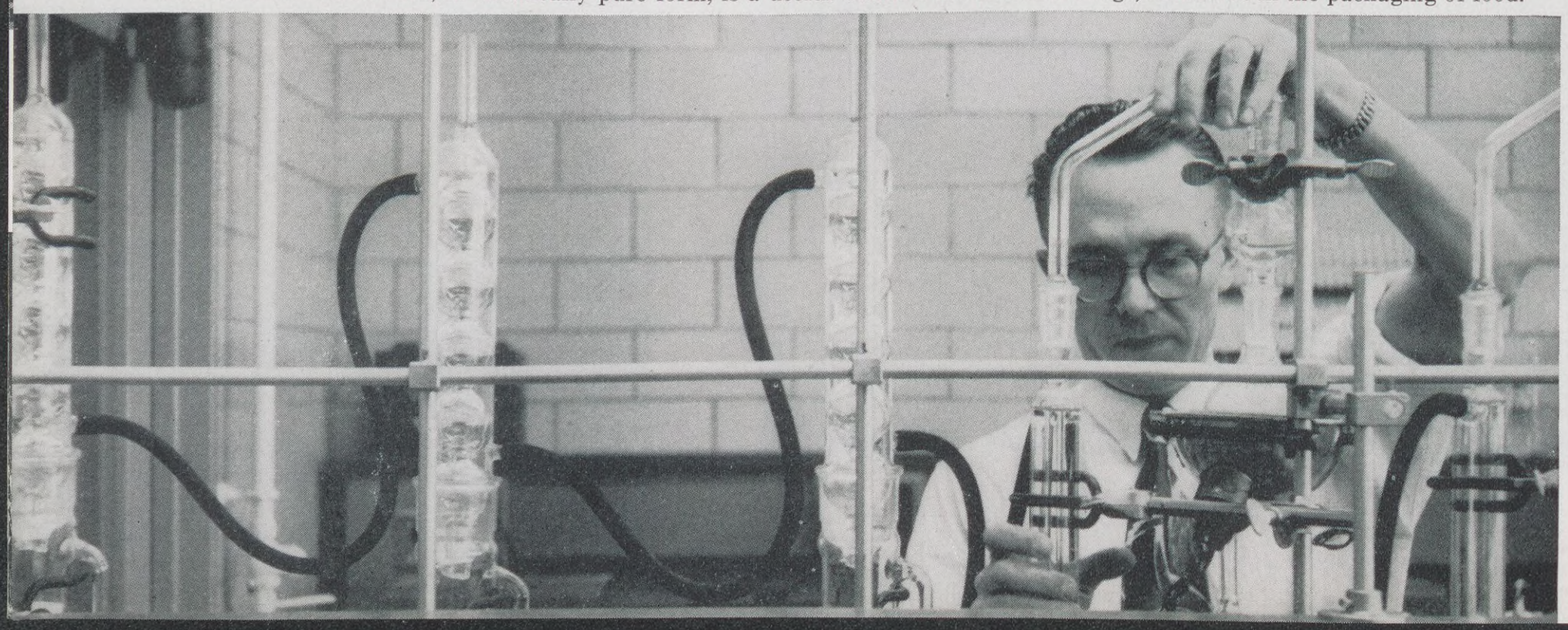
Another important function of the laboratory, Swackhamer says, is the training of marketing people in the technical aspects of the industries that Shell Chemical serves. New employees, principally those destined for sales positions, spend from eight months to a year in the laboratory becoming familiar with laboratory equipment, testing procedures and varied uses of the many Shell products.

There are two technical service laboratories in Shell Chemical Corporation. One is at Union and the other is located at Torrance, Calif. The Torrance laboratory is concerned with the synthetic rubber industry. The Union laboratory, the first in Shell Chemical's history, began operations in 1949 with 14 employees. Its first director was Dr. D. S. Herr, who, as one spokesman put it, "assembled the original group, fathered it, and was the guiding light for its recent expansion." Herr was named Manager of the Sales Development Department, Chemical Sales Division in New York in August, 1957.

Shell Chemical's management has recognized the growing need for technical services in the field of market-

Chemist Mirene E. Standaert checks quality of a paper sample after bleaching with hydrogen peroxide.

Laboratory Assistant V. I. Cirpulis assays IONOL® antioxidant used to protect a great many food products from becoming rancid. Ionol antioxidant, in chemically pure form, is a useful additive in foods and drugs, as well as in the packaging of food.



ing by recently expanding the Union facilities. The new addition, a two-story building, contains 25,000 additional square feet. It will allow the staff to undertake product application studies of hydrogen peroxide, glycerine and agricultural chemicals.

At present, the Union laboratory employs approximately 140 persons. With the new facilities the staff is expected to increase to about 180 by the middle of 1958. There are five principal technical groups in the laboratory: coating resins, structural plastics, industrial chemicals, solvents and agricultural chemicals.

● *The coating resins section* headed by Supervisor G. R. Somerville is concerned primarily with developing new surface coatings from Shell products already in existence. This group developed the new primer capable of withstanding at least 1,000 hours of hot detergents. It also developed a series of paints over the years which play an important part in fighting corrosion in Shell's chemical plants and refineries as well as many other industrial installations throughout the world.

This section also evaluates many of the new resins discovered by Shell Development Company. The market for coating resins includes about 2,900 paint manufacturers in the U. S.

● *The structural plastics section* is directed by Supervisor J. E. Carey. The primary function of this group is to develop information about the use of Epon resins as construction materials. Some resins, when heated and put under pressure, can be used as structural materials. In fact, filled or reinforced resins often are referred to as structural plastics—especially after being formed into useful shapes.

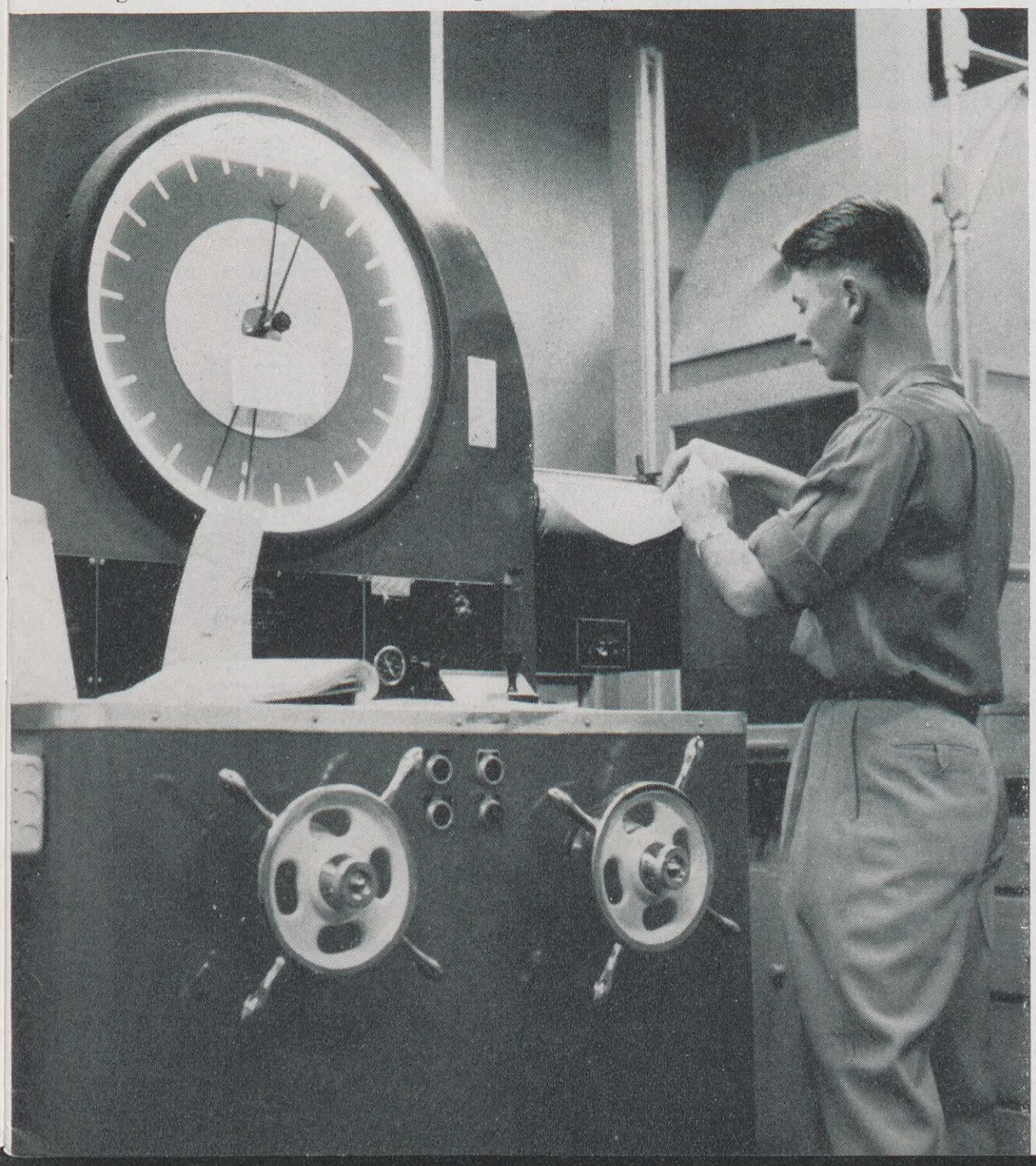
Structural plastics is a relatively new field. The use of reinforced resins as structural plastics was started during World War II and has been developing rapidly since then.

"Our role in the laboratory here is much like that of a consultant," says R. L. DeHoff, Senior Chemist in the structural plastics section. "Because the field is so new, technical personnel from Shell actually go into the customer's plant and show him how to use our resins. At the same time, we develop useful information which benefits the whole industry."

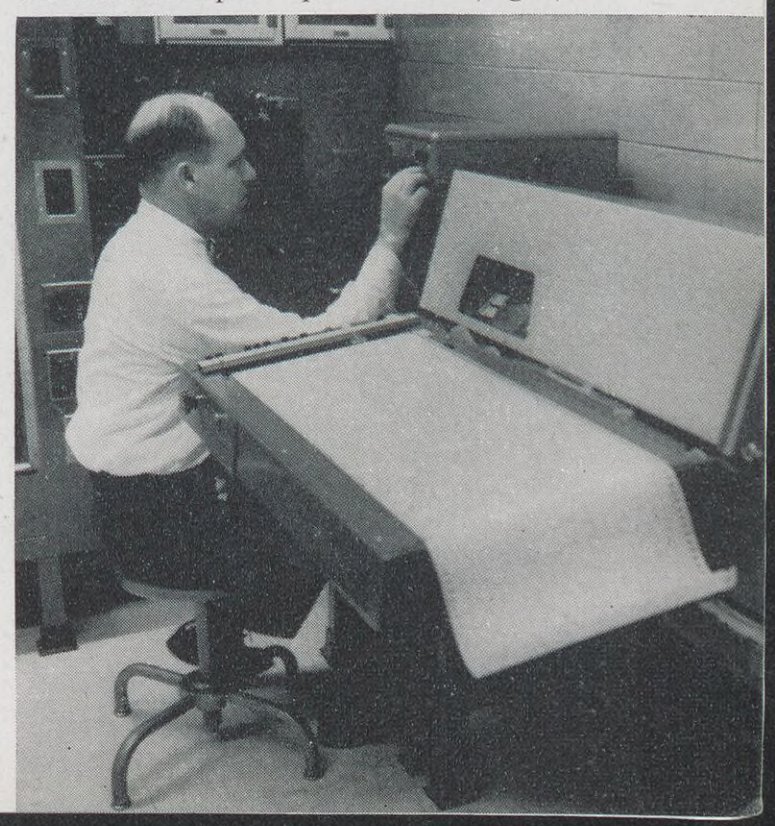
Structural plastics, such as Epon Resins, are involved in many fields—adhesives, fibrous glass, reinforced pipe, radomes and the wings of jet transport planes.

● *The industrial chemicals section* at Union is divided into two groups; a pulp and paper laboratory and a basic industrial chemicals group. The pulp and paper laboratory, headed by Chemist Carl Raaka, is presently investigating the uses of hydrogen peroxide for bleaching paper. The second group, led by Chemist R. C. Witman, seeks new uses for Shell's industrial chemicals. One of the most

The laboratory has special equipment for testing the tensile strength of plastic samples. Laboratory Assistant R. R. Meckler, below, watches as giant scales record the load placed upon a plastic to test its strength.



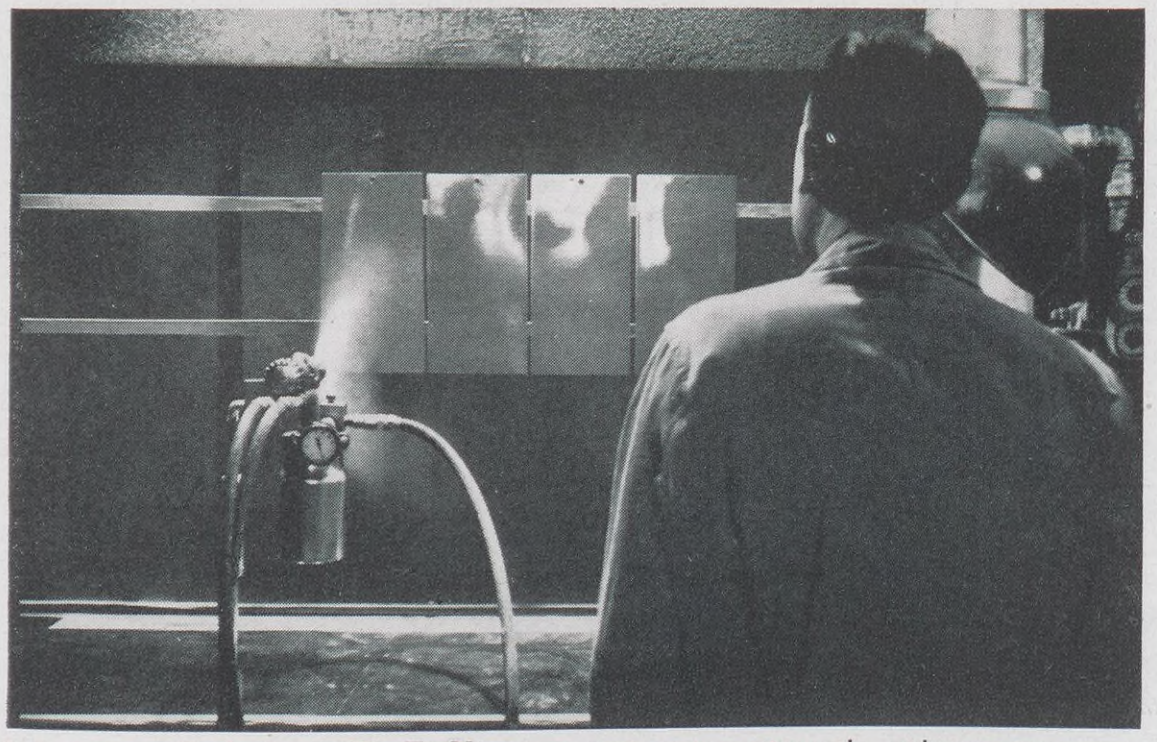
Chemist G. G. McKinley weighs a sample of insecticide before analyzing it in the Infrared Spectrophotometer (right).



important projects in Witman's group today is finding new uses for hydrogen peroxide, to be manufactured in Shell Chemical's Norco Plant.

● *The solvents section* is directed by Supervisor R. F. Buller. Solvents generally are liquids, used to dissolve solid substances. Buller's section is primarily interested in the use of solvents in surface coatings. Increasing attention, however, is being given to solvents in other fields, such as inks, hydraulic brake fluids, wood preservatives and extraction processes. In extraction processes, solvents are used to separate materials in a mixture. Shell Chemical markets 13 industrial solvents for a wide variety of uses.

"When it comes to a new product, a manufacturer must have as much data as possible," Buller says. "If you want a customer to use something new and different, you must show why such a product is better for him. You must try to save the customer money or else get better performance at equal cost."



Laboratory Technician W. F. Nixon operates an automatic paint sprayer which places an even coating of lacquer on steel test panels. An even coating is important because these panels later are evaluated for flow and gloss.

R. F. Buller, Supervisor of Solvents, left, and J. R. Greisser, Supervisor of Engineering Services, center, discuss plans for the arrangement of new laboratory equipment and utilities with Director F. S. Swackhamer, seated.

● *The agricultural chemicals formulations section* is the newest section to join the Union laboratory. It is supervised by C. M. Reider and was part of the Denver Plant laboratory until last summer. The formulations laboratory moved from Colorado to be closer to customers and Shell Chemical's marketing division headquarters in New York.

Shell Chemical sells insecticides to formulators who prepare finished products under their own brand names. Although relatively new in the field, Shell Chemical is one of the largest manufacturers of insecticides. In 1956 the insecticides market industry-wide was estimated at $125 million per year at the manufacturers' level.

Shell Chemical's major products in this field include aldrin, dieldrin, endrin, and PHOSDRIN® insecticide. Aldrin is used extensively for insect control in the soil and is particularly effective in protecting potatoes and corn. Dieldrin is effective against grasshoppers and boll weevils. Dieldrin also is used to control malaria and other insect-borne diseases and has won wide recognition throughout the world. Endrin is used extensively in this country to control boll weevils and boll worms. Phosdrin insecticide, one of Shell Chemical's newest insecticides, is primarily used against foliage insects such as leaf worms.

The Union laboratory already has made considerable progress in finding new uses for Shell solvents, Epon resins and other chemicals manufactured by Shell. With the new addition, the laboratory hopes to have further success in its many studies, including work on agricultural chemicals and hydrogen peroxide.

news and views

TWO HONORS

H. S. M. BURNS

H. S. M. Burns, President of Shell Oil Company, received two honors during November.

He was elected Chairman of the Board of Directors of the American Petroleum Institute at the organization's annual meeting in Chicago, and he was awarded an honorary Doctor of Science degree by Saint Louis University.

