

TEXACO STAR



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MORE than once or twice in our nation's history a great issue has arisen, upon the determination of which the integrity of the Republic seemed to depend. Never did such a number of such issues arise together as at the present time. The efficiency of the Supreme Court as a coordinate department of the national Government, the rights of the States as against Federal centralization, the rights of the individual as against oppressive legislation, the sovereign independence of the Republic as against any alien super-State—all these are at stake, openly or covertly challenged.

The abatement of waste, the promotion of prosperity, the forefending of class conflicts, the assurance of "a fair field and no favor" to every honest and industrious citizen in every useful occupation—these, too, are urgent domestic needs to which a wise and just Government must be responsive.—*North American Review*.

The TEXACO STAR

PRINTED MONTHLY FOR DISTRIBUTION
TO EMPLOYEES OF THE TEXAS COMPANY

Vol. XII

April 1925

No. 4

"All for Each—Each for All"

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The Annual Meeting

This year the stockholders met at Houston on the 7th of April. The business was routine. All directors were reelected.

After adjournment of the stockholders meeting the directors met in accordance with the by-laws to elect officers. No changes were made, except that W. W. Bruce, who for the last five years has been Treasurer, was elected Vice President to succeed Mr. Herrmann, deceased, and Charles E. Woodbridge, for many years Manager for the Northern Sales Territory, was elected Treasurer to succeed Mr. Bruce. The president announced the appointment of H. W. Dodge to succeed Mr. Woodbridge.

The Year 1924

By Amos L. Beaty, President

An earning of \$4.02 per share on the capital stock was made in 1924.

Inventories of oil and other products at the end of the year were at cost, which was lower than market, and oil produced by the company itself was carried at cost of production, which was lower than market. At the end of 1923 market was lower than cost, but at the end of 1924 though market was very low cost was still lower. The inventory position of the company at the beginning of 1924 had much

to do with its ability to make a fair showing for the year, and it is believed that its present inventory position is even better. In fact, a large increase in market values has occurred since the close of 1924, which should be reflected in the turnover of 1925.

Operations were in the usual course, attended by nothing spectacular or extraordinary. Increase in working capital, decrease in accounts and notes payable, lower percentage of expense to earnings, more business handled with a less number of employees and smaller pay roll, are some of the results obtained in the year. The volume of business increased about 20 per cent. and the pay roll decreased 5 per cent.

The outstanding accomplishment was in the Refining Department. Runs of crude increased 21.5 per cent., the charge to pressure stills increased 68.9 per cent., and gasoline production increased 43.4 per cent., with an increase of only a little over 3 per cent. in operating expense.

In the Producing Department a slight decline in crude production occurred. Early in the year indications were that production of the country would materially decline, but the situation soon changed and it again ran up. The over-production that ensued had its effect upon our policy, and, as in the preceding year, it was deemed unwise to press drilling campaigns in the face of overproduction and enormous stocks above ground. It seemed better to continue meeting our requirements largely through purchases at low price, and acquire and hold prospective acreage for future exploitation. We therefore did but little exploratory drilling. But the Producing Department materially improved its earnings over the previous year. This was accomplished by reduction of expenses.

The Pipe Line companies, the Marine De-

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partment, and the Natural Gas Department did well, and in sales the Export Department, including foreign marketing subsidiaries as a whole, and Western Territory are entitled to favorable mention. Northern and Southern territories met the emergency in handling volume, but were not successful in obtaining good prices. Railway Sales and Asphalt Sales fared only somewhat better.

Improvement in earnings was not due to better prices but was in spite of lower prices. That lower prices were realized is apparent from the fact that the increase in manufacture and sale was over 20 per cent. in volume, principally of the more valuable products, while the increase in sales revenue was less than 13 per cent. The results were due in part to our inventory position at the beginning of the year and in part to increased efficiency and economy of operation.

Additions to plant account were: Producing Department \$5,376,236; Refining Department \$4,247,666; Domestic Sales departments \$5,064,155; Pipe Line companies \$1,389,312, and

Miscellaneous \$1,536,901, or a total of \$17,614,270. Against these there were charge-offs amounting to \$15,453,819, so that the net increase was only \$2,160,451. The Producing Department alone, to clear the books of abandoned properties and be relieved of rental under leases where the land was no longer considered prospective, charged off \$8,265,341, which exceeded its additions and therefore decreased its total investment by \$2,889,105.

Taxes are very burdensome. They are supposed to be coming down. But that is not true in our case. If we include the Federal income tax which the company owes for 1924 but is not paid until 1925 the total amount for the year exceeded 50 per cent. of the net earnings. Gasoline tax alone amounted to \$6,203,892.

Summaries which follow are on a consolidated basis, including The Texas Company and subsidiaries, except where the contrary appears; and such corrections as have been found necessary are made in the figures used last year.

Income and Surplus Account

	Dec. 31, 1924	Dec. 31, 1923	Inc. or Dec.
Gross Earnings for Year Ended.....	\$139,613,621.71	\$118,422,367.18	+\$21,191,254.53
Expenses.....	89,065,053.79	87,546,575.96	+ 1,518,477.83
Net Earnings.....	\$ 50,548,567.92	\$ 30,875,791.22	+\$19,672,776.70
Deductions.....	19,228,321.34	16,182,726.61	+ 3,045,594.73
	\$ 31,320,246.58	\$ 14,693,064.61	+\$16,627,181.97
Less Inventory Adjustment.....	4,861,972.02	6,495,482.42	- 1,633,510.40
Available for Dividends and Surplus....	\$ 26,458,274.56	\$ 8,197,582.19	+\$18,260,692.37
Surplus at End of Previous Year.....	88,477,434.72	94,476,396.60	- 5,998,961.88
Direct Additions.....		5,537,455.93	- 5,537,455.93
	\$114,935,709.28	\$108,211,434.72	+\$ 6,724,274.56
Dividends Paid.....	19,734,000.00	19,734,000.00	
Surplus.....	\$ 95,201,709.28	\$ 88,477,434.72	+\$ 6,724,274.56

Balance Sheet

Assets

Real Estate, Plant and Equipment.....	\$244,602,723.06	\$242,442,271.67	+\$ 2,160,451.39
Corporate Securities.....	1,834,607.95	1,608,237.26	+ 226,370.69
Current Assets:			
Cash.....	16,900,372.80	14,370,510.04	+ 2,529,862.76
Accounts and Notes Receivable.....	21,366,802.92	18,183,861.77	+ 3,182,941.15

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	Dec. 31, 1924	Dec. 31, 1923	Inc. or Dec.
Merchandise, Crude and Refined Oils ..	83,422,488.87	84,279,976.83	— 857,487.96
Storehouse Supplies.....	6,646,240.62	8,433,100.72	— 1,786,860.10
Deferred Charges to Operations.....	960,529.37	1,335,085.81	— 374,556.44
	<u>\$375,733,765.59</u>	<u>\$370,653,044.10</u>	<u>+\$ 5,080,721.49</u>

Liabilities

Capital Stock.....	\$164,450,000.00	\$164,450,000.00	
Surplus.....	95,201,709.28	88,477,434.72	+\$ 6,724,274.56
Reserves:			
Depreciation.....	85,040,898.95	74,082,567.38	+ 10,958,331.57
Amortization of Facilities.....	2,431,740.43	2,552,541.84	— 120,801.41
Deferred Purchase Obligations.....	2,178,019.08	3,493,642.18	— 1,315,623.10
Current Liabilities:			
Accounts and Notes Payable.....	23,781,397.85	36,277,870.30	— 12,496,472.45
Estimated Federal Taxes.....	2,650,000.00	—	+ 2,650,000.00
Miscellaneous.....	—	1,318,987.68	— 1,318,987.68
	<u>\$375,733,765.59</u>	<u>\$370,653,044.10</u>	<u>+\$ 5,080,721.49</u>

Producing Operations

In United States

Crude Oil Produced (Barrels):	1924	1923	Inc. or Dec.
North Texas.....	2,275,757	2,536,503	— 260,746
North Central Texas.....	1,076,925	1,632,776	— 555,851
South and Central Texas.....	6,527,867	7,400,010	— 872,143
Louisiana (Including East Texas).....	1,313,675	1,534,056	— 220,381
Arkansas.....	2,189,128	1,274,838	+ 914,290
Oklahoma and Kansas.....	3,765,217	3,990,296	— 225,079
Wyoming.....	314,129	221,799	+ 92,330
Colorado.....	255,594	—	+ 255,594
Total.....	<u>17,718,292</u>	<u>18,590,278</u>	<u>— 871,986</u>

Producing Wells at End of Year:

North Texas.....	758	754	+ 4
North Central Texas.....	183	227	— 44
South and Central Texas.....	243	250	— 7
Louisiana (Including East Texas).....	262	260	— 2
Arkansas.....	117	38	+ 79
Oklahoma and Kansas.....	1,163	1,138	+ 25
Wyoming.....	24	27	— 3
Colorado.....	1	—	+ 1
Total.....	<u>2,751</u>	<u>2,703</u>	<u>+ 48</u>

Oil Wells Completed During Year.....	213	225	— 12
Gas Wells Completed.....	20	18	+ 2
Oil Wells Abandoned.....	170	224	— 54
Dry Holes Drilled.....	58	60	— 2
Wells Drilling at End of Year.....	46	29	+ 17

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Acreage Held at End of Year:	1924	1923	Inc. or Dec.
Fee Lands (Acres).....	482,087	430,020	+ 52,058
Leaseholds (Acres).....	911,962	1,070,350	- 158,388
Total.....	1,394,049	1,500,379	- 106,330

Gasoline Production from Casinghead and Natural Gas:

Number of Plants at End of Year.....	14	15	- 1
Production During Year (Gallons).....	16,259,104	17,351,492	- 1,092,388
Natural Gas Produced (M Cu. Ft.).....	17,177,703	9,870,453	+ 7,307,250
Natural Gas Wells at End of Year.....	92	86	+ 6
Pipe Lines for Gas (Miles).....	280	276	+ 4

In Mexico

Crude Oil Produced (Barrels).....	1,573,520	2,637,612	- 1,064,092
Oil Wells Completed.....	5	5	-
Dry Holes Drilled.....	3	4	- 1
Wells Abandoned.....	3	5	- 2
Producing Wells at End of Year.....	25	23	+ 2
Wells Drilling.....		1	- 1

Acreage Held:

Fee Lands (Acres).....	2,242	2,242	
Leaseholds (Acres).....	27,353	169,437	- 142,084
Total.....	29,595	171,679	- 142,084

Production shown is gross. Royalty and other outside interests averaged, in U. S., 15.4% for 1924 and 13.7% for 1923; in Mexico 23.6% for 1924 and the same for 1923.

Crude Oil Purchased

	1924	1923	Inc. or Dec.
In United States (Barrels).....	18,997,071	17,752,425	+ 1,244,646
In Mexico (Barrels).....	1,847,368	6,721,751	- 4,874,383

Refining Operations

(Quantities in 42-gallon barrels unless other measure is stated)

Crudes Run.....	1924	1923	Inc. or Dec.
Production:	35,919,830	29,556,803	+ 6,363,027
Gasolines.....	14,355,194	10,012,621	+ 4,342,573
Kerosenes.....	3,808,260	3,301,959	+ 506,301
Lubricating Oils.....	1,477,301	1,403,962	+ 73,339
Gas Oils.....	319,493	724,651	- 405,158
Fuel Oils.....	12,402,461	11,547,048	+ 855,413
Asphalt (Tons).....	323,909	338,499	- 14,590
Paraffin Wax (Tons).....	4,667	4,843	- 176
Petroleum Coke (Tons).....	1,442	545	+ 897
Roofing (Squares).....	885,546	995,504	- 109,958

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	1924	1923	Inc. or Dec.
Shooks Manufactured.....	6,324,189	7,313,622	— 989,433
Cases Manufactured.....	8,381,612	8,064,523	+ 317,089
Cans Manufactured.....	21,735,652	20,740,985	+ 994,667
Asphalt Drums Manufactured.....	144,321	129,321	+ 15,000
Asphalt Barrels Manufactured.....	297,718	333,086	— 35,368

This does not include greases, compounds, and specialties made from products listed and others purchased.

