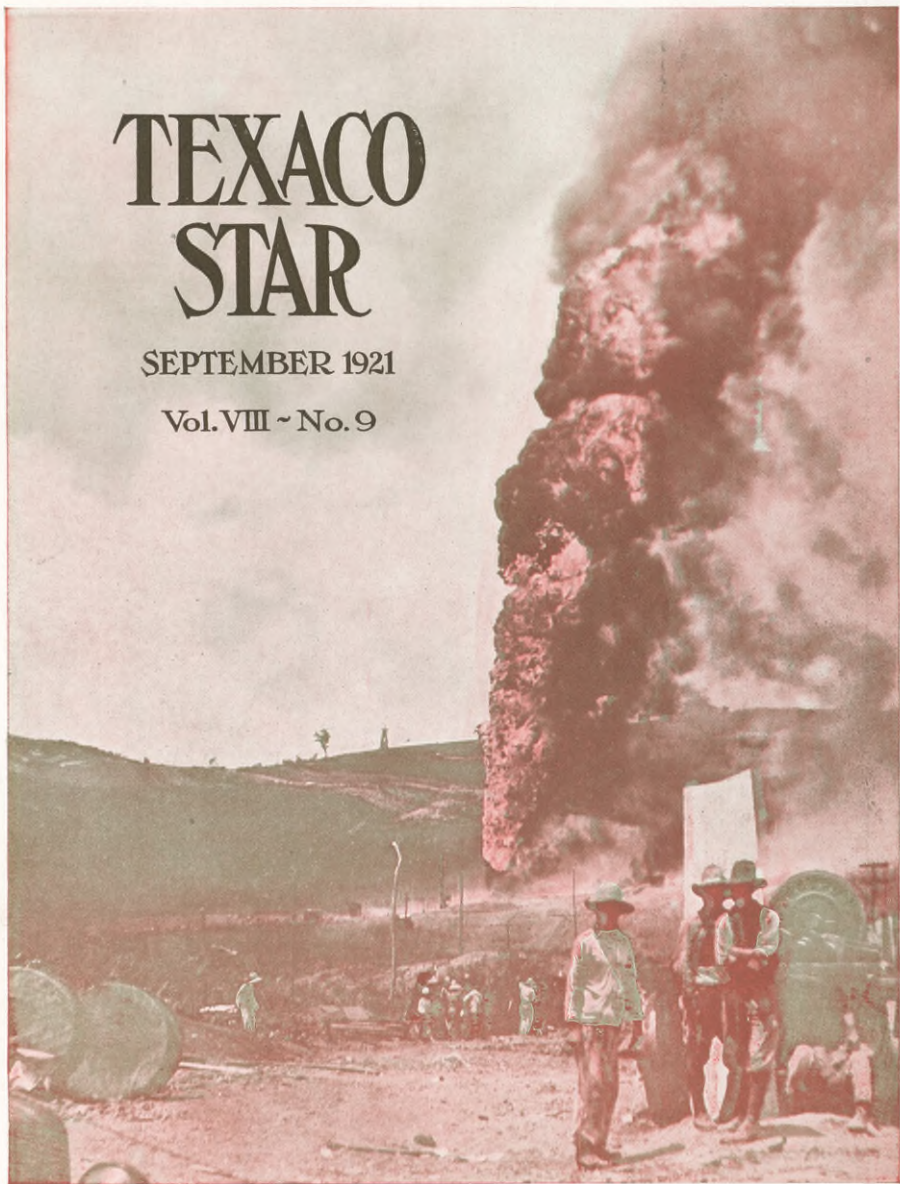


# TEXACO STAR

SEPTEMBER 1921

Vol. VIII ~ No. 9



SHELDON & JAUER WELL BURNING 60,000 BARRELS A DAY—AMATLAN POOL, MEXICO



## Vacation Stuff

Just up for the week end, after supper I wandered out to the big boulder the kids called "Lookout Mountain."

With a disreputable and, consequently, highly treasured briar pipe hanging from my teeth, I hunkered down in the lee of the rock to smoke, rest up from the train ride, and let the workaday world lose itself in the fast darkening afterglow of the dying day.

The Kid had pleaded for, and received a special dispensation, permitting him to stay up later than usual. Sharing my quiet mood for a while ( and, no doubt, tired out by a hard day's play ) he snuggled up beside me and silently watched his dad blow smoke rings.

Presently he leaned back his little head and watched the stars come out one by one, each in turn adding to the beauty of the perfect August night.

After a while he said "Gee, dad! there's an awful lot of stars out tonight, ain't there?"

Just then the young school master, who had walked up from the boys' camp on the lake, gave us a friendly greeting and said, "Wonderful night! Never saw so many stars. Wonder how many of them I remember by name."

Then, gazing round the heavens and half talking to himself, he said "There's Ursa, and over there are Arcturus and Spica, and there's Vega, Capella, Crater, and there's Lyra and, let me see now, there's Cygnus and Altair and—"

Before the school teacher got half way through his list, the Kid was up on his feet, round-eyed with excitement, "Gee whiz, dad, that Company you work for

must be *some* Company—they named the stars after all the Texaco Oils! Sure, dad, I saw all those names in one of your Texaco books."

It was the school teacher's turn to be astonished. "What's he saying? What under heaven does he mean?" "Oh, he's all right," said I. Just got the cart before the horse. No, son, those stars were named thousands of years ago."

"Then how—?"

"Oh, well, I can't escape business even up here—I'll tell you," and partly for the benefit of the school teacher I explained: "You know The Texas Company's trade mark?"

"Yes, I have often seen it on oil barrels and tank cars. It's a big red star with the green T."

"As you know, we make many different kinds of oils—and years ago when we selected trade names for them, you might say we 'searched the heavens'. Our idea was to secure names in keeping with our star trade mark, and that is why so many of our Lubricating Oils carry the name of a star or a constellation."

"By Jupiter! that's a great idea!" said the school master. "It's almost poetry."

"Yes," said I, "but it's practical. It serves to connect and identify our brand names with the family mark."

"Dad," said the Kid, "why didn't you tell me that before?"

And right then the thought occurred to me that a great many people, who are using Texaco Oils, might be interested. So I made a mental resolve to print this little story in "Power," and here it is.

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The above is from the August issue of "Power", one of the technical papers used to reach engineers and mechanical executives. It was thought that a change from the strictly technical advertisement might be welcome during the month of August, so this was run.

ADVERTISING



DIVISION

## FRICITION

Why should the word "Friction" be taboo with so many of us? A little friction now and then doesn't hurt—it helps. Friction is not always mere wear-and-tear. It is often the "healthy rub that makes things brighter"—the resisting force that makes things go.

Soothing oils make life run smoothly and pleasantly, but friction, after all, is the important agent of efficiency in this work-a-day world. The man that sets out to slide smoothly through life on a well-oiled track is ever in danger of losing his footing and slipping on his own oil into the limbo of oblivion.

Life needs plenty of oil—but it also calls for a full measure of grit, and grit means friction.

