



About a Loose-leaf book And what it stands for

ONE of the proudest possessions of the Advertising Division is the large loose leaf book or album shown here.

We hold it in such high regard because it shows that in the Texaco Organization and among Texaco Dealers, the word "Co-operation" is not merely a catch phrase but a successful working principle.

Briefly, the book contains hundreds of advertisements for Texaco Products. Some only 6-inch—some entire newspaper pages.

"Nothing remarkable about that," you might say.

But there is: Because every single one of these advertisements was inserted by dealers or distributors of Texaco Products in local newspapers and at their own expense.

In no case have we done more than supply the electrotypes from which the advertisements are printed, and sometimes we have sent them cuts and written special advertisements.

But what makes it more interesting is the fact that in almost every case the dealer has been told about our advertising service by our salesmen or by a representative of the District Office.

So from this you can see that a number of our salesmen do not stop after they have booked an order for so many barrels or gallons of oil.

They go further than this.

They "sell" the dealer on the value of advertising; and thereby help him dispose of the goods which he has purchased from The Texas Company.

Each salesman or agent has a portfolio which contains samples of the advertising service which we are willing to perform for our dealers, and, as shown by results, many of our salesmen have learned to make this a part of their canvass.

The book shown above was made loose leaf for a reason. We felt when we started it that it would grow in girth because of the way our salesmen would take hold of the proposition.

They have not disappointed us—

But, of course, we will value the book, and what it stands for, even more should it grow to three or four times its present thickness. Or, better yet, with a little pushing on the part of the sales force we may soon have a five foot shelf of our own—dedicated to cooperation.

—Advertising Division.

WASTE NOT—WANT NOT

The greatest obstacle in the path to advancement and success of the average worker today is waste; and the most valuable quantity wasted is time.

Everybody is aware that for the wage earner the element of time is divided into three divisions—work, recreation, rest. But only a few are alive to the realization that from each of these divisions flows a little stream made up of wasted moments. And these little streams, flowing on through life, merge into one swiftly moving current of lost golden hours—hours that can never be reclaimed.

The place to dam this River of Wasted Hours is at the source. You cannot hope to check its onward rush at the middle, much less at its end, where it broadens out into a whirlpool that gently sucks you into a vortex of mediocrity.

If you are a waster, you must cut out the waste. When at work give of the best that is in you. Continually strive, setting up goal after goal. The ladder is high and the rungs are many—and slippery. If you are giving only six hours of effort—and that half-hearted—out of the eight you are being paid for, you are wasting two hours of constructive endeavor every working day. How can you hope for advancement?

When at leisure make the most of it. If your work keeps you away from the sunshine and the fresh air the greater part of the day, all the more reason why your spare time should be spent out in the open as much as possible. And if out of your leisure you cannot find time for at least one hour of upbuilding study a day, thus fitting yourself for a more responsible position, how can you hope to succeed?

The harder a man works, the more he should value his hours of rest. Hours that are spent in dissipation, instead of laying up a store of energy for the morrow's tasks, are wasted hours. They are hours that leave the workman heavy-eyed, dull, lethargic. How can such a one hope to get on?

Harbor your resources. Be like the athlete who wins a long-distance race.

—*Coal Age.*



GREENWICH WAREHOUSE, SYDNEY, NEW SOUTH WALES, AUSTRALIA
One of the most beautiful harbors in the world

TEXACO STAR

Vol. VII

AUGUST 1920

No. 10

PRINTED MONTHLY FOR DISTRIBUTION TO EMPLOYEES OF
THE TEXAS COMPANY

"ALL FOR EACH—EACH FOR ALL"

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Address: Texaco Star, 320 The Texas Company Building Annex, Houston, Texas

THE EXTREMES of opinion and conduct occupy the columns of our newspapers almost to the exclusion of reports of sane and normal behavior.

For instance: newspapers outside of a short local radius generally discarded the press despatches (undoubtedly received in their routine service) concerning a recent event in Philadelphia of universal public interest. I happened to see a report of it in Harvey's Weekly of July 31,—and it may be remarked in passing, whether its editorial opinions be approved or disapproved, that weekly journal is worth noting regularly for news of prime significance which has not been given at all by ordinary dailies or was tucked away in a corner without headlines in some metropolitan paper.

The Philadelphia Rapid Transit Co. has been under agreement with its 11,000 employes to pay wages equal to the average paid by the street railways of Buffalo, Cleveland, Chicago, and Detroit. The Philadelphians thus became entitled to an increase of $7\frac{1}{2}$ cents an hour. This meant an increase of \$2,250,000 to the company's annual payroll—making an increase of \$4,350,000 within the year. The company applied to the Public Service Commission for an increase of fares, and pending the decision President Thomas E. Mitten of the Rapid Transit called a conference with 250 men to be chosen by the 11,000 as their representatives. He laid the situation before them. He fully admitted their right under the agreement, and told them they were in position to make or break the company. The 250 men voted not to take the increase unless the fares were raised. Also, the 11,000 employes heartily ratified the action of their representatives.

The report referred to continues:

Mr. Mitten was deluged with letters, hundreds

of them, from individual employes, the burden of which was that "we will stand by you to a man in anything you do, knowing full well from past experience that our cause is safe in your hands. We approve this action of our representatives with three hearty cheers and best wishes for success in all your undertakings."

This, of course, is a splendid testimonial to the fairness of Mr. Mitten as a chief executive. But . . . there was more than this in the Philadelphia incident. It demonstrates what may be done by cooperation and direct dealing between those who pay and those who receive wages. No outside mediators were called in. The management responsible for the property and the representatives of the 11,000 wage-earners met face to face and talked it out man to man.

It is a favorable symptom. It is an example of cooperative spirit and action which we may at least hope to see applied in industrial units, large and small, throughout the entire country.

★ ★

The most injurious eventuality of the war yet developed in this country probably lies in the immediate and secondary consequences of the abusive administration of the Creel Bureau of Publicity. Frank I. Cobb, editor of the *New York World*, recently warned the public:

Shortly before the war newspapers of New York took a census of the press agents who were regularly employed and regularly accredited and found that there were about 1,200 of them. How many there are now I do not know, but I do know that many of the direct channels to news have been closed and the information for the public is first filtered through publicity agents. . . A great deal of the confusion of public opinion today is the direct product of that system. . .

The failures of popular government have always been failures of public opinion—mostly of public opinion that was ill-informed, of public opinion that was denied the facts, of public opinion that was misguided by self-constituted masters. . .

It sometimes seems that after the armistice was signed millions of Americans must have taken a vow that they would never again do any thinking for themselves. They were willing to die for their country, but not willing to think for it, and under the influence of propaganda they had lost the habit of independent thought. . .

The barrier of propaganda must be broken down. The competent, independent, investigating reporter

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must come back to his own. This is vital. The American people cannot deal intelligently with any of these problems without knowing the facts, and they cannot know the facts until the newspapers brush aside the propagandists and get back to the first principles of news gathering.

★ ★

The following is from a statement issued by the National Grange, the largest American organization of farmers:

The city press accepts with avidity and prints statements which build up public belief that the farmers in large numbers are being influenced to enter into close relationship with other classes or groups with radical and socialistic tendencies. Such 'news' issued by publicity agents, is both novel and sensational and it passes the hasty censorship to which such statements can be subjected even by the best daily newspapers, and it meets the exact requirements of the news editors of the other kind. Hence it is securing greater space than the actual facts, which would prove these statements false, but which by reason of their substantial character are neither novel nor sensational, and hence do not reach the public...

The newspapers widely published a statement purporting to come from the "Committee of 48" announcing a coalition between this organization and a "farmers" organization. In numerous other publications wide publicity is given and has been given to "farmer-labor" political coalitions.

The National Grange, the largest and most active organization of producing farmers in the world, has definitely, as an organization, rejected a proposition to unite with or even confer with labor leaders in any way, shape, or manner looking to political cooperation...

This situation at the very outset of this national political campaign, which if not counteracted is likely to grow worse and more sensational, leads The National Grange to make this statement at this time, and to ask for its widest possible publicity.

★ ★

The heart of the world may soon be broken if more of its soil isn't.—*Nashville Tennessean*.

Tell it straight when you have a story to pass on, neither more nor less. The world spends years of time every day chasing down things that are not so. It hurts, it wears life out to no good purpose.—*The Farm Journal*.

A fool never picks up a newspaper or magazine without finding encouragement.—*E. W. Howe*.

If your head is wax, don't walk in the sun.
Poor Richard.

You don't need to know the whole alphabet of Safety. The a, b, c of it will save you if you follow it. Always Be Careful.

★ ★

A Word in Season.—A luxury, however innocently desirable, is something which you yourself—not your neighbor but yourself—can do without and sacrifice nothing in your standard of comfort or in the amount you ought to be saving from your

salary, your dividends, or your business profits. A comfort is something which is not indispensable and something, moreover, which you can sacrifice before you reduce your savings. If you will look at your luxuries and comforts in this way, measuring by what you need and not by what you want, the problem of the high cost of living will be largely solved so far as you are concerned.

Whether the world likes it or not, it must cut down on luxuries and even comforts.

Leisure is luxury, and an excellent thing when it is earned. Idleness is a vice without a redeeming quality, under all its names of shirking, soldiering, loafing, and clock-watching, and has done more to advance the cost of living than all the profiteering and Government meddling the war ever brought forth. It must be remorselessly cut out, not only to give the worker more for his wages but to encourage the savings of thrift into new enterprises providing more work and more wages.

★ ★

NOTICE.—It would aid very much in the proper distribution of mail in the New York Office if Officials of this Company located at points outside of New York, who intend visiting the New York Office, would send notice of their intention to

W. N. Capen, Office Manager,
17 Battery Place, New York City.

In this case letters or telegrams received for them at the New York Office would be held pending their arrival. Furthermore, if forwarding addresses are given on their departure from New York mail received after that date would be forwarded as directed.

CRUDE OIL PRICES AT WELLS

August 1, 1920

Pennsylvania . . . \$6.10	De Soto \$3.40
Mercer Black . . . 2.73	Bull Bayou 3.15
Corning, O. 4.25	Crichton 3.00
Cabell, W. Va. . . . 4.17	Caddo Light 3.50
Newcastle 2.23	Caddo Heavy 2.50
North Lima 3.73	Vinton 3.00
South Lima 3.73	Jennings 3.00
Indiana 3.63	Spindletop 3.00
Princeton, Ill. . . . 3.77	Sour Lake 3.00
Illinois 3.77	Batson 3.00
Canada 4.13	Saratoga 3.00
Somerset, Ky. 4.00	Humble 3.00
Ragland, Ky. 2.35	Goose Creek 3.00
California Light. . . 2.95	Markham 3.00
California Heavy 1.60	West Columbia. . . 3.00
Wyoming 2.75	Corsicana Light. . . 3.00
Kansas and Okla. . 3.50	Corsicana Heavy 1.75
Cushing 3.50	Electra-Petrolia. . 3.50
Hewitt 3.50	Ranger 3.50
Healdton 2.75	Burkburnett 3.50

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The following letter may be interesting as an illustration of the superior effectiveness for the results that all advertisements seek, which belongs to engaging matter of any kind when it is truly and evidently not intended as an advertisement. It is also an unquestionably sincere appreciation of the cover of our last issue. The thanks we expressed to the painter of the landscape of Texas bluebonnets gave the writer the address for his inquiry, and the artist sent us this copy:

A copy of the *Texaco Star* has just come into my hands, with cover of a reproduction of a watercolor by you. This is the prettiest thing I have seen in a long time. I did not know the state of Texas held anything half so pretty, never having been there!