Pipe Line Operations

Runs (Barrels):	1924	1923	Inc. or Dec.
Texas.....	22,927,487	22,623,359	+ 304,128
Louisiana.....	2,863,684	2,999,914	— 136,230
Arkansas.....	4,277,276	2,580,343	+ 1,696,933
Oklahoma.....	5,119,975	7,116,701	— 1,996,726
Total.....	35,188,422	35,320,317	— 131,895
Delivered to Refineries (Barrels):			
Texas.....	24,245,383	19,152,673	+ 5,092,710
Louisiana.....	2,154,534	844,735	+ 1,309,799
Oklahoma.....	4,205,313	3,320,777	+ 884,536
Total.....	30,605,230	23,318,185	+ 7,287,045
Transported for Others (Barrels).....	9,587,753	9,360,225	+ 227,528
Trunk Line Mileage at End of Year:			
Texas.....	1,598.10	1,614.18	— 16.08
Louisiana.....	159.30	159.30	
Arkansas.....	33.75	33.75	
Oklahoma.....	388.28	388.28	
Total.....	2,179.43	2,195.51	— 16.08
Loop and Branch Lines:			
Texas.....	477.02	457.95	+ 19.07
Louisiana.....	19.22	24.16	— 4.94
Oklahoma.....	253.05	242.48	+ 10.57
Total.....	749.29	724.59	+ 24.70
Gathering Lines:			
Texas.....	837.00	783.07	+ 54.92
Louisiana.....	139.02	145.13	— 6.11
Arkansas.....	67.28	55.55	+ 11.73
Oklahoma.....	651.33	700.05	— 48.72
Total.....	1,695.62	1,683.80	+ 11.82
All Lines:			
Texas.....	2,913.11	2,855.20	+ 57.91
Louisiana.....	317.54	328.59	— 11.05
Arkansas.....	101.03	89.30	+ 11.73
Oklahoma.....	1,292.66	1,330.81	— 38.15
Total.....	4,624.34	4,603.90	+ 20.44

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Telegraph and Telephone Lines:	1924	1923	Inc. or Dec.
Miles of Wire Operated.....	9,967.50	9,922.50	+ 45.00
Miles of Pole Lines.....	1,279.25	1,269.25	+ 10.00

The Mexican subsidiary owns and operates pipe lines from fields to seaboard in Mexico, with branch and gathering lines and telegraph and telephone lines as follows:

	1924	1923	Inc. or Dec.
Trunk Line Mileage at End of Year	33.19	34.72	— 1.53
Gathering Lines.....	20.67	20.27	+ .40
Telegraph and Telephone Lines:			
Miles of Wire Operated.....	259.20	285.76	— 26.56
Miles of Pole Lines.....	32.50	78.61	— 46.11

Ships and Shipping

Cargo Carried (Tons of 2,240 lbs.):	1924	1923	Inc. or Dec.
In Ocean Vessels Owned.....	2,748,713	2,855,353	— 106,640
In Ocean Vessels Operated Under Charter....	555	67,024	— 66,469
	<u>2,749,268</u>	<u>2,922,377</u>	<u>— 173,109</u>
In Harbor Lighters Owned.....	606,155	596,560	+ 9,595
In Harbor Lighters Operated Under Charter .	23,875	22,175	+ 1,700
	<u>630,030</u>	<u>618,735</u>	<u>+ 11,295</u>
Total.....	<u>3,379,298</u>	<u>3,541,112</u>	<u>— 161,814</u>
Nautical Miles Run by Ocean Vessels:			
Loaded.....	670,276	613,920	+ 56,356
In Ballast.....	623,858	603,025	+ 20,833
Total.....	<u>1,294,134</u>	<u>1,216,945</u>	<u>+ 77,189</u>

The units of the present ocean-going fleet are listed below. Steam vessels and tugs have reciprocating engines. Motor vessels are equipped with Diesels. Deadweight is expressed in tons of 2,240 lbs.

Steam Vessels:	Gross Tonnage	Net Ton.	D. W. Ton.
Alabama.....	2,801	2,173	4,400
Aryan.....	6,784	5,154	9,835
Derbyline.....	7,063	4,348	10,670
Dirigo.....	6,768	5,161	9,835
Duhannon.....	7,257	4,485	10,670
Georgia.....	5,106	3,746	7,850
Harvester.....	6,727	5,114	9,770
Illinois.....	6,702	5,092	9,770
Lightburne.....	6,784	5,154	9,835
Louisiana.....	2,849	1,797	4,300
New Jersey.....	6,740	5,084	9,770
New York.....	6,678	5,045	9,770
Occidental.....	6,727	5,108	9,835
Pennsylvania.....	6,666	5,048	9,770

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	Gross Tonnage	Net Ton.	D. W. Ton.
Reaper.....	6,774	5,160	9,770
Roanoke.....	6,784	5,165	9,835
Shenandoah.....	6,768	5,143	9,835
Texas.....	6,678	5,045	9,770
Virginia.....	6,666	5,048	9,770
	<hr/> 119,322	<hr/> 88,070	<hr/> 175,060
Motor Vessels:			
Maryland.....	2,498	2,068	3,100
Solitaire.....	3,350	2,627	4,700
Texaco 145.....	484	325	670
Texaco 146.....	484	324	670
Texaco 147.....	484	324	670
	<hr/> 7,300	<hr/> 5,668	<hr/> 9,810
Tugs:			
American.....	168	75	
Latin American.....	168	75	
North American.....	134	14	
South American.....	168	75	
	<hr/> 638	<hr/> 230	
Barges:			
Dallas.....	1,148	1,148	2,610
Magnolia.....	681	663	1,080
Tampico.....	1,994	1,673	2,570
Tulsa.....	607	607	1,000
	<hr/> 4,430	<hr/> 4,091	<hr/> 7,260
Total.....	131,690	98,068	192,130

And there are 113 small units of harbor and river equipment.

Railway Traffic

	Dec. 31, 1924	Dec. 31, 1923	Inc. or Dec.
Tank Cars in Service:			
Owned Cars.....	1,922	1,916	+ 6
Leased Cars.....	3,341	3,419	- 78
Total.....	5,263	5,335	- 72
Tank Cars Loaded During Year Ended:			
Company Cars Owned or Leased.....	104,225	91,091	+ 13,134
Other Cars.....	9,412	7,814	+ 1,598
Total.....	113,637	98,905	+ 14,732
Total Mileage of Company Cars.....	70,024,155	63,822,326	+ 6,201,829
Average Mileage per Car.....	13,310	12,316	+ 994
Average Daily Mileage per Car.....	36.36	33.74	+ 2.62

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Gross Revenue

	1924	1923	Inc. or Dec.
Northern Territory.....	\$ 66,761,688.29	\$ 65,006,412.42	+\$ 1,665,275.87
Southern Territory.....	39,590,407.83	35,010,621.53	+ 4,579,786.30
Western Territory.....	12,513,377.12	7,452,954.54	+ 5,060,422.58
Asphalt Sales.....	4,843,228.03	4,600,604.51	+ 233,533.52
Railway Sales.....	5,161,877.94	4,786,280.23	+ 375,588.71
Foreign Sales.....	48,055,169.00	39,425,084.57	+ 8,630,085.33
Special Sales.....	2,111,056.30	4,468,031.93	- 2,356,975.63
Natural Gas.....	1,268,395.98	958,113.14	+ 310,282.84
Pipage (On Oil Carried for Others).....	2,574,255.39	2,031,698.08	+ 542,557.31
From Other Sources.....	9,344,738.11	5,543,838.51	+ 3,800,899.60
Total.....	\$192,224,194.89	\$169,382,738.46	+\$22,841,456.43

This does not include insurance claims collected, Federal tax refunds, proceeds from sale of obsolete equipment, salvaged materials, etc.



W. W. Bruce

Our new Vice President, in charge of Sales, W. W. Bruce, was born in Columbus, Georgia, on October 22, 1881. Although born in the South he was brought up in the State of New York. He went through high school at Wellsville, N. Y., and studied a year at Wesleyan University, Middleton, Connecticut.

In 1899 he entered the service of the Seaboard Air Line Railway at Portsmouth, Virginia. He was in that service until December 1906, when he went to the Kansas City Southern Railway at Kansas City, Missouri.

In January 1910 he left railroad work to become Secretary-Treasurer of the Midland Securities Company in New York City.

Mr. Bruce entered the service of The Texas Company on October 1, 1910, as a clerk in the Executive Office.

On October 1, 1911, he was elected Assistant Secretary.

On January 1, 1915, he was elected Assistant Secretary and Assistant Treasurer.

On April 1, 1920, he was elected Treasurer.

On April 7, 1925, he was elected Vice President, in Charge of Sales.

Our new Treasurer, Charles E. Woodbridge, was born in Brooklyn, New York, on February 15, 1868. His present home is in Brooklyn, where he resides with his wife and two children.

After graduating in 1886 from the Brooklyn Polytechnic Institute he entered the Columbia Law School, graduating in 1888. He

was admitted to practice in New York in 1890 and to the Federal Courts a year or two later.

From 1890 to 1895 Mr. Woodbridge was in the office of Evarts, Choate & Beaman as Junior Attorney and continued practicing in New York City until June 1905, when he entered the employ of The Texas Company at 8 Bridge Street, our first New York Office.

His first work was as assistant to Mr. Arnold Schlaet, handling various matters including the acquisition of the terminal properties at Providence, Bayonne, Marcus Hook, Baltimore, and Norfolk; the purchase of some of our first ships and tank cars; the organization, in collaboration with J. R. Miglietta, of the Continental Petroleum Company in Ant-

Continued on page thirty-two



Charles E. Woodbridge



Pipe line surveying party in the Osage country of Indian Territory

Pipe Lining in the Osage Nation

W. C. MUNDT, Chief Engineer, The Texas Pipe Line Company of Oklahoma

Jim Hawkins came out of the brush and climbed through a barbed wire fence. It was late afternoon in October and the sun cast long shadows from the twisted jack oaks. The prairie grass, which covers all that country even in the timber, was knee high and brown from the dry weather. The ridges were mostly bare of trees but some bore a thick growth of small jack oaks, the leaves all brown and red from frost.

Indian Territory had not yet been added to Oklahoma Territory to make that new State which was in 1924 to produce enough crude oil to flood the market of the United States. The Osage Nation was practically untouched by the hard fisted drillers and tool dressers who would soon turn the streams from blue ribbons of sparkling water to slimy cesspools of black oil and greasy mud.

Jim Hawkins was a big square shouldered engineer dressed in leather puttees, wool shirt, and khaki. As usual he had torn a large hole in one leg of his pants and his wide Stetson hat was stuck on the back of his head. Jim was sore. A man on a black horse with a little boy on the saddle in front of him had just ordered

Jim not to survey across his land. With a six-shooter in his hand he had led Jim to the fence, thereupon departing, muttering to himself maledictions about oil men in general and surveyors in particular.

"Well boys," said Jim, "we may as well go in. This bird owns four miles of grazing leases right square across the line. It's too wide to get around and it will take the Indian Police from Pawhuska to put it across. Go bring up the team and we'll go to camp and talk it over."

After supper was done and the usual cigarettes glowed cheerfully, things didn't look so bad. "How far back are they stringing pipe?" demanded Bill of his instrument man.

"About a mile, and they'll be up with us tomorrow noon if we don't do something."

"We'll let them string till they come up to his line fence and pile up a mile there on the line. Maybe I could buy that right-of-way in the morning. After he has his breakfast he may not be so grouchy."