At Chicago, Mr. Burns succeeded J. L. Hamon, independent producer from Dallas, Texas, who served as API Chairman in 1956 and 1957. Mr. Burns has been active for many years in the API, the national trade organization of the oil industry. He has served as a Director and member of the Executive Committee and as Chairman of the Public Relations Committee, which directs the work of the Oil Information Committee.

At St. Louis, Mr. Burns received his degree in the University's Founders' Day ceremonies and later was principal speaker at a University dinner.

The degree citation outlined Mr. Burns' career with Shell, noting that his rise stemmed from his "broad, calm vision and from a pioneer's grim courage to take calculated risks." It pointed up the Company's growth under his leadership.

Shell's philanthropic activities were praised in the citation, which noted that this year the Company is spending 46 per cent of its charitable monies on education.

The citation added: "For those reasons, Saint Louis University has cherished the desire to honor Mr. Burns—a bold industrial leader, a man of professional, philanthropic and civic interests, one who represents in his Company the dynamic spirit of free enterprise coupled with a delicate sense of public responsibility."

In his speech, which tied in with the Founders' Day theme of "Decision-Making," Mr. Burns praised Saint Louis University for "broadening human thought"—training young people to solve technological problems and to make sound decisions about how the solutions should be put to use.

Solving difficult problems is only the first challenge facing responsible men and women, Mr. Burns said. "Having solved a problem, we then face something many times more difficult: the decision as to what use we make of the solution."

This requires judgment, which is best developed through knowledge of the accumulated experience of many men in many ages, he added.

"To this end, Number One on the list of prescribed reading must be history . . . the broad history of the development of the human race."

If statesmen dedicated more study to the reactions of human beings to situations in the past "we would have less floundering in the morass of international politics," he said.

Failure in making basic decisions has brought tragedy to nations that had achieved great skill in solving specific problems, he said. But he suggested that this bleak side of history need not be repeated. He called himself an optimist with the hope that our generation can learn the lessons of the past and "succeed where our antecedents have failed."

Tremendous problems of providing fuel and food for an explosively growing population will be solved by advancing technology, he predicted.

"The members of the Class of 1961, who will be on the mellow side of middle age by the year 2000, will be able to get ample liquid fuel energy from what nature has stored underground," Mr. Burns said. He welcomed the prospect of wide use of atomic power because it will permit the conversion of more of "that versatile commodity" petroleum to chemicals and other premium products—rather than limiting its use to that of a heat source.

FIRST REQUISITE


M. E. SPAGHT

Monroe E. Spaght, Executive Vice President, Shell Oil Company, in the opening session of the Fourth Shell Management Course in New York, commenting on the objectives of the Course, said in part:

"An adequate supply of trained people is a first requisite of the Shell Oil Company of today—and of tomorrow. Trained people don't just happen. They are the product of selection and development. This Shell Management Course is an opportunity for you to accelerate your own self-development as a manager, but a manager in turn has the responsibility of helping train those who answer to him; indeed, one of the first obligations of each of us is to make certain that there are qualified people to take our place. If we fail to do this, we decrease our own chance of progress because as individuals, we are judged in part on our ability to develop our subordinates."

OFFSHORE ECONOMICS


BOUWE DYKSTRA

The target for discovery by the oil industry in Louisiana during the next 10 years should be six billion barrels of oil and 40 trillion cubic feet of natural gas, according to Bouwe Dykstra, Vice President, New Orleans Exploration and Production Area.

Dykstra said in a recent address before the Louisiana-Arkansas Division of the Mid-Continent Oil and Gas Association that to reach the target the industry will have to be six to seven times more successful in the next decade than it was in the last 10 years.

"It seems a tremendous assignment, yet I believe under the proper economic incentives it can be done," he said.

By the beginning of 1957, he said, the industry had spent an estimated $2 billion on offshore activities. The value of oil and gas produced was approaching about $372 million.

"Thus . . . the industry is some $1½ billion in the red on its offshore operations. For that there was proven up a reserve of 800 million barrels of oil and five trillion cubic feet of gas. So up to this time the industry has not done too badly, considering that it gained also a tremendous amount of knowledge of the geology and operating conditions offshore. This achievement came about by working offshore 10 years after the end of the war."

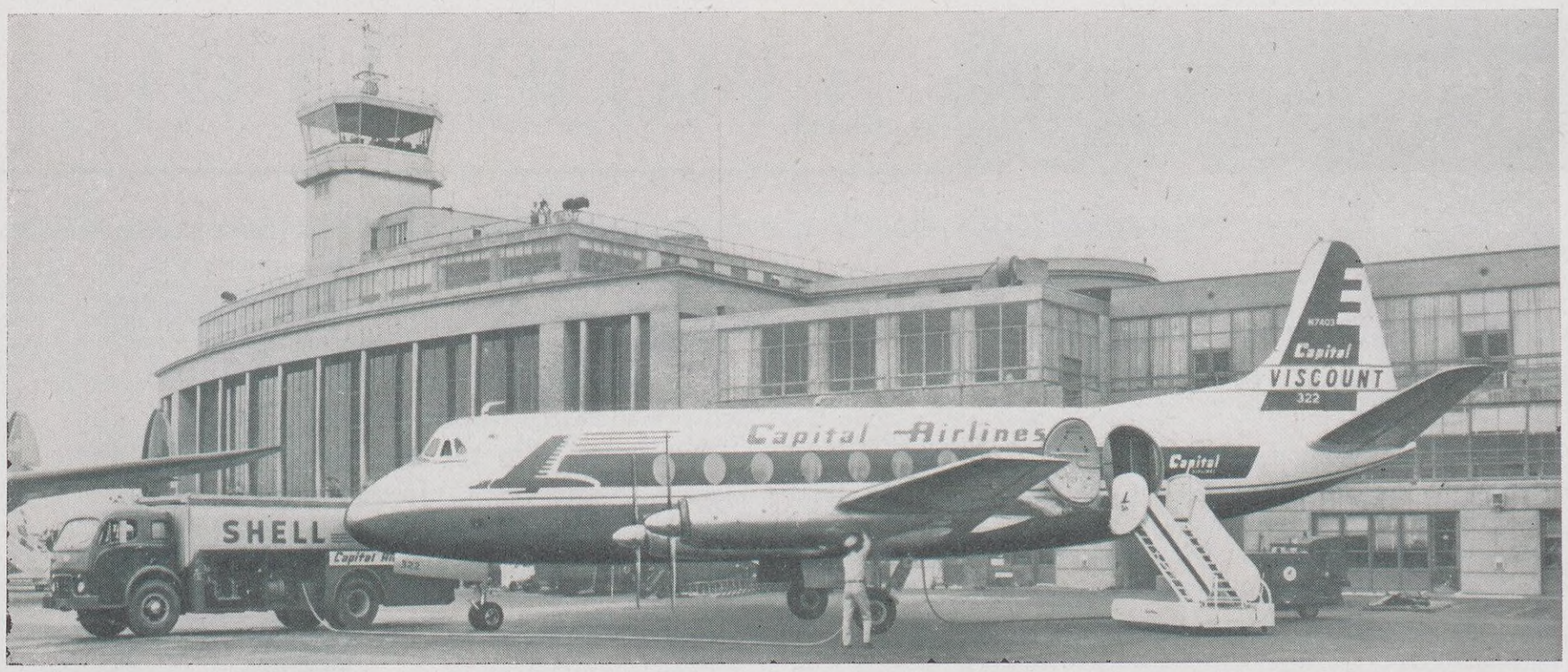
Dykstra noted, however, that operating costs have risen considerably in recent years and added: "From the production income has to be deducted the royalty to the State and Federal governments, the cost of moving the oil to a terminal point onshore, and the regular operating and maintenance expenses. It is my estimate that at the present level of operation, the difference between the outflow and income of capital is in the order of $1 million per day."

He asked this question: "Can we expect that these offshore activities will increase or even continue at the present level while there is such a large gap between income and outgo of capital?" He recommended that offshore allowables be increased to help close the gap.

For the nation as a whole, it is necessary that new oil reserves be found in the next decade at the rate of 3 to 3½ billion barrels per year, he said.

"The offshore of Louisiana should furnish a large share of these additional reserves; besides the industry should learn how to develop the probable oil and gas reserves in the deeper waters.

"But beyond this national aspect is the importance to the local economy of the offshore oil and gas industry. Directly, there are some 9,000 men employed in offshore work but indirectly innumerable shipyards and construction plants along the Gulf Coast are building barges, boats, platforms, well jackets, etc. I understand there are now in offshore use some 400 crew boats, 100 cargo barges, 25 tug boats, some 40 helicopters and some 40 fixed-wing aircraft. Innumerable contractors are engaged either directly or indirectly in offshore work. So it is important that the offshore industry should be kept going. Furthermore, to meet the targets I mentioned, the offshore activities should increase."



A Capital Airlines Viscount aircraft being refueled with Aeroshell® 640 Kerosene at Washington National Airport.

CAPITAL CONTRACT

A four-year extension of the turbine fuel contract existing between Shell Oil Company and Capital Airlines, Inc., was recently negotiated. Under this extended agreement, Shell will continue to supply Capital at most of its stations with AEROSHELL® 640 Kerosene, the fuel Capital has been using in its Viscounts since they went into service in 1955.

Capital's consumption of this fuel from Shell will be at the rate of approximately 80,000,000 gallons a year, or enough energy to supply the heating requirements of a city the size of Providence, Rhode Island, for a similar period. Shell is the largest supplier of aviation fuel to United States commercial airlines.

The Shell fuel used by the Viscount's turbine engines is refined to flow freely at temperatures of 40 degrees below zero and to burn smoothly in the wind that blows at hurricane speed through the combustion chamber.

FELLOWSHIP PROGRAM EXPANDED

The number of summer fellowships to be offered under the Shell Merit Fellowships Program for High School Science and Mathematics Teachers has been increased for 1958 to 100.

The Merit Fellowships Program was started in 1956 with 60 fellowships and was increased in 1957 to 90. It is one of the programs supported by the Shell Companies Foundation, Incorporated, to help solve the shortage of scientists and engineers. Other Shell programs in this field include graduate fellowships to college students, grants to various colleges for pure research, employing teachers in summer, and encouraging Shell personnel to lecture in schools.

The primary objective of the Merit Fellowships Program is to give fresh inspiration to high school science and mathematics teachers who in turn may attract more good students to careers in science and engineering. The program also aims to stimulate recognition for the teachers.

Under the program, the teachers study in full-time summer seminars at Cornell and Stanford Universities. Selection of the teachers is made by the two universities from applicants throughout the United States and Canada. Each fellowship includes a travel allowance, payment of tuition and fees, room and board while on the campus and a $500 cash stipend to make up for summer income the teachers might have earned.

Although the basic outline of the seminars will be the same as in past summers, the 1958 programs have been revised to include many worthwhile suggestions made by those who attended the seminars previously. The seminars at both universities include: courses in physics, chemistry and mathematics and the newest educational techniques. The teachers also complete individual and group projects on new approaches to teaching science and mathematics, have group discussions with leading specialists in their various fields and visit nearby scientific installations to be brought up to date on the latest applications in the fields of chemistry, physics and mathematics.

NEW PIPE LINE

Plans to construct a 100-mile crude oil pipe line in the Mississippi delta area of southern Louisiana have been announced by Joe T. Dickerson, President, Shell Pipe Line Corporation.

The line, a common carrier, will run from Shell Oil Company's Southwest Pass area to the Norco Refinery. It will be of 12-, 16- and 20-inch diameter pipe and will cost an estimated $10 million.

At present, crude from offshore fields now moves by barge and gathering line to the Southwest Pass Terminal and thence to Norco Refinery by barge.

Besides the economy of moving oil by pipe line, the new line will provide a safer, more reliable and continuous delivery to Norco Refinery.

Appointments to the new project are: R. V. Lahr, Field Manager; C. L. Jarrett, Superintendent of Line Construction; O. W. Heyden, Chief Engineer; and N. F. Schreiner, Project Engineer.

API CERTIFICATES

Five Shell people were presented Certificates of Appreciation at the American Petroleum Institute annual meeting in Chicago last month.

The awards are made in recognition of long or valuable service to the oil industry through the API. The Shell people honored and the API committees on which they served, are as follows:

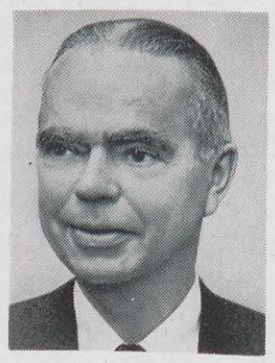
E. A. CUNNINGHAM	Manager, Baltimore Marketing Division; Shell Oil Company; Oil Information Committee.
JOE. T. DICKERSON	President, Shell Pipe Line Corporation, Houston; Oil Information Committee.
H. E. DISCHINGER	Former Manager (who retired in July, 1957) of the Products Pipe Line Department, Head Office, Shell Oil Company; Division of Transportation.
H. C. PACKARD	Secretary, Loss Control Committee, Transportation and Supplies Organization, Head Office, Shell Oil Company; Committee on Crude Oil Measurements.
H. N. F. SCHWALL	Staff Assistant, Financial Organization, Shell Oil Company; Committee on Petroleum Statistics.

(For news of other API awards see page 13.)


E. A. CUNNINGHAM


JOE T. DICKERSON


H. E. DISCHINGER


H. C. PACKARD


H. N. F. SCHWALL

SHELL PEOPLE in the news

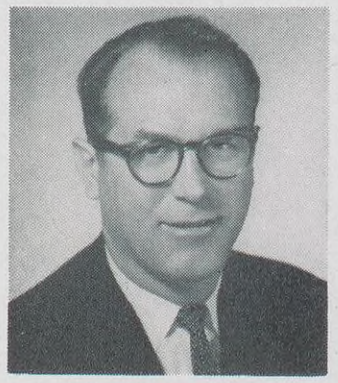
SHELL OIL COMPANY EXPLORATION AND PRODUCTION ORGANIZATION

A. J. GALLOWAY

A. J. GALLOWAY has been designated an Executive Vice President of Shell Oil Company by the Board of Directors. The new position recognizes the increasing importance of the exploration and production of crude oil and natural gas, said H. S. M. Burns, President. Mr. Galloway will continue to be responsible for this phase of the Company's business.

Mr. Galloway joined Shell in 1926 as an Assistant Geologist in California. In 1934 he was named Vice President of the Shell Petroleum Corporation. He remained in that position through 1939, when Shell Petroleum was consolidated with Shell Oil Company. In September, 1940, Mr. Galloway became Regional Vice President, with headquarters in Houston, in charge of all exploration and production activities in the East of Rockies Territory. In 1948 he was appointed Vice President Exploration and Production with headquarters in New York. He has been a Director of Shell Oil Company since 1953.

SHELL OIL COMPANY MANUFACTURING ORGANIZATION



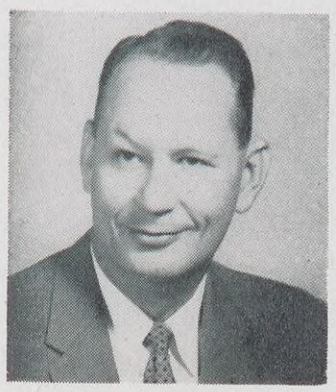
V. G. HARRISON

V. G. HARRISON has been named to the newly-created position of Assistant Superintendent-Administrative at Shell Oil Company's Norco Refinery. Mr. Harrison, who attended Whittier College and the University of Southern California, joined Shell Chemical Corporation in 1943 at the Torrance Plant. In 1949 he was named Assistant Manager of the Industrial Relations and Personnel Department at the Shell Point Plant, and in 1950 he joined Shell Oil Company as Assistant Manager of the Personnel and Industrial Relations Department at the Martinez Refinery. He became Personnel and Industrial Relations Department Manager at Shell Chemical's Denver Plant in 1952, and in 1955 went to the Head Office Industrial Relations Department as Industrial Relations Representative.

SHELL PIPE LINE CORPORATION

G. G. BILLINGS

G. G. BILLINGS has been named to the newly-established position of Manager-Operations of Shell Pipe Line Corporation, with headquarters in Houston. Managers of operating field locations and the Manager of the Operating Services Department report to Mr. Billings in his new capacity. Mr. Billings, who received an M.S. degree in civil engineering from Washington University in St. Louis, joined Shell Pipe Line in Colorado City, Tex., in 1936 as an Engineer. After assignments at Harristown, Ill., and St. Louis, he went to Houston in 1940 as Head Office Personnel Representative. He returned to Colorado City in 1941 as West Texas Area Engineer. In 1942 he moved to Cushing, Okla., as Assistant Manager of the Mid-Continent Area. He was in Venezuela on special assignment from 1950 until 1952, and on his return became Acting Manager of the West Texas Area. He became West Texas Area Manager in 1954 and was named Manager of the Operating Services Department earlier this year.



J. E. GREEN

J. E. GREEN will succeed Mr. Billings as Manager of the Operating Services Department. Mr. Green, who received a B.S. degree in electrical engineering from the University of Oklahoma, joined Shell Pipe Line in 1940 as an Engineer at St. Louis. He held engineering positions in each of the field areas and at Head Office before being named Division Superintendent at Healdton, Okla., in 1952. Two years later he became Assistant Manager of the Mid-Continent Area at Cushing, Okla. He was named a Head Office Technical Specialist in 1956.

Boy meets toy. A panda, about to get together with a panda-fancier, symbolizes the spirit of yule toy-giving.

CHRISTMAS TOYS UNLIMITED

For the sixth year in a row, Shell dealers and employees are lending Santa Claus a helping hand to assure a happier yuletime holiday for thousands of children.

THOUSANDS of children in cities throughout the nation will have a happier Christmas this year because of Shell-supported toy collections.

Last year, an estimated 5,000 Shell dealers helped collect approximately 2,600,000 toys for children who appeared headed for a toyless Christmas holiday.