Is that painting for sale? If so, what is your price, and what size is it? I have a passion for blue; it is "my" color, and to have it near me creates a feeling of content and peace that nothing else gives me. I also have a very small apartment,—perhaps you know the average small apartment in New York,—and a large picture would be out of place there.

I won't say anything about the size of my bank account, for I have not for several years past encountered anyone who had one he or she considered adequate! But I would like mighty well to have that happy picture, if my purse and house permit, and will be glad to hear from you on the subject.

★ ★

Wages should be made dependent on the skill required and the service rendered, as indicated by quantity and quality of output. Wages should be governed also by competitive and local conditions with due regard for the maintenance of a reasonable standard of life. This idea is fundamentally opposed to the practice which seeks to group together at a flat wage large bodies of employees, regardless of individual performance, and even though scattered in various plants widely separated. Such grouping inevitably tends to discourage effort and to reduce individual output to a standard set by the least industrious and least effective worker. Only by a fair and proper recognition of individual performance can advancement be secured for those who are capable and worthy. The treatment of large groups of workers on the same basis tends to maintain class distinction and to reduce the status of many who would otherwise advance.

—*The Wing-foot Clan.*

We have preached the doctrine of the hardship of work until we almost believe in it ourselves, and yet work gives to life all that there is to make life worth while. Work of itself has furnished to mankind more happiness than any other one thing. All work is not happiness, but life with no work would be unbearable. My idea of the real aristocrat, the man who can from within his own soul look down on others, is the master workman, no matter what his line of work may be. A job well done gives pleasure to the man who does it. There is happiness in the pride of being a master workman.

—*Henry L. Doherty.*

Anticipate compulsion by self-control.

Who'er imagines prudence all his own,
Or deems that he hath power to speak and judge
Such as none other hath, when they are known,
They are found shallow.

—*Sophocles.*

My own hope is, a sun will pierce
The thickest cloud earth ever stretched;
That, after Last, returns the First,
Though a wide compass round be fetched;
That what began best, can't end worst,
Nor what God blessed once, prove accurst.

—*Robert Browning.*

LIFE WISDOM

The wisdom of the wise and the experience of ages may be preserved by quotation.

—*Benjamin Disraeli.*

Keep but God's model safe, new men will rise to take its mould. —*Robert Browning.*

Teach your son. It is the only remedy the world has ever known.

—*Josephine Daskam Bacon.*

Young, all lay in dispute; I shall know, being old.

—*Rabbi Ben Ezra.*

When is man strong until he feels alone!

—*Robert Browning.*

Be a man! Bear thine own burden, never think to thrust thy fate upon another.

—*Browning.*

Every man of the right race bears what at least the gods inflict, nor shrinks.

—*Aristophanes.*

Let yourself and not your words preach for you.—*Amiel.*

To be continually advancing in the paths of knowledge is one of the most pleasing satisfactions of the human mind.—*Cicero.*

I am persuaded that the best education in the world is that which we insensibly acquire from conversation with our intellectual superiors.—*Bulwer.*

When the state is most corrupt, then are the laws most multiplied.—*Tacitus.*

Nothing is more intolerable than to apply the law differently to the same cases.—*Latin Law Maxim.*

Toward the preservation of your Government, it is requisite not only that you discountenance irregular opposition to its authority, but also that you resist with care the spirit of innovation upon its principles, however specious the pretences.

—*George Washington.*

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H. M. S. "Renown" in Lower East Chamber of Gatun Locks, Panama Canal—Chamber filling

When the "Renown" reached Balboa she took on full tankers of Texaco American Navy Fuel Oil—transported to Balboa by a Navy tanker which loaded at Port Arthur.



Cucaracha Slide—Gaitlard Cut

Just before the "Renown" arrived. She was delayed some hours for dredging operations to make the channel deep enough to permit the ship to proceed.



The "Renown" approaching Cucaracha Slide



Passing Cucaracha Slide

These photographs were taken by our Mr. Van Wagner.

Prof. T. N. Carver, of the department of economics of Harvard University, in addressing the last meeting of the American Economic Association, said:

People are buying things faster than they can be produced, and the prices naturally remain up. If they would buy more stocks, instead of silk socks, we could do something to bring the cost of things back to somewhere near normal. If they would buy production—that is, invest in stocks—manu-

facturers would be buying tools, would enlarge factories, and there would be greater production with a corresponding effect on prices. The federal reserve board has released too much money to the people of the country, who are keeping up the high cost of living by reckless buying.

The corporation is the poor man's partnership, and often the poor man's most valuable servant.—Henry L. Doherty.

Idleness is the holiday of fools.—Chesterfield.



J. C. McCullough and C. C. Blackman



The first picture seems to show them interested in the (political?) news.

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Rio de Janeiro, Brazil—Ilha Secca Warehouses and Pier
Ilha Secca (an island in Rio de Janeiro harbor) is owned by The Texas Company.

THE EXPORT DEPARTMENT ITS ORGANIZATION AND FACILITIES

In the March 1914 number of the *Texaco Star* appeared an exhaustive article by Mr. J. R. Miglietta dealing with the organization and development of the Export Department.

Since the date of that article the Export Department has increased its personnel and expanded its facilities to such an extent that through it The Texas Company distributes its products in practically every foreign country, even to the remotest parts of the world.

The Export Department was organized July 1, 1910, and therefore celebrates this month the Tenth Anniversary of its existence. The Company can point with a sense of pride, after a decade of effort, to this branch of its business which has been laid on a solid foundation for the far-reaching expansion of export trade based upon business integrity and the excellence of its products.

The organization which ten years ago began with three people has grown until at present it numbers several thousands.

Today there are in the New York General Office of the Export Department six sales divisions representing every continent of the globe, four products divisions, and eight miscellaneous divisions, each division in charge of a supervising head assisted by an adequate force, which means a large number of employes who are contributing their best energies in directing the distribution of Texaco products.

Throughout the world, in Capetown, Sydney, Shanghai, Yokohama, Manila, in Havana, San Juan, Buenos Aires, Montevideo, Rio de Janeiro, in Antwerp, Rotterdam, London, and Paris there are main stations employing hundreds, and storage plants, terminal facilities, and marine equipment, keeping busy other hundreds, which in turn have supervision over many sub-stations giving work to other additional hundreds who in the aggregate swell into thousands.

In addition, our agents, through whom we still deal to some extent, are keeping many people employed handling our busi-



Warehouse of The Texas Company (South Africa) Ltd., Capetown
Roofed with Texaco. View from beach side.

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Rio Santiago Station, Argentina

ness exclusively—in Arabia, the Canary Islands, Morocco, West Africa, East Africa, Madagascar, in fifteen of the West Indies exclusive of those already mentioned, in Madras, Ceylon, South China, and in British, Dutch, and French Guiana. Besides this our products go into Ecuador, Peru, Bolivia, and Chile, into the islands of the Malay Archipelago, into the Azores, the Cape Verdi Islands, the Congo, Somaliland, Kamerun, Syria, and Asia Minor, into Greece, Scandinavia, Germany, Portugal, and Spain.

Two primary plans have been put into practice for conducting the business in foreign countries.

The first was the organization of subsidiary companies throughout the world. The first of these was The Continental Petroleum Company, which has charge of work in Holland, Belgium, and Luxemburg. Then came The Texas Company (South Africa) Limited, organized in 1911 at Capetown comprising many sub-stations some of which are important centers of civilization and industry in that part of the world, as Pretoria, Johannesburg, Natal, and others.

Then came the war with consequent disturbances of transportation and a reaction on the normal distribution of so essential a product as petroleum. Even while the war was on, The Texas Company (South America) Limited was organized in 1915, and in 1916 our English subsidiary, The Texaco Petroleum Products Company, Limited, was brought into shape, becoming active at the very moment the war was over. Since the war, The Texas Company (Australasia) Limited has been organized, comprising Australia, New Zealand, and many of the contiguous islands; the Compagnie Des Huiles Texaco, in France; The Texas Company (West Indies) Limited, covering Cuba; and The Texas Company (Porto Rico) Incorporated, with headquarters at San Juan. The organization of other subsidiaries is under way and will, no doubt, be complete by the time this is published.

In addition to these subsidiaries, the Export Department sells through large agencies of old and financially well-es-



Antilla, Cuba

The coal crane is on the dock our Company will use.



Part of Plant at Antwerp, Belgium

Warehouse, barrel storage, and tanks at Lot Escaut. View from river end.

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Sydney, Australia—Full cargo of Texaco case oil discharging at Pyrmont Railway Wharf

established houses in various parts of the world, maintaining at the same time its many own district organizations.

Strong centers of control have been established for the purpose of expediting and facilitating the business.

The first of these centers was Capetown, which controls not only the African continent but the Southern Hemisphere, including Madagascar, Mauritius, and Reunion. The Far East is controlled by our district office in Shanghai, covering North and South China and the Philippine Islands, and by our district office in Tokyo through which the business in Japan is controlled.

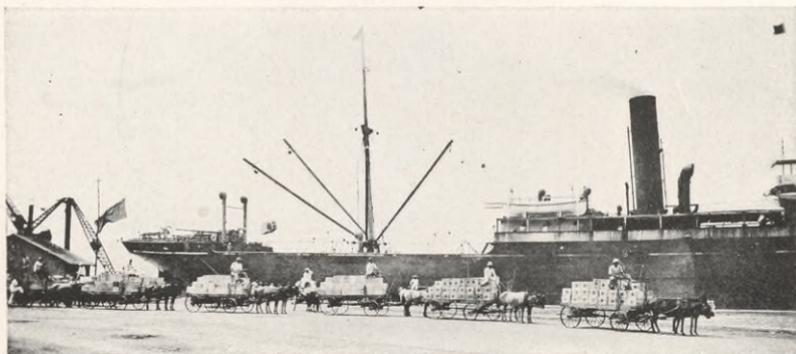
From the foregoing it will be seen that the first decade of our work has been one of organization and establishment of necessary facilities to make available adequate supplies. Today the Company stands secure in every market of the world and it may be truthfully said that the sun never sets on its emblem.