So they all rolled into their blankets and slept like logs, dreaming perhaps of the day they could finish the line and beat it to Joplin to blow in their money.

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Pipe line surveying party

Next morning Jim got up early and rode down to the squaw man's house. The hired man was slopping some pigs and ceased from his labors long enough to volunteer that Tom Sharp was in the house. "Well, I know his name anyway," thought Jim as he sat down on a tub, it being bad form to appear in a hurry when buying right-of-way. They might think one wanted it too bad.

The squaw man came out picking his teeth and stretching. "Well, how goes it today?" he said.

"Pretty fair," says Jim. "You know I got hold of a pint of good stuff yesterday and I thought maybe you'd like to sample it. I never like to drink alone and I'm a stranger in these parts."

"Well, let's go down to the spring and taste it. I always like a drink after breakfast."

On the way down Jim said, "This is sure good stuff. I saw it made and they have a copper outfit. Old John Corey made it on

Little Hominy and he is careful; covers the mash and doesn't let any rats or bugs fall in."

"That's sure good stuff, got a kick to it. How about coming in and get a little breakfast?"

"Now I just can't today, got to go to town, but have another snort before I go. There's lots more left on Little Hominy. . . . You know, we'd like awfully well to lay a little pipe line across your west 160. It'll be all in the woods and never bother you at all. We'll bury it so deep you can plow right over it if you ever clear that piece of land."

"No, I wont; always said no pipe line would ever be laid across my land. Why, even for \$1000 I wouldn't do it. They tear down all the fences and spill oil over everything."

"There's where you're wrong. I'll have gates put in and if we spill any oil on your land you'd get paid extra for that. Let me give you \$100 and you let us go through. Just sign here at the bottom of the paper and here is the check. We'll go to town and cash it and you can buy the kids a whole new outfit of clothes and the wife a new blanket and maybe a little something for yourself, eh? Ha! Ha!"

"Well, I dunno. I—guess——maybe I'll take it. I'm going to town anyhow. We'll take my team and buckboard."

So the survey went on and behind came the teams, ten joints on a load, groaning and crashing over the rocks. And behind the teams about two miles came the tong gang, a hard boiled outfit who screwed together the pipe with much cursing and loud talk.

Why Not Smile?

Mrs. ALICE L. ROBINSON, New York Office

From "The File" published by the Filing Association of New York

The war song says "Pack up your troubles in your old kit bag and smile, *smile, Smile!*" This sounds like good advice and probably means well. I am going to take a few troubles out of the old kit bag, to give them an airing, trusting that a reminiscent smile, coming to other faces, may cheer me on my way.

The troubles following are all external; our troubles of the file room, such as routine, management of clerks, and the general run-

ning of the files, are largely individual and a general classification would not cover them; we can control and work out such troubles with time and patience.

If this little paper should be read by anyone who may be guilty (if the coat fits), it may not have been written in vain. May it help to educate him to give the file a square deal, and turn him from his evil ways.

There are certain troubles that are com-

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mon to all filing departments. They are of minor importance but under the strain of a hard day's work they often prove irritating and annoying.

First is the matter of location of the filing room. It has been thought by business in general that any space was good enough for the files—the backs of rooms, the space on a court or alley, ill ventilated and artificially lighted. Such quarters are assigned to a work that takes more eyesight than any other task in an office, with the possible exception of statements. This condition, however, is rapidly improving.

There are certain individuals who lack faith in files because they trust no one and are naturally suspicious. They are the ones who insist on a private or personal file. Such files are a pest to filing executives. If the material so filed belonged exclusively to the man having the private file it would not be so troublesome. There is something of the magpie in all collectors, and the collector of letters is no exception. Many a letter that belongs elsewhere, seriously needed to complete a file story, finds its way into a private file. To retrieve such letters is difficult and somewhat dangerous to peaceful relations.

We all know the man who keeps correspondence on his desk long after he has acted upon it. I have never quite reasoned this out unless the confusion of his desk indicates the busy man. How many times he sends to the files for such letters, and how many times do we convict him by digging it up from the bottom of a pile consisting of letters, circulars, newspaper clippings, personal letters (when wife is in the country), mixed with a generous amount of dust, tobacco, and ashes!

The habit of making notations and memos on original letters and sending them to other departments is another annoyance. These letters are seldom returned to the files where they belong, hence a gap in the story. The notation presupposes some action is to be taken or some advice asked, which is often furnished by another letter, making it practically certain the file will be called for. Granted it is a short cut for a busy man to use this method, but it keeps us all from making the file the perfect thing we would like it to be.

We all come up against the positive man who knows he has sent material to the file. "I put it in the file basket myself" has become a classic. How seldom it proves to be the case!—then a search and an argument.

"Passing the buck," that is, turning over to someone else the thing you should act on yourself, is not uncommon in a business office. Passing the buck to the filers, asking them to hunt for information which is easily obtainable from statements in the desk of the seeker after knowledge—this makes many an inroad on time, which might well be devoted to more important work.

We have to endure more or less waste of time from the office rank and file. There is no intention to annoy us but there is a general thoughtlessness in asking for files, addresses and other small matters. Why do clerks generally hunt in couples? Two clerks get into an argument, make for the file room, both smoking malodorous pipes and likely as not with hats on the backs of their heads. They ask for files and then stay and finish the argument, expecting the filing force to take an active interest in who is right, and feel abused if it does not rejoice with the victor. It is all in a day's work; until the filing millennium comes these things will happen.

If we could educate our men to dictate their correspondence with at least a little thought for the filers, it would simplify our work. We all know the letters referred to as "self-explanatory" that do not explain anything; and also the letters full of words that seem to express nothing. Of course the subject matter may be in the minds of the sender and receiver, but alas for the filers! Theirs is only guesswork. A small reference to the subject matter would save the day; take no more of the writer's time, and by saving the filer's time cut down filing expense.

Take also the matter of standardized printed forms. It would be a new departure if the filers were ever consulted concerning their arrangement. It is, however, of importance to them, as filing equipment is of standard shape and size; a form not made to fit such equipment has to be folded, taking time. Take the small matter of placing the date, for instance; it seems to be placed on a form wherever it occurs to the maker to place it; the filer should see the date at a glance, instead of having to hunt for it, and thereby waste time. It would seem a natural procedure to date all correspondence and business papers at the top.

Our *real* troubles, those we all have to struggle with, both for our individual file and for the sake of our profession, are quite a different matter. The sad fact that files are regarded

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as a necessary evil, that we are not producers of business and cause a heavy overhead expense, must be acknowledged. Overhead we cannot get away from. We must have space, clerks, and equipment. As the work is a highly specialized one it is necessary to have well paid clerks. We own up to the heavy expense.

We do not produce business in a direct way. Nevertheless, a first class file, with a live wire running it, by discovering mistakes, by conscientious work in follow ups, often saves actual money and helps to secure business otherwise neglected and often lost. In this way the files make dividends, giving the business a profit, so the question of expense should not be considered of so great importance.

A good file that will function quickly saves the time of busy and highly paid executives and heads of departments. The old adage

tells us that "Time is money"; so highly paid for time is so much money saved. This certainly gives the files a direct money value to business, not to mention the incalculable value of first aid and comfort to almost everybody in the office.

The attitude in regard to the files, as we educate our superiors by the good service we give them, may change. Instead of being scapegoats we may be permitted to abide with the useful sheep who provide the wool. When we can accomplish this and gain the willing coöperation of those we serve; when the people over us stand firmly behind the file, working with us to get from it the greatest value, our real troubles will be over and our unofficial title of Best Friend will carry conviction to our fellow workers.

How It Was Done

Address of "Rotarian Tex Miles" to the J. R. Club, a junior Rotary organization, at Grand Junction, Colorado, March 17, 1925.

Agent W. F. Miles won the Third National Prize for Bulk Stations offered by The Texas Company upon 1924 records.



Agent W. F. Miles,
Grand Junction, Colo.

At first I did not understand why President Lee chose me to represent the Rotary Club here today, but when I notice that this is the day for "Wearin' o' the Green" I can readily see why I was chosen.

When I was growing up in southern Texas on a cotton farm there were no Rotary Clubs, nor J. R. Clubs, and the opportunity of talking in public was never

forced upon me, which will be my explanation for the entire absence of oratory which you will notice in my brief remarks.

It is my conception that I am addressing a bunch of business men, as it requires very little imagination to glance a few moons into the future to see you as the men of tomorrow, occupying our places in the sun and steering the great ship of state.

While none of you may have opened up offices for the practice of your chosen professions nor stores for the conduct of your business, yet in a few short years each of you will have established his line of work, and you will be the Rotary Club, the Lions Club, the representative men of your community, and from among your ranks will be chosen our Senators, our Representatives. And who can say that the Governor and even the President of the United States of America may not come from this club? Why not?

This is a matter which is almost entirely in your hands, and 23 years of active business life has taught me that the young man of today can control in a great way his own destiny and become about what he chooses to be. It is a matter of your own determination and will to succeed or make good in the line of work you choose.

There are so many subjects of interest which a business man might discuss with young men like you. Lines of thought come naturally to one who has watched the years of youth slide quickly away, never to return. and who feels

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tempted to warn those who follow of the various pitfalls along the way of life in the hope that his hearers may avoid the errors he has made. It is a sad fact, however, that few will take advice but must learn by experience alone.

But my subject was chosen for me. When President Lee appointed me to represent the Rotary Club here today he had just completed a narration of the fact that I had won two prizes, one District and one National, and his positive instructions were that I come over here and tell you how I did it. No doubt he thought you would like to have the secret. And I am not so sure it is not a sort of a secret.

Now I am not prone to telling tales out of school, and modesty would forbid my telling you this voluntarily, were it not for the fact that I have my orders, and orders must be obeyed.

I will really take some degree of pride in telling you about this, providing you will not levy a fine for talking shop. It would be impossible to discuss a matter wholly within our Company without mentioning the Company.

Last year The Texas Company decided to offer a \$200 cash prize each quarter for the station in each district making the best showing, and in addition second and third prizes consisting of honorable mention in the monthly publication known as *The Texaco Star*.

In addition to this a first prize of \$1,000 was offered to the best station in the United States, with a second prize of \$750, and a third prize of \$500 to go to the stations making the next best grades.

Grand Junction Station took two second prizes, which brought from Vice President Herrmann of New York, who, I am sorry to state, has passed on, two very complimentary letters; it took also a first prize for the third quarter which carried a check for \$200. Grand Junction took three prizes out of a possible four.

I am now in receipt of confidential information that we have won the third place in the National prizes which will carry with it a check for \$500, and the announcement of this is to appear in the *Star* for this month. This publication is read around the globe, and our Assistant Superintendent assures me that the honor of this winning is of far greater value than the cash consideration, and will last much longer. The management of the Denver office was very proud to have one of the National prizes come to this District, as it is

thought that the other two were awarded in the East or South where the volume is much greater than here.

Now, about how it was done. This will interest you, I am sure, as there is not a reason in the world why each of you should not become a winner, and a National Winner.

A few years ago I was engaged in the implement business, operating a string of such stores. One day I read of a machine which would cut and thresh grain at one operation in the field. I recognized its possibilities and proceeded to sell three of these machines, known as Deering Combines, which were the first ones to come to Colorado. Sales increased each year till about four years later I sold more Combines than any other one man in the world, having sold 95 machines that year, most of them for cash, and the price was about \$1840 as I remember it. I mention this to show that one doesn't have to be an unusual person to be a world leader.

Last year I saw the possibilities of oil as a control for the codlin moth and other fruit tree pests. My efforts along this line sold three carloads of oil or 165 barrels for use as a spray, and my Company has recognized the effort and success.

Now I want to tell you one thing, and that is that success is the easiest thing in the world to attain, and that from a zero start it is an easy thing to make money.

I could tell you how I have made a small fortune and lost it, but the chances are you would follow your own plan and attain success in your own way.