The locomotive engineer oils the internal parts of his engine, but he would get nowhere if it were not for the friction of his engine wheels on the track. And when his wheels slip and slide, he runs sand on the track to make more friction. He knows that he can only climb up-hill by friction; and that the only means by which to check and control his engine on a down-grade is friction.

The engineer of a locomotive knows that,—and so does every other kind of engineer, and every man of achievement in every line of endeavor.

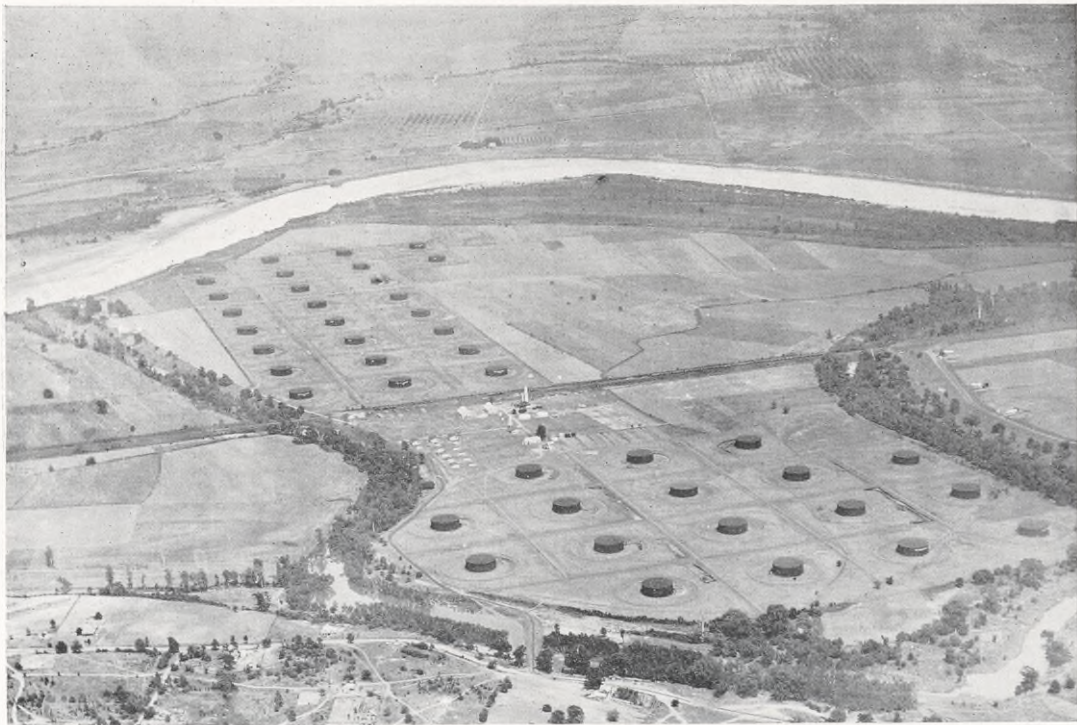
When an organization of any kind gets to be an assembly of easy acquiescent individuals who give "yes, yes" to each other, like nodding china mandarins on a mantel, that organization is headed for the down-hill grade,—and it cannot be saved by oil. It is only when someone comes out with a firm "No," in a spirit of well-timed opposition, that things begin to move.

There is nothing more pregnant with results than an honest and earnest difference of opinion; there is nothing that clears the air better than an intelligent forceful clash of mind on mind.

Not that friction is all there is in the making of things. Too much friction may mean the unmaking of things. One may spill sand not only on the track but all through the works. The essential fact, however, is that in all human affairs, there is a place for sand as well as oil.

The old Romans hit it right centuries ago and crystallized it in a phrase: "*Suaviter in modo, fortiter in re*," "suave in manner, firm in fact," or "temperate in method, but resolute in action"—in brief, "oil in the works, sand on the track."

—W. D. Moffat in "The Mentor,"



THE TEXAS COMPANY'S ARDIS WORKS AND TANK FARM ON THE RED RIVER NEAR SHREVEPORT, LA.—EDGE OF SHREVEPORT IN FOREGROUND

# TEXACO STAR

VOL. VIII

SEPTEMBER 1921

No. 9

PRINTED MONTHLY FOR DISTRIBUTION TO EMPLOYEES OF  
THE TEXAS COMPANY

"ALL FOR EACH—EACH FOR ALL"

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

THE FOREWORD of this issue presents a point in business philosophy which is important in proportion to the size and complexity of the business organization. As size and complexity increase there is ever present danger of lapsing into weaknesses and faults which characterize administrative departments of the government. It would be well to read in this connection the foreword of our issue for last April, which pointed out some of the specific conditions that cause government departments, in all countries, to be slow and wasteful and incompetent.

The peculiar danger for "big business" lurks in an insidious tendency to fall into systems of operation resembling the "Civil Service" methods of government departments. Such a dry rot throughout a great organization is paralyzing. No separate mistakes of individuals who have and exercise responsible initiative, could be so damaging.

The result is the same whether it be caused by executive attempts to impose responsibility without commensurate authority; or comes to pass through tolerating the avoidance of responsibility by those on whom it has been properly placed.

"Passing the buck" is the slang appellation of the most characteristic vice of the present time. It has spread among the admirers of uniformity and mass-action the world over, ravaging human character as the Russian Thistle deflowered our Dakota fields. If unchecked in a business organization, its proponents will soon arrange a system in which nobody will be to blame, no matter what happens.

The coward or lazy avoidance of responsibility frequently masquerades under the camouflage of *courtesy, considerateness of feelings, sympathy, the human element*, or other sentimentalities. As the foreword

expresses it: "When an organization of any kind gets to be an assembly of easy acquiescent individuals, who give 'yes, yes' to each other like nodding china mandarins on a mantel, that organization is headed for the down-hill grade."

Legitimate criticism, made "for the good of the order," is the duty of every responsible member of a business organization. The egotistical reaction on the part of one so criticised is a "baby act." The matter ought to be looked at quite impersonally. If the criticism is mistaken, show the justification of the course pursued; if well taken, acknowledge it and avoid the same error in the future. Court, do not shun responsibility. We should *hold ourselves* responsible.

In a well organized business no one is independent, neither is anyone dependent; all are inter-dependent. The greater the responsibility the greater is the authority—these must be commensurate; but no one is without any responsibility or any authority. No one who thinks of himself before thinking of his responsibility is worthy to have authority over others.

True courtesy and kindness and helpfulness are important in business, as in every sphere of life, but every genuine worker stands up for the success of the job for which he is responsible. This spirit is indispensable in a complex organization. In a compact business one mind or one group of minds may be in position to survey its whole field and be directly cognizant of changing conditions in every quarter. In a far-flung complex business only the most wisely designed and maintained organization can secure an equally effective guidance and control. If the organization and the spirit of responsible initiative do not provide ways for prompt decisions in varying local situations, many losses will be

## TEXACO STAR

sustained. If the individuals concerned think not of responsible initiative, but chiefly of playing safe, of keeping records clear of offense, of avoiding technical mistakes for which some authority might blame them,—then the consequences of lethargy and unwieldiness can not be escaped.