The success attending this branch of the Company's business, aside from conscientious effort performed by every individual unit within the organization, can be attributed to and expressed in the two



St. George's House, Perth, West Australia
A beautiful business block in which our office is located.

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Texaco Entering the Philippines—Discharging at Cebu

words *Service* and *Quality* and to the indispensable cooperation of other departments of the Company.

The Refining Department has at all times exerted itself to produce in adequate quantities those brands of oil adaptable to the varying foreign trade requirements.

The Marine Department has cooperated in the furnishing of tonnage wherever



Storehouse, Freetown, Sierra Leone, West Africa



Texaco Roofing in Japan



Bombay, India—The Texas Company's Godown (Warehouse)

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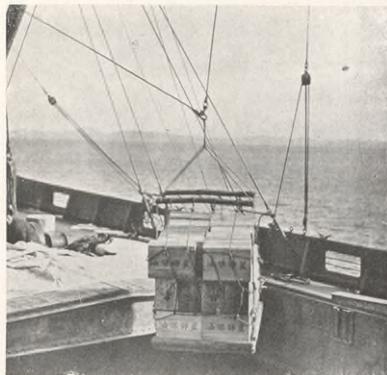


Discharging Texaco Case Oil in Manchuria

S. S. "West Cheswald" in berth at the pier at Darien. This pier is 1,710 feet long and 30 feet wide, water on both sides 30 feet deep at low tide.



Note the pipe line running on the side of the pier.



Up goes 36 cases of Texaco Sing brand on one "mokka."

possible, and at other times has rendered invaluable assistance in the chartering of outside ships.

The accomplished results of the Export Department in the first ten years of its



Loading 36 cases right on the truck.



Taking our kerosene from ship's tackle to godown (warehouse).

history encourage the confident belief that the second decade of its existence will show uninterrupted progress and that through it the Company will maintain its position as one of the foremost exporters of petroleum products along even broader lines than heretofore.

"I can't abide to see men throw away their tools i' that way, the minute the clock begins to strike, as if they took no pleasure i' their work and was afraid o' doing a stroke too much. I hate to see a man's arms drop down as if he was shot before the clock's fairly struck, just as if he'd never a bit o' pride and delight in 's work. The very grindstone 'ull go on turning a bit after you loose it."

—*Adam Fede.*"

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THE POLISH OIL FIELDS

AMERICAN RED CROSS

Poland may lack her share of the money that is said to make the mare go, but she possesses a national resource that literally puts horse power out of the running. Oil is the new republic's greatest asset, and under the present government the Polish oil fields give promise of being one of the chief factors in making her a dominant power in Central Europe.

Under normal conditions the oil industry of Poland has a capacity equal to the needs of 100,000,000 people. Estimating her population at 25,000,000, seventy-five per cent. of the production is left free for export. With the use of oil-burning vessels increasing throughout the world, the demand for this fuel bids fair to outstrip the supply. Every nation, therefore, will endeavor to discover and exploit new oil fields.

Germany is said to have brought the process of distilling oil from oil shale to such perfection during the war that it was found profitable to distill shales yielding but 5% of crude oil. Bulgaria's deposits of oil shale have already been exploited, three concessions having been granted for the production of oil from shale in Sofia, Justendil, Vratza, Stara-Zagora, Gorna Djoumaya, and Philippopolis.

Rich though her natural endowments are in this

world-desired commodity, Poland's oil industry sustained colossal damages during the war. When the Russians retreated from Galicia (the location of the richest wells) they destroyed millions of dollars worth of property. From September 1914 to May 1915 they set fire to 262 wells—practically the whole of the Tustanowice section, largest and richest of the Galician fields. Later the second greatest fields, the Boryslaw wells, were damaged. These two fields during 1913 produced an average of 892,120 metric tons.

But the development of the oil industry, like all other economic conditions in Poland, is linked up with the problem of transportation. Lack of railroads and rolling stock has paralyzed her economic existence. The food shortage has arisen largely from the same cause. In its work of feeding, clothing and transporting tens of thousands of refugees, the American Red Cross has time and again been brought up against transportation paralysis as against a blank wall. Oil production which would bring into the country's coffers the credit and raw material so urgently needed is so hampered that today an average of only one refinery in four is in operation, yet the railways are scarcely able to handle their daily output. †

†As this goes to press the Bolsheviki are again destroying the oil wells of Galicia.

UNE GRANDE POMME DE TERRE

By a Member of the Asphalt Sales Department

The troubles and cares, worries and vicissitudes, endured by Second Lieutenant Timothy Murphy when he was in the ranks could not compare with the torments and heart-throbs which his "shave-tail" gold bars brought to him. His life as a much abused second "loopy" was far from a path of roses, and more than once did he wish to shed his metal shoulder decorations for the three cloth stripes of a sergeant. He thought: if only he had not tried so hard to become an officer he would not now find himself in a position without rank enough to command real respect from the enlisted men, and with just rank enough to get every menial and laborious job that required a commissioned officer's attention.

First of all, the zenith of his desires had been crushed just as it looked possible of fulfillment. His whole ambition to become an officer was centered on appearing before the adoring eyes of his several sweethearts and his family, mostly the former. And just as he was about to realize this fond hope his division was ordered overseas before he could get a pass for home. Blow number one! Then smash number two! Or rather series of smashes.

The first order issued on the transport was that no diaries should be kept by anyone. Violation meant court-martial. "Tim" Murphy was court-martialed. A page of his diary dropped from his pocket, and, as usually is the case, found its way to the general's hands. The choice literature which the commanding officer read from Tim's diary was:

June 14, 1918—Can't tell much because of orders against diaries. But we're on the largest German ship ever floated. Ha, ha, wouldn't the Heinies

jump into the Rhine if they knew. I can't tell the name of the boat here, but it's named after the fatherland. The Germans spell father *vater*.

Many prayers uttered by the defendant, a New York lawyer for his counsel, and the jury's fondness for Tim's red hair were probably responsible for his acquittal. But he still maintains that shell-shock is mild compared with a nerve-splitting court-martial that might result in the defendant facing a dozen riflemen with merely a white bandanna over his eyes and his wrist tucked away in a cord bracelet behind his back.

Lieutenant Murphy was acquitted on the fifth day of his overseas voyage, and he swore solemnly that he'd never flirt with army orders again. But what red-blooded human being, not to mention a second lieutenant, would stand for being taken for an orderly by a sergeant in the medical corps. Tim was no Job for patience, no saint when it comes to temper, nor a monastic on pride. So his patience was outdone, his temper aroused, and his pride hurt when a medical sergeant ordered him to carry an armful of bandages to the lower decks. The to-be-expected happened. A few words. Then, bang! Tim telegraphed the sergeant into oblivion with a crack on the jaw.

Murphy knew that regrets might count in a city court but never in the army. All he could see or hear was Leavenworth, Leavenworth, Leavenworth! And he would have realized his expectations of a visit to that castle of Federal discipline had not the medical sergeant, upon coming to, developed an intense admiration for Tim's strength and manliness, and swore before the officer of the deck that the

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fracas was all his fault. Result. Murphy again gets out of the proverbial torrid water.

The next affair that convinced Tim once and for all that "shave-tails" are the butt of all evil design happened in the *petit village* of Nijon in France, where his regiment was in training preparatory to going in the trenches. Murphy was lucky enough at the start to be assigned to a billet where lived the village belle—Mademoiselle Nanette Faugere. Tim's first glance at Nanette was enough. Never before had he seen such a pretty, prepossessing, coquettish little creature. She was of the dark-hair, blue-eyed type, with those dimples of which he had read so much in fiction. Murphy was in Paradise; and if there is any place nicer than Paradise—well, he was there, too.

Could the presence in a village of such a wonderful female as Nanette be kept a secret. Not unless she locked herself in a loft and never made an appearance; and as she saw no necessity of doing this, she soon was the object of the admiring eyes of some five hundred Yanks, officers and men, of Tim's battalion. As a consequence Murphy's blissful moments in Nanette's home were unceremoniously cut short by a person none other than the adjutant of the battalion, a first lieutenant whom Tim despised the first time he laid eyes on him. He would rather have been rooted out by a corporal than by this audacious parlor-hound. But Tim moved to a new billet and liked it. He had to!

Murphy might have been rooted out of Nanette's home, but he refused to be rooted out of her heart; and she kept a place for him there. So they spent many happy moments together, or "tugezzer," as Nanette would say, while the adjutant was angrily writing orders for the battalion. Catastrophe lurked about Tim, however, just like one's shadow follows. He instinctively felt that something would come up to affect adversely his French sweetheart's love for him. Instinct was infallible in this instance.

Nanette could stand seeing her "*Monsieur Lieutenant Mefcee, de l' Armee Americaine,*" disheveled, outranked, and dis-aboded, by a superior officer; but she had revulsions when she gradually realized that her "Teemee" was being made the butt of a joke participated in by all the officers and soldiers and even by the French children and grown-ups of the village. It happened like this.

One of the privates in Tim's platoon was a great favorite among the French children of the village. He endeared himself to them by playing with them after drill, by his ever-ready jokes, his laugh and general good-nature. Occasionally, too, he would slip them a little jam when the mess sergeant wasn't looking. How could any child help but like him. His facetious nature led this private to play the fatal joke on his platoon commander.

One evening when he had the village children assembled around him, he told them, through gestures and broken French, that in America the people did not ask for potatoes by that name when they wanted them, but, instead, always asked for "Murphys," a term synonymous with potatoes. He then expounded to them that if they desired to show the greatest respect for Lieutenant Murphy, that they should not call him by that name, but Lieutenant Potato, or in French, *Lieutenant Pomme de Terre*.

Alas! This was all the little Frenchies wanted. From then on until the Battalion left Nijon, Tim was followed from one end of the village to the

other by a score of children yelling: "*Bon Jour, Monsieur Lieutenant Pomme de Terre.*"

All but Tim and Nanette enjoyed the joke. He ordinarily would have had as much fun out of it as any one else, but he was disturbed to think that Nanette was provoked over the apparent loss of prestige he had suffered. All his pleadings failed to allay her anxiety, and he departed for the trenches as heavy-hearted as the little French fiancée he left behind. She could forgive her *sous-lieutenant* for having lost his prestige in the village and among the soldiers, but her French pride rebelled against the villagers who said she had a "fruit of the earth" sweetheart.

The sad farewell with his sweetheart made Tim all the more ambitious for promotion and honor. He would win fame and glory even if it took superhuman effort to do so. Most of all he would get rid of those plague-producing trouble-making "shave-tail" bars.

His opportunity came. The fifth night in the trenches he was ordered to take a patrol to the German line to locate and capture a Boche machine gun. He was to take eleven men with him, and he saw personally that they were hand-picked.

"Sergeant, get me eleven men of eleven different nationalities for this patrol, but see to it that every one has a little Irish in him." That was his order to form the patrol, and it was carried out—perhaps.