The one thing to watch for is opportunity—and to recognize it when you see it. Opportunity is probably the most plentiful thing in the world, and one of the hardest to recognize. You will look right through it, around it, and over it, and never know it's there.

The most important thing, aside from determination, character, honesty, industry, and perseverance—all of which you must have to make a success—is attention to detail. Attention to little things. Your word is one of the most important things to you. When once given, keep it.

You will find in your way down the path of life that your success will not come from doing something big and spectacular, but just the constant grind of doing well the little things about you all day long and all life long. It is the doing of each of these little things well which will win for you success. A suc-

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cessful and busy business man once passed through the gate a step or two and noticed that the latch hadn't snapped shut. He turned back and completed the closing of the gate exactly the way it should be closed. A little detail to be sure, but just the demonstration of that character in his life which had made a success in big things.

Men of Tomorrow! The biggest truth which I know to impart to you is the fact there is so much room at the top, and such a dearth of young men to fill the positions.

I want to say to you and give you fair warning that every business man you meet has his eye on you. He closely scrutinizes your face and wonders in his own mind if that boy will make a manager fit to handle my business when I take my vacation or make the great trip. Older men realize the uncertainty of life and begin to glance about them for a successor. Mr. Business Man is asking the question, "Is he honest, industrious, truthful, and four square?" A man's face is an open book revealing his character. One only kids himself by thinking he can play a double role, or dance without paying the fiddler.

Assuming that you are men, real men in the bigger sense of the word, then the only advice or thought I would try to leave with you is that success is yours just for the taking—after having prepared yourself for the big battle of life—and is dependent upon your ability to do well the job which comes to you to do.

Two things or conditions have contributed to the winning of our prizes:

First. The loyalty of our friends, the popularity of the product we sell, and the high standing of the Company I represent. I think it is very important that one line up with a

Company he likes and has confidence in.

Second. My attention to details, most of which have been small ones, sometimes monotonous. But when a letter was to be written, it was written; when a bill became due, collection was made, and the records were kept in a careful and accurate manner. Promptness is our watchword. All of these things raised the grade of the Station to a winning position.

The Station has been operated about 20 months without the loss of a single penny, and with very few past due accounts. Let me explain that this was not the result of my being a collector, as I am not. The secret of that portion of the business has been the fact that we investigated each man's record before doing business with him, and if older business men reported that his methods had been shady we declined to do a credit business with him. I am telling you this for the good it may be to you in years to come. If a man doesn't play the game squarely, safely, and sanely, and doesn't practise the ethics of Rotary in the conduct of his business, which after all is only the application of the golden rule, then don't do a credit business with him.

To make a success it is very necessary that one like his job. If you are not glad when morning comes so that you can bounce out of bed full of joy that a new day of opportunity is at hand, then change your job. You must love your work to make a success of it. Also take the advice of older heads, as they have traveled a rough and rugged road and have learned from sad experience.

In conclusion I would say: "Line up and associate with a good square crowd, play the game square yourselves, and you will live a happy and a profitable life." Try always to be a winner.

Kindle the Fire

C. E. MURPHY, Assistant Superintendent Advertising Division

"As long as the American people keep alive the ideals and the spirit which actuated them in gaining their independence, their democracy will last forever."

So wrote an inconspicuous but sagacious French writer in the last century. And how

do we find these ideals and that spirit being perpetuated in America today?

The answer: First in our homes, where parents inculcate in their children's minds, in one way or another, the true doctrine of Americanism. From the home this teaching is car-

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ried to our schools, where from history books the fertile minds of the young absorb the background of our government's establishment. It is there that the fire of patriotism is kindled and the flame of loyalty is burnished on their minds and hearts.

Then, later, literature with a historical background, patriotic utterances of our statesmen, celebrations of notable American events, and the impressive monuments erected in many places throughout the country to mark the scenes of outstanding events, to commemorate the work of our statesmen, and to honor the glory of our heroes,—each and all of these serve to perpetuate the true spirit of American patriotism.

Washington Monument at the Capital is more than striking architecture. It is an inspiration. The Lincoln Memorial is not merely an example of what resplendent beauty lies in simplicity of design. This memorial is a forceful reminder of a great spirit, it is a shrine to honesty, it is a hallowed tribute to true sacrifice.

A friend told us recently that he had stopped in the Capitol at Washington to view the original copy of the Constitution of the United States. His reaction was voiced to us in the vernacular: "I never thought I could get such a kick out of a few pieces of paper."

His thoughts, as he stood there, were: For more than a century it has withstood the fretful attacks of the discontented. The astute minds of master men like Alexander Hamilton and John Marshall have interpreted its concepts with inspired sagacity and devotion. It has been the virile and staunch backbone of a republic that has passed through severe crises, that has suffered the bitter consequences of political strife, of rebellion, and of warfare. What a masterpiece!

We have a history, we Americans. We should honor it with pride, and keep ever alive in ourselves the spirit of the words of Alexander Hamilton:

"God grants liberty only to those who love it, and are always ready to guard and defend it."

A Night of Freedom

GEO. W. VOS, Superintendent Advertising Division

Naturally you will suppose that the night I refer to is the night off—the night off that married men secure by joining a lodge or bowling club.

Now, my night of freedom is not a night out. Paradoxically, it is a night in.

And to heighten the paradox, I will say it is the night you wash the dishes. I don't mean the night you are permitted to assist at this evening rite, for at that time a man is little better than a senseless automaton with five thumbs on each hand, and generally two or three paces behind in a frantic attempt to catch up with the procession of moist elusive soup touarens, or treacherous fragile tumblers.

So, then, the night off I refer to is the evening when the partner of your joys and sorrows is entertaining a girl friend for dinner and Olga, the Swedish factotum, has failed to appear.

Being well fed, you light your cigar, and in an expansive mood you say, "There's a good show at the Strand, if you girls want to see it don't mind me—go right ahead."

Your wife elevates her eyebrows as though to say, "What about the dishes?"

You nonchalantly wave your hand and say, "Never mind the dishes, I'll attend to them; I'll do them in ten or twenty minutes and then I'll read for the rest of the night."

Your wife makes a face like a Mona Lisa, mysterious and enigmatic. But she takes you at your word and you see her to the door, and you are left with the dishes.

Now, do you then lay down your cigar and get them right out of the way?

You do not!

You find that this cigar is especially full flavored. And any smoker knows that it is a high crime to let a real good cigar go out. So you casually wander into the library in order to finish that marvelous Havana.

You idly pick up a book that's lying open on the table. You've read it before. You look at it indolently. Then a happy bit of phrasing strikes your eye. "H'm, that man has style. Strange I didn't notice it before." And un-

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wittingly you sink into the easiest easy chair and before you know it you have read that book to the finish.

By this time your cigar has long since been consumed and somehow, unconsciously, you have clamped a pipe between your teeth. You run out of matches and you go out into the kitchen for a light.

"Heavens! There are those dishes altogether untouched. Must get right down to it." But before you tackle them you think it may be wise to throw a couple of scoops of coal on the fire and you go downstairs. Arrived at the coal bin you notice that the supply of coal is rather low and you speculate whether that last ton will see you through.

Then you look at the side of the bin where you had marked the coal as it was received. You try to decipher those marks. Ten or eleven tons; or are those last year's marks you are looking at? And another five minutes pass.

Just before you ascend the stairs you notice one of those colored Sunday Supplements. Now you were never very much interested in ants, but here is a huge cartoon in colors that shows if a tiny black ant were increased to the size of a man, it would be able to kick over the Woolworth Building.

And on the very next page is one of those intelligence tests. You know the kind. It goes like this:

"If three is less than four, write *yes* in this space, unless Duluth is the Capital of Mexico, in which case make a square if the answer to *Shakespeare wrote the Declaration of Independence* is *yes*."

You sniff. Anybody could do that in five

minutes. So you take it upstairs with you and you happen to notice that there isn't quite enough cheese left to put back in the ice box, so you spread a few crackers and, study the rest of that damnable Intelligence Test propped up against a water jug.

Then you are considerably startled by the tolling of a bell. You know that that bell always rings out eleven o'clock, and that if your wife stops at a soda fountain she will be back in half an hour.

You haven't time to hunt for the apron, the location of which she made perfectly plain before she left. So you fasten that Sunday paper across your vest and you feverishly tackle those dishes.

You are fighting for the supremacy of your sex and you want to convince the world that *any* man can wash dishes in half an hour; so never before were dishes washed so quickly, and you have just time to hang up the dish towel when you hear steps on the porch and the fumbling of a key in the latch.

You tear off your paper apron, cram it into the garbage pail, rescue your pipe from somewhere, struggle into a smoking jacket, drop into a chair in the library with a book in your hand—when your wife enters.

She takes it all in at a glance and says, "Have you been lonesome? What are you reading?"

You say, "Nothing much."

Because if the truth were told you have in your hand a volume of the 1919 report of the Department of Agriculture and you are holding it upside down: but your wife never lets on.

She knows you have had your "night off."

LAW CURRENT

Rob't A. John

MINES AND MINERALS.—Oil in place in the ground is real estate and may be severed from the remainder of the land by contract or conveyance. *Hogg v. Magnolia Petroleum Co. et al.*, 267 S. W. (Tex.), 482.

MINING PARTNERSHIP.—In an accounting between mining partners, wherever it is shown that one of said partners has advanced more than his proportionate share of the money to operate and develop their common land, the

partner so contributing has a lien on his partner's share to the extent of the over advancement. *Kennedy et al. v. Beets Oil Co.*, 231 Pac. (Okla.), 508.

DAMAGES TO SURFACE OWNER.—Where the surface estate has been severed from the minerals lying underneath the same by conveyance, the surface owner is not entitled to recover damages for injuries done by the owner of the mineral estate in mining for said minerals unless such operations are shown to have been negligent in their nature. *Earnest v. Corona Coal Co.*, 102 Southern Reporter (Ala.), 445.

COMPLETED WELL.—The Court of Appeals

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of Kentucky in the case of *Kelley et ux v. Iveton Oil & Gas Co.*, 265 S. W., 309, holds that where the term "completed" in reference to the drilling of an oil well is used, the meaning of the word is a well drilled to the formation or sand in which oil or gas in that district is usually and commonly found regardless of whether the well was dry or otherwise.

REASONABLE OPERATION.—That an oil and gas lease providing that lessee should forfeit said lease unless he operated the wells upon it wherever by their operation he might make a profit, permits the lessee to operate only part of said wells, taking from each well a proportionate part of its potential production, wherever the fluctuating demand for his oil justified a diminished production, is held by the Supreme Court of Arkansas in *Clear Creek Oil & Gas Co. v. Bushmiae et al*, 264 S. W., 830.

RECEIVERS—EXPENSE OF OPERATION.—In a controversy between conflicting claims of ownership it was finally adjudged that the United States of America was the owner of the oil, and in accounting to the operators who actually drilled and produced the oil at their expense, it was decided that the receiver should not account, except to reimburse the operators for the expense of drilling the particular well, out of the particular oil produced from it, and that the cost of drilling an unremunerative well could not be charged. *State of Oklahoma v. State of Texas*, U. S. S. C., 44 Sup. Ct., 604.

CONVEYANCE OF UNDIVIDED INTEREST OF MINERALS.—The owner of the fee conveyed an undivided 9/10 of the minerals lying under his land to grantee. Grantee upon entering and producing the minerals was required to account only for 1/10 of the value of said minerals, less 1/10 of the expenses of producing the same, not calculating royalty paid by him to third parties, but being authorized to sell the oil and account to the owner of the 1/10 at the market price, less the reasonable and necessary expense of production. *Prairie Oil & Gas Co. et al v. Allen*, 2 (2d), Federal 566.