If a great business organization is to function effectively it must avoid everything resembling Civil Service rules and regulations and red tape. Under any such regime as the Civil Service, the best is like the worst—in a night in which all cows are black. Such a regime deliberately interdicts intelligent control and operation. The stimuli of appreciation and censure, reward and penalty, are inhibited. Responsibility becomes so diffused that it is practically nowhere. Prompt decisions can not be made, and the vitally needed action is generally—*too late*.

\* \* \*

There was a ballad, very popular at the front during the war, telling the experiences of an Officer Commanding who needed blankets for his little army and wanted 'em right away. Some of its lines describe how business ought *not* to be done:

And the Quartermaster answered with a wan  
Official smile:  
I shall send a requisition in the Legal Form and  
Style  
To The Acting Tenth Assistant in The Board of  
Speed Control,  
Who will Docket it and poke it in the Proper  
Pigeonhole.  
When The Eighteenth Under-Deputy has found  
it hiding there,  
He will Specify and Advertise with Custom-  
ary Care;  
So, in time, they'll give a Contract—though I  
can not tell you when;  
But I think you'll get your Blankets when the  
robins nest again.

\* \* \*

If you can not plan well you will not build wisely.

Men are qualified for civil liberty in exact proportion to their disposition to put chains upon their own appetites—in proportion as their love of justice is above their rapacity—in proportion as they are most disposed to listen to the counsels of the wise and good, in preference to the flattery of knaves. Society can not exist unless a controlling power of will and appetite be placed somewhere; and the less of it there is within, the more there must be without. It is ordained in the eternal constitution of things that men of intemperate minds can not be free.—*Burke*.

Another unit of The Texaco Circulating Library has been made up. This will be delivered into the custody of the Shreveport Division Office of the Producing Department. That office will doubtless arrange to make this unit available for our people at Oil City, Naborton, Homer, Jennings, and Vinton, of the Producing Department, and for the Ardis Works of the Refining Department.

The development of The Texaco Circulating Library has just begun. Our "principal stockholders and officers and leading employes" are again kindly reminded that The Texas Company is depending upon them to send in all the books they can spare from their libraries. Please do not longer defer the attention this matter really deserves.

\* \* \*

Consider what you have in the smallest chosen library. A company of the wisest and wittiest men picked out of all civil countries, in a thousand years, have set in best order the results of their learning and wisdom. The men themselves were hid and inaccessible, solitary, impatient of interruption, fenced by etiquette; but the thought which they did not uncover to their bosom friend is here written out in transparent words to us, the strangers of another age.

—*Emerson*.

Have you ever rightly considered what the mere ability to read means? That it is the key which admits us to the whole world of thought and fancy and imagination? To the company of saint and sage, of the wisest and the wittiest at their wisest and wittiest moment? That it enables us to see with the keenest eyes, hear with the finest ears, and listen to the sweetest voices of all time?—*Lowell*.

### CRUDE OIL PRICES AT WELLS

September 1, 1921

Pennsylvania . . .	\$2.25	De Soto . . . . .	\$1.15
Corning, O. . . . .	1.20	Bull Bayou . . . . .	.50
Cabell, W. Va. . . . .	1.11	Crichton . . . . .	.75
Newcastle . . . . .	1.98	Caddo Light. . . . .	1.25
North Lima . . . . .	1.58	Caddo Heavy. . . . .	.60
South Lima . . . . .	1.58	Vinton . . . . .	.80
Indiana . . . . .	1.38	Jennings . . . . .	.80
Princeton, Ill. . . . .	1.27	Spindletop . . . . .	.80
Illinois . . . . .	1.27	Sour Lake . . . . .	.80
Canada . . . . .	1.98	Batson . . . . .	.80
So nerset, Ky. . . . .	1.25	Saratoga . . . . .	.80
R igland, Ky. . . . .	.60	Humble . . . . .	.80
California Light. . . . .	2.45	Goose Creek . . . . .	.80
California Heavy . . . . .	1.10	Markham . . . . .	.80
Wyoming . . . . .	.85	West Columbia. . . . .	.80
Kansas and Okla. . . . .	1.00	Corsicana Light. . . . .	1.00
Cushing . . . . .	1.00	Corsicana Heavy . . . . .	.50
Hewitt . . . . .	1.00	Electra-Petrolia . . . . .	1.00
Haldton . . . . .	.60	Ranger . . . . .	1.00
Homer . . . . .	1.25	Burkburnett . . . . .	1.00

## TEXACO STAR

A young man will be wiser  
By-and-bye;  
An old man's wit may wander  
Ere he die.

—Tennyson.

### THE MIDDLE YEARS

This is the burden of the middle years:  
To know what things can be or not be known . . .  
Then death seems not so dreadful with its night  
That keeps unstirred the veil of mystery;  
Then no acclaimed disaster can affright  
Him who is wise in human history. . . .  
I can more tranquilly behold the stars  
Than once I could. Their alien majesty  
Awakes in me no longer desperate wars  
Against their far indifference circling by.  
For I too have my orbit, and intent  
Upon its rondure I no less than they  
Decline the test of warlike argument.  
They go their several ways; I go my way.  
Nothing of all my hopes have they denied,  
Nor do I storm against them as of old.  
We pass, the sovereigns of an equal pride.  
Some day shall I be dead and they be cold.  
Until that hour, untroubled in our flight  
We seek our own paths through the spacious  
night.

—Arthur D. Ficke in *North American Review*.

### GROWING OLD

A little more tired at close of day;  
A little less anxious to have our way;  
A little less ready to scold and blame;  
A little more care for a brother's name;  
And so we are nearing the journey's end,  
Where time and eternity meet and blend.

A little less care for bonds and gold;  
A little more zest in the days of old;  
A broader view and a saner mind,  
And a little more love for all mankind;  
A little more careful of what we say;  
And so we are faring a-down the way.

A little more love for the friends of youth;  
A little less zeal for established truth;  
A little more charity in our views;  
A little less thirst for the daily news;  
And so we are folding our tents away  
And passing in silence at close of day.

A little more leisure to sit and dream;  
A little more real the things unseen;  
A little bit nearer to those ahead,  
With visions of those long loved and dead;  
And so we are going where all must go,  
To the place the living may never know.

A little more laughter, a little more tears,  
And we shall have told our increasing years.  
Thrice happy, then, if some soul can say,  
"I live because he has passed my way."

—Rollin J. Wells.

Just at the age 'twixt boy and youth,  
When thought is speech and speech is truth.

—Sir Walter Scott.

Only young men, young men between the ages  
of six months and two years, understand women.—*Luke McLuke*.

Olympian bards who sung  
Divine ideas below,  
Which always find us young,  
And always keep us so.

—Emerson.

### LIFE WISDOM

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

—Benjamin Disraeli.