Anyway, Tim explored No Man's Land from one end to the other, and at last found the machine gun emplacement his patrol was sent to take. He found, however, that the Germans had abandoned it for another position in the trenches. He was about to take the patrol to find the new location when he discovered that his time was up, and that he had only twenty minutes to cover the 500 yards back to his own lines.

Tim was furious, disappointed, sore to the core, when he returned to his dug-out. His first opportunity to achieve fame had ended disastrously through lack of time. So in his report to the battalion commander he put this postscript:

A patrol cannot be expected to locate and capture a machine gun in three hours in this *trick* sector. No Man's Land is more than 500 yards wide, and it's almost time to come back by the time you get to your objective. Would respectfully ask for a longer time for my patrol on such a mission."

"Phew!" said the Major as he read it. "What manner of man is this who wants to spend a whole night in No Man's Land?"

The Major endorsed the report back to the Colonel with this remark: "This man Murphy is not only brave, apparently, but he's also right. Give him more time, I suggest."

The news of Tim's memorable report spread like wild fire among the officers and men of the regiment, and even the attention of the division's chief-of-staff was called to his postscript. The upshot of the whole affair was that he shed the despised gold bars, which gave place to a pair of silver ones, and on his next trip to the Kaiser's line his patrol captured the troublesome machine-gun.

After a month's trick in the trenches Tim was granted a six-days leave, and no one in the battalion doubted where he intended to spend it. He returned to Nanette as "*une grande Pomme de Terre*" ready to be mashed or boiled as her fancy dictated so long as he regained her devoted attention.

TEXACO STAR

CONSTRUCTIVE BUILDING

W. H. SMITH, Joliet, Ill., Representative in Chicago District

Every building must have four square corners on which to erect the superstructure. But our superstructure must be erected on the foundation of merit and vigor, tact, respect, and loyalty.

The Cornerstone of Merit and Vigor.—No sale is ever made until a man is convinced, and he is not convinced until he fully understands the proposition. Therefore goods must have merit in them to sell, and they must also have merit when sold to stay sold.

Cooperation is the keynote of success in every line of endeavor. The individual must learn that lesson or go down to ultimate defeat before the force of fierce competition.

Physical vigor plays a tremendous part. Whether you win or lose in the game will depend on your reserve force plus vitality.

The Cornerstone of Tact.—What is tact? That rare ability which enables one man to deal with other men of different temperaments in the right way and get along with them all and overcome all obstacles.

Many good men are often wrongly considered to be arrogant and sarcastic, when in reality what they lack is adaptiveness—tact.

The big fellow with a big broad mind, a judge of human nature, is liked by all. He is one that does things himself by drawing out the best in others—cooperation.

Be generous, be considerate, keep always an open mind, and be adaptive. Remember the bottom of the wheel comes to the top. Keep building.

The Cornerstone of Respect.—Not just the ordinary everyday respect for a superior in position. But that deeper finer kind of respect—the kind that manifests itself in the appreciation of the problems of the job—respect for the patience your

superior shows in his dealings with you, respect for his fairness and firmness, respect for his advice and encouragement. Also respect for the rights and opinions of your fellows, whose problems are as manifold as your own. Keep building.

The Cornerstone of Loyalty.—This, I may say, is the cornerstone. Anybody living can be loyal, and there isn't a bigger thing a man can do than be loyal to something or somebody. But how many men are unloyal? and how many are loyal? Disloyalty is the root of all unrest between employers and workmen.

Don't delude yourself about the meaning of loyalty. It does not mean you must flatter or toady or anything of the kind. Neither does it mean that you are loyal if you do your work honestly and nothing more. That is only service rendered for which you are paid. Loyalty comprehends vastly more than this.

Loyalty to our business calls for the fullest and best in every one of us. Irrespective of present compensation or length of hours.

Loyalty is the solid foundation on which success is builded.

Get full of it, and all of us will have a different feeling for our work and thoughts.

Harmony, cooperation, forbearance, and kindness smooth many a rough and rugged road and are worthy of the utmost consideration. The fruit they bear is larger, sweeter, and hangs within the reach of all.

Upon these cornerstones, welded by a spirit of cooperation (teamwork if you please), we can rear a structure so large and strong and so all pervading from the summit, that it will blazon forth the word *Texaco* as typifying *Perfection in Product and Service*.

ON FILING CORRESPONDENCE

FRANK S. REID, Wichita Falls Office, Producing Department

The subject of filing the vast amount of correspondence passing between the various offices of the Company suggests some ideas for improvement, and the writer has in mind that this may open up a discussion and bring out points that would be of some help to everyone directly responsible.

In the Wichita Falls office of the Producing Department several departments handle their own correspondence. It is not in charge of one person. The Lands and Leases Division handles its correspondence under Lease numbers. The Law Department handle their own correspondence;

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but the difficult filing comes in handling the vast number of subjects that fall in the writer's department.

Our plan is a somewhat modified form of that adopted by the Houston Office: Everything is filed by subject and number.

Our great trouble has been that reference to our subject and file number is not made in the letter, since the other offices have their own subjects for the same thing.

To illustrate: Recently a letter came to this office regarding deposits in banks, whether the banks paid interest on deposits, overdrafts, etc.; the subject was "Banking". Our acknowledgment of this letter was filed under "Agents Accounts, Wichita Falls, File 104". A further letter came back under "Banking", and the writer, while he remembered the correspondence, did not know where to look for the previous correspondence, but by a guessing contest finally located it in our File 104. One can see how easy it would be to have ready reference by file subject and number, and how difficult it is to locate files where proper reference is not made to subjects, especially where the subjects vary in different offices for the same thing.

To eliminate some of this trouble and bring it to the attention of those replying to letters from this office the writer suggested a small rubber stamp—"Please refer to our file subject and number". This was stamped in red ink right above the subject line, and has produced good results. There are those, of course, who in the rush of other matters will not do this.

There is no doubt that one of the great temptations of officials is to keep correspondence on their desks, not letting it get back to the files. Of course, they say it is

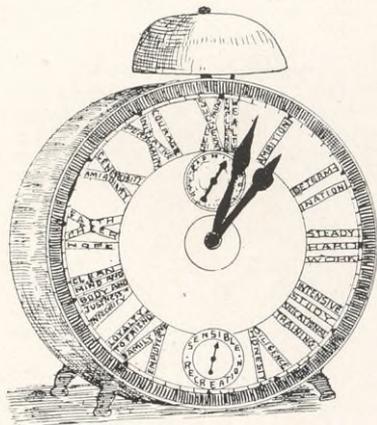
always handy for reference; but they seem to forget that others may want this correspondence. One having charge of filing does not always know that the letters are on the desks, hence there is always trouble and delay in finding what is wanted.

When the practice of keeping correspondence on desks is eliminated much trouble will be done away with. Tickler systems are easily worked out for ready reference on a desk.

Instead of using a "wise box" to bring up correspondence, we have adopted the "tickler system". We are using a small printed slip which is filed away under the date to which the referred correspondence is to be brought up. For instance, one of the officials sees some correspondence he wants to come up shortly. He fills out the slip giving the file number, subject, and other brief memoranda, indicating on the slip when he wants it brought to his attention, and signs the slip. The slip never fails to get on his desk with the correspondence the day he wants it, because every morning these slips are taken out and attachments made. If he doesn't care to see it any more, he can indicate "File" on the slip and it goes into the file as closed. These slips can be used for bringing up any personal things a person may want brought to his attention.

Perhaps this may open a discussion that would contain many valuable suggestions. Let us hear from the other offices.

THE HOURS OF LIFE



Don't let Time pass by and find you lacking in any of the things which you need to make a success of life.

There is something in each hour you can do to develop and improve yourself.

Are you idly letting the golden moments glide by without seizing each as something which, once gone, is irretrievable?

This cartoon was inspired by reading the March issue of our magazine.—C. E. Schreiber.

DEPARTMENTAL NEWS

The Managers of the respective Departments have assigned to the gentlemen whose names are here given the duty of sending to the *Texaco Star*, so as to be received by it before the 25th day of each month, departmental news, photographs, and other items of general interest. Material for this purpose should be sent to them before the 20th of the month. All are invited to cooperate.

Refining Dept.	C. K. Longaker, Houston
Natural Gas Dept.	D. P. Harrington, Port Worth
Fuel Oil Dept.	E. B. Towner, Houston
Railway Sales Dept.	J. A. Brownell, Houston
Marine Dept.	A. L. Jimenez, Port Arthur
Legal Dept.	H. Norris, New York
Treasury Dept.	H. Tomfohrde, Houston
Comptroller's Dept.	B. E. Emerson, Houston
Insurance Dept.	P. A. Masterson, New York
Sales Dept. S. Territory	Roy B. Wight, New York
Sales Dept. N. Territory	R. C. Galbraith, Houston
Asphalt Sales Dept.	Personnel Committee, N. Y.
Export Dept.	C. E. Murphy, New York
Purchasing Dept.	J. B. Neilsen, New York
Railway Traffic Dept.	J. A. Wall, New York
Producing Dept.	J. T. Rankin, Houston
Pipe Lines	J. M. Fleming, Houston
The Texas Steamship Co.	Otto Hartung, Houston
	A. M. Donoghue, Houston
	A. R. Weber, Bath, Me.

From what we have learned of the Export Department at Port Arthur Works we are not surprised that it is such a successful organization. Our only regret is that members of this department who are here now must leave so soon. Those with whom we have become acquainted are F. R. Lynch, W. H. Cantwell, H. Seibert, R. G. Mathes.

On the evening of June 23, a Foremen's Dinner was given for Port Arthur Works at the West Side Cafeteria. The menu was delicious. Out of town guests were P. C. Scullin, B. E. Hull, and W. G. Ashton. General Superintendent F. P. Dodge was master of ceremonies, introducing the speakers: P. C. Scullin, B. E. Hull, W. G. Ashton, L. F. J. Wilking, J. B. Saint, F. B. Capen, J. S. Gallagher, B. S. Craig, A. S. Bailey, H. M. Snyder, C. P. Gunn.

Miss Margaret Moseley has returned to Port Arthur Works after a five months course in the east and middle west on clinical laboratory work.



Employees' Service and Lunch Building, Port Arthur Works Progress on July 20, 1920.

Page sixteen

June is always a busy month for Cupid, and Port Arthur Works felt the effect of his cunning efforts. We can now say Mr. and Mrs. E. E. Bankston, Mr. and Mrs. Paul Pettigrew, Mr. and Mrs. W. L. Rogers, and Mr. and Mrs. H. F. Stuckey.

Born to Mr. and Mrs. F. C. Fantz a 10 3/4-lb. boy. The young man has been named Paul.

July 10 marks the advent of Guy Holtom, Jr. into this world. Young Guy weighed 8 pounds.

The friends of W. W. Akin were shocked to hear of his sudden death July 25. The body was shipped to San Antonio for burial.