Most of the toys collected last year were either new or in good condition. Toys which need minor repair, however, also are acceptable. Volunteers — including Boy Scouts, high school manual training classes, members of carpenter and electrical workers' unions and civic groups — help repair broken toys in time for distribution at Christmas time.

This is the sixth year in which Shell dealers, salesmen and marketing division employees have volunteered their services in community toy collection programs. One of the major problems facing any toy collection project is finding a convenient location where donors can bring

Love at first squeeze. Cleveland collected many toys, but this girl could see only one.

Let it snow. All this happy boy wanted was a white Christmas to go along with his sled.

New home owner. A doll's house helped make this girl's Christmas brighter in Cleveland.

their toys. Shell dealers solved this problem by establishing toy collection centers in their service stations, complete with window posters and six-foot banners publicizing the program.

Service stations are ideal for collecting toys since they are centrally located, have convenient hours and allow donors to drive their automobiles to a spot where they can be easily unloaded.

In many communities, Shell dealers cooperate with Toys for Tots, a program co-sponsored by the Marine Corps Reserve. In other cities, Shell dealers participate in Toy Time, a program which originated with Shell. Toy Time programs usually are undertaken jointly with different local groups, including Kiwanis Clubs, Volunteers of America, Moose Lodges and Junior Chambers of Commerce.

This year's toy collection programs are being sparked

From donor to dealer. For TV film strips, A. J. Zissler, Division Representative, Merchandising, New York Division, plays the role of a Shell dealer receiving toy donations.

Making old toys like new. Although most of the toys collected are either new or in good condition, a few need minor repairs. Here Volunteers of America are busy repairing toys in time for distribution at Christmas time to Cleveland children.

CHRISTMAS TOYS UNLIMITED

by radio and television announcements, billboard posters, and newspaper publicity. The film strips will be run on local TV stations in all Shell's marketing areas. The Boston Marketing Division also plans to show the announcements in local movie theatres.

Volunteers are hopeful that the 1957 toy drives will top even the record-breaking number of contributions received last year. Shell dealers in 163 cities, covering 32 states, participated in the 1956 toy collections.

The 1957 toy drive again will feature at least one all-night telethon—over station WOOD-TV in Grand Rapids, Mich. Last year, more than 90,000 toys were received in the Grand Rapids area.

The majority of the community toy collection programs run from the last week in November through December 17. So don't be surprised, during the next few weeks, if you see a big pile of toys when you drive into your neighborhood Shell service station. It means that hundreds of needy children have a surprise in store for them Christmas morning ●

Marine support for Santa. The Marine Corps Reserve takes an active part in Toys for Tots. In another scene from the announcements filmed for television, Staff Sergeant RaymondSheldon (USMC) helps Santa Claus distribute toys to youngsters.

AWARDS FOR INDUSTRY SERVICE

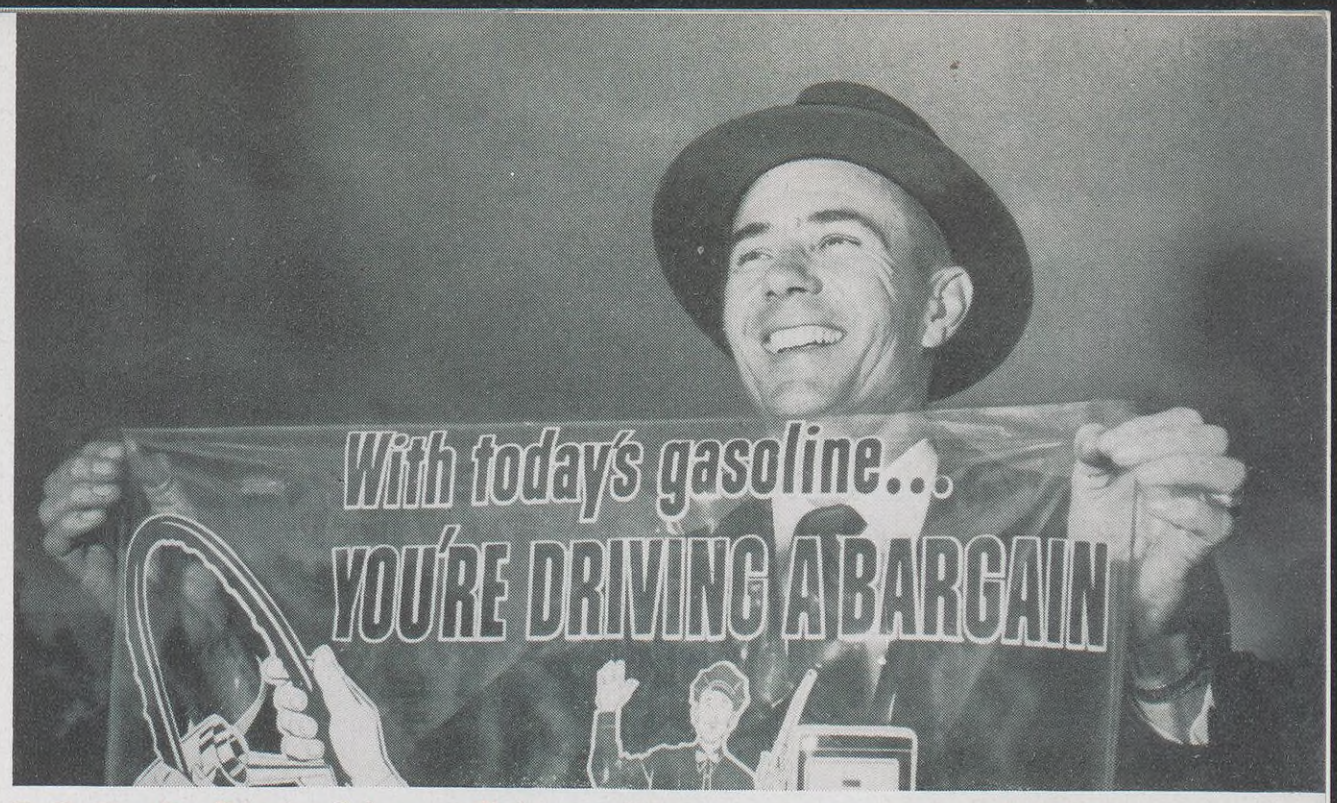
Thirty-six Shell people honored with OIC Gold or Silver Awards

PICTURED on this and the following two pages are Shell people who have received Gold Award certificates this year for "outstanding contributions" during 1956 in furthering the objectives of the Oil Information Committee.

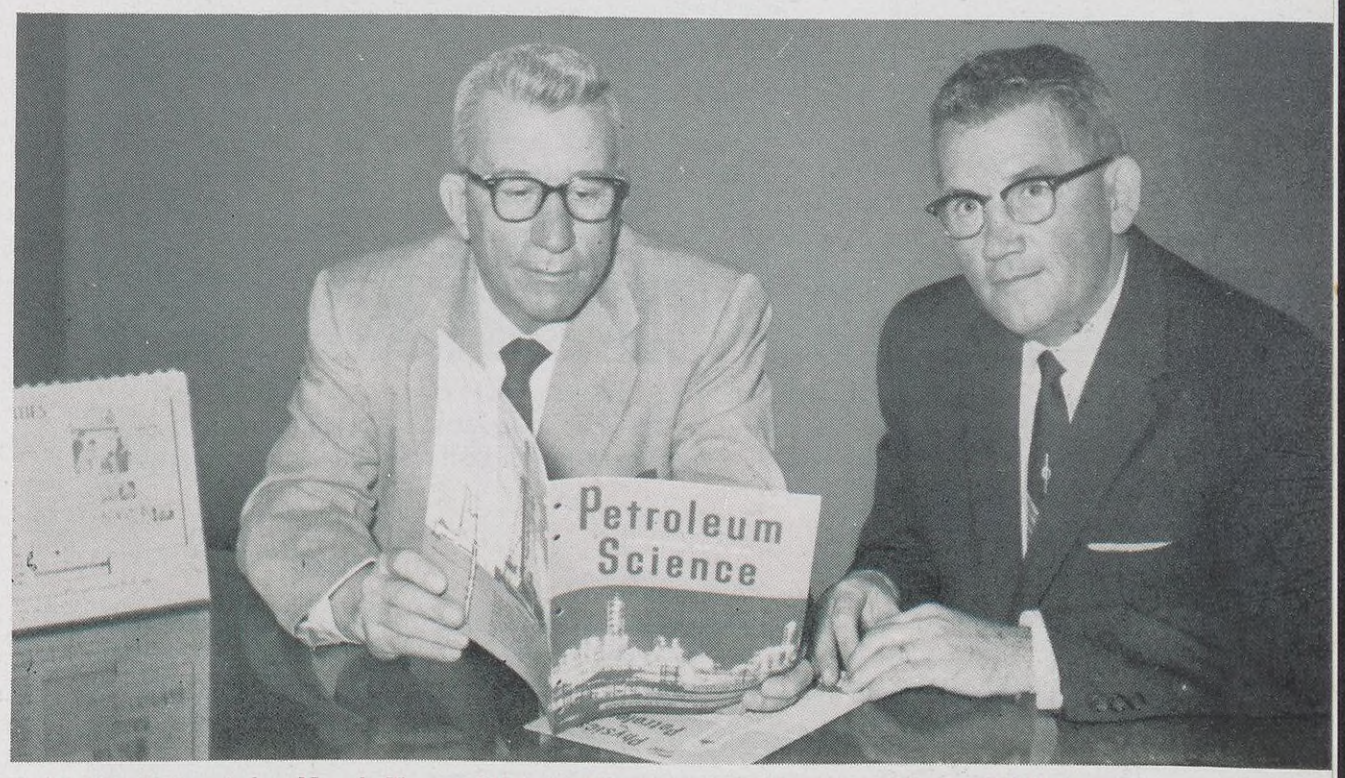
The OIC carries out the year-round job of telling the public about the oil industry to win understanding and support. It is a nationwide organization of some 40,000 oil people representing all segments of the industry: dealers, jobbers and large and small companies engaged in production, re-

WESTERN AWARDS

The Western Oil and Gas Association also presents awards for similar distinguished service to the oil people in the West. Shell people who won W.O.G.A. awards will be featured in a forthcoming article.



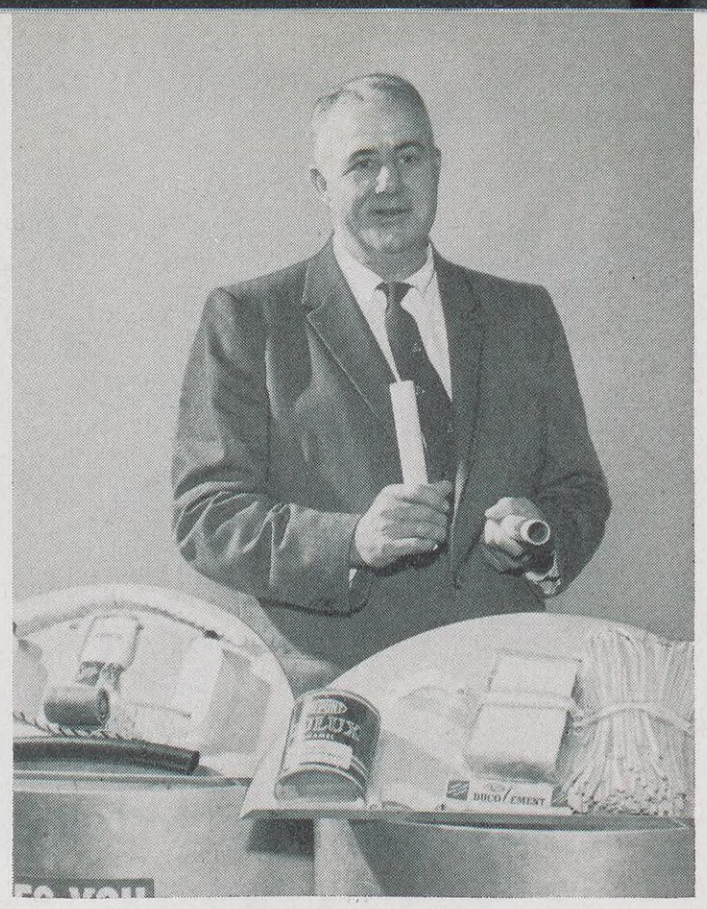
E. R. Hardin, District Salesman, Baltimore Division, who received an OIC Gold Award, was cited particularly for his work in the OIC school program. Here, he posts an OIC sticker in the front window of a Shell service station.



J. M. Garlick, right, North Texas Division Production Manager, Tulsa E&P Area, discusses with E. B. Fincher of the Wichita Falls Public Schools System, the adoption of a petroleum course in the schools. Garlick was cited for this work.

K. T. Connor, center, Public Relations Representative, Cleveland Division, cited for an employee information program, discusses OIC materials with Credit Manager P. R. Burgdorf, left, and Marketing Service Manager H. E. Greenfield.

W. M. Johnson, left, Executive Assistant to Vice President, New Orleans Area, honored for his achievements as Louisiana State Chairman, presents a Silver Award to J. C. Strickland of Lane Wells, Incorporated.



F. A. Adkins, District Manager, Charlotte, N. C., was honored for his work in the "Magic Barrel" program which he helped expand.

Miss Dorathea Kercher, Film Librarian, Chicago Film Library, was cited particularly for her presentations of the "Magic Suitcase." She has made over 100 demonstrations—more than anyone else in the U. S.

fining, transportation and marketing.

Sponsored by the American Petroleum Institute, the national trade association of the oil industry, the OIC works towards this objective: "To make clear how well the people of the United States are served by America's oil businesses and to gain support for conditions under which they can continue to be privately managed, fully competitive and financially sound."

A total of 389 Gold and Silver certificates were awarded for service throughout the country. Besides the 10 who received Gold Awards, 26 Shell people were presented Silver Awards for "meritorious performance." Those receiving Silver Awards are as follows:

Albany Marketing Division—C. A. Foster, Jr., Division Manager; Fred Horn, Sales Supervisor; W. M. Vandeventer, Burlington District Manager.

Boston Marketing Division—J. H. Bos, Jobber Salesman; L. F. Wilson, Supervisor.

New York Marketing Division—C. B. Dixon, Mount Vernon District Manager; W. C. Rupp, Salesman; Ivan Spangenberg, Salesman; F. W. Weber, Industrial Salesman; J. K.

E. R. Purse, Milwaukee Plant Superintendent, Chicago Division, strengthened the OIC as State Chairman for the OIC program.

Wells, Newark District Manager.

Baltimore Marketing Division — R. L. D. Allen, Distributor; Mrs. Christina Barnett, Treasury; R. C. Chase, Silver Spring District Manager; Mrs. Mazie R. French, Treasury.

Atlanta Marketing Division—J. L. Greene, Jr., Salesman; J. C. Metze, Salesman.

Cleveland Marketing Division — R. W. Baker, Dayton District Manager; T. B. Jennings, Salesman.

Indianapolis Marketing Division— Mel Browning, Jobber.

Chicago Marketing Division — Charles Addis, Salesman.

Detroit Marketing Division--O. F. Schneider, Grand Rapids District Manager.

Midland Area — O. V. Lawrence, Jr., Roswell Division Land Manager.

Houston Office — Mrs. Maggi McClaugherty, Public Relations.

New Orleans Area—J. M. Griffis, Public Relations Representative.

Tulsa Area—J. P. MacEachern, Elk City District Exploitation Engineer.

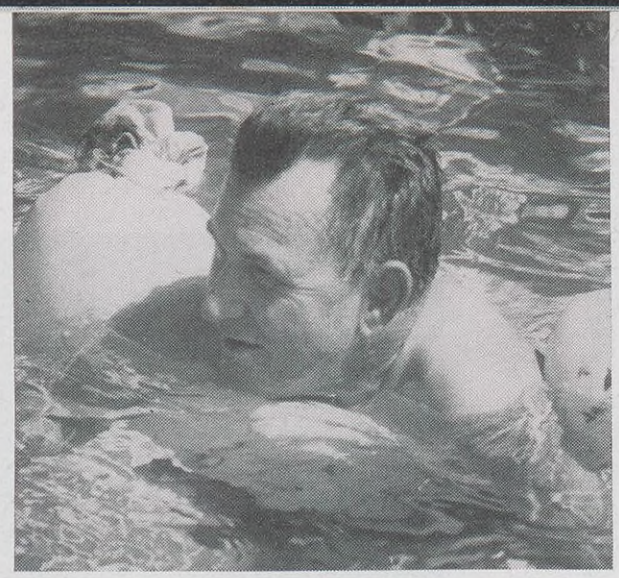
Denver Area—W. S. Henry, Land Manager.

B. C. Astrup, New York Division Manager, was cited for his work as Vice-Chairman of the New York-New Jersey District Operating Committee. The citation said his "enthusiasm and energy have contributed greatly" to the OIC.

G. J. Shaw, left, Supervisor-Treasury and F. J. Rodney, Public Relations Representative, both of the Minneapolis Division, received Gold Awards; Shaw for contributions to the school program and Rodney for publicity work.

BOATS AND FLOATS

To Seismic Party 218 of the Houston Area, S.O.S. stands for Specialized Offshore Survival, a course run by the Red Cross for Shell people who work in offshore waters.



A pair of trousers, tied and inflated, helps support R. C. McFarlane, Party Supervisor.

"DON'T try to swim ashore when your boat overturns." That's one of the cardinal rules taught in a course called S.O.S. (Specialized Offshore Survival) run by the Red Cross for Shell people who work offshore in the Texas Gulf Coast.

The pictures on these pages were taken last fall when members of Seismic Party 218 of the Houston Exploration and Production Area took the course to prepare them for water emergencies.