INCOME TAX—FEDERAL CONSTITUTION. The income tax, which is based upon profits realized from the exportation of articles of commerce from this country to foreign countries, is held to be constitutional and not in violation of the provision in the Constitution prohibiting the levying of a tax on articles exported from any State to a foreign country, and the income tax is not a tax upon exports but upon the profits made in the business of

exporting. *National Paper & Type Company v. Frank K. Bowers*, No. 5 U. S. S. C. Advance Op. January 1, 1925, p. 148.

DIVISION OF ROYALTIES.—The Supreme Court of the State of Oklahoma reaffirmed the rule that where a lease is given to a larger tract, a part of which is subsequently sold, the royalties on oil produced from the fractional part conveyed belongs to the grantee in said conveyance or his assigns, citing several Oklahoma cases to sustain the position. The phraseology used is "that the subsequently acquired title holder to a part of the leased area should receive none of the benefits arising from the lease unless the well is located on his tract." *Gypsy Oil Co. v. Schomwald et al.*, 231 Pacific, 864.

TAXATION OF INTERSTATE COMMERCE.—The rule that a State cannot lay a tax on interstate commerce in any form has been reaffirmed, the Supreme Court of the United States holding that the operation of a pipe line across a State, carrying crude oil from one State to another, is interstate commerce which is beyond the power of the State to tax, and holding unconstitutional a license tax levied by the State of Maryland in the case of the *Ozark Pipe Line Corp. v. Roy Monier et al*, No. 6, 7 U. S. Advance Op., February 2, 1925, p. 210.

STATUTE OF FRAUDS.—An oral agreement was entered into to execute an oil and gas mining lease for a period of five years on what is known as "Producers' Form 88." The Supreme Court of Oklahoma, applying this agreement to the statute of frauds, has held that the payment of the purchase money alone on such contract was not sufficient to take it out of the statute. The agreement, therefore, being in parol was not enforceable. *Nichols v. Edmundson*, 232 Pacific 68.

CORPORATIONS—ULTRA VIRES.—A corporation, whose character authorized it to "buy, sell, handle and trade in coal of every kind and character," or in the main creating by charter a trading corporation in coal, is not performing an *ultra vires* act, if, in the prosecution of its charter powers, it acquires and operates a coal mine, that is, mines for coal. The charter included the power of carrying on activities necessary, proper, or incidental to the business of buying and selling. This merely states the general rule. This is a case by the Court of Appeals of Kentucky, styled *Liberty Coal Mining Co. v. Frankel Coal Co.*, 268 S. W. 280.

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DEPARTMENTAL NEWS

The managers of the respective Departments have assigned to the persons 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.
Natural Gas Dept.

Ry. Traffic & Sales Dept.
Marine Dept.

Legal Dept.
Treasury Dept.

Comptroller's Dept.

Insurance Dept.
Governmental Reports
Sales Dept. S. Territory
Sales Dept. N. Territory
Sales Dept. W. Territory
Asphalt Sales Dept.
Export Dept.
Purchasing Dept.

Producing Dept.
Pipe Lines
T. T. Co. of Mexico S. A.

C. K. Longaker, Houston
W. H. McMorries, Jr.,
Fort Worth

J. A. Brownell, New York
H. Hassell, Port Arthur
H. Norris, New York
H. Tomfohrde, Houston
H. G. Symms, Houston
R. Fisher, New York

B. E. Emerson, Houston
P. A. Masterson, New York
C. M. Hayward, New York
Miss M. Marshall, N. Y.
R. C. Galbraith, Houston
Geo. W. Vos, New York

F. C. Kerns, Denver
J. I. Smith, New York
J. B. Nielsen, New York
J. A. Wall, New York
J. E. McHale, Houston
J. T. Rankin, Denver
Otto Hartung, Houston
Fred Carroll, Houston
C. W. Pardo, Tampico

REFINING DEPT.

Port Arthur Works.—During the first week of March, we at Port Arthur Works witnessed the most intensive and successful Safety drive that has ever been put on in the Refining Department. The campaign was officially opened at a banquet on Monday evening, March 2, at which there were present all department

heads, foremen, and members of the various safety committees. There were also present visitors from practically all oil companies having plants in this vicinity. A real turkey dinner was served. Music was furnished by the John Von Benken Orchestra, and several numbers were rendered by the Texaco Quartette. The principal speakers were Messrs. F. P. Dodge, A. A. Nicholson, and V. R. Currie.

A feature of the program was that each day of the week was designated as a special day: Monday was Fire Inspection Day; Tuesday, Tool Inspection Day; Wednesday, Ladder Day; Thursday, Clean Up Day; Friday, Lock-er Day; Saturday, Leak Day.

Five able speakers were selected from the organization, and each day they delivered safety talks in different parts of the plant during the noon hour. A special plant paper was published daily to enable employees to keep in close touch with what was going on.

On Friday evening safety motion pictures and safety talks were presented at a down town hall, and on Saturday afternoon a children's matinee was given at a down town hall where children's safety motion pictures were shown and each child was presented with souvenirs of the occasion.

One of the outstanding features of the drive was the offering of a loving cup by the Management to the employee who had to his credit



Special Bulletin Board—March 2-7, 1925.

Stillman P. E. Wagner.

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Employment Office, Port Arthur Works

the longest period of continuous service without having sustained an accident. This loving cup was won by P. E. Wagner, Stillman, who has been employed at Port Arthur Works for twenty-one years and during this employment has never sustained an accident.

The slogan for this safety week was: "Make Port Arthur Works the safest Refinery in the world." It is felt that every employee on the plant did his share to get our campaign started in this direction. All entered into the spirit of the week, and keen competition was displayed between the various departments who were all trying to have the best record in accident prevention during the period of the drive. The progress being made by the various departments was shown on a board, specially constructed for the purpose, representing a race track upon which were cars representing the different areas of the plant. Each car daily progressed or fell back in the race in accordance with the accident record of the day previous.

The Management of Port Arthur Works wish to express to all their sincere appreciation of the assistance given in behalf of safety, which they consider such an important part of the work on this plant.

Port Arthur Terminal.—

WATER SHIPMENTS BY THE TEXAS COMPANY FROM
PORT ARTHUR, TEXAS, MONTH OF MARCH, 1925

Refined—Coastwise.....	1,241,821 bbls.
Refined—Foreign.....	352,677 bbls.
	1,594,498 bbls.
Crude—Coastwise.....	387,952 bbls.
Total.....	1,982,450 bbls.

Riverside Fullers Earth Plant.—Of the 19 men now employed, 14 were in the original force when construction work was started in 1922. Only two of these have broken service. Of the 5 others, 4 have been in service from 1 to 2 years, with only one man with service of less than a year. Can another Refining Department plant show as good a record for steadiness of employment?

Mobile Terminal.—We extend our deep and sincere sympathy to Superintendent Merren for the death of his wife at Mobile, Ala., on March 20, 1925. Mrs. Merren had been ill for a week, but the news came to us as a sudden shock and our profound sorrow has been aroused. We deeply feel the loss of one so beloved by her family and by her numerous friends. This sad event has cast a stillness over all employees at the plant, and we hope that Mr. Merren can find some solace to his bereavement in our sincere sympathy.

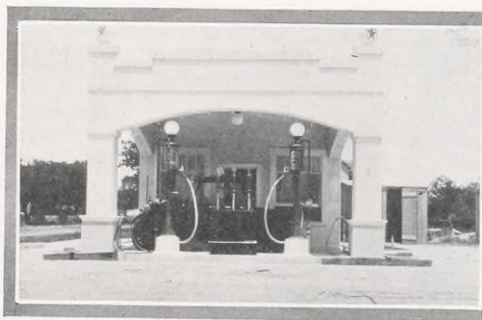
March was a month for Mobile Terminal when safety was diligently impressed upon all employees. Personal interest has been shown in all our safety measures, with the result that only one disability accident was registered against our Terminal in 1924. We are proud of the record, for we feel that danger through carelessness lurks here as well as at larger plants, and we also feel that it is a credit to the men and to the Company to evade these dangers.

LEGAL DEPT. A jubilant and congratulatory frame of mind possesses our Houston offices this last day of March over news of the arrival today of Edward Leslie Hogan, Junior, grandson of Judge Robt. A. John. Hearty congratulations are extended to all generations of both families. It is a new dignity for the paternal grandparents, Mr. and Mrs. E. J. Hogan, while Judge and Mrs. John renew their joys in ten other grandchildren.

Another reason why we have more law-breakers than other countries is because we have more laws.—*Associated Editors (Chicago).*

SALES DEPT. S. TERRITORY **Houston District.**—The good news came February 26 of a new arrival in the home of Agent C. C. Cox, San Antonio, Texas,—a boy, 10 pounds. Our congratulations to the happy parents.

The TEXACO STAR



Fuller's Service Station, Alice, Texas

This is now the biggest piece of business in the locality, having expanded its trade rapidly under the able guidance of Mr. Fuller.



Mr. Fuller leaving his deer park, an added attraction to the tourist camp maintained in connection with his station.



A. G. Garcia & Bros., Mercedes, Texas

This store of our good customer is one of the largest in Mercedes, and Texaco Products are featured with great success. In the picture employees and friends are rallying around the "flag" with the Texaco sign atop of it.



Temple, Texas

After some recent improvements, we consider our Temple A. F. S. one of the most attractive in the District.

D. O. Staff. The meeting was very interesting and the points brought out will be followed up by our operating department.



Tokio Filling Station, Houston, Texas

The oriental features are its name and decorations; real American Texaco quality products are handled by this neat and commodious filling station.

Dallas District.—Chief Motor Inspector H. E. Spear visited Dallas recently and presided at a meeting of Motor Inspectors and

Oklahoma District.—The outlook for the Oklahoma District is so good this year we can almost assure President Amos L. Beaty he will this year steer the good ship "Texaco" into an open sea of even greater prosperity than was experienced in the year 1924. We wish to congratulate the cartoonist who drew the picture on page 6 of the March issue of *The Texaco Star*; it's one to be studied and thought over.

As these news items go to the *Star* the Annual Oklahoma State Automobile Show is being opened to the public. Chief Clerk Jackson, Agent W. J. Hein of Oklahoma City, and Salesman G. E. Beaty are the boys who put in the beautiful Texaco Exhibit. As the booth is right near the orchestra pit, where the noted Hamm Orchestra of Chicago is holding forth, we fear the crowd is going to swamp

The TEXACO STAR

us, but the boys are prepared for being rushed and will see that Texaco is kept to the front, especially Texaco Motor Oil Ford.

Having sold the family home in Dallas, Mrs. H. J. Dougherty has joined Assistant Superintendent Dougherty in Oklahoma City, where they will make their home. Glad to welcome you, Mrs. D., we're mighty glad to have you with us.

Other new arrivals in Oklahoma City are Mr. and Mrs. G. E. Beaty, who come from Hugo, Okla., Mr. Beaty having recently been appointed City Salesman. The more the merrier, Mr. and Mrs. Beaty, in the Texaco Family.

Talk about broad smiles, hearty handshakes, and a face wearing a look of perfect contentment,—well, that's Construction Foreman J. M. Smith who has been marooned in Arkansas for the last three or four months. J. M. was so glad to get home he almost hugged all the girls' necks in the D. O. (but didn't). Glad you're home J. M.

Special Agent R. J. Crane and wife have moved to Enid, Okla., R. J. having been transferred recently to that territory. We hope you like your new home, although Oklahoma City will miss you.

We wish to announce the arrival of an 8-lb. boy on Friday, the 13th, at the home of Special Agent H. W. Paul of Little Rock, Ark. On the same day Mr. Paul and young John Paul Jones the 3rd took down in bed with the flu, and the next day the young daughter of

the house became seriously ill, necessitating the employment of three nurses to take care of the family. H. W. writes he always was afraid of Friday the 13th. We certainly don't blame him.

The D. O. boys have organized a new baseball team and are expecting to take some of the honors of the City League. We say they have organized, we should say, they have taken up their first donation. Go to it, boys, Babe Ruth was once a scrub!