Wisdom is gray hairs unto men, and an  
unspotted life is ripe old age.

—*Jesus the Son of Sirach*.

Youth is to all the glad season of life;  
but often only by what it hopes, not by  
what it attains, or what it escapes.

—*Carlyle*.

It is with youth as with plants; from the  
first fruits they bear we learn what may be  
expected in future.—*Demophilus*.

It is a truth but too well known, that  
rashness attends youth, as prudence does  
old age.—*Cicero*.

As I approve of a youth that has some-  
thing of the old man in him, so I am no  
less pleased with an old man that has some-  
thing of the youth. He that follows this  
rule may be old in body but can never be  
so in mind.—*Cicero*.

Few people know how to be old.

—*La Rochefoucauld*.

The true wisdom is to be always sea-  
sonable, and to change with a good grace  
in changing circumstances: to have play-  
things well as a child, to lead an adven-  
turous and honorable youth, and to settle,  
when the time comes, into a green and  
smiling age, is to be a good artist in life  
and deserve well of yourself and your  
neighbors.—*R. L. Stevenson*.

Have no aspiration but to do your duty  
as capably as you can; if you can not do  
it, be patient.—*W. H. Wilson*.

In order to have real value life had to be  
even the sorry spectacle of wrong and  
struggle that it is.—*W. H. Wilson*.

"The wisest habit to acquire is the habit  
of care in forming habits."

Live a life that would be a valiant and  
profitable one, though terminated at any  
stage; for strength of life lies not in length  
of days.—*A. L.*

TEXACO STAR



TILLOTSON WELL BURNING 40,000 BARRELS A DAY—JULY 19, 1921

## TEXACO STAR



Lot 162 Amatlan—Looking North  
Sheldon & Jauer Well at right, Tillotson Well at left. Wells of The Texas Company, drilling, at extreme left.

### HEROIC FIRE FIGHTING

C. W. PARDO, Tampico General Office

When the long distance telephone from the southern field rang in Tampico at noon July 19 and announced that two wells had come in almost simultaneously on lot 162 Amatlan, and were running wild with an estimated production of 100,000 barrels per day and were both on fire, there was consternation and "hurrying to and fro." This startling news affected not only practically all of the large companies operating in the Mexican fields, but to a greater extent it affected the interests of many small operators and investors to whom a destruction of the wells in question and perhaps of the entire pool, meant financial ruin.

The cold facts developed to be the following, which, to any one acquainted with the field and the conditions existent, were certainly bad enough and calamitous in their possibilities.

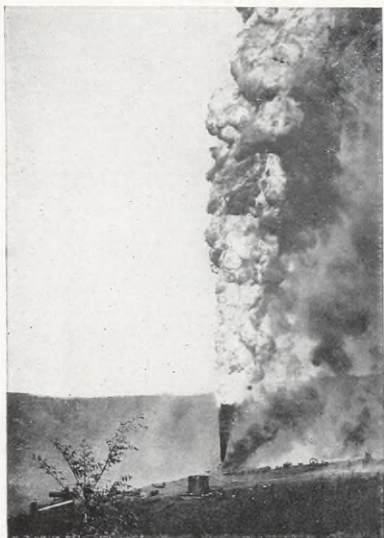
The Tillotson well, on the lease known as Morrison et al Lot 162 Amatlan, came in with a rush at 11:40 in the morning of July 19 at a depth of 2,230 feet, with an estimated production of 40,000 barrels per day, and immediately caught on fire from the boilers of the Jones & Buchanan well, then in operation at a distance of 200 feet.

The Sheldon & Jauer well on the same lot, and distant 450 feet from the Tillotson well, came in with a roar about five minutes later and ignited in the act from the fire just started in the other gusher. The production of the second well was estimated at not less than 60,000 barrels per day. Production was obtained in this well at 2,131 feet.

In order that people unacquainted with the local territory may have a better understanding of the situation, it is well to state that what is known as the Amatlan pool is at the present time the center of the most active operations in the southern district of the Mexican oil fields. This pool, according to the best geological authorities, has an area of approximately four and a half miles in length north and south by about a quarter of a mile of irregular width. The field lies about 65 miles south of the City of Tampico, and approximately 22 miles from the Gulf shore on the east. It has been estimated by geologists who try to calculate such matters that this deposit has potential production of 125,000,000 barrels.

The first producing well in this field was brought in by the Compania Mexicana de

## TEXACO STAR



Sheldon & Jauer Well  
Burning 60,000 barrels a day, July 19, 1921.

Petroleo "El Aguila" S. A. (Mexican Eagle Oil Company) on lot 226, October 23, 1920, with a daily production of about 50,000 barrels. As is usual when a prospective territory has been proved by a producer, there was immediately a rush for Amatlan, and since that time it has been an active center of development. At the present time there are 38 producing wells in this field, with 100 others located and drilling. Under normal conditions (which do not exist at this moment) the daily production would now be from this field approximately 600,000 barrels, with a potential production of approximately 1,500,000 barrels per day.

Lot 162, which has been the center of interest lately, contains 37 hectares, approximately 82 acres, and has at present four producing wells and fifteen located and drilling.

Lot 162 is situated in the middle of the northern portion of the field, and at the time of the starting of this wonderful conflagration, there were 17 rigs and actual drilling operations being conducted within a radius of one quarter mile from the fire.

It may be of some assistance to the imagination of any one trying to picture such a fire to know that this great volume of oil, approximately 5,000 barrels per hour, was forced out by the pressure of internal gases registering 1,000 pounds to the square inch, driving the flames hundreds of feet into the air with a roar like a devastating cyclone; while at night this stupendous conflagration, terrible in its magnificence of destroying flames and hellish smoke, would have driven Dante mad with envy in his most prolific moments of morbid imaginings.

Photographers trying to take pictures of the fire were unable to approach nearer than from 300 to 500 yards under the most favorable conditions for comfort or safety. Deer were shot three miles from the burning wells, the flames from which turned midnight into day for miles around. People in Tampico 65 miles away assembled at night in vantage points to watch the reflection of this magnificent combustion which was burning at a rate of \$1,500 to \$2,000 per minute, free of export taxes.

The large interests represented in this field brought together at once the best talent obtainable to devise means for extinguishing the fires, if possible, and saving the rich deposit, which without prompt and successful methods, was doomed to speedy destruction.

While strong business competition, such as exists in the production and disposition of the world's oil supply, brings about often dubious and questionable methods, and creates strange combinations and conditions, yet in the face of a general calamity it is a tribute to our better human nature that all differences and selfish motives were forgotten for the moment in the general



Night view of the two wells

## TEXACO STAR

interest which was paramount. As soon as the news of the fire reached Tampico, a meeting of the representatives of all companies was immediately called to discuss and devise the best method of procedure. Mr. Homer Craig, General Superintendent of the Production Department of the Aguila Company, was selected to have entire charge of fighting and attempting to control the fire. Mr. Craig's selection was due to his long experience in the oil business in Mexico, and particularly his experience in oil well fires.