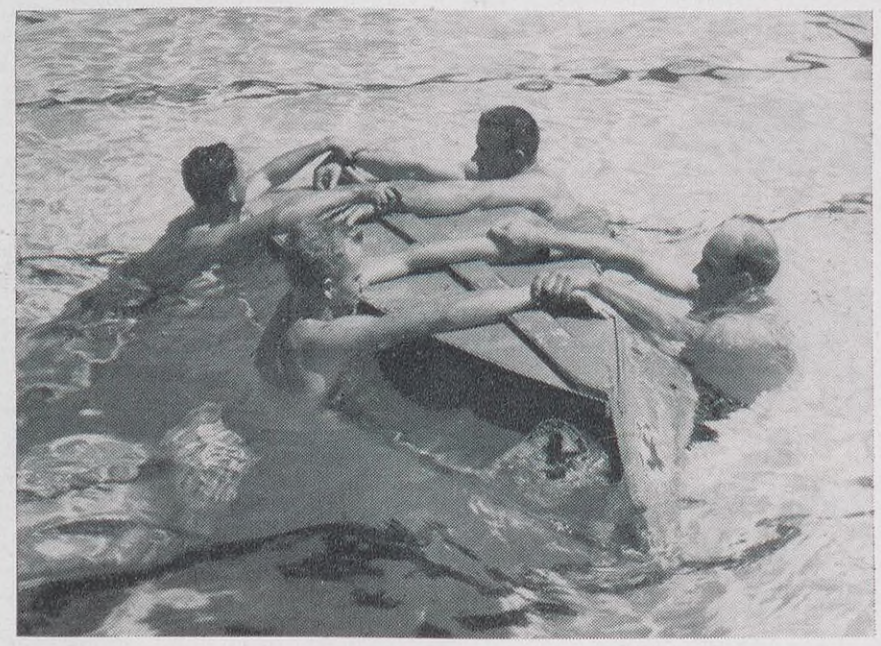
Ed Haapaniemi of the Red Cross stressed this: "We teach the men that minimum effort is required to stay on top of the water; they should not try to swim to shore. We have to impress the good swimmers that most drownings are caused by leaving the boat, even though it may be partially overturned. After drowning victims are recovered, the boat is often found still afloat."

The advice given in the course specially planned for Shell in Houston makes good sense for those who play on the water as well as for those who work on it.

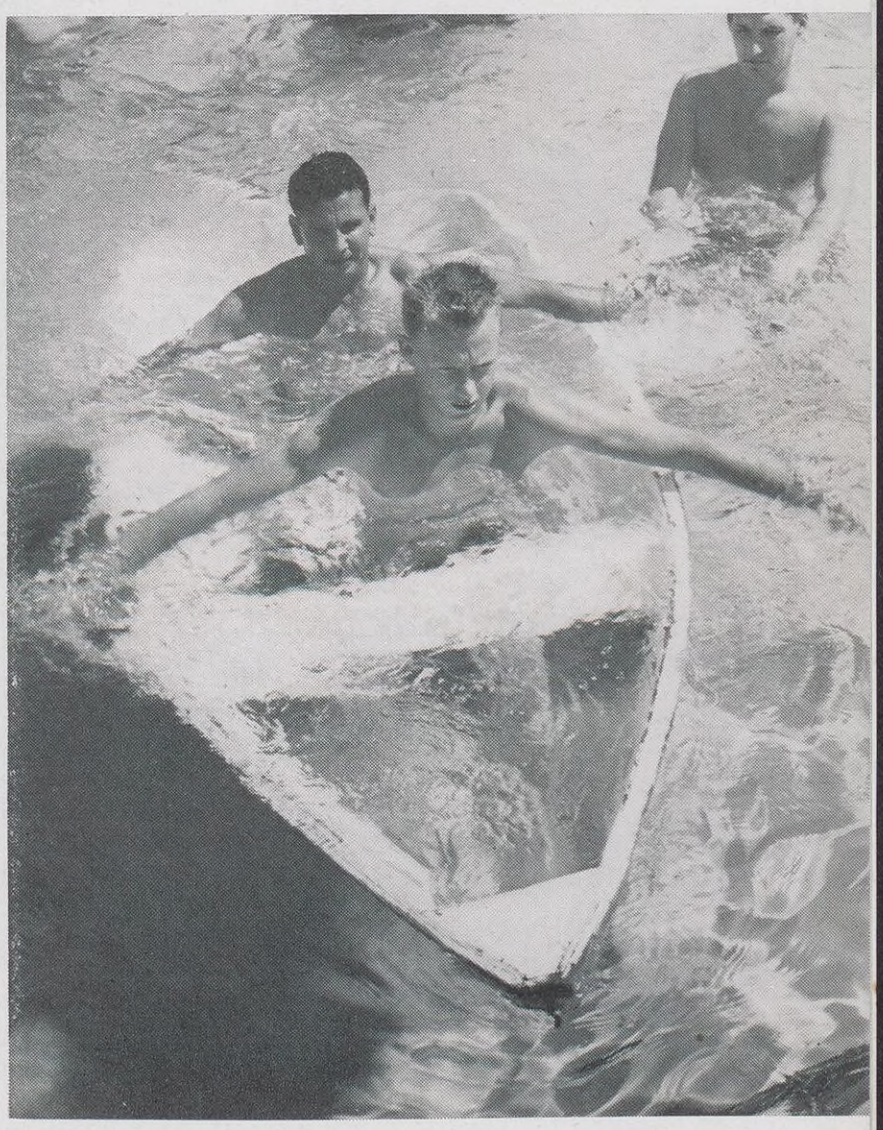
The course included a review of swimming skills, elementary rescue techniques, self-rescue devices, basic boating safety rules and first aid.

A collar tow is one type of free swimming rescue method taught in the Red Cross course. Here, G. R. Methvin, Shooter, pulls E. C. Courville, Helper "A". Other swimming rescue methods taught in the Specialized Offshore Survival course include pulling by the wrist and by the hair.

Holding wrists across an overturned boat is one way for a group to stay afloat for an extended period. Demonstrating how it is done are: at back, G. R. Methvin, left, and T. J. Arabie, Helper "A"; in front are E. T. Scott, Helper "A", and A. M. Rimkus, Assistant Seismograph Operator.

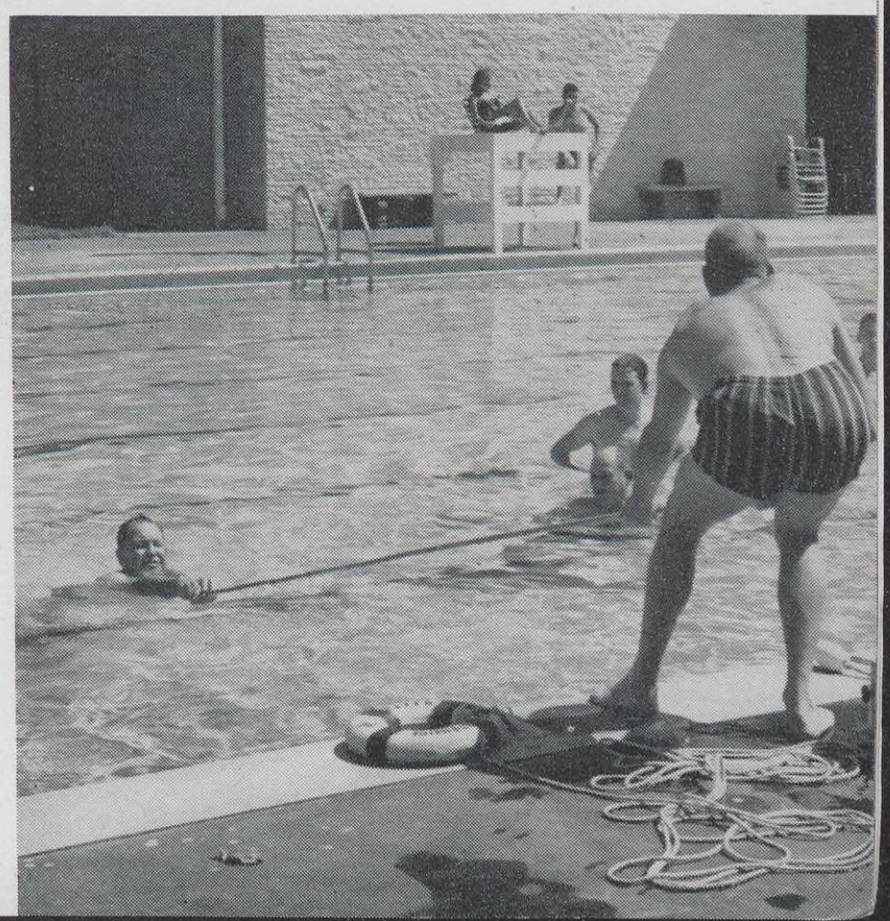


The right technique for jumping from a height, such as an offshore rig, is to hold your nose securely, have arms crossed and keep your legs straight. E. T. Scott is in the air, and E. C. Courville is getting ready to go.

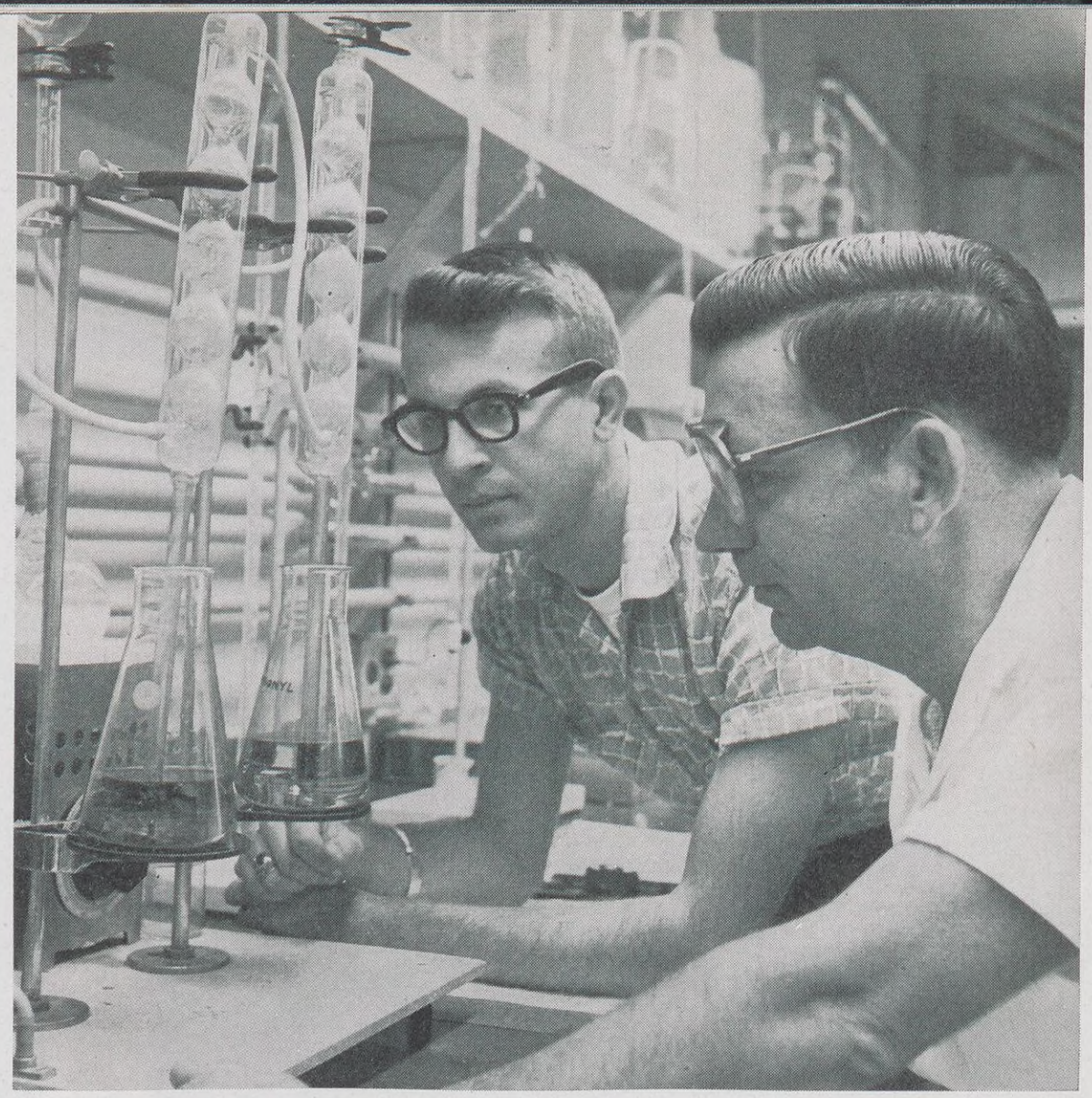


Partly submerged by a wave, a small boat can still provide temporary floating support for as many people as it was designed to carry normally. Paddling in the boat are E. T. Scott, front, and G. R. Methvin. Looking on is George Ferguson of the Red Cross.

A long pole can make a fine rescue device. Here, A. M. Rimkus pulls the bamboo pole with J. E. Jones, Safety Representative, on the end. The scene of this S.O.S. session is the University of Houston outdoor pool.



Miniature manufacturing units at Emeryville and Norco prepared personnel to operate a new Norco hydrogen peroxide plant before it was constructed



Operator A. P. LeBlanc, right, runs a laboratory test on one of the hydrogen peroxide process streams at the Norco Chemical Plant's bench-scale unit. Chemist C. R. Turner, left, checks the test result. About four tests were made every hour.

PRACTICE MAKES P

An important phase of the Norco program to train operators to run the bench-scale hydrogen peroxide unit was classroom discussion. Here W. H. Wulf, standing fourth from right, Assistant Manager of the "A" Operations Department, goes over the operation of the finishing section. The men spent almost two weeks in classes before starting up the bench-scale unit.

ES PEROXIDE

IN one new building at the Norco Chemical Plant, in a large room dominated by instrument panels and racks of laboratory equipment, three four-man shifts worked around the clock to produce 25 pounds of hydrogen peroxide per day.

That small amount of hydrogen peroxide is hardly more than a large drugstore keeps in stock. But in this case, the goals were practice instead of product and quality instead of quantity.

The men were operating a small-scale model of the new Shell Chemical Corporation hydrogen peroxide unit constructed at Norco. Set up in the Norco Plant's new Process Development Laboratory, the miniature manufacturing plant was one of the devices which made it possible for the men to learn how to operate the new unit before it was even completed.

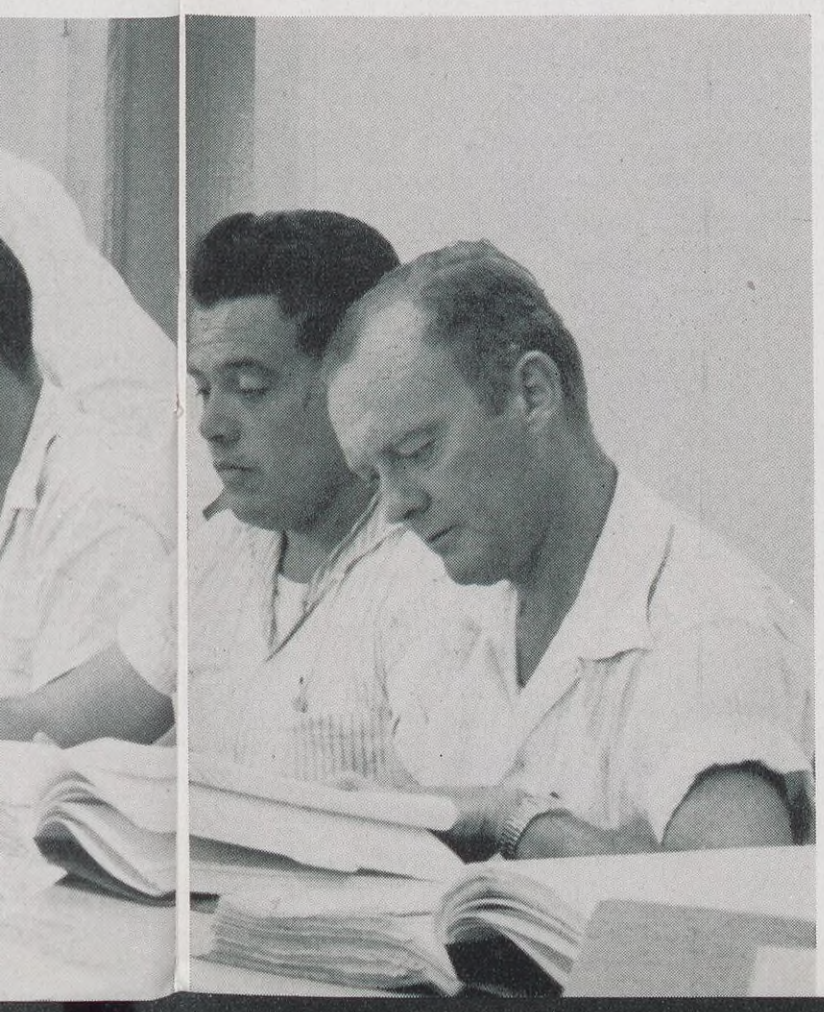
The unit uses a completely new method of making hydrogen peroxide that was discovered and developed by Shell Development Company scientists and engineers. It marks the first time Shell Chemical Corporation has produced hydrogen peroxide—a versatile industrial chemical.

Its best known use is as a bleach. Paper and textile firms, for example, use it to make pure white products. It also is used as an antiseptic, a food preservative, a propellant for torpedoes and rocket engines, and a variety of other purposes broad enough to consume more than 40 million pounds a year.