The other night while local fans were listening to the "wild waves" trying to overcome the static (?), the following words were sung, broadcasted from WJAD, Waco, Texas:

"How do you do, Mr. Daniel, how do you do?"

How do you do, L. H. Daniel, how are you?

Though your hair is thin, we know,

Wash it good in Texaco—

That will surely make it grow.

How do you do?"

Shortly after the song was sung, Waco Station read several telegrams from all over the country, some of them being from Chicago, saying they had heard the Texaco Song which had been broadcasted, especially the verse dedicated to Mr. Daniel, and liked it very much, and to repeat it at some future date. It seems Waco Station sprung a surprise on Mr. Daniel, Waco being his old home town. ('Course L. H. D. thinks he has the best radio in town.)

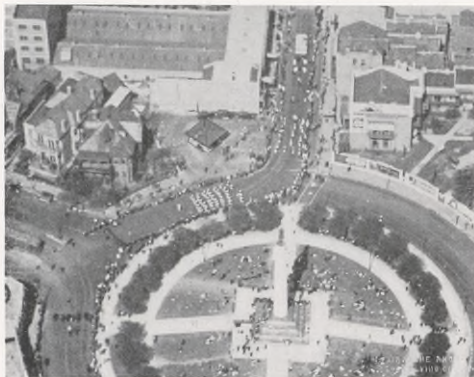
New Orleans District.—This incident presages how New Orleans District will move

Texaco Motor Oil Ford: A carload of that product was received at Jackson, Miss. Station a few days ago and Special Agent McLaurin and Agent Pierce together sold fifteen barrels thereof to a customer almost before the car was unloaded.

To these stations goes the honor of having a record of 100% in collections for February: Jonesville, La., and Columbia, Corinth, Magee, Philadelphia, Tylertown, Wiggins, Yazoo City, Mississippi.

Ninety percent or better was attained by DeRidder, Logansport, Lake Charles, Vinton, Louisiana, and West Point, McComb, Tunica, Boyle, Ruleville, Miss.

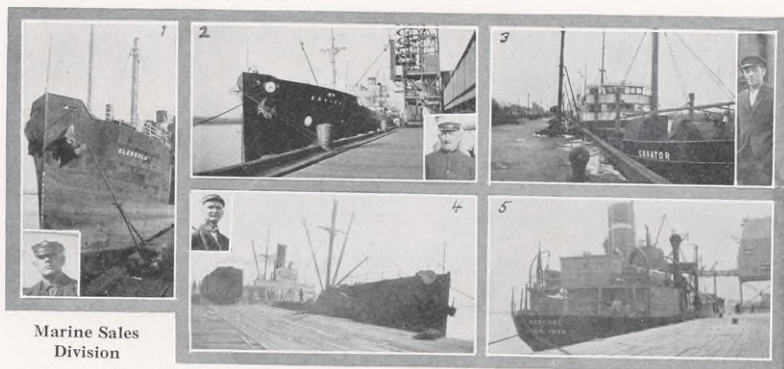
Agent. W. K. Pierce, Jackson, Miss., suffered the loss of his grandmother on March 15. All join in extending sympathy.



New Orleans A. F. S. No. 5

Taken from the air on Mardi Gras Day, February 24, 1925.

The TEXACO STAR



Marine Sales
Division

1. American Steamship "Glendola" belonging to the Atlantic Navigation Company, New York. The efficient chief engineer, Mr. Anderson, is shown in the inset. Texaco Marine Lubricants have given every satisfaction on board vessels comprising the fleet of the Atlantic Navigation Company, and our products have been highly commended by Chief Engineer Anderson and other engineers of the line.

2. Norwegian Steamship "Erviken" belonging to the H. J. Wallem Company, Bergen, Norway. Chief Engineer Knudson in the inset. Mr. Knudson has used Texaco Marine Lubricants for some time and has declared he has found them economical and entirely satisfactory.

3. Norwegian Motorship "Ekvator" operated by C. Hannevig Company, London, England. Chief Engineer Pederson in the inset. This motorship has been successfully lubricated with Texaco Marine Lubricants for many years, and although the vessel has changed hands several times our lubricants have continued to be supplied due to the fine record established on the ship.

4. American Steamship "Jeanette" belonging to Donald Brothers, New York. Chief Engineer Rasmussen in the inset. Texaco Marine Lubricants are used on vessels of this line and Chief Engineer Rasmussen has advanced the opinion that our products are second to none for marine lubrication.

5. American Motorship "Muncove" belonging to the Munson Line. Comparative tests on board this vessel have demonstrated the superiority of Texaco for motorship lubrication. Chief Engineer C. G. Gustavson has commented very highly on the satisfactory results obtained with Texaco Diesel lubricating oils and has declared that since using our products he has obtained perfect lubrication throughout.

Atlanta District.—Born to Mr. and Mrs. M. A. Wingate, Columbia, S. C., an 8-lb. girl on February 27. Mr. Wingate is Tank Motor-man at Columbia Station.

revolving slowly by means of an electric current and the crank case illuminated to eliminate shadows and give a clear sight of "That Golden Texaco Motor Oil" at work. Crowds

Florida District.—When the public has an opportunity of seeing a real quality demonstration, it is appreciated. We can describe the effect by telling you about the Texaco Petroleum Products Demonstration at the Jacksonville Progress Exposition, held in Jacksonville March 6 to 14. The photograph only gives you some idea of our exhibit. Visualize the display in the true Red and Green, and white, and gold. Here are the finished products in beautifully lithographed packages or containers arranged symmetrically. Above them in the rear are two photographs of our Port Arthur Plants. In the front and center of the booth is a six-cylinder motor, encased within glass, to show the mechanism and lubrication in operation, the motor crank shaft



Texaco traffic indicators

So popular has Texaco become in Panama City, Florida, that Mr. Texaco has been appointed Traffic Cop at many streets. This photograph of Harrison Avenue, the principal business street, shows a Texaco sign functioning as a traffic indicator. Agent Lewis at Millville, Fla., donated a number of these signs to Panama City, and this advertising plays a conspicuous part in Mr. Lewis' program for introducing Texaco products in his territory.

The TEXACO STAR

upon crowds of motorists, commercial car owners, industrial managers or employees, and other spectators were in front of this booth all day long. That they were impressed with what they saw and heard about Texaco Quality was evidenced by the way dealers in different parts of the City called up either at the District Office or at our Sales Station, telling us how this display had stimulated their demands for Texaco Motor Oils. More than this, some dealers in the City who did not handle Texaco Motor Oil began to feel that they were "out in the cold" and 'phoned our Station to send them some of that oil quick.

A long tale comes from Special Agent Williams about a recent addition of two alligators at the "Texaco Zoo", which is an important adjunct to Daytona Station. One of them measures $8\frac{1}{2}$ feet, and the other $6\frac{1}{2}$ feet. We haven't sufficient room to put the tales in the *Star*, so we must leave part of them out. The "Zoo" now has three large turtles, a small alligator, and the two large ones recently acquired. Hundreds of tourists visit the Daytona Texaco Zoo.

Spring has come! And with it, a young man's fancy, *etc.* Rumors are flying that our Stock Clerk, General Geo. C. Prewitt, and Recap Clerk, R. L. Brittain, are about to get into the clutches of matrimony. Looks like Cupid will earn promotion, for he is getting down to business in the D. O. Watch our prophecy by future announcements.



Texaco Products Demonstration at Jacksonville Progress Exposition



District Office force of Florida District

There are men so lacking in initiative that they do not even start for a vacant barber chair until some one gives them the nod.—*Ex.*

The man who knows more than the boss usually gets to be boss. The man who only thinks he knows more—well, that's different.

—*The Dipper.*

The TEXACO STAR

SALES DEPT. W. TERRITORY

Denver District.—

Denver Station is now pointed to as the pride of the Denver District. It is not only 100% on station facilities, all trucks having been recently painted and other equipment in first class condition, but it is thoroughly efficient from an accounting and sales standpoint. The selling force has recently been greatly augmented by the addition of five new salesmen. Don't get excited. The tank truck drivers of the Station have equipped themselves with order books and are ably acting in the capacity of salesmen. We feel that this new plan will surely increase our sales in Denver and vicinity. Great credit is due Agent John Huff, Assistant Agent Ernest Rogers, and their Denver Crew.

We were recently visited by Superintendent Fred Brees of Billings District and we were very glad to see our good friend. We have also been favored with visits from several of our Agents, among whom were consignment agents E. A. Calling, Gothenburg, Nebraska, and B. F. Moore, Bayard, Nebraska, and commission agents U. G. Gilger, Lyons, Colorado, and W. A. Jones, Alamosa, Colorado.

We welcome J. P. Cunningham as Agent at Gordon, Nebraska, *vice* L. B. Ferree resigned.

We also welcome back to our organization George Evans, who is to be again Agent at Chadron, Nebraska. We lose Jack Rea from Chadron to Omaha District in the capacity of Zone Salesman.

We are sorry to lose Agent R. J. Bruner of Boulder, Colorado, who has sold out his interests to A. W. Huff, our Agent at Canon City. Mr. Huff will have charge of both Boulder and Canon City—a task which we feel he is thoroughly capable of performing.



Littleton, Colo.

Our filling station at Littleton is on the highway between Denver and Colorado Springs. Agent J. T. Thompson is standing by the pump.



One of the large industrial plants in Denver which are lubricated 100% by Texaco products.

We are looking for great business from both Boulder and Canon City.

Business is something like aeroplaning. To stop is to drop and generally go bust.

—The Dipper.

A certain amount of opposition is a great help to a man. Kites rise against and not with the wind.—The Dipper.

El Paso District.—We welcome into the fold J. E. Webb, our new Agent at Fabens, Texas. Mr. Webb has been a 100% dealer for a long time and has such confidence in Texaco that he has erected his plant to spread the good tidings.



Fawn—coyote—cat

This picture was sent in by Senator Shapard, our Agent at Douglas, Arizona. Senator Shapard secures a carload order of lubricants in Nacozari, Sonora, Mexico, once or more than once each month, and the animals shown are his playmates after the work is all over.

The TEXACO STAR



Distinctive types of filling stations recently erected in Albuquerque, N. M.

The one at left is run by Johnson Brothers, always on the job to dispense Texaco. The other is operated by Sinnock Brothers. Jesse Sinnock, one of the brothers, was a machinist at the Santa Fe Shops, but he thought so much of Texaco that he resigned to open a Texaco filling station. This is of Indian type architecture.

Salt Lake District.—



Ephriam, Utah Station

Agent H. R. Meyers has been very successful in marketing Texaco in Ephriam. He is seen at the right and Truck Salesman Ed Blackman at the left.



Blue Mountains, Oregon

Note the clean roadway and the snow banks at the side. Huge tractor plows lubricated with Texaco motor oils and operated on Texaco gasoline keep this road to La Grange over the Blue Mountains open through the worst of the winter.

Spokane District.—The following Agents achieved 100% Collections in February:

J. J. Boyle, Blackfoot, Idaho
T. L. Kuhns, Dayton, Wash.
F. P. Shoemaker, Deer Park, Wash.
M. E. Duncan, Nampa, Idaho
F. L. Erdman, Rexburg, Idaho
E. G. Driskell, Shoshone, Idaho
E. T. Waters, Weiser, Idaho

Agent J. J. Boyle, Blackfoot, Idaho, finished first in a Spring Order Campaign conducted in this District during January and February. Mr. Boyle took the lead early and was headed only once. Near the end of the contest Agent Erdman, Rexburg, Idaho, took the lead for a few days, only to lose to a final spurt by the Blackfoot Agent. An engraved Texaco fob, offered by Superintendent Barton to the winner of the contest, will be presented to Mr. Boyle upon completion of deliveries.

We were glad to have a visit from Agent Audmer Playle of La Grande, Oregon Station. Those of us who had not previously had the privilege of meeting Mr. Playle were impressed

by his genial personality and we hope we may have the pleasure of soon seeing him again.