Mr. Craig took immediate charge of the work and appointed as his active assistants Mr. D. J. Moran, General Manager of The Texas Company of Mexico, Mr. J. B. O'Brien, Assistant General Manager of the Aguila Company, and Mr. Flick of the Huasteca Petroleum Company.

Several plans were discussed, the most feasible one appearing to be to tunnel from an advantageous point, approximately 30 feet below the surface, into the casing of each well, drilling through the same with a Rose Bit, a cone-shaped affair with a hollow shank and square opening behind the cutting cone, through which asbestos, oakum and other material is pumped in order to bridge the casing.

A corrugated iron shield was constructed up to within 300 feet of the Tillotson well, where it was contemplated to begin the tunneling. In the course of this construction it was found that with a favorable wind it was possible to approach within twenty to thirty feet of the burning well. A rotary tool pusher by the name of Gillespie, working for the Transcontinental Petroleum Company, in company with Troy Watts, a rig building contractor, volunteered to attempt to reach the stem to the gate valve, and close in the well if others would keep a line of water hose playing on them during the operation. These men bundled themselves up in overcoats and blankets, while others volunteered to handle the hose line and supply the necessary continuous shower of water. Fortunately the valve stem was found to be in good condition and with a 48-inch Stilson wrench they were able to turn it. The valve was partly closed on July 23 and the job completed and the well closed at 11:45 in the morning of July 24. Practically the same operation was followed in regard to the Sheldon & Jauer well, which was succes-

fully closed at 11:30 the same evening.

The Tillotson well had two strings of casing, 10-inch and 8-inch with a gate valve on the 8-inch with a 10-inch body. The Sheldon & Jauer well had three strings of casing, 8, 10, and 12½-inch, the gate valve being on the 10-inch with a 12½-inch body.

There were many technical details entering into the wonderful work of controlling these fires, which would require too much space for an article of this nature, and which are therefore omitted.

The big outstanding feature was that a fire, which promised to be the most destructive in the history of the oil business in Mexico, was successfully met and conquered by magnificent team work of an aggregation of talent, and unselfish untiring loyalty and personal effacement applied to the accomplishment of an object for the general good.

Mexico has been fortunate in the matter of fires, considering the immense and rapid development of the oil industry during the past ten years.

The noted Dos Bocas well has gone down in history of oildom as the greatest in the country or perhaps in the world. Nobody will ever know even approximately how much oil was destroyed by the burning of this monster well which came in with such force that machinery, tools, and everything connected with the well was destroyed. The casing was blown out of the ground and a great crater formed which burned an estimated production of 200,000 barrels per day for 57 days until encroaching salt water destroyed the well and at the same time the fire. The figures of production were only estimated, as there was never any way of measuring the well.

During the latter part of the year 1914 lightning struck and fired well Potrero del Llano No. 4 of the Aguila Company, and caused a fire which burned continuously for about six months. This well came in as a 100,000 barrel per day producer, and flowed wild at this rate for 60 days before it was brought under control. However, the fire which for several months threatened the existence of this magnificent well was from seepages. Tunneling to the casing below the fire was successfully accomplished and a daily production of approximately 35,000 barrels was maintained through the connection below the fire, during the months that the oil continued to burn about the mouth of the well.

DEPARTMENTAL NEWS

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

- |                          |                            |
|--------------------------|----------------------------|
| Refining Dept.           | C. K. Longaker, Houston    |
| Natural Gas Dept.        | C. K. Fletcher, Port Worth |
| Fuel Oil Dept.           | E. B. Joyner, Houston      |
| Railway Sales Dept.      | J. A. Brownell, Houston    |
| Marine Dept.             | J. Nicholle, Port Arthur   |
| Legal Dept.              | H. Norris, New York        |
| Treasury Dept.           | H. Tomfohrde, Houston      |
| Comptroller's Dept.      | Lee Dawson, Houston        |
| Insurance Dept.          | B. E. Emerson, Houston     |
| Sales Dept. S. Territory | P. A. Masterson, New York  |
| Sales Dept. N. Territory | C. M. Hayward, New York    |
| Asphalt Sales Dept.      | R. C. Galbraith, Houston   |
| Export Dept.             | Personnel Committee, N. Y. |
| Purchasing Dept.         | J. J. Smith, New York      |
| Railway Traffic Dept.    | J. B. Nielsen, New York    |
| Producing Dept.          | J. A. Wall, New York       |
| Pipe Lines               | J. T. Rankin, Houston      |
| The Texas Steamship Co.  | J. M. Fleming, Houston     |
|                          | Orto Hartung, Houston      |
|                          | Fred Carroll, Houston      |
|                          | A. R. Weber, Bath, Me.     |

REFINING DEPARTMENT

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF AUGUST 1921

Refined—Coastwise.....	810,286	bbls.
Refined—Foreign.....	703,070	bbls.
	1,522,356	bbls.
Crude—Coastwise.....	533,673	bbls.
Crude—Foreign.....	66,989	bbls.
	600,662	bbls.
Total.....	2,123,018	bbls.

**BAYONNE TERMINAL.**—We send a clipping from the *Bayonne Times* reporting a great baseball game between the Bayonne Terminal team and the team of the Babcock and Wilcox Company.

ing at the hands of the reorganized Texacos on ing at the hands of the reorganized Texacos on Bab's field Saturday. When the smoke of battle had drifted away the Texas warriors were on the long end of a 13 to 8 score. From the very beginning it was evident that the fighting Texans were determined to take the measure of the Babs, and a home run clout with a couple of doubles convinced the losers that any team which has to face these Texas scrappers had better watch their step.

**DELAWARE RIVER TERMINAL.**—The engagement has been announced of Mr. William F. Esthimer and Miss Ivy McCormick of Chester, Pa. Congratulations from all are extended to Mr. Esthimer, our Chief Clerk.

Youth, what man's age is like to be, doth show;  
We may our ends by our beginnings know.

—Denham...

FUEL OIL DEPARTMENT



Fuel Oil Terminal Station, Berwick, La.



North Side of Berwick Fuel Oil Station

Left to right: W. S. Ferguson, in charge of Berwick, La., Terminal; J. J. Rock, Watchman; A. N. Foote, Assistant.

**SALES DEPT. HOUSTON DISTRICT.—**  
**S. TERRITORY** The following article, taken from the August issue of "The Mack Bulldog," was issued by Superintendent Monroe to all Agents, Salesmen, and District Office employes, and was evidently considered very good, as extra copies were called for not only by Houston District but all over the Building to such an extent that additional copies had to be made.

THINK IT OVER

Down in Virginia a farmer had an ox and a mule that he hitched together to a plow. One night after several days of continuous plowing, and after the ox and mule had been stabled and provendered for the night, the ox said to the mule: "We've been working pretty hard; let's play off sick tomorrow and lie here in the stalls all day."

"You can if you want to," returned the mule, "but I'll go to work."