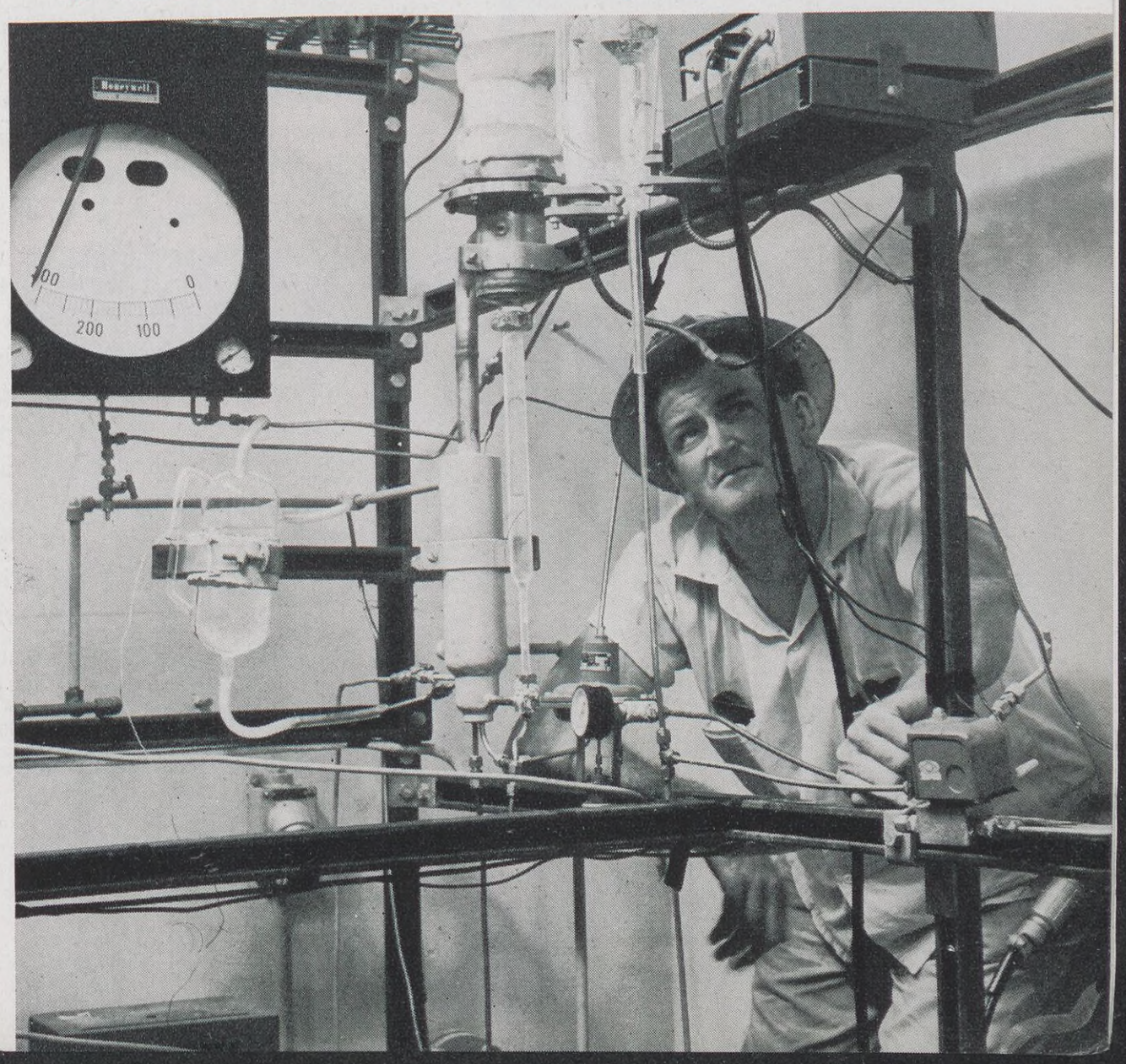
Shell Development started work prior to 1950 on the new process to make hydrogen peroxide. In mid-1954 a pilot plant at Emeryville proved the process could be used for commercial production. Here the training program began.

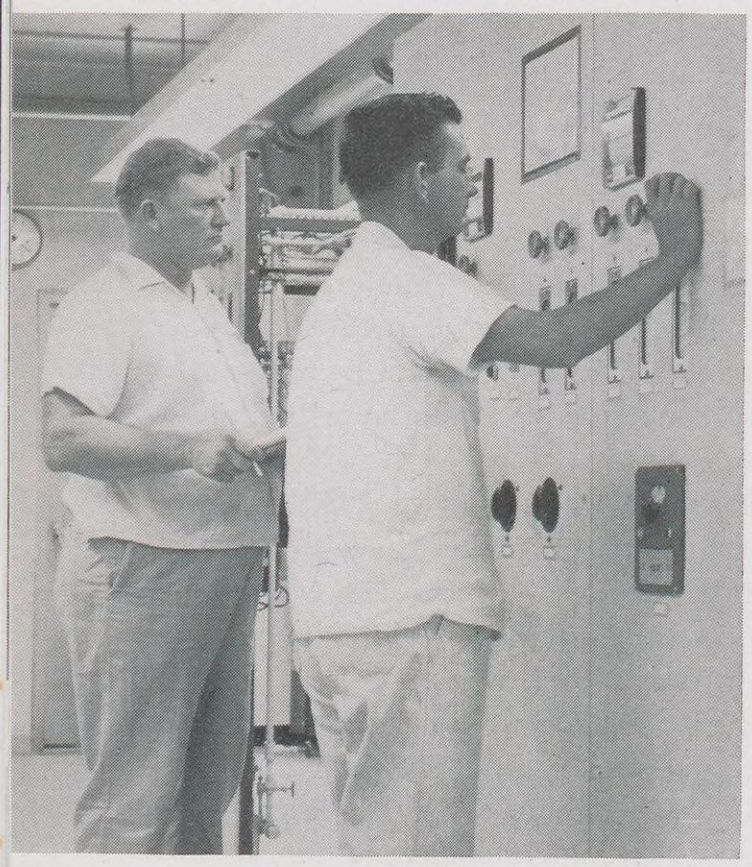
Working closely with Shell Development personnel at the first start-up of the pilot plant were two Shell Chemical engineers, J. B. Henderson and W. M. Reynolds. (Henderson now is Assistant Superintendent at the Norco Plant, and Reynolds is a Technologist there.) They got Shell Chemical in on the ground floor of the new process; they learned the process from Shell Development scientists and engineers, and also incorporated some Shell Chemical suggestions in the final plant design.

The first start-up of the Emeryville pilot plant was to



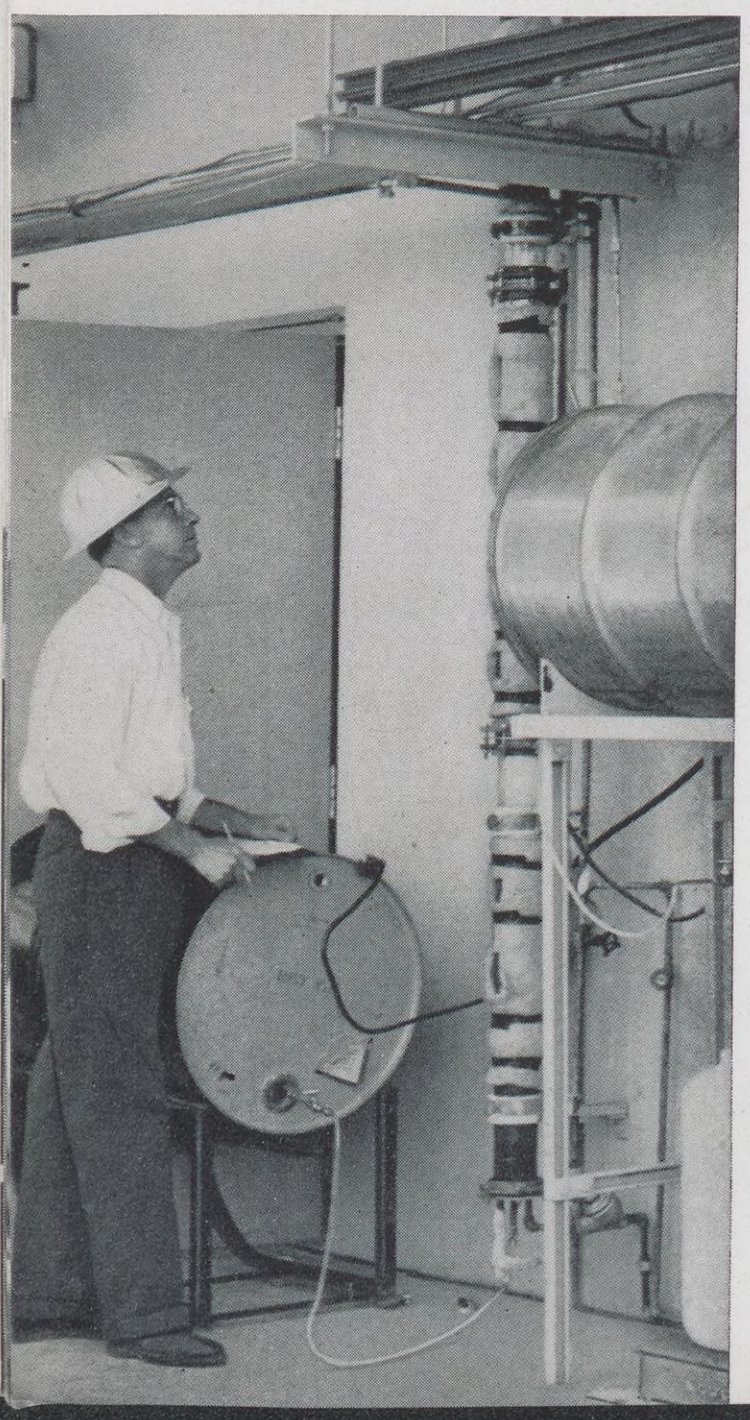
Shift Foreman R. L. Cadow makes an adjustment to the finishing section of the bench-scale hydrogen peroxide unit during a shutdown in operations.





Operators L. J. Troxler, left, and Delma Cheek check the finishing section controls at the Norco unit.

Chemist L. R. Livingston checks the feed purification section of the Norco Plant's bench-scale unit.



prove the process; the second start-up served a dual purpose. It provided hydrogen peroxide for use in military research projects, and it trained some of the men who would operate the Norco unit.

The Emeryville training program for the men from Norco was developed by C. L. Raymond, Director-Chemical Development; R. M. Cole, Department Head - Experimental Plants; L. M. Peters, Assistant Department Head-Experimental Plants; H. A. Cheney, Development Supervisor-Experimental Plants; and W. E. Savage, Experimental Plants Engineer.

Savage was in charge of training the Norco supervisors and managers. He was helped by Senior Pilot Plant Operator T. D. Goodman, and Pilot Plant Operators E. R. Littrell, R. T. McElhatton and M. C. Retta.

In February, 1957, several men from the Norco Plant went to Emeryville to learn to operate and maintain the pilot plant. They were J. H. Knaus, "A" Operations Department Manager; R. E. Morrison, an Assistant Manager of the "A" Operations Department; Senior Engineer W. A. Gabig; Engineers G. E. Beatty and T. J. Arceneaux; Senior Chemist R. J. Evans; Chemists C. J. Bergeron and A. R. Maler; Maintenance Supervisor A. V. Lorio; and Shift Foremen R. L. Cadow, D. J. Haydel, R. J. Richard, H. E. Veron and J. J. Weber.

At Emeryville, the men spent the first week of their six-week course in classrooms learning safety requirements, design of the pilot plant, and how to start and control its operations. During the second week they began shift work around the clock operating the purification unit. That was followed by a week of operating the reaction unit, two weeks of operating the reaction and purification units, and one day running the concentration unit. The final week was spent reviewing packaging, plant operation and safety precautions.

The men returned to Norco to pass on what they had learned. A "bench-scale" unit—similar to the pilot plant but small and temporary—had been designed and built in the Norco Process Development Laboratory. It consisted of a reaction section, a finishing section and a utilities section.

In the reaction section an organic material was oxidized to yield crude hydrogen peroxide. From it the product was carried over to the finishing section in a plastic bottle. The finishing section then removed all impurities and produced hydrogen peroxide of the desired concentration. The utilities section produced the pure steam needed for the process.

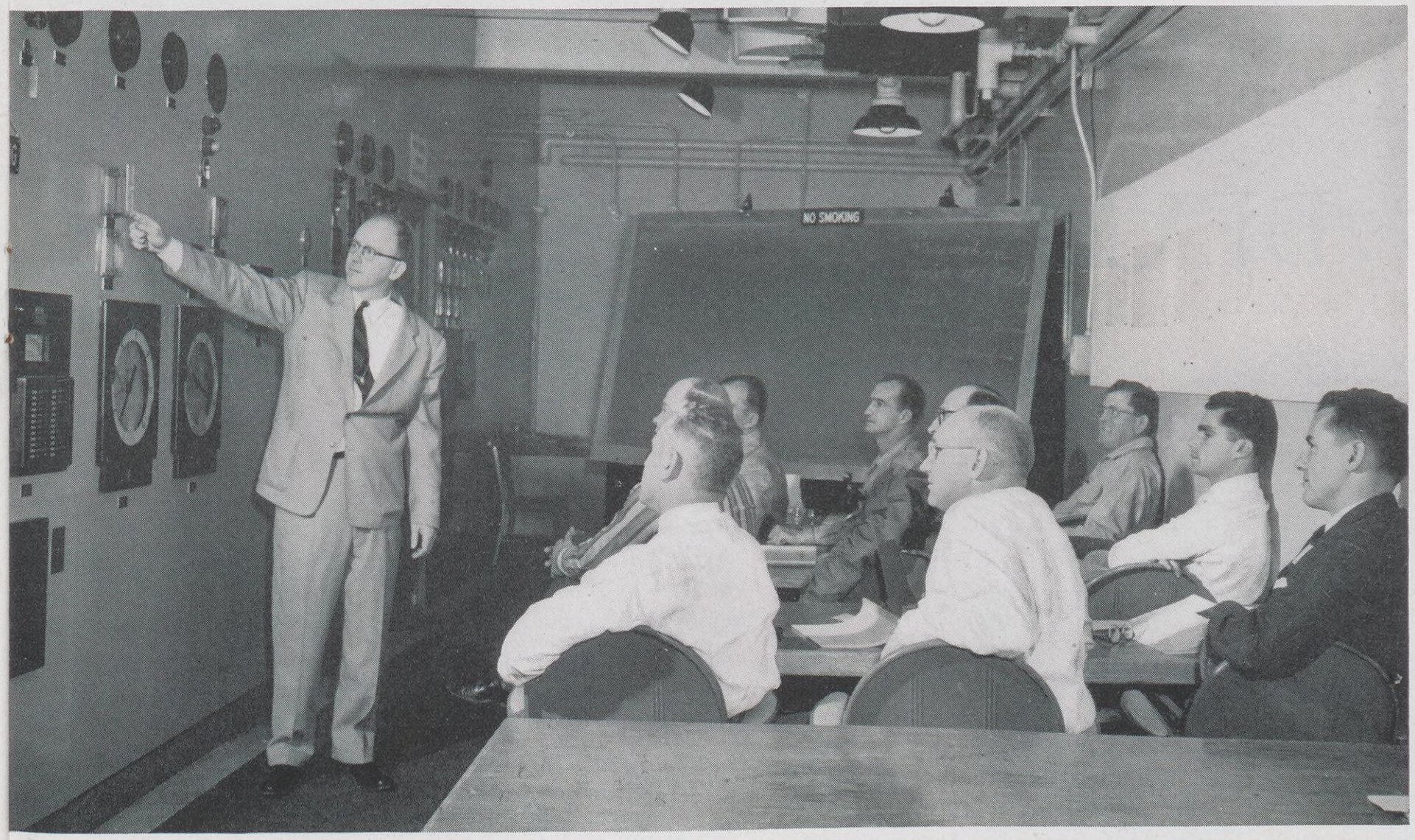
The 39 men who were scheduled to operate the hydrogen peroxide unit went through a month-long training course in the bench-scale unit. They spent the first week in classroom discussions led by Morrison, who explained the reaction section, and W. H. Wulf, an Assistant Manager of the "A" Operations Department, who explained the finishing section.

During the second week, chemists compared the bench-scale unit with the commercial unit and explained differences and similarities. Instrument engineers then explained the instruments, and how to start up and shut down the bench-scale unit. The instruments in the bench-scale unit were identical with the ones used in the full-scale unit, a fact which gave the training more meaning.

The 39 men were split into three 13-man groups and each group conducted 24-hour-a-day operations for two weeks each. They also ran laboratory tests about four times each hour to check the process.

The training program will pay off when commercial operation begins. Though it is a new unit using a new process to make a product never before produced by Shell Chemical, experienced management and operators are on hand to handle it.