On February 18 another raid on our D. O. was staged by that old pirate, Dan Cupid. Our Accounting stenographer, Mrs. Eileen Hunter, became Mrs. George L. Rowles on that date. We extend heartiest congratulations and best wishes to Mr. and Mrs. Rowles.

Omaha District.—The Fourth Quarter Prize was awarded to Agent L. L. Johnson, Auburn, Nebraska, and it gives us pleasure to quote Mr. Johnson's formula on 'just how,' as given by him in a letter to Superintendent G. H. Seawell:

The Texaco Star brought the first good news of the \$200 *en route* to Auburn as Station Prize for the Fourth Quarter. I, of course, swelled with pride and satisfaction. I attribute this success to the prompt cooperation of our Superintendent, Mr. Seawell, members of his office force, our salesmen, and our dealers,—also to a certain amount of perseverance on my part.

Service is my motto, regardless of time or weather, but without true cooperation I could not have accomplished this.

At present the check is on deposit, a nice little nest

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egg which will hatch a decided amount of pep for 1925. Now that The Texas Company at Auburn is a little past one year old and that I have familiarized myself with all instructions, I am in a good position to double, even triple, the business this year.

Altogether, I consider myself fortunate to be one of the Texaco Family, and thank you most heartily for the prize money.

Omaha District made on Collections the required 75% and better for January and February 1925, and we are going to keep it up for the entire year. All agents and salesmen take notice.

Agent O. C. J. Weiss, Lincoln, Nebraska, has secured some good orders for Texwax. Congratulations, Oscar.

Superintendent Seawell wants every agent to appreciate that grocery houses are the largest distributors of household refined wax. If you have not solicited the wholesale grocery stores on this product, there is no better time than the present.

Salesman Harless, Zone No. 5, Omaha District, closed a contract on specialties and greases with the Outlaw Trading Post at Winner, S. D., one of the famous stores in South Dakota. Harless is going after industrial business and it looks like every industrial plant in his Zone will soon be lubricated by Texaco.

Agent Arie Newenhuis, Madison, South Dakota, has secured a renewal of a contract with the City of Madison. For this renewal, Arie, you are to be congratulated.

L. S. Swanson, Zone Salesman, Zone No. 2, is also to be complimented on the sale of a car of lube oil.

A. W. Sittler, Zone Salesman, Zone No. 1, is to be complimented on the sale of a car of lube oil. We would like to mention that Sittler makes a "buddy" out of each one of his agents and the agents always stand by "Sitt." Constant harmony, that is the idea, Sittler.

Springfield, S. D.
Filling Station
operated by
O. F. Truesdell,
a 100%
Texaco dealer.



We have several new members for the Exalted Order of Carloridius Carlorium, and just as soon as we can get their membership cards they will be forwarded.

H. L. Harless was nominated for the Honor Roll for February in the Omaha District.

Mr. A. W. Sittler announces the arrival of a 7-lb. baby girl. Congratulations.

Let the other fellow have his share of the talk; you can't learn much by listening to yourself all the time.

The tobacco now obtainable is bad enough, but just think what it would be if we had to bootleg it.—*Omaha Bee*.

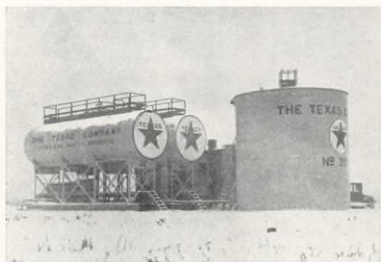
SALES DEPT.
N. TERRITORY

New York District.—Motor Mechanic F. Simmel recently gave the Long Island Territory a surprise in the way of an 8-pound baby girl.



The Drew Motor Co., Inc., Main and Clinton Streets, East Orange, New Jersey.
This customer, in business for the last year and now the largest dealer in the Oranges, uses Texaco Products exclusively.

The TEXACO STAR



Our new Refined Station at Ithaca, N. Y.

This is one of the stations recently built in our New Binghamton Territory.



Coopers-town,
N. Y.

Salesman
E. M.
Daley

This
picture
suggests
the title:
"When a
fellow
needs
a friend."

Boston District.—The Texas Company had an attractive exhibit at the Boston Automobile Show held in the Mechanics Building during the week March 9-14.



Whitman's Filling Station, Norton, Mass.
A recently acquired station of good promise.

H. J. McCarthy and R. A. Crowley, two old timers, have severed their connection with the Company. Mr. Crowley, who goes to Chicago to enter other fields, was presented with \$30 in gold by his associates in the D. O. who all wish him well in his venture. Ill health has made it necessary for Mr. McCarthy to leave us, and as a token of the esteem in which he was held by all he was presented with a traveling set, fountain pen, and pencil. All wish for him a speedy restoration to good health.

Philadelphia District.—On March 6 the District bid its official farewell to Assistant Superintendent Leo Deutsch and Supervisor of Sales Robert Schmook, who are returning to the wide open spaces of Ohio where they will engage in business for themselves. To say that we wish them well puts it mildly. These men are held in the highest esteem by every one in the District and it was a shock to learn that they were leaving. Those who were present in Mr. McCarthy's office during the presentation of a watch and chain to Mr. Deutsch and a traveling bag to Mr. Schmook seemed to realize deeply that they were losing



First Woolen Mill in the United States of America—established in 1802

The Sutton Mill at North Andover, Mass., as it looks today and as it looked in 1826

We recently closed contract for their entire lubricating requirements for 1925. For the photographs we are indebted to Engineer Johnson of the Sutton Mill at North Andover.

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not only men of great ability but men who always fought for the square deal. We hope they will be successful in their new venture, for they are the kind of men who do not recognize the word "failure."

We congratulate our new Assistant Superintendent, H. B. Joseph. "Joe," as he is known to his friends, is a very fine fellow and we all feel that it is right and proper that his service and ability were recognized. We confidently expect a continuation of the fine spirit of loyalty and coöperation that existed during the regime of his predecessor.

Raymond J. Byrnes has been placed in charge of Operations, this to include Supervision of Refined Stations, Motor Equipment and Pump and Tank Equipment, Operation and Maintenance. We know that "Ray" is going to make a success of his job, for he is that kind of a fellow. He has the friendship and good will of every one in the District and we are all for him.

Chicago District.—Four of our Agents are quite agreed that 1924 Quarterly Prizes are "Just fine—Thank you."

We have finished our spring moving and are now all prepared for spring business to open up.

Well, we won't have to worry about Pittsburgh District getting ahead of us any more. We have overtaken it and swallowed about half of it, as it were.

New Stations added to Chicago District: Cincinnati, Columbus, Toledo.

There must be "something" about the climate of St. Louis; some of our best developments have come out of St. Louis.

A. F. Diekmann has been appointed Agent at Detroit, having served as Warehouseman and later Chief Clerk at St. Louis.

James G. Vedder has been appointed Agent at Kansas City Station *vice* A. J. Sewing assigned to other duties.

E. C. Woodin has been transferred to Kingsbury as Acting Agent *vice* W. L. Cole who has left us after a long period of service.

G. W. Capouch has been transferred from Agent at Morris to Archer Pitney Station as Salesman, Morris territory has been added to Joliet.

We extend sympathy to Agent L. F. Brown of Joliet Station who reports the death of his mother on March 5, and to D. F. Fisher, also of Joliet, whose mother passed away last month.

As all are acquainted with their Iron Stenographers by now, we would like to ask Mr. Groves (when he gets back from Europe) just what it was he said that sounded like, "Oh Nell—how can I get that off the cylinder."

Norfolk District.—As stated in last month's issue of the *Star*, we are proud of our basket-ball team. Not content with winning the championship of the Industrial League, with fourteen victories and no defeats, they pushed their way to the semi-finals of the Elimination Tournament held in Norfolk which was composed of sixteen of the best teams in the city. Doped by the wisecracks to be eliminated the first night of play, they came through with flying colors defeating the fast U. S. Naval Hospital team by score of 36 to 24. They then proceeded to defeat the champions of the National Guard League by the score of 35 to 21. Then they went down to defeat at the hands of the fast Fortress Monroe team by score of 30 to 25. This team had previously beaten by one-sided scores two teams that were picked before the start of the tournament to class in the finals. Our boys fought hard to the last minute of play, thereby gaining for themselves much deserved glory, and have been picked by the sport editors as the second best team that was in the tournament. These boys deserve much praise for their work throughout the season, always sticking together and working hard.

Our esteemed Ass't Chief Accountant, J. R. Walker by name, in a sitting position, recently assumed the role of a Jack Dempsey. When confronted by an angry player of our opponents in a recent basket-ball game, who went up in the balcony to resent a remark made by one of the fans, the future Jack Dempsey proceeded to stretch himself and give the player a full view of his six-foot-five-inches and 250 pounds, and said: "Well, I won't deny it and I won't admit it, but what are you going to do about it." Whereupon, the player knocked down six people in getting out of sight.

Supervisor of Motor Equipment R. A. Williams and wife are the proud parents of Mary Jeanne, born March 7, 1925.

His capable assistant, H. J. Dunstan, however, was just a step ahead of him, as the proud father of William Arthur.

We are glad to report that R. S. Wilson, of the D. O., is back on the job again, after being out on account of illness.

The TEXACO STAR

We are sorry to lose such good salesmen as D. L. Sasser and S. J. Noreck, who recently left us to accept positions in other than the oil business. We wish them luck and know that they will make good.

Someone asked the writer recently what F. J. Donovan, of the Territorial Office in New York, was going to do with all the eggs a friend of his in Norfolk was sending him. It can't be possible that he is going to make eggnog to celebrate the victory of the Tars over the Giants. We know everything but your telephone number, Mike, so you had better give us that and we will know everything then.

ASPHALT SALES DEPT.

Loss of voice due to a cold is very inconvenient, to say the least. Some workers, not over conscientious, might consider it sufficient excuse to stay away. Not so with R. E. Donohue, Superintendent of Operations of this Department. For several days he has been as lacking in voice as Texaco products are in impurities, and that's saying much. "Don" hobbled along for a while the first day, succeeding through worlds of patience in conveying his wishes and thoughts to his assistants. Finally the supreme test came when the telephone on his desk rang out urgently. Nearby workers looked up, wondering how the resourceful "Super" would get himself out of this predicament. He remained unruffled. Taking the receiver from the hook and placing it to his ear, he beckoned to Mr. Julius, his assistant. Mr. Julius, as instructed, said the preliminary "Hello" and waited. A couple of seconds passed during which "Don" listened calmly to the voice at the other end. Then he whispered a few words to the assistant who repeated them faithfully into the 'phone. Why, wherefore, or to whom he knew not. Thus the conversation was conducted. What the person at the other end thought of the situation is hard to say. Many similar calls, carried on in the same fashion but with increasing efficiency, punctuated the day's work. And through it all "Don" maintained the same calm unconcerned expression.

We introduce to the organization Richard Cunningham Hayes, weight seven pounds, who arrived February 26, 1925. There is but one topic of conversation for the Chief Accountant of our Southern Division these days: What is the youngster to be? Speaking confidentially the other day, the fond father expressed the opinion that the boy had all the earmarks of

a first class Texaco Asphalt salesman, or, for second choice, an Attorney General.

O. F. Reynaud, Texaco Asphalt salesman in Southern Texas, has demonstrated his sales ability in a new way. In the past he has proved his possession of this quality by successful promotion of Texaco asphalts and road oils in the Lone Star State. Now he gives a further demonstration by winning the second prize of \$25 in a contest conducted jointly by the Y. M. C. A. and the Salesmanship Club of Houston. The occasion was the conclusion of a salesmanship course given by the Y. M. C. A., which Mr. Reynaud attended. His excellent discussion of "The Value of Thrift and Its True Meaning" won second honors. Our hearty congratulations are extended.