So the next morning when the farmer came out the ox pretended that he was sick. The farmer bedded him down with clean straw, gave him fresh hay, a bucket of oats and bray mixed, left him for the day and went out with the mule to plow.

All that day the ox lay in his stall, chewed his cud, and nodded, slowly blinked his eyes, and gently swished his tail.

That night when the mule came in, the ox asked him how they got along plowing alone all day. "Well," said the mule, "it was hard and we didn't get much done, and—"

"Did the old man have anything to say about me?" asked the ox.

"No," replied the mule.

"Well—then," went on the ox, "I believe I'll play off

## TEXACO STAR

again tomorrow; it was certainly fine lying here all day and resting."

"That's up to you," said the mule, "but I'll go out and plow."

So the next day the ox played off again, was bedded down with clean straw, provendered with hay, bran, and oats, and lay all day nodding, blinking, chewing his cud, and gently swishing his tail.

When the mule came in at night the ox asked him again how they had made out.

"About the same as yesterday," replied the mule coolly.

"Did the old man have anything to say to you about me?" again inquired the ox.

"No," replied the mule, "not to me, but he did have a damn long talk with the butcher on the way home."

On a recent overland tour of inspection of stations between Houston, San Antonio, and Austin, Superintendent Monroe had as guests Mr. and Mrs. W. H. Wagner, Mr. and Mrs. A. R. Hutchins, Mr. and Mrs. W. L. Massie. All in the party report a very enjoyable trip.

Creditman Samuels is now carrying a broader smile than ever. There is a baby girl at his house who arrived August 4, whom they called Bertha Lou. The young lady might object to our telling her weight, but here it is—7½ pounds. Congratulations.

Mr. and Mrs. C. P. Houston are rejoicing over the arrival of C. P., Jr. on August 2. The boy tipped the scales at 7½ pounds. Congratulations to the junior.

A big bouncing boy was born to Mr. and Mrs. Harry Easters. Mr. Easters is Assistant Agent at Austin, Texas. Of course Harry Jr. will be an Assistant to his father and Texaco Products should be on the increase. We wish you a long and happy life.

Stake Truck Driver Luciano Flores of Laredo, Tex. Station, in addition to his regular kerosene and gasoline business, sold during July the following list of products, which shows what can be done with a Ford:

Motor Oil	231 gallons	Grease	649 pounds
Other Oil	293 gallons	Specialties	51 gallons

J. C. Lokey has been appointed Agent at Rosenberg, Texas. We expect this Station to increase its gallonage very materially.

R. C. Holmes who has been with the Houston D. O. for quite a while has been transferred to Dallas. We wish you every success.

T. T. Hunt has been transferred from Dallas to Houston Office. Welcome to our midst.

Welcome back into the fold of the Houston District Office, M. K. Bereaw and C. S. Monroe.

Miss Kate Farrell has been appointed Agent at Victoria, Oscar W. Eschenburg at Gonzales, and E. B. Smith at Bartlett, Texas.

**OKLAHOMA DISTRICT.**—Readers, we wish to make you acquainted with two new members of the Texaco Family:

Miss Dixie Irene Ware, born August 23, weight 9 lbs, the proud parents being Mr. and Mrs. George Ware of Oklahoma City.

Miss Billie Catherine Mitchell, born August 5 at the home of Mr. and Mrs. W. F. Mitchell of Muskogee, Okla.



Lawton, Okla. Station

Truck loaded with rush order for the Oil Field close by. All hands helped to get Texaco ready to roll: Agent Van C. Smith, standing near garage; Warehouseman J. A. Gore, in front of radiator; Driver G. C. Bradney, at side of truck.



Smiles

The smiles that helped to make the Oklahoma City A. F. S. 3 Oklahoma's leading filling station.



Part of the bunch at Texaco Picnic at Northeast Lake near Oklahoma City, July 27, 1921

## TEXACO STAR

DENVER DISTRICT.—It is getting to be a habit:

Denver, Colo., August 16, 1921.

ANNUAL AUDIT—June 30, 1921.

ALL AGENTS & SALESMEN,  
DENVER DISTRICT.

Gentlemen:

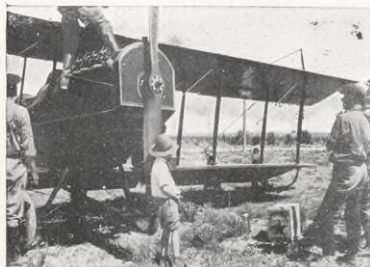
DENVER DISTRICT  
VERIFICATIONS—1921

100%

AS USUAL

Appreciating your efforts, I am

Yours very truly,  
R. E. Armstrong,  
Superintendent.



Artesia, N. M.—A transient customer

Agent L. W. Daniel of Artesia, N. M. Station, writes: "We have few airplane visitors, but it is a great satisfaction to us to have the right gasoline and lubricating oil for them when they do come. These aviators were greatly pleased with our gasoline, as their motor turned over 2400 revolutions with our gas and had been turning only 1200 before they landed. (Standing against the propeller is my son L. Welder Daniel, Jr.)"



From our furthest-north Station in Denver District Window display by Pope-Aitchison Hardware Company, Great Falls, Montana,—great "boosters," for Texaco Products and our Easy Pour Can. This display by Agent A. Hoffman with the assistance of Messrs. Pope and Aitchison.

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Lusk, Wyo. Station



Agent Jack of Lusk, Wyo. Station

The stork left a fine 10-lb. baby girl on July 10 at the home of Agent W. M. Jack, Lusk, Wyo.

This one has been locked in the innermost recesses of our breast for a long time—but it's too good to keep. We're flirting with violent death in telling it, but we pass it along. The name of the chief actor is suppressed, but will be cheerfully furnished upon request:

It happened during the Motor Oil Sales Campaign. He had not been selling Texaco Oil for a long time, but a little thing like thorough knowledge of his product was not indispensable so far as he was concerned, and when he and one of the other boys called on the "Old-timer in the corner garage" he just naturally took the bit in his mouth and started to put on a show. He says, himself, that he told the garage chap some things about Texaco Oil that old man Texaco never knew. And he told it well,—we have the word of his accomplice for that. He started out with the first oil known to mankind—paraffin, I believe, he called it—and described its use by the ancient Egyptians—or Greeks—or something. Then he gradually worked down to Mediaeval Times, through easy stages, to the Reign of Louis the Stupid, Henry the Unconscious, and so on; touched lightly on our own Revolutionary War, its causes and effects; dwelt at some length on the discovery of Pennsylvania Crude Oil—Gosh knows when! He explained the inception of The Texas Company, its policies, its methods, its what-nots, all the time doing the Billy Sunday thing—row here, now there, hands first raised heavenward in fervent appeal, then fists clenched in denunciation or emphasis. Just as he was going his best, every cylinder hitting and the straightaway in front of him,—just then he happened to glance at the Old-timer in time to see his head loll over to the other side as he took in another mouthful of the ozone! The accomplice declares it was only by the exercise of bodily force that he prevented the murder of a sleeping garageman that afternoon.