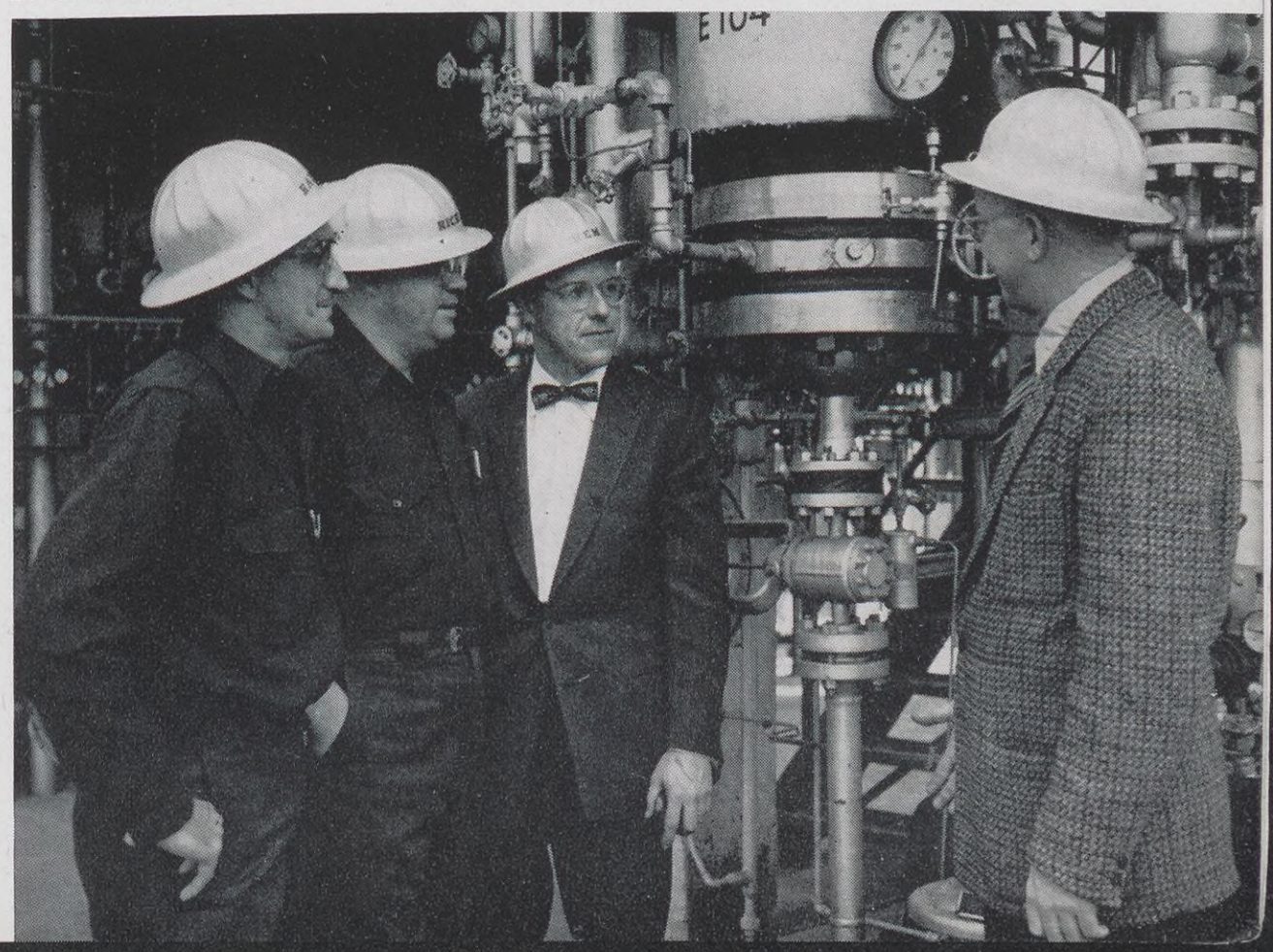
Pilot plant training at the Emeryville Research Center



W. E. Savage, Experimental Plants Engineer at Shell Development's Emeryville Research Center, describes the hydrogen peroxide pilot plant panel to Norco personnel. He was in charge of training Shell Chemical personnel at Emeryville.

Shift Foreman R. J. Richard, left, and D. J. Haydel learn how to package peroxide at the Emeryville Research Center.

Savage, right, explains an operating detail in the hydrogen peroxide pilot plant to, left to right, Shift Foremen Haydel and Richard and R. E. Morrison, Assistant Manager of Norco's "A" Operating Department.



DEALER COUNCIL DEVELOPMENTS

ALL the results of the nation-wide meetings between Shell marketing men and Shell retailers aren't in yet—and may not be for some time—but it seems certain that both Shell and its dealers came out ahead.

Shell's marketing organization got a new understanding of dealers' problems and how to help solve them. The dealers learned some of Shell's problems, and how the Company is handling them. To J. G. Jordan, Vice President Marketing, that new understanding—on both sides—was one of the most important results of the meetings.

The need for better communications throughout Shell's marketing structure was the main reason for the series of dealer councils. To give the program the broadest possible base, Shell set up a program for dealers to talk things over with Shell management on three levels: in all 88 marketing districts, all 18 marketing divisions and all three marketing regions. The dealers named their own representatives at district level to go to the division councils; division representatives selected the men who spoke out at the regional meetings.

"Almost without exception the dealers came to those meetings not to air personal gripes or wave flags or start fights," Jordan said. "They were concerned with broad matters of general policy which affect Shell dealers generally, or the Shell Oil Company, or even the industry as a whole."

Already Shell has taken action on some of the major topics discussed at the councils, such as:

- A group life insurance program for dealers and their employees.
- Changes in Shell credit card coverage and applications.
- Testing new Shell uniforms.
- Expansion in Shell's dealer training program.

Shell marketing men had been working on a group life insurance plan for dealers and their employees for some time before the council meetings. The dealers' ideas intensified and directed the work. Shell first had to handle

Results show both Shell marketing men and dealers drew winning hands from the nation-wide series of dealer council parleys

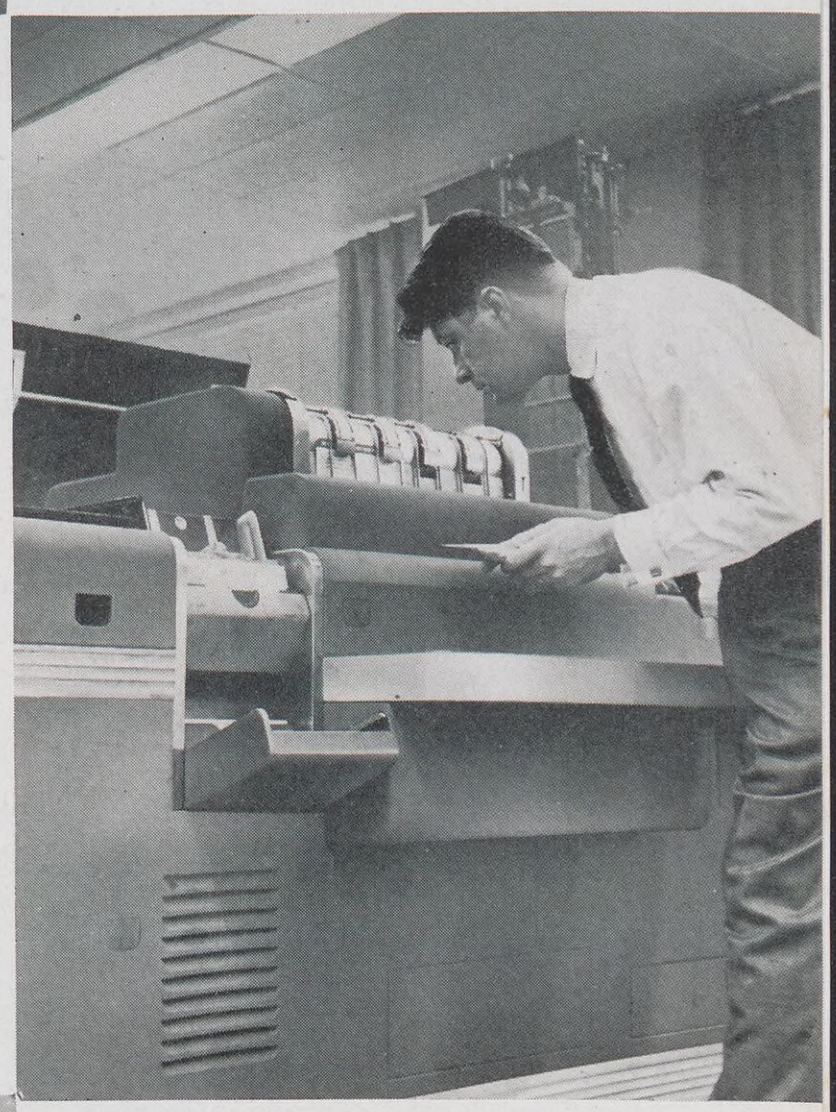
Making his point at the West Coast Regional meeting of Shell dealers and Shell marketing men is R. T. McGandy, a dealer in Chehalis, Wash. With him, left to right, are Dealers Ted Matzen, Santa Rosa, Calif.; Lee Bowden, Seattle, and Charles Goforth, Portland, Ore.

the facts-and-figures part of the plan, such as how many would be covered, how many dealers and employees were interested and what plan would give the most protection for the least cost. The insurance program now is in operation.

One of the dealer complaints about Shell's credit card system was that dealers often did not find out what happened to applications they put in for their customers. Shell now tells dealers the results of every application they submit. Shell also broadened credit card charges to include up to $50 for motor tune-ups and minor automobile repairs—again in response to dealer suggestions. Shell still is working on another dealer request to speed up the processing of credit card applications.

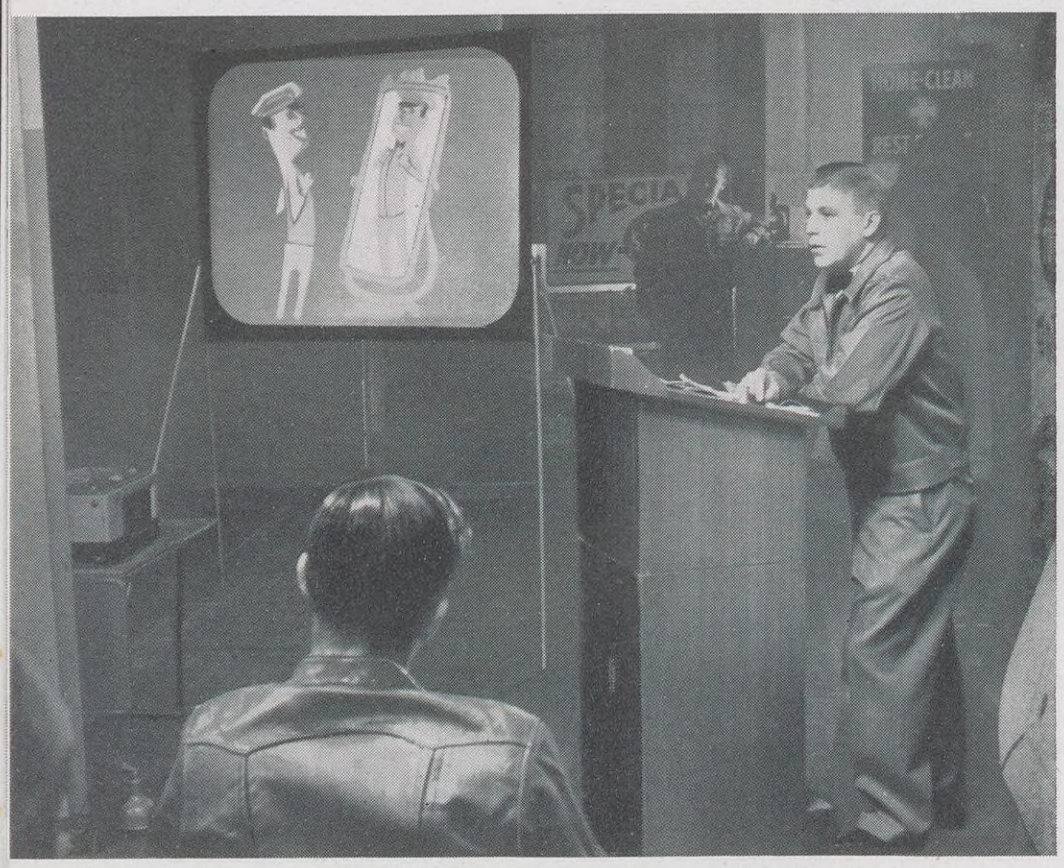
The dealers also suggested that Shell adopt a new uniform and make it standard for Shell service stations throughout the nation. Shell has tested some uniforms, and may test others. None has been adopted yet.

But the Company has provided a sleeve emblem for

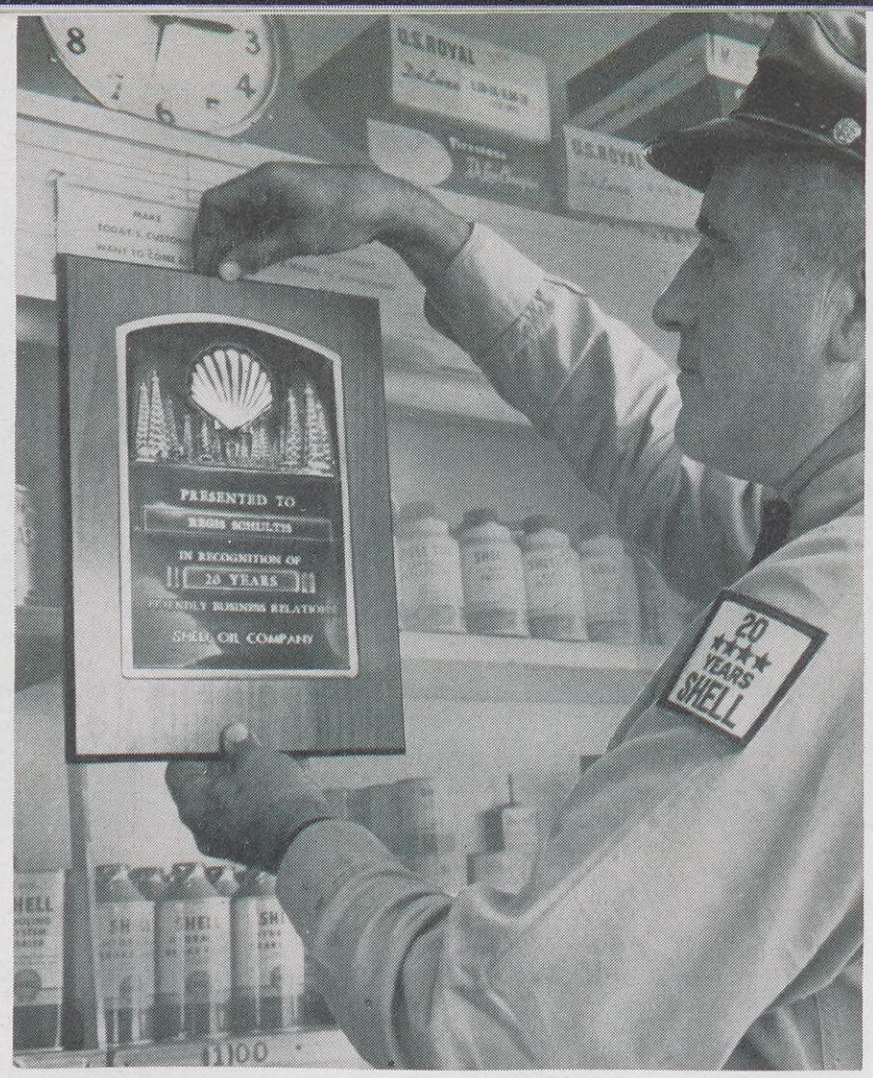


Head Machine Operator J. J. Nichols of the New York Marketing Division checks Shell credit card printing. The machine helps speed action on card applications.

Getting the point of a jest at the West Coast Regional Dealers Council are, left to right, Regional Retail Manager B. M. Hynes; C. S. Garvin, Assistant to the Marketing Vice President; Regional Vice President Selwyn Eddy and Dealer John Hampton, San Francisco.



A. Z. Gdula, right, District Salesman in the Albany Marketing Division, conducts a class at Shell's Rensselaer, N. Y., Retail Training Center. Shell has expanded its training program, partly as a result of dealer suggestions.



Regis Schultis, Shell dealer in Freeport, N. Y., hangs up his plaque denoting 20 years of Shell association. On his sleeve is the new emblem denoting his years of Shell association, now given to Shell dealers of five or more years.

dealers and their employees to show their years of association with Shell from five through 25 years.

Shell's retail training program is being expanded—partly as a result of dealer council suggestions — at all training centers. The expansion includes a new training program for Shell's retail instructors.

Many other dealer suggestions still are being studied. They are the ones affecting Shell's policies that could not be answered "yes" or "no" at the meetings. A good example is the question of service station signs. Some dealers believe Shell should furnish an electric sign to every station. Shell knows many small stations can't use one; but where should the line be drawn between small and large ones?

A change in Shell's sign policy would involve millions of dollars, so that meant the problem had to be studied carefully. A new sign policy has been announced that substantially meets dealers' suggestions.

Some other questions raised by the dealers had to be answered "no." One of them concerned a welfare benefits program for dealers and their employees—such as a pension plan, health insurance and other benefits, in which Shell would share the cost. Shell pointed out that independent dealers operate their own businesses with their own capital and make their own business decisions. Shell has no control over those aspects. Shell believes that if the dealer is to remain independent, he must accept the risks and responsibilities that accompany independence.

While all of the problems of every dealer may not have been solved by the dealer council meetings, Shell marketing men believe there was real progress toward greater mutual understanding. Jordan believes such meetings "will become increasingly important as we move into a more complex future."

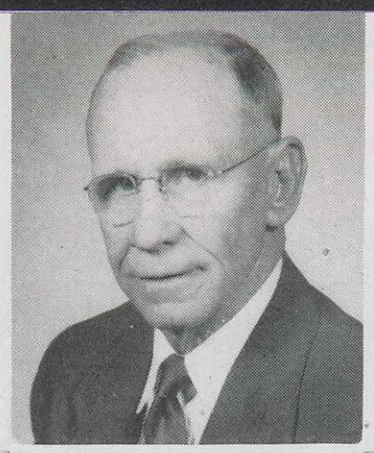
One prospective dealer took an even more direct route of communication with Jordan. A man working from a scaffold repairing the RCA building wall knocked on Jordan's 38th floor window and asked if he had anything to do with Shell marketing. Jordan said he did. The man wanted to know where to find a service station to get good service for his small foreign car. Jordan said he didn't know of one offhand.

The man then said it might be a good idea for someone to open a station to give special attention to foreign cars. Jordan said maybe he had a point. The man asked how much it would cost to open a station. Jordan replied from $4,000 to $10,000.

"Well," the man replied, "that wouldn't bother me, and it sounds like a good idea. I'll think about it." Then he went back to his job.