Mr. and Mrs. Arthur Perry left on June 30 for their new home in Florida.

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF JULY 1920

Refined—Coastwise.....	1,003,230 bbls.
Refined—Foreign.....	453,004 bbls.
	1,456,234 bbls.
Crude—Foreign.....	2,135 bbls.
Total.....	1,458,369 bbls.

J. B. Currie of the New York office of Northern Terminals Division left July 1 to take up duties in the Credit Department of the Irving National Bank. We extend to him our best wishes for success.

BAYONNE TERMINAL.—Another has "gone and done it." Miss Mildred Beach, our file clerk, was married to Mr. Arthur Play on June 24. The newly-weds left for a trip through New York State, and are now living in Roselle Park. Our telephone service is not so congested now at noontime. All join in wishing Mr. and Mrs. Play *bon voyage* on the matrimonial sea.

DELAWARE RIVER TERMINAL.—Willard P. Sirman and Ella S. Stevenson, of Princess Ann, Md., were married at Fruitland, Md., on July 7; and on June 19 Wm. W. Wilson and Elsie Goodley of Boothwyn, Pa., motored to Elkton, Md., and were married. Willard and William are both receiving our congratulations.

Chas. Anderson, Tester, has been transferred to Norfolk Terminal. We were all sorry to see "Hockie" go, but congratulate him on his promotion. Before leaving he was presented with a beautiful ring and tie pin.

Frank Nester, Jr. has been welcomed back to the fold at D. R. T. once more.

"POP SAYS"

Fate usually has a finger in the engagement ring.

Life is a grind if your grist isn't worth grinding.

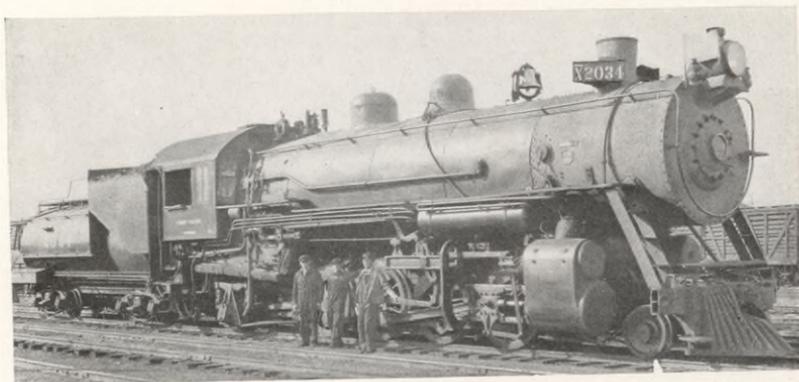
Every man on the job thinks he knows more than the boss.

Savages hunt for a living and civilized men hunt for easy jobs.

An ounce of action is worth a pound of threats. A woman imagines that her husband would save a lot of money if he didn't smoke.

A man may be fast asleep, and too slow to get out of his own way when awake.

TEXACO STAR



A 33 days test of Superheat Valve Oil on a Mikado Freight Engine of a big Western System

The test showed average miles per pint, 70.77. The lubrication was perfect. One convincing statement was: "No expense to this engine account of repairs due to lubrication during the test."

Standing by the engine (left to right), A. W. Larsen, W. D. Bennett, and Road Foreman of Engine. Messrs. Larsen and Bennett, our lubricating experts, are shown "dolled up" in serviceable looking overalls. On the back of the photograph, J. J. Flynn comments: "This picture was taken for express purpose of displaying the caps and overalls, to indicate that they have been working. They pulled off a good piece of work."

PROVIDENCE TERMINAL.—Cupid is doing splendid work among the ladies of Providence Terminal. Miss Helen Bayne goes on her vacation August 9 and takes with her Mr. Lester Crane who will have signed up a contract for life. Miss Bayne has been at Providence Terminal since Nov. 11, 1918. She has been figuring costs all this time and intends to come back to us after a two-weeks honeymoon, as she says "figuring costs for The Texas Company is more attractive than figuring costs on food".

Plans are completed for our second annual outing. A full 100% of our men are going to turn out for the sports and the genuine Rhode Island Clam Bake. Other terminals may have their Barbecues and Frog Leg Dinners, but if it was up to the Providence men to decide the best the clams would win. A healthful spot on the shores of Narragansett Bay has been selected. Wonderful surprises are in store for all from the early hours of Saturday morning, August 28, until they put the lights out at night. Special electric cars will convey the throng to the grounds and immediately the sports will begin. Everybody had a good time last year, but this year if you miss it you cannot be alive for every live man on our payroll is going.

NORFOLK TERMINAL.—Wm. A. White of the Construction Cost and I. G. Sanderlin of the Boiler House were the lucky marks in the South Norfolk "Lottery" this week. Both drew "stem winder" Elgins.

It might be well to remember that atmospheric conditions sometimes aid in wooing the Blind Goddess. H. Fisher, take note and move to South Norfolk.

Harry Fisher, an oldtimer of Norfolk Terminal, has left us to enter a new field in Detroit, Michigan. He will become Public Accountant, a line in which he is well fitted to succeed. He has the best wishes of his former associates and friends.

Now that Bill Shriver has shaved off his mustache and bought a fiver his friends are wondering in what direction his speed mania will take him. When they see him with "Charley", they think he is after 'em; and when they see him with "Charlie", they know he is after it.

"Lank" Landroth has been off for a vacation. He is, if possible, even speedier than usual in covering his gauging work. He still, however, sticks to his habit of "get it right" but hurry.

RAILWAY SALES DEPT. If there is such a thing as a "favorite product" for the railroads it must be Superheat Valve Oil. The next time you meet a member of this Department just say "Superheat Valve" to him, and watch his face light up and the enthusiastic flow of praise follow.

Ed Singleton and wife are back from a wonderful honeymoon. Ed will now find out some real facts about this H. C. L. he has heard so much of, but we hope he will successfully overcome it.

John Symons says he believes he has found a suitable home and we are accordingly glad to see that worried look disappear.

Supt. Ed Merren of Mobile Terminal recently invited Jack Ryan, Bill Barrows, and W. H. McAmis aboard the good ship *Dirigo* for lunch, this ship being on dry dock at Mobile; but the boys found afterwards that the ship had been floated during the meal.

The Atlanta office regrets the departure of J. W. Johns from Atlanta to New York but congratulates him on joining the ranks of the Benedicts and wishes him and the Mrs. all happiness.

The Atlanta office reports that "Exhibits A, B, and C" were on hand at the Atlantic City convention the same being Messrs. Greenwood, Flynn, and Ryan, and that it is hoped next year we can say "Come in and see us at Booth 4-11-44."

TEXACO STAR



Stark-McDonald Filling Station, Orange, Texas

This filling station is operated by F. G. McDonald, our Agent at Orange. The old houses back of it will soon be removed, as Mr. McDonald has purchased the ground on which they stand. The arrangement of flowers, including a bed displaying the Texaco Star and T, designed by the landscape artist, is exceptionally attractive.

SALES DEPT. S. TERRITORY **DALLAS DISTRICT.—**On July 5, I. T. Williams, Filling Station Agent at Station No. 3, was murdered and the station looted of all money on hand by pump operator Fred Douglas, negro. Douglas was captured in Shreveport, La., and has been tried and has received the death sentence. Both the peace officers and the courts are to be commended for such prompt action.

We regret to report the death of our faithful night watchman P. N. Bennett from heart failure during the night of June 8, the body being found in the lower hall of the District Office early in the morning of the 9th.



Dallas D. O. Credit force, July 14, 1920

Left to right: H. B. McLendon, Ass't Creditman; Miss Elizabeth Oliver, stenographer; H. J. Flake, Creditman; L. B. Fant ("Judge") Ass't Creditman; R. J. O'Brien, Mascot and ex-officio stenographer; Mrs. Opal Kittrell, File Clerk.

Mrs. R. M. Gilmore, our efficient and only lady Agent, Center, Texas, has suffered bereavement in the death of her 15-years old son, Tommie W. Kethley.

W. P. Fulgim, Agent at Pecos, proudly reports the advent of a male heir to the house of Fulgim, effective July 8.

Station Agents Showing 100% Collections for June			
Abilene	B. W. Bullock	Jacksboro	E. B. Sewell
Anson	C. T. Harper	Jacksonville	W. R. Allen
Baird	F. L. Walker	Lampasas	T. J. Casbeer
Big Springs	T. W. Ashley	Lone Oak	W. E. Smith
Brady	L. B. Reeves	Munday	W. E. Gray
Brownwood	I. N. May	Palestine	T. H. Allen
Canadian	R. S. Millard	Pilot Point	J. C. Gahagan
Clarendon	J. W. Adams	Plainview	W. M. Turner
Coleman	R. D. Johnson	Quannah	C. F. Winbury
Colorado	R. D. Hart	Rusk	R. L. Hatchett
Comanche	O. H. Donaho	San Saba	B. C. May
Copperas Cove	A. Brooks	Seymour	T. S. Herrell
Crowell	B. F. Ivie	Snyder	Gay McGlaun
Dalhart	F. B. Farwell	Stephenville	H. P. Cole
Denton	J. A. Young	Steele City	R. P. Brown
Eastland	R. F. Jones	Sweetwater	W. H. Jobe
Electra	A. C. Rippy	Tahoka	W. G. Tarrance
Ennis	G. W. Andrews	Terrell	Hugh Cowan
Ferris	H. R. Crumley	Texarkana	R. E. Haller
Forney	A. W. Ritter	Texoma	F. E. Hologood
Gainesville	Jim Burk	Texline	M. C. Rule
Goldthwaite	E. J. Weatherly	Troup	L. J. Bridges
Hamilton	C. R. Taylor	Waxahachie	C. Trentham
Hamin	G. G. Hall	Wellington	B. F. Ball
Haskell	J. F. Kennedy	Wills Point	K. J. McLeod
Henrietta	F. E. Murrell	Wilmer	C. H. Wilkerson
Honey Grove	W. F. Graves	Winters	J. G. Key

Station Agents Showing 100% Efficiency In Unloading Tank Cars During June.			
Abilene	B. W. Bullock	Kaufman	J. W. Wells
Albany	E. D. Lieb	Lampasas	T. J. Casbeer
Baird	F. L. Walker	Mineola	J. M. Heard
Ballinger	Lee Butler	Mineral Wells	C. E. Claywell
Brownwood	I. N. May	Munday	W. E. Gray
Childress	C. T. Jones	Paris	W. S. Hancock
Chillicothe	T. E. Rose	Plainview	W. M. Turner
Clarendon	J. W. Adams	Quannah	C. F. Winbury
Cleburne	M. L. Wallace	San Angelo	G. B. Heslep

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Coleman	R. D. Johnson	Santa Anna	C. G. Erwin
Corsicana	W. J. Cheney	Snyder	Gay McGlaun
Crockett	C. D. Towery	Stamford	M. P. Myers
Dalhart	F. B. Farwell	Stephenville	H. P. Cole
Denison	C. W. Geiger	Tahoka	W. G. Tarrance
Gaineville	Jim Burk	Texline	M. C. Rule
Goldthwaite	E. J. Weatherby	Troup	L. J. Bridges
Henrietta	F. E. Murrell	Tyler	H. A. Turner
Honey Grove	W. F. Graves	Wellington	B. F. Ball



Driver C. L. Elam, Dallas Station

Driver Elam began work for The Texas Company in his present position July 1, 1908. During all the twelve years of his service as driver of the downtown tank wagon he has used but two teams—one of them being used for eight years continuously. His gallonage output for May was 18,490 gallons. He would not exchange places with any of the boys on the "honk-honk" wagons.