In the first part of March the newspapers reported the discovery in Babylonia, by American and British explorers, of the Temple of the Wife of the Moon God, said to have been constructed 650 B. C. The explorers reported the difficulty of gaining any knowledge from the walls of the temple, because they had deteriorated practically to dust. "But," they added, "the floors are of brick well laid and spread with bitumen, looking like modern asphalt, and with their help all the outlines of the chambers could be traced, even where the walls inclosing them have altogether perished." Thus, we have still another proof of the extraordinary waterproof and preservative qualities of asphalt.

EXPORT DEPARTMENT

Mr. Kaula of Sydney and Mr. Voorwinden of Java discussing an engineer's report outside the Orange Hotel at Soerabaya, Java.



The TEXACO STAR



Rio Branco, State of Pernambuco, Brazil

Rio Branco is a big interior distributing center for the outlying regions—called the “sertao” or woods. The first photograph shows a shipment of Texaco products at Rio Branco railway station awaiting mule-train transportation to points further out; the second, a mule-train carrying Texaco cases starting out from Rio Branco for the “sertao.”



Texaco Asphalt Pavements, Recife, Pernambuco, Brazil



Captain Lafay, of French Military Mission to Brazil

He recently performed a number of exhibition flights in the principal Brazilian cities. This daring aviator, who, if anyone does, realizes the importance of dependable gasoline, bought Texaco Gasoline for all his hazardous flights.

PRODUCING DEPT.

WHO'S WHO IN THE PRODUCING DEPARTMENT.—W. V. Bowles entered the service of The Texas Company September 24, 1915, as driller at West Columbia. He was transferred to the Land and Lease Department as Chief Scout, headquarters in Houston. After serving in this position a short time he was transferred to West Columbia as Field Superintendent. The next step made him Assistant General Superintendent of the South Texas Division. In that capacity he served until his appointment as General Superintendent in October 1922.

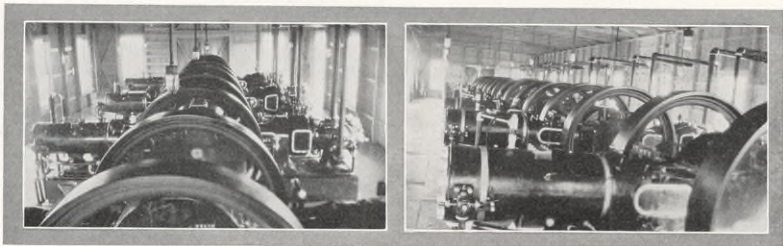
Mr. Bowles



W. V. Bowles
General Superintendent
South Texas Division

has had a wide experience in drilling, production, and leasing. He started in the oil business while a boy in his teens at Spindletop in 1902, associated with his father and brothers as operators. They were the first to build up production from the shallow sands in this field. They sold out and entered Oklahoma in the early days of the oil development.

The TEXACO STAR



Views in Room No. 1 and Room No. 4, Casinghead Gasoline Plant, Electra, Texas. Photos by C. G. Marshall.

He returned to Texas and drilled some wells at Goose Creek, and if his associates had backed him up, he probably would have brought that field in many years before it was brought in.

Mr. Bowles is enthusiastic over golf and thinks he plays a rotten game, but there are very few players who can hole out in one from a sand trap.

Houston to Dallas to be District Foreman.

V. O. Wright is District Foreman at Burkburnett vice J. F. Wolfe resigned.

E. H. Davidson is now District Foreman at Olney, and H. J. Basham is District Foreman at Holliday.

The Texaco Association of New York

On Wednesday evening, March 11, about 800 members of the Association and their friends assembled in the Grand Ballroom of the Hotel Pennsylvania and danced again to harmonious strains of music from the Carolinian Orchestra. The Crystal Ball and Spotlight Dances were in great demand and created a spirit of exultation in the hearts of all present.

During the intermission two prizes, each a \$10 gold piece, were awarded to the holders of lucky numbers, one going to Miss Bennedetti of Long Island and the other to Mr. Oscar Lasse of Jersey City.

Several of the officials of the Company were present including Mr. Amos L. Beaty with Mrs. Beaty, Mr. W. W. Bruce, Mr. C. E. Woodbridge, Mr. H. W. Dodge, and Mr. A. F. Colling.

This is the first dance given by the Association this year, but the Entertainment Committee has arranged for another at the Hotel Pennsylvania on Friday, April 17, and it is expected that even a greater number will be present at that time.

TEXACO BOWLERS AGAIN VICTORIOUS.—Growing out of the defeat of the ladies of the American Exchange National Bank by the ladies of the Texaco Association at the Caledonian Club on February 17, the men of the American Exchange National Bank challenged our bowlers for a match game to be rolled on the same alleys. The games were played on



Texaco Basket Ball Team, Louisiana-Arkansas Division

Entered in the Shreveport City Cage League. The office forces were afforded fine recreation, although they did not win every game. A baseball team, made up from various departments, is being organized to enter the Shreveport City Baseball League.

Left to right: T. O. Dean, C. C. Allen, T. J. Scott, T. O. Winn, M. L. Long, M. B. Helm, A. L. Richards, Blanton Lloyd, T. W. Griffith.

PIPE LINES

D. L. Merzbacher, delivery gauger at West Dallas, who underwent a serious operation in February, has been in a critical condition. We are glad to report that he is now on the road to recovery.

Our sympathy is extended to H. Williams, Telegraph and Telephone Foreman, on account of the death of his mother on March 3 at Ft. Crook, Nebraska.

C. O. Crouch has been transferred from

The TEXACO STAR

February 27 and witnessed by many 'rooters' for both teams. At the termination of the three games the Texaco colors were still flying high, we having won all three games by scores 780 to 626, 824 to 666, 637 to 597, or total pins 2241 to 1889.

High score for the Texaco Team was made by Mr. Duff, with a score of 203, while Mr. Elias carried the honors of the opposing team with an individual high score of 171.

This was a match game, but, of course, no prizes were played for. One of the fair 'rooters' for our team, however, agreed to recompense one of our men should he obtain a total of 180 pins during the game, but he fell a few pins short of making the goal. After the games were over we heard someone say that "he should be compensated for his strenuous efforts." We are unable to state whether the prize was awarded.

Continued from page eight

werp, Belgium; and the organization of a selling department in the North Atlantic States.

At the formation of the Eastern Sales Division in 1907 he was appointed Manager.

When the Northern Territory Sales Department was created in 1909 he was appointed Manager and in 1914 also Chairman of the Advertising Committee, holding these positions until his promotion to Treasurer on April 7, 1925.

Our new Manager of Sales Department Northern Territory, H. W. Dodge, was born at Cameron, Texas, on July 7, 1891.

He entered the service of The Texas Company in the summer of 1905, his first position being messenger boy in the general offices at Beaumont, Texas, at a salary of \$10 a month. After a while he was put in charge of the mail and stationery room, filling in odd moments with clerical work in the Sales Department.

When the Company moved its Home Office from Beaumont to Houston a Sales Department district accounting office was organized and he was placed as sales sheets checker. He worked around in this office filling all of the desks except that of Chief Accountant.

He was sent out as an auditor, then transferred to Houston Station as helper in the Warehouse, then to various other duties, in-

cluding in one of his promotions a position of stake wagon driver.

After filling all positions at the Houston Station except Agent, he was transferred to Colorado Springs, Colorado, as Agent. Two years at Colorado Springs, then Agent at Pueblo, then Traveling Salesman with headquarters at Pueblo.

After an interim during which he completed a law course at the University of Texas, he was appointed Agent at Houston Station and shortly Assistant Superintendent of Houston District.

Then followed the appointments: Superintendent of Oklahoma District and Assistant General Lubricating Assistant at Houston.

In 1922 he was made Manager of the newly created Sales Department Western Territory, and now on April 7, 1925, Manager of the Sales Department Northern Territory.

It is to be noted that Mr. Dodge has filled with high record almost every distinct Sales Department position.



H. W. Dodge

A man who intends to keep his promises does not make many.

CRUDE OIL PRICES AT WELL

March 31, 1925

Penna., Bradford.....	\$3.65	Homer.....	\$1.45 to 1.80
Other Penna.....	3.55	Caddo.....	1.70 to 2.05
Indiana.....	2.03	DeSoto.....	1.90
Canada.....	2.73	Bull Bayou.....	1.55 to 1.85
Ragland, Ky.....	1.20	Crichton.....	1.70
California.....	1.25 to 2.40	Gulf Coast.....	2.00
Kan. & Okla.....	1.35 to 2.35	Mexia.....	2.00
N & N.C. Tex.....	1.35 to 2.35	Luling.....	1.15
Eldorado.....	1.60 to 1.70	Currie, Powell.....	2.00
Smackover.....	1.00 to 1.30	Wortham.....	2.00
Haynesville.....	1.60 to 1.70	Wyoming.....	1.28 to 2.15

SUGGESTIVE INDEX OF CURRENT ARTICLES

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. New Era for Refiners Here. Dr. Roy Cross.—*Petroleum Age*, March 1, 1925.

Corrosion Troubles in an Oil Refinery and Some Remedies for Them. Dr. F. W. L. Tydeman.—*National Petroleum News*, March 4, 1925.

LABORATORIES. The Effect of Crank-Case Dilution. D. P. Barnard.—*Ind. & Eng. Chem.*, March 1925, page 278.

A new Type of Silica Gel. Harry N. Holmes and J. Arthur Anderson.—*Iditto*, p. 280.

A System of Boiler Water Treatment Based on Chemical Equilibrium. Ralph E. Hall.—*Iditto*, page 283.

The Oil Fields of Argentina. Campbell M. Hunter.—*J. Inst. Pet. Tech.*, December 1924, page 829.

Fuel Oil Resources of the Future. Alfred W. Nash and H. G. Shatwell.—*Iditto*, page 854.

Bauxite as a Refining Agent for Products Distilled from Petroleum. A. Guiselin (Translated from the French).—*Iditto*, page 918.

Note on the Determination of Lead Tetra Ethyl in Motor Spirit. W. R. Ormandy.—*Iditto*, page 954.

PRODUCING. Statistical Slant on the Natural Gasoline Industry. H. J. Struth.—*The Oil Trade*, March 1925.

SALES. Yes, We Can Cut Marketing Costs. Herbert Hoover.—*The Nation's Business*, March 1925.

GENERAL. Wide Open Purse and High Local Taxes. Senator Arthur Capper. *The Nation's Business*, March 1925.

Profits.—A Man Who Isn't in Business to Make Money Isn't in Business at All. William Trufant Foster and Waddill Catchings.—*The Nation's Business*, March 1925.

Working Out Questionnaires. A. F. Hinton.—*National Petroleum News*, March 11, 1925.

Fresh Light on the Serajevo Crime. Mary Edith Durham.—*The Living Age*, March 7, 1925.

A Disillusioned Cuban. Dr. Emilio Roig de Lenchenring.—*The Living Age*, March 7, 1925.

Driving First Tunnel through the Continental Divide. Robert G. Skerrett.—*Compressed Air Magazine*, March 1925.

Large Scale Electrical Development. (Thirty signed articles).—*The Annals*, American Academy of Political and Social Science, March 1925.

BOOK. Use of the Telephone in Business. (What difficulties can arise. How they are overcome. How you can assist in overcoming them.) J. C. Scammell.—*Ronald Press Company*, New York. \$1.25.



Sao Paulo, Brazil

The Palacio das Industrias in Sao Paulo where the Automobile Exhibition under the auspices of the Associacao de Estradas de Rodagem was held recently. The exhibit of The Texas Company (So. Amer.) Ltd., which is shown at the left, attracted much attention.

We need not concern ourselves much about the rights of property if we will faithfully observe the rights of persons. Under our institutions their rights are supreme. It is not property but the right to hold property, both great and small, which our Constitution guarantees.

—*President Coolidge.*