Answering the question, "When is a woman old?" a famous tragedienne wrote:

"The concited never; the unhappy too soon, and the wise at the right time."

—Boston Transcript.

## TEXACO STAR

**NEW ORLEANS DISTRICT.**—The employes of New Orleans District have resolved to show a steady increase in collections as well as business from now on for the balance of the year. From figures available at this writing, it seems that Agent Zimmer of Harvey and Agent Martin of Houma, La. stations are going to take the lead.

Salesman Bennett of the Atlanta District was with us for a few days giving our city salesmen pointers on the sale of lubricants as well as his Success Sales System. You worked hard and conscientiously, Mr. Bennett, and the knowledge you imparted to your hearers is sure to rebound to the Company's benefit. We thank you.

Our success in closing with the Long Bell Company, which included four mills formerly lubricated by a competitor, is due to the service rendered by Agent Jones of Meridian, Miss., and Agent Woodruff of DeRidder, La., and close solicitation by Lubricating Assistant T. L. Morris and Engineer J. T. Downs.

Cashier J. Alphonse Williams, New Orleans, La. Station, can't be beat when it comes to efficient handling of orders. Note the following letter from a big customer:

"We wish to thank you for your prompt shipment of Ursa and most especially for the express which reached us the same evening that it was expressed by you, therefore, taking care of our situation.

"Please be good enough to send us the name of the man who handled this order, as we want to send him something to show our appreciation for this Texaco Service.

"Thanking you again, we are . . . ."

This prompt efficient action on the part of "Al," as we all know him, saved the day for a very good customer. When their complimentary letter was brought to his attention, he murmured in his modest way: "All I can say is that I only performed my duty." Al Williams is another example of the caliber of men in New Orleans District. Our hat's off to him!

Agent Emmett C. Neill, Shreveport, La., was married last month. The Texaco Bunch wishes him the best of luck.

Roofing Salesman Carl Newman was married on August 25 at Macmanus, La., to a charming young lady. May the Gods forever smile on you.

**ATLANTA DISTRICT.**—Perfection is very elusive. And to gain perfection in the eyes of a calculating deep thinking auditor is doubly hard. Yet Filling Station No. 1 at Mobile, Ala., has in two successive audits received 100%.

Another 100% audit was given to Atlanta, Ga., Filling Station No. 1 on its last audit. The other four filling stations in Atlanta had excellent reports, but not quite perfect.

We wish to thank Agent D. P. Cammack and Filling Station Agent C. L. Schweizer at Mobile, and Agent A. M. Ingram and Filling Station Agent C. S. Hester at Atlanta, for their hard work and vigorous effort that made these reports possible.



Filling Station No. 1, Mobile, Ala.

"The most attractive in Mobile," according to unbiased reports.



Atlanta, Ga., Filling Station No. 1  
Peachtree and Sixth Streets.



Visible Filling Station, Miami, Fla.

We remember a song that was a favorite, "Down Among the Sheltering Palms." The Visible Filling Station at Miami, Fla., must be in the neighborhood. It is plainly seen that it dispenses the Only Oil.

## TEXACO STAR



Atlanta, Ga., Filling Station No. 5  
Georgia Avenue and Washington Street.



"He is Texaco" all over"

J. O. Wright and his Pierce Arrow Truck, Mobile, Ala. Station.

The writer's impression of Greenville, S. C., gained through six months sojourn there in a Army camp, is that of mud, dust,—and more mud. Bob Hubbard, General Salesman in South Carolina, however, will doubtless in the years to come always think of Greenville with fond recollections. For on July 31 Mrs. Hubbard presented him with a little girl, the first being at that age when they're going to school. We are glad to say that Mrs. Bob and the latest arrival (they ought to call her Roberta) are getting along very well.

Once again C. W. Levy-504 comes to light as a contributor. Texaco must be his trade mark, his seal, as he seems to be labeling everything Texaco,—a good idea at that. To show you what I mean, read this letter which he received from a friend of his:

Dear Friend: Am dropping you a line to let you know the sad misfortune we experienced some few days ago. It is this: Texaco, our Spitz dog you gave me, died, and my children ask me to write you to see if you could find another one. He was such a fine little dog and we are very anxious to get another one like him and name him Texaco.

Levy, be sure and let me know whether you can get me one or not. If you can't find a Spitz, would like to have a full blood rat terrier. Address me at Summit, Ala., R. F. D. 1.

Hoping this will find you enjoying good health, I am  
Your friend

E. E. McLaughlin,

This man is one of our customers and a staunch one; he doesn't mind Texaco around the house. And speaking of dogs, one even Spitz Texaco. By the way, C. W., did ya' get another dorg?



Stake Motorman C. L. Law, Americus, Ga.

He sold 1,200 gallons of Lubricating oil during July. Like the great G. W. he writes: "I can not tell a lie—I did it with my little stake truck," and Mr. Law continues in a matter of fact way to say that during August he expects to double July's sale. Judging from the load shown in the photograph—eight barrels—he has gotten off to a flying start.

Agent C. E. Jones of Live Oak, Fla. Station is somewhat of an editor himself, as he has a little publication known as "The Texaco Star, Jr." He seems to know what he is speaking of when he discloses the fact: "Texaco Motor Oil made Einstein's Theory of Relativity possible." We give part of his article:

"This new theory, which has started the world, was promulgated by Einstein after using Texaco Motor Oil.

Every atom or molecule of matter is only relative to every other atom or molecule, and each atom of the universe has four dimensions, viz., length, breadth, thickness and time.

The professor, after casual examination, found that any oil of same viscosity, ash point, and general characteristics as Texaco Motor Oil Medium, for instance, failed to last as long as Texaco when put in the average automobile. This led to further tests with other grades of oil and it became apparent to the Professor that by using a thicker oil, a greater time element entered into the theory, until finally, by comparing Texaco Extra Heavy with all other brands of automobile oil on the market, he found the fourth dimension, time, to be the greatest in Texaco Extra Heavy. He therefore concludes that by taking Texaco Motor Oils as the Standard Automobile Lubricants, all other brands are only relatively good by comparison and worse by performance. A gallon of Texaco has the same length, breadth, and thickness as any other brand, but that fourth dimension, the time it takes to wear out, makes it superior to all others. Try it.

We remember—oh, how well do we remember—years ago, when the first of May or the first of September would roll around. Father would take down the pictures, mother would crate up the china; we kids would get in everyone's way; and we would *Move*. How sad it was for us to break up childhood friendships; yet how fascinating were the new associations into which we would enter. Can we ever forget the time we had to leave our little sweetheart next door? She was six years old and had taffy-colored hair; she sobbed all over our shoulder (because we had forgotten our handkerchief) while we swore eternal vows of faithfulness. As tokens of our love she gave us her pink hair ribbon, and we gave her—later, how we regretted it—our new pocket knife. I saw her about a year ago. Her youngest girl has hair more the color of spun gold than hers ever was. But we digress—what we wanted to tell you was that on August 11, our District Office moved.