Agent R. P. Brown, Sterling City, Texas

He thinks these specimens of his prowess with pole and line make a better showing than "stalling and lying", and invites all the mighty fishermen to send in pictures of their catches instead of magnified word paintings.

OKLAHOMA DISTRICT.—With profound regret we report the death of Arthur E. Kavanaugh, our Utility Clerk, who died of typhoid fever on July 5 at St. Anthony Hospital, Okla. City.

Mr. Kavanaugh entered the service of the Company as Journal Clerk August 1, 1919, and was promoted to Utility Clerk on June 1, 1920. In both positions his work was excellent.

Arthur was a member of the Texaco Base Ball Team, occupying the position of Center Field, and his work on the diamond was of the highest merit helping the Team roll up the victories that stand to its credit.

The body was taken to his home at Le Roy, N. Y. The entire office force accompanied it to the depot, where it was taken in charge by his mother and brother.

We, his friends, cannot begin to tell of his sterling character and wonderful disposition, nor can we express our sorrow at losing this fellow worker.

Miss Myrtle Hobson, book-keeping machine operator, writes us from Los Angeles, where she is spending her vacation, that the weather is delightful and she is having a wonderful time. At the time she wrote Oklahoma was sweltering under 98° weather.

We regret the resignation of Miss Hazel Reneau, billing machine operator. Another smiling face to be missed around the office.

One of our nicest surprises lately was a three-days visit by F. C. Kerns of Houston. Mr. Kerns is associated with Mr. Galbraith's office, and from the way he talks, Oklahoma is pleasing them down there with the gallonage our boys are rolling up.

Department Agent G. M. Worthington recently spent four days with us. His congeniality always leaves a pleasant memory with this D. O.

Who is the best baseball rooter in Oklahoma District?

Who is it pins roses in the button holes of all guests who visit the District Office?

Who is the Mother of Texaco in the Oklahoma District?

Why, Mrs. Gibson, who greets the guests in the District Office with a smile that never grows old.



Texaco Baseball Club of Oklahoma City

Taken after a glorious victory in which they defeated the Fisher Motor Company with score 8 to 2. We have the honor of defeating this team for the first time this season.

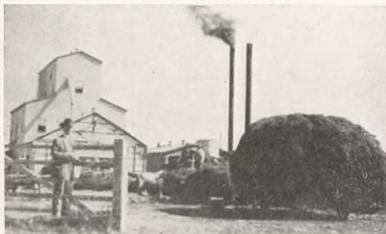
Left to right, bottom row: Cavenar, 1f; Delphia, c; Hyndaman, p; Dewey, 3b; Mandeville, ss. Second row: King, rf; Fready, 1b; Trammell, capt. and utility; Reddington, utility; Kavanaugh, cf; McKloety, 2b. Standing: Ware, manager.

College graduates going out to save the world might begin by hiring out on the farms.—Boston Transcript.

TEXACO STAR



Western Alfalfa Milling Company, Dexter, N. M. City Power Plant, Fort Logan, Colorado
Strong believers in Nabob Oil. Mill Superintendent R. O. Blair at left, Salesman Head with foot on running board.



Pecos Valley Alfalfa Milling Company, Hagerman, N. M.
Pinnacle Cylinder and Canopus Oil have proved their sterling value here.

DENVER DISTRICT.—Assistant Manager W. H. Noble is paying Denver District an extended visit. We understand he and Superintendent Armstrong will make a general trip over the District.

Agent Blaylock of Pueblo is visiting the District Office for a few days on business. Incidentally, while he is here he is working up business in Denver—"Always on the Job" is his slogan.

Lube. Clerk Beverley Dyer has had his tonsils removed—valves ground, as the stationery clerk expressed it.

We had a message from the West the other day. Former Lube. Clerk Howard Ewing says he likes Phoenix poco bueno—"tisn't hot down there!

ATLANTA DISTRICT.—The following communication is printed with all its artificial mistakes, because its author evidently took such pains to introduce the abuses of language and so carefully put an apostrophe in the place of every final *g*, that the editor did not feel free to remove the blemishes and let its really humorous merits appear to better advantage. An editor ought to be first of all a faithful *man*: I correct unintended errors, but never make another appear to do what he did not intend.

Page twenty

The Boss tells me they stopped printin' that so-called paper they had over here in this District—*The Eclipse*—and that from now on I have to tell you everythin' interestin' that happens so's you can put it in the *Star*.

Well, I'm not used to writin' for a whole lot of people to read, and I'm pretty bashful, but I'll try anything once. Any time I send you anything that's not right suitable for your classy readers, why just flag me and I'll get on the right track.

I used to knock Oklahoma a lot when I was writin' in *The Eclipse* but I guess I'll have to cut that out now. Honest, though, Will Dodge and me used to have lots of fun throwing bouquets at each other through the District papers, but them days is past.

They got two things in this burg that the City Fathers are proud of—one is The Texas Company and the other is the Atlanta ball team in the Southern League. They's both pennant winners, and they both sure pile up consistent games in the "Win" column. And speakin' of "games won", every month when I read this District's collection figures I get dizzy thinkin' about so much jack. You know, I dou't believe they's that much money in the world. As the little Mademoiselles used to say when we was in France fightin' against the Republicans, "It's beaucoup francs."

I suppose you'll want to put in your paper about anybody bein' born, or gettin' married, or things like that. Well, Miss T. Thaller, one of our book-keeping machine operators, left us last week. She's goin' out to Texas—to Dallas—and there she's goin' to get married. Of course we're sorry to lose her, but we can't expect to keep 'em when the joys of conjugal bliss are calling.

And Al Ingram, our Agent at Atlanta Station, was presented with a brand new baby girl about a week ago. His first, too. I'll say he's happy.

I wanted to tell you about this open order sales contest, who was leadin', but since they put in that ruling about Roofing sales bein' included, why Jimmy Colson and the rest of that bunch in the Lube department have been workin' like the dickens cryn' to get it figured out, but they ain't got it finished yet, so I can't tell you nothin' about it.

I tell you one thing, though, these fellows here are sure sellin' Lubes. And you want to keep your eye on our Agent at Miami, Florida—A. D. F. Bloodworth (those initials all stand for names, not degrees), he's comin' through with Lube gallonage.

Well, that's about all that I know of interest, so

TEXACO STAR

I better quit. Oh, there's one thing I almost forgot. You know they changed the title of "General Assistant" to "Assistant Superintendent." And now they're goin' to call some of these good tank wagon drivers "Solicitors of Bulk Sales". Them titles are sure floatin' around promiscuously. Somebody said that Frank, our dusky porter, is to be "Polisher of Cupidors." They's all gettin' some kind of a title, all but me, and I'm still, plain—George E. Cracker.

Complying with the request of the author that I should flag him to get on the right track if his contribution was not altogether suitable, I assure him that his potential ability as a correspondent is appreciated and that all he needs to do is to spare himself the trouble of feigning ignorance that is not his. I did not see the issues of the late lamented *Eclipse*, but if it carried too much of this sort of composition one cause of its demise is suggested. The readers of *Eclipse* and *Star*, being the same persons, certainly did not differ in "class". Innocent errors are sometimes comical to those who know better, but very few persons are so silly that remarks are made humorous for them by mechanically changing *they are* to "*they is*". If the author will simply rewrite this present contribution as if he were addressing his equals, he will have a model of a communication suitable and welcome to the *Texaco Star*.

A citizen of Charleston, S. C., sends these verses as "a surprise" for Salesman L. C. Mandeville, Jr., the driver of the little red car in question, whose energetic constructive work for his Company has won the admiration of an "on-looker":

THE LITTLE RED CAR IN OUR TOWN

There's a little Red Car that has come to our town,
And it's driver is winning renown,
For his Company great, in the Palmetto State
And a Southeast Atlantic Port town.

In order to get through the tasks of the day
He often gets up with the sun,
But he never will rest till he's quite done his best
And success for his Company won.

After business both early and late he is bound,
And the number is three nine two eight
'Neath the T and Lone Star of this little Red Car,
That is seen from afar—in our town!

Charleston, S. C., June 1920

—C. P. R.

SALES DEPT. NEW YORK DISTRICT.—
N. TERRITORY We feel highly elated at the honor conferred on our Creditman A. D. MacDougall by the New York Credit Men's Association. During the recent membership campaign Mr. MacDougall secured sufficient new members to become an "Ace" and the Association presented him with a handsome gold medal. The medal shows the coat of arms of the City of New York and on

the obverse an inscription stating why it was presented.

HONOR MEN (23)—Earning 100%—JUNE 1920 Everything on May "A" Lists Collected in 1920

A. E. Guffin	Ag't.	Amsterdam	Albany Territory
F. T. Spencer	Ag't.	Cobleskill	"
M. Le Ville	Ag't.	Cooperstown	"
F. J. Gohl	Ag't.	Hudson	"
E. M. Daley	Ag't.	Ticonderoga	"
W. F. Bilyon	Ag't.	Watervliet	"
B. J. Schwalbach	Ag't.	Kingston	Newburgh Ter.
G. W. Pitts	Ag't.	Middletown	"
F. Peck	Ag't.	Monsey	"
H. P. Decker	Ag't.	Newburgh	"
W. W. Bauer	Ag't.	Port Jervis	"
W. G. Marsden	S'n.	Newburgh	"
V. T. J. Knappp	S'n.	Middletown	"
W. R. Walker	Ag't.	Peekskill	New Rochelle Ter.
A. N. Doyle	S'n.	Brewster	"
H. H. Wende	S'n.	Buffalo	Buffalo Territory
F. C. Mott	Ag't.	Sag Harbor	Long Island Ter.
L. K. White	Ag't.	Red Bank	Newark Territory
P. E. Warren	Ag't.	Pasanic-Clifton	"
C. F. Burney	Ag't.	Bradley Beach	"
H. B. Gould	S'n.	Red Bank	"
C. E. Trainor	S'n.	New York City	Metropolitan Ter.
A. Vanderveer	S'n.	New York City	District Office

We congratulate Mr. and Mrs. H. B. Gould on the arrival at their home on July 11 of a baby girl. We assume that the smile always apparent on Mr. Gould's face will be absolutely ineffaceable now, and we don't blame him.