"When we've reached the point where prospective dealers practically crawl in your window 38 floors above the ground, this industry of ours must be in pretty good shape," Jordan said. "It will be, that is, if we keep the window open" ●

They have RETIRED

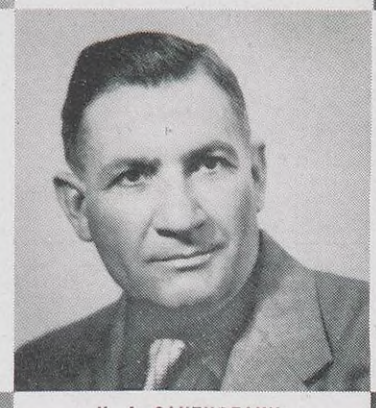


M. A. ASBURY
Tulsa Area
Transport

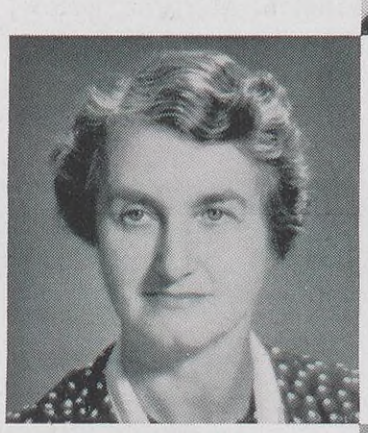
E. W. CURRAN
Tulsa Area
Production

M. J. DROMEY
Martinez Refy.
Compounding

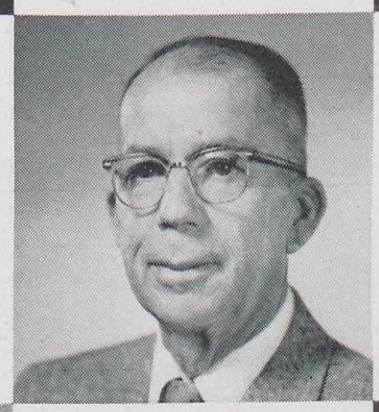
W. E. EDWARDS
Tulsa Area
Gas



K. J. GAUTHREAUX
New Orleans Area
Production

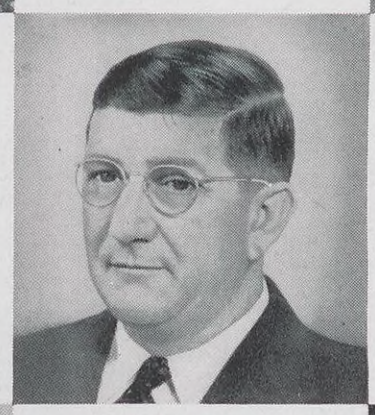


ELSA GRAHAM
Houston Refy.
Technological

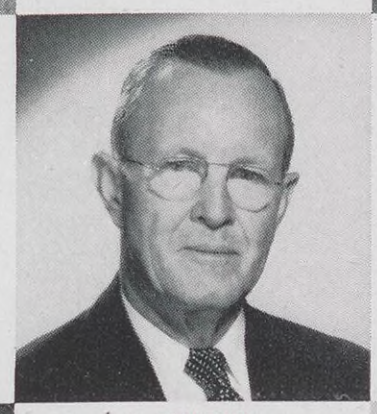


A. E. MARTIN
San Francisco Div.
Operations

IRENE M. REINIGER
Houston Area
Land

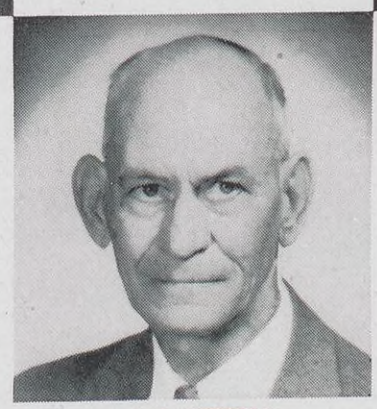


A. M. SIMON
Norco Refy.
Dispatching

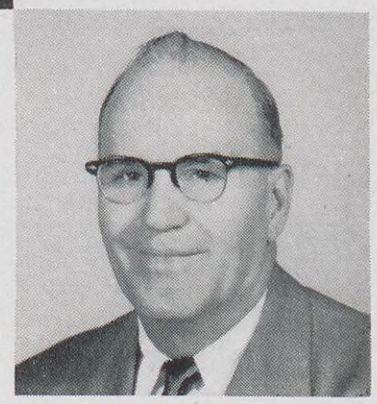


C. R. STROTHER
St. Louis Div.
Operations

P. A. UFERT
Wood River Refy.
Thermal Cracking



J. B. WEBSTER
Shell Pipe Line Corp.
Mid-Continent Area



W. H. WILSON
Wood River Refy.
Engineering

SHELL *Coast to Coast*

ROLLING ANTIQUES

EVERY one of the five automobiles in L. L. Flautt's new garage is older than he is.

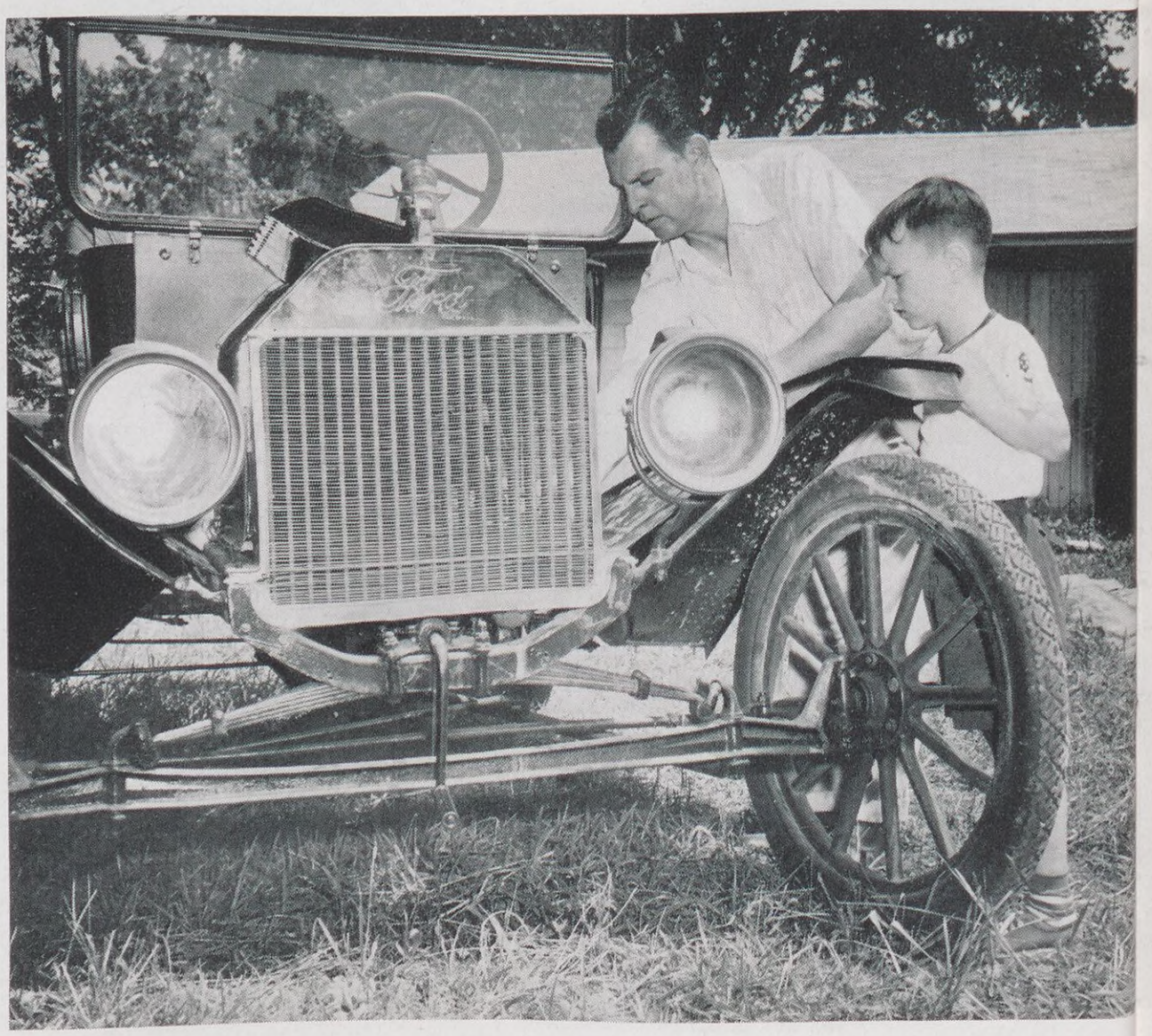
To Flautt, of the Wood River Refinery's Utilities Department, the older the car the more valuable it is. He has been a collector of antique automobiles for 10 years—buying, selling and trading with other collectors to get the ones he wants.

The five he now owns are a 1902 Oldsmobile, a 1907 Sears, a 1909 Oakland, a 1914 Model-T Ford and a 1926 Model-T.

Flautt's enjoyment comes in restoring an antique car to the same appearance and performance it had when new. That job sometimes requires years of work. To do it, Flautt must be an engine mechanic, skilled upholsterer and just as good at body repairs and painting. He has restored three of his cars—the Oakland, Sears and 1914 Ford. The Oakland appeared in the 1952 antique car parade at the Illinois State Fair in Springfield, and the Sears made a similar appearance in 1953. The latter car also was shown at the antique meet of the Horseless Carriage Club of St. Louis in 1953. But he still faces months of work to recondition the 1902 Oldsmobile and the 1926 Model-T Ford.

"Once you have reconditioned the automobile to anything resembling its natural state, you hate to think of selling or trading it," he said. "The first thing I want to do is clean it up and then take it out and show it off."

He and his wife Dolores are shown at left below in 1951 taking their son Johnny for a ride in the Oakland—one of only 735 Oaklands that were manufactured in 1909. Johnny, now six, has become something of an antique authority himself, and shows an interest in what's under the hood of the 1914 Model-T, at right, below.

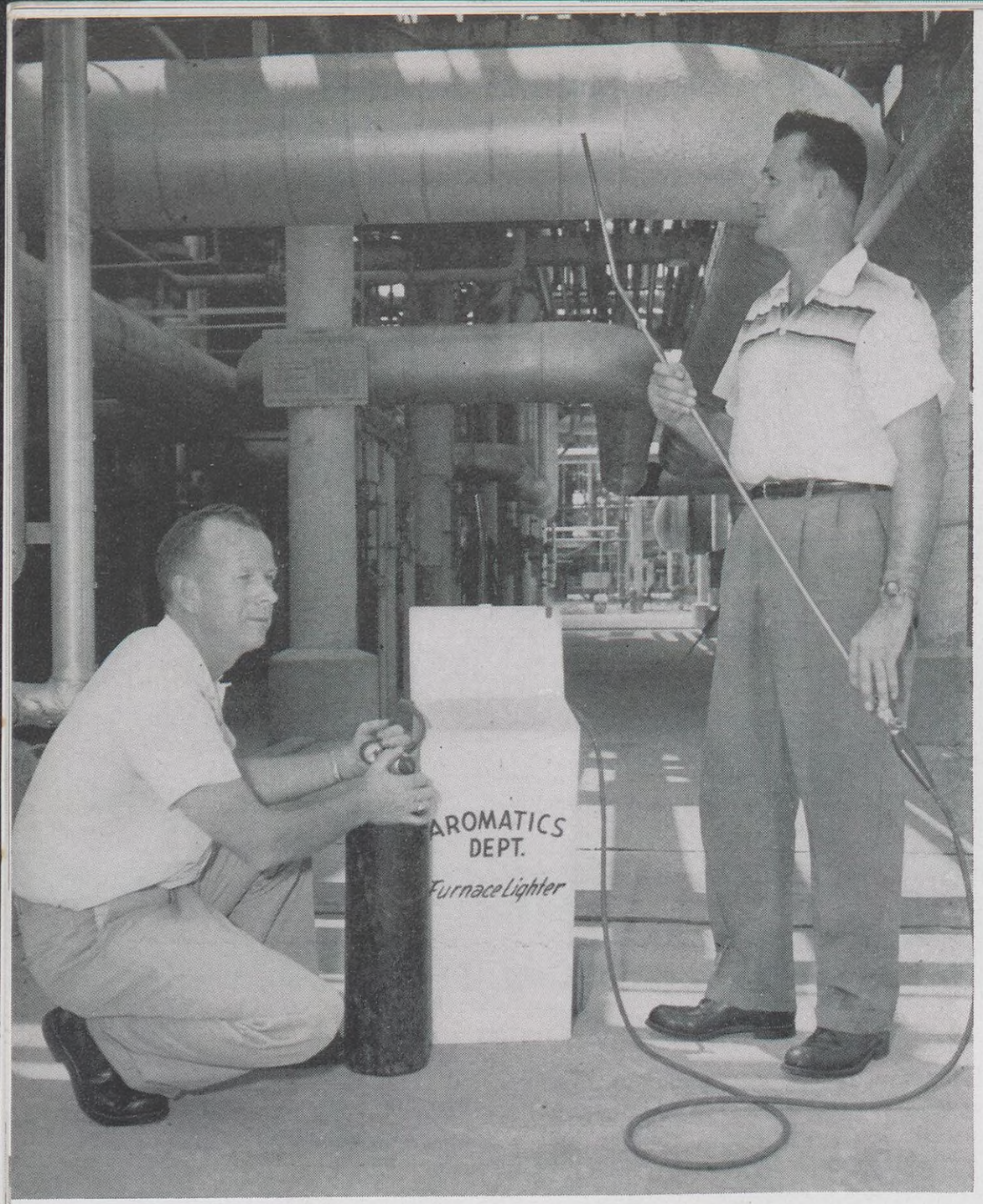


FILM FACTS

M. P. L. Love, Vice President-Manufacturing of Shell Oil Company, meets with members of the Head Office Manufacturing Organization to discuss significant factors in the Company's growth, as highlighted in the new Shell movie, "Boldness Pays Off." H. S. M. Burns, President of Shell Oil Company, in narrating portions of the film, defines Shell's boldness in part as risking short-term loss for long-term progress. Love discussed Shell's boldness in terms of the work of the Manufacturing Organization.

BEST BOWMAN

J. A. Bale, Mechanical Engineer in the Billings Division of the Denver Exploration and Production Area, holds the trophy he got for winning first place in the bowman division at the Montana State Archery Association meet in Lewistown, Mont. He also uses his bow to hunt deer and mountain goats.



TORCH-BEARERS

OPERATOR C. W. Sparks of Shell Oil Company's Houston Refinery didn't like the old way of starting up the fire in furnaces that had been shut off. To do the job faster and easier, he suggested a new portable torch that is proving itself on the firing line.

Sparks, kneeling at left, thought of connecting an extended soldering torch to a cylinder of acetylene gas. The gas provides a constant flame, and the soldering torch is long enough to allow a man to reach overhead furnaces. The entire unit is mounted on a cart for easy movement.

Formerly, Sparks used an oil-soaked asbestos torch to light furnaces. The job required two men—one to handle the torch and the other to turn on air registers. The asbestos torch had to be relighted several times, and would not fit through the air registers.

The new portable furnace lighter, already tried and praised by other departments, allows one man to do the entire job more quickly.

Sparks says he got help in developing the idea from Aromatics Technologist Peter Lanchak, shown holding the firing torch; Inspector J. B. Floyd of the Fire and Safety Department; Instrument Foreman E. R. Johnson, and Area Maintenance Foreman C. M. Sharpe.

FIVE DIAMONDS

H. N. Englander, left, receives his 45-year service pin from H. S. M. Burns, President of Shell Oil Company, at a luncheon in New York. Englander, Manager of the Insurance Department, is the second Shell man to receive a five-diamond pin. Seated at left is A. G. Schei, Vice President-Finance.

Service BIRTHDAYS

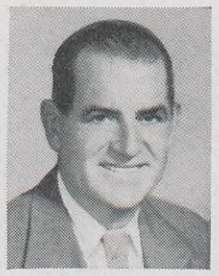
Forty Years

R. O. ROBERTS
Tulsa Area
Production

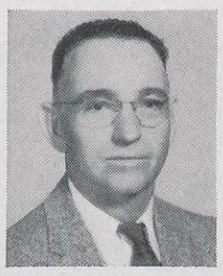
Thirty-Five Years

T. P. BERTIER, JR.
Wood River Refy.
Engineering

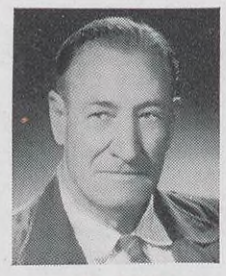
J. O. BRODIGAN
Midland Area
Treasury



M. R. HANSELL
Wood River Refy.
Engineering



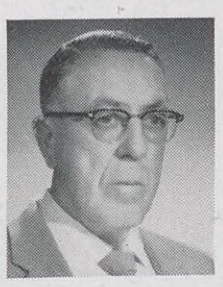
H. E. KEENE
Wood River Refy.
Engineering



J. W. MINAR
Pacific Coast Area
Explor. & Prod.

D. W. MURRAY
Martinez Refy.
Treasury

J. PUTMAN
Sacramento Div.
Operations



L. WALDRON
Pacific Coast Area
Explor. & Prod.

G. W. WEBER
Pacific Coast Area
Explor. & Prod.

N. H. WULFF
San Francisco Office
Sales

Thirty Years

C. W. ANDREWS
Wood River Refy.
Refy. Laboratory

F. E. BAGLEY
Portland Division
Sales

J. C. BURGESS
Pipe Line Dept.
Indianapolis

R. M. CLEVELAND
Shell Pipe Line Corp.
Texas Gulf Area

E. B. CROSON
Pacific Coast Area
Explor. & Prod.

E. S. DEMPSEY
Shell Pipe Line Corp.
West Texas Area

R. N. DUNCAN
Head Office
Transp. & Supp.

A. C. FOUTS
Pipe Line Dept.
DeWitt, Ill.

C. S. HESTON
Martinez Refinery
Cracking

M. HOWARD
Shell Development Co.
Emeryville

D. JENKINS
Wood River Refy.
Distilling

L. J. KENNEDY
Wood River Refy.
Treating

G. H. LEE
Tulsa Area
Production

W. G. LITTELL
Portland Division
Operations

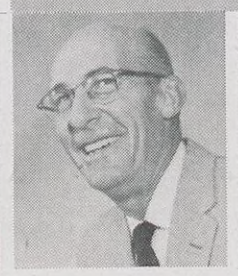
J. K. MILES
Cleveland Division
Sales

N. E. MILLER
Portland Division
Operations

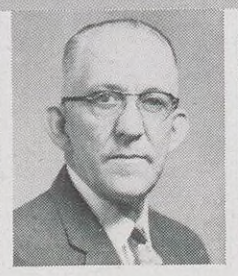
C. E. MITCHELL
Shell Pipe Line Corp.
Mid-Continent Area