Frank Shock, clerk at Albany, was recently "safely" married. Best wishes for a long and happy married life to Mr. and Mrs. Shock.

Representative H. S. Gruet of Albany Territory has moved into his new uptown office at 61 State St., Albany, N. Y.

Two of our salesmen in New Jersey were recently wondering how they were going to get a Cadillac transmission transported 100 miles to be used at an exhibit. Without any request Agent White at Red Bank Station hooked up his "Tin Lizzie" on Sunday morning and took the transmission to Morristown Station. This is the kind of cooperation that perfects an organization.

Agent Silkworth, Port Jefferson, N. Y. Station, reports that in the auto races at Riverhead, L. I., on May 31 an Essex won all the honors and made its fine record on Texaco Gasoline supplied from his Station. Mr. Silkworth is using this fact as a testimonial and selling point, and thought that other agents might like to know it.

A meeting of Albany Salesmen and Agents was held on June 25. Representative H. S. Gruet presided. He opened by thanking the men for their hearty cooperation during the rail road tie-up. He also pointed out the advantages that could be derived from the Correspondence School Course. Other speakers were: Supervisor C. Brettell, on the care and operation of Motor Equipment; Creditman A. D. MacDougall, on credit limits and requesting a little more cooperation from the men in the field; Superintendent J. P. Gruet and W. B. Cope, on the Easy Pour Cans informing the men that there was going to be a campaign to introduce these cans to the trade; Ass't Sup't D. L. Keys, on the nature and use of benzol; Representative L. V. Hoagland, on some of his interesting experiences with benzol. The salesmen and agents followed with helpful questions and discussions.

The June meeting of Agents and Salesmen of Newark Territory was held at the club house of the New Jersey Automobile Association. Representative Williamson announced that a fine showing had been made by the territory and said that he aimed to have each man receive full credit for his work. Ass't Creditman J. P. McLaughlin spoke on higher credit limits based on new credit information to prevent unauthorized deliveries. Supervisor of Motor Equipment C. Brettell gave good instructions on the proper care of truck and salesman's cars and cautioned against overloading. Chief Accountant J. R. Haden emphasized the importance of writing delivery tickets plainly. Ass't D. L. Keys and Mr. Williamson opened a discussion of the Easy Pour Can and new ideas were received.

TEXACO STAR



Texaco Baseball Team—New York District

Left to right, standing: Plesa, manager; Bouhan, ss; Sennett, utility; Eberhardt, cf; Brennan, 2b; Hunt, 1b. Front row: Gaffney, c; Waldis, p; McLoughlin, rf; Brown, cf; Maresca, lf; McNair (capt.), 3b.

The superb pitching of Bill Waldis, formerly with Philadelphia District, the catching of Brown and Gaffney, and the sharp fielding and batting of our "Murderous Row," Bouhan, Hunt, Brennan, Maresca, MacNair, Eberhardt, McLoughlin, Bigelow, have enabled this team to hang up a record that any team would be proud to possess.



Brown, C. Waldis, P.

The Texas Company in New York is represented by a stronger and faster team this year than ever before. With brilliant fielding and hard hitting it has compiled a record of nineteen victories and one defeat and is leading the Whitehall League.

Manager Plesa and Captain McNair have such confidence in their men that they are out to claim the Commercial Championship of Greater New York, and are willing at any time to meet any team disputing their claim. This goes for the other Districts as well.

This crack battery has done a great deal to keep us at the top in the Whitehall League

BOSTON DISTRICT.—On July 17 the entire Office force, and those outside the office who happened to be in town, assembled in the accounting room to pay a tribute to Superintendent Clifton on his departure to take up the duties of Superintendent of the newly opened Pittsburg District. Assistant Superintendent Morrison in well chosen words presented to Mr. Clifton on behalf of the employees of Boston District a solid gold watch (a real man's size) and a chain and a pen-knife. Mr. Clifton responded fittingly but found it difficult to keep the words flowing. When he bade us farewell we gave him three of the loudest cheers ever heard in Boston followed by three cheers for our new Superintendent, J. W. Hopkins.

After Mr. Clifton had received the watch another bundle was given him and upon

opening it he found it contained a black shirt and a celluloid collar. He thereupon told of the few days he had spent in Pittsburg looking up an office and informed us that it wasn't as black as it was painted.

George MacNamara, transferred to Pittsburg District, before departure was presented with a beautiful fountain pen as a reminder of the days spent in this district.

COLLECTIONS—HONOR MEN—90% OR BETTER

100% means every item on Agent's or Salesman's "A" List on May 31 was collected in full during June:

J. W. Riley	Agt. Fall River	100	%
A. Jarvis	Agt. Putnam	100	%
H. F. Snow	Agt. Swampscott	100	%
J. L. Rolley	Agt. Burlington	95.8%	
N. A. E. Boudreau	Agt. Greenfield	94.7%	
J. R. Turner	Agt. Lowell	92.3%	
J. A. White	Agt. Springfield	91.	%
D. F. Hayden	Agt. Biddeford	90.9%	
T. A. Andrews	Agt. Lebanon	90.6%	
F. J. B. Vincent	Agt. Lewiston	90.	%
T. F. Hegarty	Agt. Milford	90.	%
W. S. O'Brien	Agt. Norwich	90.	%
F. P. Callahan	Agt. Portland	90.	%
F. L. Elder	Agt. Woonsocket	90.	%
A. Gaulier	Agt. Woonsocket	90.	%

No accounts transferred to "B" on June 30.

Texations.—Madeline Parker, Credit division stenographer, must be leading a cave man's life at Brooklin, Maine. The latest card states she had not washed her face for four days.

Miss K. C. Mack reports fine fishing at Lake Thompson, Oxford, Maine. We have heard fish stories often, but listen to this one: "Miss Mack caught a three pound bass."

M. J. Gahagan, clerk at Lewiston Station, is spending his spare moments (with her) hunting for a flat. We had no idea it was going to happen so soon, Mat, and we wish you luck in locating that flat.

Freddie Power of the D. O. has become a man of the sea, having bought a 26-ft. yacht. Freddie had the yacht one day when he decided to enter in the races. There were nineteen starters, two dropped out, and Freddie finished seventeenth. He hasn't told us the name of the yacht, but wouldn't "Nevermore" be a good one.

PHILADELPHIA DISTRICT.—Messrs. Guy Carroll and Travis Holland spent June 24 in our District Office and expressed themselves as highly pleased with their visit.

J. R. Bolt of the New York Office honored our District with an extended visit, looking over our records and inspecting Stations. We were glad to have the pleasure of meeting Mr. Bolt and extend hearty invitation for another and longer visit.

COLLECTION HONOR ROLL—100%—FOR JUNE

Salesman S. Blasenstein	Philadelphia, Pa.
Salesman C. O. Bunting	Camden, N. J.
Agent M. W. Bradley	Hurlock, Md.
Agent J. L. Cook	Cambridge, Md.
Agent D. P. Dunkle	Chambersburg, Pa.
Agent W. J. Elliott	Havre de Grace, Md.
Agent E. W. Kimber	Bridgeton, N. J.
Agent W. C. Mariner	Pocomoke, Md.
Agent J. W. Middleton	Alexandria, Va.
Salesman C. H. Quarries	Philadelphia, Pa.
Agent R. M. Rairigh	Benton, Md.
Agent W. C. Roderick	Frederick, Md.
Salesman J. L. Scott	Camden, N. J.
Agent C. S. Wampole	Perkasie, Pa.
Agent A. M. Werner	Baltimore, Md.

Who said Philadelphia Salesmen could not sell Two Quart Easy Pour Cans. Ask "Sam". He has sold more than all other Philadelphia Salesmen combined. Go to it, Mr. Blasenstein, make a record for yourself in July. We do not take "no" for an answer.

Our George is making things hum in South Philadelphia.

TEXACO STAR

A new man with the Company and only two months in the territory Mr. Prendergast has come within 150 gallons (Motor Oil) of the highest mark ever made by a Salesman in So. Phila. territory. From this sample of his ability we hope for great things in the future.

It is Mr. Nielsen's intention to make a trip by motor to his Chicago home. He will stop at our Refined and Lubricating Stations and spend a happy time with Agents and employees, and tucked away in his car is one of our Two Quart Easy Pour Cans which he will use as a "big stick" to promote the sale of this package at any Station which has not disposed of its quota.

NORFOLK DISTRICT.—R. McD. Moser has been succeeded by Gilbert Patterson as representative of the Marine Department in the Norfolk District Office. We hope this will not mean a complete separation from Capt. Moser. We extend a hearty welcome to Mr. Patterson and assure him of the same loyal cooperation that has been accorded Capt. Moser.

W. S. Davis has been transferred from Salesman, Greensboro, N. C. territory, to General Salesman, Norfolk District, in charge of all jobber-distributors' business. P. McLaird was appointed Salesman to succeed Mr. Davis, but will continue as Agent at Greensboro. Henry Maclin, Jr. was promoted from clerk, Greensboro Station, to Acting Ass't Agent. Richard F. Redden, of Roanoke, Va., succeeds Mr. Maclin as clerk. This organization is confidently expected to increase the prestige of Texaco products in the Greensboro territory, and there is no doubt that Salesman Davis will put additional life in the jobber-distributor end of our business.

The entire District Office deeply sympathize with Miss Linda Douglas for the death of her brother, fatally injured in an airplane accident.

It is a pleasure to have M. M. Simpson back after an absence of several weeks for an operation.

Agent C. C. Beasley, Charlotte, N. C., announces the birth of a daughter on June 16, 1920, weight 10 1/4 lbs., name Annie Elizabeth.

JUNE RACES—GREENSBORO, N. C.

O. W. Duke, Traffic Officer, won the heat and the race. P. McLaird, second. Purse: \$7.00 and costs. Time: Very fast. Terms: Strictly cash. Spectator: J. H. Foster.

Salesman Davis will note this report with much interest.



Triangle Filling Station

This station is one block from the Norfolk District Office, located on a triangle made by the intersection of three streets. The new truck shown is operated by J. L. Thomas and his brown-skin assistant Leon Wimbusch. It has capacity of 1010 gallons, and Mr. Thomas delivered 71,305 gallons of gasoline with this truck during the month of April. Mr. Thomas has incurred no expense for repairs on any equipment during the last six months, which shows what can be done in cutting down repair expenses when the chauffeur uses care and discretion.

CHICAGO DISTRICT.—H. C. Jernegan, Chief Clerk, Chicago District, was united in marriage to Miss Nellie O'Brien on June 30, 1920, at the bride's home in Chicago, Illinois. They then left for a two-weeks honeymoon at Delavane Lake, Wisconsin.



Mr. and Mrs. H. C. Jernegan

Mr. Jernegan has been in the employ of The Texas Company for the last seven years, and is known to every employe in Chicago District and to many in other branches of the Company. The entire District extends heartiest congratulations.

L. R. E. Renn, who has been in charge of sales to jobbers in Chicago District, has been appointed Agent at St. Louis, replacing Mr. Hopkins transferred as Superintendent of the Boston District.

H. R. Hunt, who handled gas oil sales in New York District, has taken over Mr. Renn's work.

R. A. Knight, Traveling Agent Chicago District, has been placed in charge of refined sales in St. Louis.

On a card in the "dead" file of the Correspondence School we have a record of the dropping out of John B. Corn, Clerk and Cashier, St. Louis, Mo. Inasmuch as he dropped out in January of this year, we think his middle name must have been Barley. It just shows the sad and far reaching effects of the Eighteenth Amendment.

ASPHALT SALES DEPT.

Superintendent J. J. Gartland, Jr. of our Eastern

Division has received from his Representatives many reports telling of splendid cooperation given by The Texas Company's agents in their territories.

Representative W. R. Macatee in Richmond expresses his appreciation of the cooperation of:

J. D. Sparks, Roanoke, Va.
E. L. Mapp, Danville, Va.
W. S. Slater, Lynchburg, Va.
W. H. Hoffman, Harrisonburg, Va.
B. P. Beall, Richmond, Va.
W. S. Davis, Greensboro, N. C.
Statesville Oil Co., Statesville, N. C.
North Carolina Oil Co., Mt. Airy, N. C.
L. C. Peck, Bluefield, W. Va.

Representative J. T. Maher in Albany writes of the cooperation given by H. S. Gruet in charge of Albany territory.

Representative W. J. King in Philadelphia writes his high appreciation of the cooperation rendered by:

C. V. Poole, Agent, Hagerstown, Md.
C. S. Wampole, Agent, Perkasie, Pa.
A. M. Werner, Agent, Baltimore, Md.
John Levins, Representative, South Jersey

Representative L. W. Gay in Buffalo has reported valued assistance from:

TEXACO STAR

H. H. Wende, Buffalo
S. C. Eberhardt, Supt. Ellicott Motor Service Corp. (T. T. Co. Distributor)

Not only have these Texaco men cooperated with the members of the Asphalt Sales Department by tipping the latter off to prospective business, but have in some cases helped to close contracts.

This is the kind of cooperation the Asphalt Sales Department appreciates, and the kind it is always glad to reciprocate.

A Benedict a month seems to be the slogan of the members of the Asphalt Sales Department; for last month Salesman C. T. Metcalfe of the Metropolitan District took Miss Elizabeth K. McCullagh for his bride.

Mrs. Gordon S. Bowdish sailed from New York on the Steamer *Mongolia* last month for an extended stay in Europe.

PRODUCING DEPT.

In the death of R. O. Kingsland the Company loses one of its oldest employees. Mr. Kingsland entered the service at Beaumont in February 1905 and his services were continuous. We extend our sympathy to all members of the family.



R. O. Kingsland

ROBERT ORR KINGSLAND

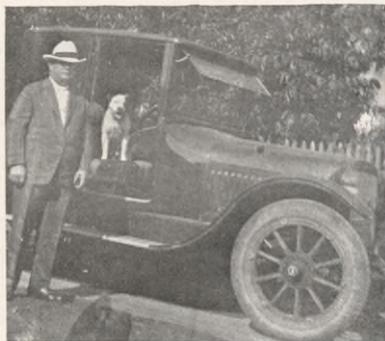
Born—Apr. 17, 1853, St. Louis, Mo.

Married—Mary Miller Myrick, Jan. 1, 1885, Richmond, Ind.

Died—June 25, 1920, Houston, Tex.

Survived By—Lawrence Myrick Kingsland (son), Aline Kingsland (daughter) of Houston, Texas; Le Roy, Dave F., and Ralph S. Kingsland (brothers) all of St. Louis, Mo.

R. J. Shallcross, who had been with the Company for a number of years, left on May 20, 1920, to enter the insurance business in the Houston office of the Atlas Life Insurance Company of Tulsa, Oklahoma. We wish Mr. Shallcross the best of luck.



J. G. Quinn, Superintendent Wichita Falls Division of the Texas Pipe Line Company
And the original bull "Tige."

J. G. Quinn, Superintendent at PIPE LINES Wichita Falls, spent a pleasant month's vacation in California visiting numerous points of interest. Mr. Quinn was indeed entitled to a vacation; for the last year his work in North Texas has been a huge task which he has handled most creditably. During his absence Mr. Quinn's duties were assumed by E. L. Sturm of the Fort Worth Division.

J. C. Wilson, for a number of years Chief Operator in the Houston Telegraph Office, has resigned, and Claude Inge, his assistant, has been advanced to Chief Operator.

T. W. Mason recently resigned as Foreman in Breckenridge District and has been succeeded by M. E. Hollern, an old-time employee of the Company.

THE TEXAS STEAMSHIP CO.

A safety program has been in effect at the Bath, Maine, shipyard of The Texas Steamship Company since October 1919, when membership was taken in the National Safety Council.

First glimpses of the shipyard reveal the "Safety First" spirit of the Company, as signs are to be seen in well chosen locations all over the yard. The giant cranes carry Safety signs high in the air which are visible from a great distance, making a pleasing sight from the opposite side of the Kennebec River.

Safety Bulletin Boards are posted near the gate house entrance to the shipyard, and other Bulletins are being installed on the various shops. The steps in the safety program are gradually progressive, to keep up the interest of the men. The Bulletin boards are "alive," showing cartoons and posters issued weekly by the National Safety Council, supplemented often by contributions from employees and a live daily illustrated news service bureau.

In the shops of the shipyard guards have been installed on machinery to eliminate chance of accident to operators, and a campaign of education is carried on to induce the men engaged in grinding, shipping, caulking, and riveting to wear the goggles carried in stock by the management. All emery wheels carry the warning sign *Wear Your Goggles*. All rolling stock carries signs *Watch Your Step*. All Fall Hooks and Blocks on hoisting gear are painted red. All coal forges bear stenciled warning *Safety First*.

Valuable cooperation of the men is secured in the educational feature of the work through the appointment of men in each department as Safety Committeemen for the period of a week, at the end of the week the badge being given to another group. This procedure has the effect of giving every man in the yard a chance to act as a safety booster for a short time, and secures the personal interest of each man necessary to the success of Safety First programs. The Safety Committee believes that this step is a practical application of the Texaco Motto "All for each, each for all".

Meetings of the general Safety Committee are held every month, attended by the foremen and leading men of the various departments. Discussions develop and accidents are reviewed to good effect, noticeably in the matter of improvement of tools. It is the practice of the Safety Committee to issue copies of the minutes of the previous meeting two days before a meeting is called, so that all who attend are conversant with previous business. As a further means of presenting safety ideas, each foreman has been presented by the management with a bound copy of thirty odd pamphlets on *Safe Practices* issued by the National Safety Council.

The shipyard is equipped with a good hospital in charge of Doctor F. J. Patton assisted by two nurses. The hospital is open day and night except Sunday. A recent acquisition is a fine Ford Ambulance in a new garage near the hospital; drivers are obtained from a list of volunteers in the hands of the doctor.

The results of the safety campaign to date have been encouraging. The accident percentage rate has been reduced thirty percent, and a large reduction has been made in the percentage of eye accidents and injuries caused by falling objects.

The general Safety Committee consists of C. W. MacKay, Plant Engineer, Chairman; Dr. F. J. Patton; A. P. Wyman, Civil Engineer; George R. Copland, Yard Superintendent; member ex officio, F. E. Croteau, Secretary; F. Gilboy, Yard Marshal; C. Blair, Master Mariner; J. Herbert, Foreman Erector.

SUGGESTIVE INDEX OF CURRENT ARTICLES

THE MAIN INTEREST IS INDICATED BY CLASSIFICATION OR BRIEF COMMENT

Journals cited are gladly loaned, if in our library, to persons connected with the Company. The journal or journals called for will be sent by return mail, unless in the hands of some one who has made a previous request—and in the latter case, as promptly as possible. Please give full and exact mailing address.

- REFINING The Chemistry of Petroleum—IV, by C. J. Frankforter.—*Oil News*, July 5, 1920.
- FUEL OIL The Efficient Burning of Oil Fuel, by Allen F. Brewer—A Summary of Good Practice.—*Industrial Management*, July, 1920.
Meeting the Combustion Requirements of Present Fuels—and Fuel Economy Paramount in the S. A. E. meeting.—*Automotive Industries*, June 24 and July 1, 1920.
- SALES How I Get My Best Salesmen, by A. R. Brucker.—*System*, July 1920.
Are Contests Worth While? by O. W. Bartlett.—*System*, July 1920.
Planning a Drive-in Filling Station, by F. A. Bean.—*Oil News*, July 5, 1920.
Oil Price Increases Based on Economic Laws—Federal Trade Commission's Report to Congress Finds Advances Justified.—*Oil Trade Journal*, July 1920.
Strong Price Case Presented by Oil Industry—Report of American Petroleum Institute Shows Causes Behind Advances.—*Oil Trade Journal*, July 1920.
- LUBRICATION Classification of Motor Oils, by J. B. Rathbun.—*Petroleum Magazine*, July 1920.
Proper Lubrication of Tractors, by H. A. Douglass.—*Petroleum Magazine*, July 1920.
- SHIP YARD Production Methods in Shipbuilding—II, by Wm. B. Ferguson.—*Industrial Management*, July 1920.
- GENERAL Getting the Office Work Done—I, by Wallace Clark.—*Industrial Management*, July 1920.



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"Say, that's Great"

"Just what I've been looking for!"

"So handy—It's a wonder Nobody
ever thought of it before."

That's what motorists say about the
TEXACO EASY POUR
Two Quart Can †

That can that holds two quarts
of clean Texaco Motor Oil.

The can that enables you to fill
right into the crank case of any
car without using a funnel—without
spilling, without waste or dripping.

We made this can in the two-
quart size because experience has
shown us that when you are out
on the road you don't need oil until
you need two quarts. Then the
contents of this can will bring your
crank case oil up to the proper level.

† Patented by The Texas Company.
Used only for Texaco Oils.

No motorist should be without
one or more of these cans. Keep
an Easy Pour Can in your car always.

**It stows away like a Thermos
Bottle**

When you're on the road and
you need oil, empty an Easy Pour
Can right into the filler pipe, throw
away the empty can, drop the hood,
and you're ready to go on.

**No greasy can or oily funnel
to stow away**

—and like the man below, you can
oil your car without taking your
gloves off.

**Only highest grade Motor Oils are
sold in the Easy Pour can:**

Texaco Motor Oil Light
Texaco Motor Oil Medium
Texaco Motor Oil Heavy
Texaco Motor Oil Extra Heavy

*You don't need oil until you need two quarts—
Then use the TEXACO EASY POUR two quart can.*