Thirty Years *continued*

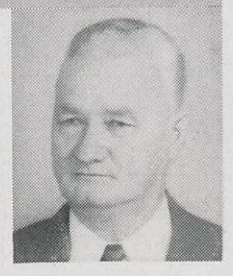
Z. J. MITCHERSON
Tulsa Area
Production



C. E. MYER
Wilmington Refy.
Catalytic Cracking



J. W. NORTON
Wood River Refy.
Engineering

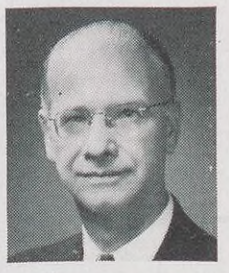


W. L. RUSHING
New Orleans Area
Production

P. A. SCHLIEPER
Wood River Refy.
Research Laboratory

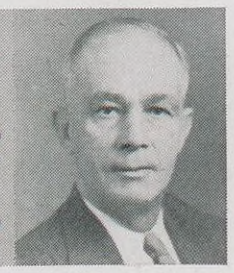
O. E. SCHOLZ
Head Office
Marketing

E. THIERRY
Wood River Refy.
Compounding



R. L. VAN GILDER
Pipe Line Dept.
Indianapolis, Ind.

Twenty-Five Years



C. AILSWORTH
Wood River Refy.
Engineering

R. R. ALLSHOUSE
Wood River Refy.
Catalytic Cracking

J. H. ANDERSON
Chicago Div.
Operations

J. R. ANDERSON
Wood River Refy.
Engineering

L. J. BLOCK
St. Louis Div.
Operations

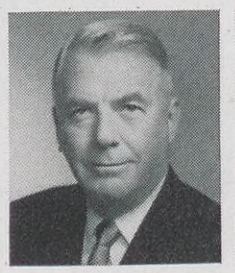
H. H. BREITENBACH
Shell Development Co.
Houston

C. M. CAMERON
Shell Chemical Corp.
Ventura Plant

R. W. CLARDY
San Francisco Div.
Sales

G. T. CONNOLLY
Boston Division
Operations

E. L. COOK
New Orleans Area
Production



E. A. CUNNINGHAM
Baltimore Division
Manager

W. N. DAY
Norco Refinery
Refy. Laboratory

W. DONALD
Portland Division
Operations

H. B. DUNCAN
Shell Pipe Line Corp.
Mid-Continent Area

A. D. EUBANK
Baltimore Division
Marketing Service

C. A. FLINT
Wilmington Refy.
Engineering

S. GROENNINGS
Shell Development Co.
Emeryville

J. V. GROSE
Baltimore Division
Marketing Service

R. D. HARRINGTON
Wood River Refy.
Thermal Cracking

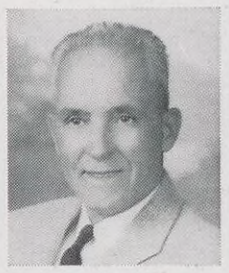
R. M. HEBERT
Norco Refinery
Refy. Laboratory

U. M. HEIPLE
Seattle Division
Operations

J. E. LANE
Pipe Line Dept.
West Boylston, Mass.

A. P. LANGHARDT
Portland Division
Operations

L. LOMBARDI
New York Division
Operations



H. L. LORCH
Wood River Refy.
Engineering

G. T. LOVELESS
Wood River Refy.
Refy. Laboratory

M. C. McELMURY
Houston Refinery
Thermal Cracking

T. A. MONCURE
Shell Chemical Corp.
Head Office

R. P. MOSCRIP
Midland Area
Production

A. L. PALMER
Boston Division
Operations

R. A. RANDELS
Wood River Refy.
Fire & Safety

T. R. REEDY
Shell Chemical Corp.
Shell Point Plant

J. C. ROGERS
Houston Area
Land

J. H. SCHMAUDER
New York Division
Operations

S. J. SHEROVICH
San Francisco Div.
Operations

VIRGINIA T. VAN NESS
Houston Area
Production

R. L. WERNER
Albany Division
Operations

E. C. WHEELER
Detroit Division
Sales

I. O. WILLIAMS
Portland Division
Operations

SHELL OIL COMPANY

Head Office

15 Years

June E. Milne.....Marketing
Hazel V. Robbins...Prov. Fund & Pens. Trust

10 Years

Anne P. Sallander.....Transp. & Supplies
Selma Zober.....Financial

San Francisco Office

20 Years

Ruth M. McKay.....Marketing

Exploration and Production

DENVER AREA

20 Years

H. E. Kring.....Land

10 Years

G. C. Flanagan.....Exploration

HOUSTON AREA

20 Years

C. J. Hill.....Transport
J. A. Lee.....Production
S. L. Rawls.....Land
O. Reed.....Production

15 Years

I. P. Fuller.....Production

10 Years

W. J. Perkins.....Production
E. E. Tesch.....Production
C. Villarreal.....Production

MIDLAND AREA

20 Years

J. T. Dawson.....Production
R. L. Mims.....Exploration

15 Years

R. D. Dewlen.....Gas

10 Years

T. A. Grantham.....Production
C. Mathis.....Gas
H. E. Purdom.....Production
A. L. Smith.....Gas

NEW ORLEANS AREA

20 Years

I. Barbier.....Production
I. J. Bonvillain.....Production
W. E. Martin.....Administration
L. Valdes.....Administration

15 Years

R. C. Martin.....Production
B. J. Nix.....Production
S. P. Rogers.....Production

10 Years

O. C. Aragon.....Exploration
C. L. Broussard.....Production
T. B. Brown.....Land
W. M. Defreese.....Transport & Materials
M. S. Gomez.....Production
R. T. Vervick.....Exploration

PACIFIC COAST AREA

20 Years

A. E. George.....Gas
F. L. Snyder.....Production

15 Years

J. H. Bergem.....Purchasing-Stores
C. E. Fleming.....Transp. & Supplies
F. M. Paul.....Gas
J. B. Sansone.....Production

10 Years

J. M. Butelo.....Treasury
H. P. Gentry.....Pers. & Indus. Rel.
C. F. Kapelle.....Explor. & Prod.

TULSA AREA

20 Years

J. Eckel.....Production
W. W. Nall.....Production
R. H. Wilson.....Production

15 Years

J. N. Davis.....Production
J. F. Gwaltney.....Production
H. R. Isham.....Production
B. A. Postlethwaite.....Land
J. E. Rathke.....Production
A. M. Stoneman.....Administration
W. F. Taylor.....Production

10 Years

A. D. Jones.....Exploration
V. O. Lewallen.....Gas
L. Patrick.....Production

Manufacturing

ANACORTES REFINERY

20 Years

W. R. Mihelich.....Engineering

HOUSTON REFINERY

20 Years

J. B. Carter.....Refinery Laboratory
J. M. Downey.....Engineering
V. A. Reichardt.....Refinery Laboratory

15 Years

E. L. Bang.....Engineering
T. C. Bourke, Jr.....Thermal Cracking
J. L. Daily.....Engineering
W. H. Davis.....Engineering
R. H. East.....Fire & Safety
R. T. Foster.....Engineering
L. D. Harris.....Catalytic Cracking
W. B. Harris.....Distilling
J. A. Humphrey.....Aromatics
J. H. McClendon.....Engineering
I. Means.....Engineering
H. A. Mills.....Engineering
A. A. Rider.....Engineering
V. B. Smith.....Engineering
J. W. Thomas.....Engineering
A. E. Williams.....Engineering
J. W. Worth.....Refinery Laboratory

10 Years

W. M. Butchee.....Engineering
J. W. Ferry, Jr.....Research Laboratory
J. A. Lyne, Jr.....Research Laboratory

MARTINEZ REFINERY

15 Years

L. D. Ginochio.....Engineering

10 Years

C. W. Bates.....Cracking
J. T. Clark.....Dispatching
V. W. Pelot.....Compounding
R. E. Swearengin, Jr.....Engineering

NORCO REFINERY

15 Years

R. F. Jumonville.....Treasury
P. Seymour.....Treasury

10 Years

D. R. Madere.....Laboratory

WILMINGTON REFINERY

15 Years

N. P. Beard.....Engineering
H. S. Bellovich.....Effl. Cont. & Utilities
B. R. Conner.....Distilling
R. Johnson.....Engineering
F. O. Moran.....Engineering
C. A. Payne.....Dispatching
H. Y. Stamp.....Engineering
M. J. Smith.....Engineering

10 Years

E. A. Bruce . . . . . Dispatching
R. A. Kohoutek . . . . . Engineering
K. O. Lockman . . . . . Thermal Cracking
W. M. Oppelz . . . . . Engineering
C. W. Pratt . . . . . Engineering
B. R. Stoddard . . . . . Dispatching
A. S. Walling . . . . . Engineering

WOOD RIVER REFINERY

20 Years

R. M. Eckman . . . . . Refinery Laboratory
L. Giddings . . . . . Engineering
M. E. Kempfer . . . . . Engineering
G. Koban . . . . . Engineering
W. A. Mehs . . . . . Engineering
N. J. Mercer . . . . . Engineering
S. C. Olson . . . . . Engineering
L. Saottini . . . . . Engineering
H. E. Schaefer . . . . . Engineering
J. A. Schilling . . . . . Engineering
E. R. Willerth . . . . . Research Laboratory

15 Years

G. D. Bandy . . . . . Thermal Cracking
E. L. Bircher . . . . . Engineering
J. E. Grapes . . . . . Engineering
M. E. Green . . . . . Engineering
R. R. Johnson . . . . . Dispatching
B. E. Long . . . . . Research Laboratory
R. H. Long . . . . . Engineering
A. A. Mueller . . . . . Compounding
G. J. Novak . . . . . Aromatics
H. E. Retzer . . . . . Dispatching
N. L. Richey . . . . . Experimental Laboratory
J. A. Watson . . . . . Refinery Laboratory

10 Years

C. W. Booten . . . . . Utilities
L. C. Fruth . . . . . Experimental Laboratory
C. J. Giles . . . . . Engineering

Marketing

MARKETING DIVISIONS

20 Years

E. R. Botter . . . . . Albany, Administration
S. Eveleigh . . . . . Albany, Operations
J. E. Hudson . . . . . Albany, Operations
R. K. Ruth . . . . . Baltimore, Marketing Service
P. E. Doyle . . . . . Chicago, Operations
H. J. Laufenberg . . . . . New York, Operations
F. C. Wendeborn . . . . . New York, Sales

15 Years

D. E. Guerette . . . . . Boston, Treasury
E. M. Hurley . . . . . Boston, Treasury
F. M. Mitchell . . . . . Boston, Treasury
C. H. Rogers . . . . . Boston, Operations
J. Nevins . . . . . Chicago, Operations
Maxine L. Rice . . . . . Cleveland, Treasury
H. N. Search . . . . . Cleveland, Operations
G. D. Yamada . . . . . Honolulu, Operations
G. W. Gleckner . . . . . Indianapolis, Treasury
M. D. McKinley . . . . Indianapolis, Operations
M. G. Krugen . . . . . Minneapolis, Operations
A. H. Nelson . . . . . Minneapolis, Operations
W. W. Pesina . . . . . Minneapolis, Operations
F. O. Morgan . . . . . St. Louis, Operations
La Verta H. Easterwood
San Francisco, Treasury
K. L. Murray . . . . . Seattle
C. A. Troupe . . . . . Seattle

10 Years

Elenore J. McCormick . . . . . Albany, Treasury
Marie L. Rustin . . . . . Albany, Treasury
F. W. Mullins . . . . . Atlanta, Operations
J. B. Wages . . . . . Atlanta, Operations
W. C. Gaither . . . . . Baltimore, Operations
J. H. Webb . . . . . Baltimore, Operations
J. E. Early . . . . . Boston, Operations
H. B. Hall, Jr. . . . . Boston, Operations
T. J. Hauer . . . . . Boston, Operations
C. C. Steiner . . . . . Cleveland, Operations
K. D. Barnes . . . . . Detroit, Sales
R. M. Bramble . . . . . Detroit, Treasury
K. Nakamura . . . . . Honolulu, Treasury
Emily E. Veveiros . . . . . Honolulu, Treasury
S. N. Grogan . . . . . New Orleans, Treasury
F. H. Sciacca . . . . New Orleans, Mktg. Service
J. E. Gawley . . . . . New York, Operations
E. F. Janiszewski . . . . . New York, Operations
J. D. Murphy . . . . . New York, Sales
C. C. Walsh . . . . . New York, Operations
E. A. Wotapka . . . . . New York, Operations
I. W. Beckwith, Jr. . . . . St. Louis, Operations

SEWAREN PLANT

20 Years

E. C. Hudson . . . . . Terminal
W. W. Saffron . . . . . Treasury

15 Years

C. C. Jenks . . . . . Depot
W. J. Sirnack . . . . . Depot

Pipe Line Department

20 Years

P. E. Krueger . . . . . Effingham, Ill.
O. R. Lacey . . . . . Casey, Ill.
O. L. Peyton . . . . . Zionsville, Ind.
C. R. Warner . . . . . Zionsville, Ind.

15 Years

L. A. Mogan . . . . . Indianapolis, Ind.

SHELL CHEMICAL CORPORATION

20 Years

F. B. Donithan . . . . . Shell Point
J. L. Kimball . . . . . Shell Point

15 Years

J. T. Blake . . . . . Houston
A. L. Hall . . . . . Houston
D. V. Jewell . . . . . Houston
J. M. Moates . . . . . Houston

10 Years

A. Andres . . . . . Houston
J. F. Baer . . . . . Houston
A. B. Cobb . . . . . Houston
L. B. Compton . . . . . Houston
L. C. Dabney . . . . . Houston
O. L. Darby . . . . . Houston
F. N. Deaton . . . . . Houston
C. E. Elliston . . . . . Houston
L. Ford . . . . . Houston
E. E. Hargraves . . . . . Houston
A. Jones . . . . . Houston
R. E. Lockwood . . . . . Houston
L. A. Murphy . . . . . Houston
J. B. Palmer . . . . . Houston
J. P. Parris . . . . . Houston
D. S. Patterson . . . . . Houston
H. L. Shaw . . . . . Houston
D. J. Slaven . . . . . Houston
E. G. Smith . . . . . Houston
D. O. Treadway . . . . . Houston
J. A. White . . . . . Houston
B. T. Young . . . . . Houston

SHELL DEVELOPMENT COMPANY

20 Years

C. M. Cooper . . . . . Emeryville
N. A. Ferguson . . . . . Emeryville
C. Schmidt . . . . . Emeryville
T. J. Tvedt . . . . . Houston

15 Years

G. M. Long . . . . . Emeryville

10 Years

R. I. Frehse . . . . . Emeryville
F. V. Shuttleworth . . . . . Emeryville
J. Ferguson . . . . . Houston

SHELL PIPE LINE CORPORATION

20 Years

W. W. Porter . . . . . Mid-Continent Area

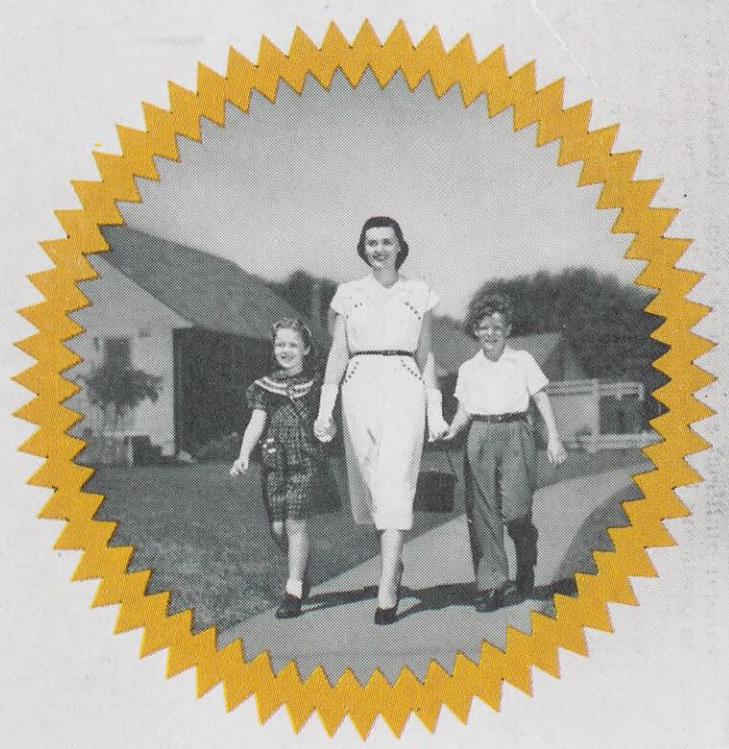
15 Years

G. A. LeFavour . . . . . Mid-Continent Area
V. L. Prater . . . . . Mid-Continent Area
C. W. Wyatt . . . . . Mid-Continent Area
A. J. Shaw . . . . . Texas-Gulf Area
A. H. Riley . . . . . West Texas Area

10 Years

P. L. Melton . . . . . Mid-Continent Area
W. C. Black . . . . . Texas-Gulf Area
A. G. Sconiers . . . . . Texas-Gulf Area
J. R. Fisk . . . . . West Texas Area

matters of fact



Will and Testament as follows, hereby

their security may be on the dotted line

In many states, most families should be provided with the security of a properly-executed, up-to-date will. Particular circumstances, however, may not require this. You should check with a lawyer as to whether you should have a will. If you live in a state where a will is useful and you do not have one, your estate may have to be distributed by the courts—under laws that are fair but impersonal. In the settlement of your estate, that could mean delay and also failure to reflect your wishes. To have a will drawn up by a lawyer is inexpensive and it may mean a great deal to your family.

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