Plans were perfected far in advance so that everything might go without a hitch. Like a

## TEXACO STAR

good general, Chief Accountant Waggoner issued his orders. Every man had a part to play. At some unearthly hour in the morning the accounting department assembled at the old office and the moving started. It must have been early, because we were waiting for a street car at seven o'clock when Assistant Superintendent Browder passed us in his automobile going to the new building with a load of fans. He told us that it was his fifth trip.

The operating department were not supposed to move until the morning of the 12th, but suddenly it occurred to somebody that the 12th was Friday. Immediately there was a rush to see if we could not all move on Thursday. It would never do to get into the new office on Friday.

We tried to work all morning, but it couldn't be done. We would put a letter in a typewriter and half finish it, leave for some cause, and come back to find the typewriter being stowed into a truck by a husky African. Before noon Accounting was out of the building, and after noon we started. The trucks were commodious, the negroes were many, and in a few hours the last load was leaving.

We swung aboard that last truck to get to the new building. How often had we raved in this old location when street car service was bad. It was awful. Still we heaved a sigh of regret as we left. For a long time we had been there—many pleasant associations were woven around the old place. No more would we walk down Georgia Avenue in the mud; no more "dopes" could we get in Stonewall Hight's place. . . . But—off with the old; on with the new!

The new Office at last. What is this? We expected to find a scene of confusion, but the entire accounting department is at work as usual, not a sign that there has been any change. While the operating forces were being moved the accountants had installed their desks and gone to work. Only half a day lost in that department. We think that's pretty good.

So here we are. Our new Office is the best ever, and everyone is satisfied. And the pleasures of that walk home every night—we pass the most pulchritudinous of the beauties of the South. The next time you're over this way drop in to see us. We'll show you a regular Office.

NEW YORK DISTRICT.—  
SALES DEPT. N. TERRITORY The following article appeared in the *Morris-town, N. J., Daily Record*, of June 3, 1921, and will be of interest to all who know that Texaco Products are supreme.

S. Fritts, of Dove, N. J. was the winner of an economy run contest held here Friday night to determine who could get the most mileage out of a quart of gasoline. Fritts, riding an Indian, and using Texaco gasoline, got 57.4 miles, or 30 miles more than the nearest competitor. H. McGuire, of this city, also using Texaco gasoline, won the contest for machines with side-cars, just beating W. Clark, of Dover.

Frank J. Shock, clerk at Albany Station, has become the father of a 7-lb. girl. We congratulate "Papa" Shock.

The annual outing of Newark, (N. J.) Territory was held at Seidler's Beach, Morgan, N. J. The weather man was in a particularly generous mood. The first event on the program was breakfast, and if the average breakfast were as sumptuous as that set before us, we are of the opinion that it would take considerable training to reduce weight. Following breakfast New Yorkers and Jerseyites crossed bats. Let us state that the Big League is overlooking some good material. The contest was fought to the bitter end, New York winning—score 15-14. We venture to predict that New York will have to look to her laurels next year. After the ball game a number of the boys enjoyed a dip in the briny. The day was completed with another splendid meal. Representative Williamson cannot be complimented too highly for the manner in which he arranged the day; all present enjoyed themselves to the limit.

"Been a wet season in your section, hasn't it?"

"Yep. Hurt my crops, too."

"Will you lose much money?"

"No, I'll break about even by hauling autos out of mud holes."

Office Seeker.—Is there anything else in this job you speak of besides the salary?

Political Boss.—There's a little work on the side.

Office seeker.—Ah, I knew there was some string to it.—*Kansas City Star.*



Newark, N. J. Territory Outing at Seidler's Beach, Morgan, N. J., Aug. 3, 1921

## TEXACO STAR



Cotton Mill of the Lockwood Company, Waterville, Maine—Boston District

Salesman W. A. Maney is proud of the fact that he has been able to retain year after year the business of the Lockwood Company, Waterville, Maine, who have one of the largest cotton mills in New England. In the photograph, at extreme left, note their power looms which is one of the most beautiful that can be seen in the country. It is inlaid with tile and is equipped for 600 k. w. output through six 1000 k. w. Westinghouse Water Wheels. They employ about 1,000 hands and operate 88,774 spindles and 2,217 looms, ranging from 40 to 108 inches wide. They are strong believers in Texaco Lubricants and use them exclusively in their plant.

**PHILADELPHIA DISTRICT.**—Our slogan, "Put Philadelphia On Top" has been realized by the completion of the Motor Oil Combination Order Campaign, and we are now awaiting the next campaign, irrespective of its nature, to demonstrate that we can again lead the Northern Territory.

Congratulations to all in Philadelphia District, also to Boston, who gave us a close race.

In the meantime we are looking daily for a check for \$100 for our Superintendent, Mr. McCarthy. Please page Mr. William Thompson!

The married men, considerably strengthened by Assistant Superintendent Nielsen and Chief Accountant Woodfall, journeyed to Fairmount Park on July 28 and trounced the single men, led by R. C. Rennie, to the tune of 18 to 3.

This evens the score, the single men having won the first game, 15 to 13.

The single men tried a new pitcher named Lanahan, and had his team supported him the score would have been closer. This condition did not exist with the married men, who were out to win and played a good hard game all through. Nielsen, Woodfall, and Joseph led with the stick, each having four hits. One of Woodfall's was a mighty clout and good for the circuit. The Chief's fielding, however, must be improved if he wants to hold his job. His trouble seems to be his feet; perhaps the mud would be more to his liking. McAleer and Byrnes were on the points for the married men and did well. Woodbridge and Cope took care of the outfield in good shape.

The third and final game will be played August 4. Superintendent McCarthy will referee and F. J. Doran will hold the watch. Probable odds 2 to 3 on Rancocas.

(For the good of the Order, the Editor respectfully calls the correspondent's attention to the fact that his letter saying "the final game will be played August 4" was dated August 15.)

"What did you realize on that oil stock?"  
"That a fool and his money are soon parted."

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**Quakerisms.**—Oh, sweet mamma, here's pie! Another Motor Oil Campaign on. Remember the last one?

Let's suppose they give away prizes and medals. Now, gurg, remember the pie; pay no attention to outside talk about what the other fellow is doing; you know the old pushin' with the shoulder and a hustlin'—that's "Philly."

Wonder whether that Thompson fellow down Norfolk way wants any odds quoted and is willing to lay that we can't repeat. "Charlie" McCarthy, the leader of the champs of "Philly," awaits the remarks of the Norfolk gentlemen. Well, here we go following "Charlie." Look us up anyway, or ask W. B. Cope of New York—he knows about these campaigns. Get the story from him—he knows something about that last campaign. He'll tell you all about our methods; it will be a big help to you. Ask him; "Charlie" McCarthy will have no objection, 'cause that's his method—to help the other fellow. Or better still write "Charlie" direct.

"How old are you, Marjorie?"  
"I'm five, and mother says if I'm good and eat lots of oatmeal, I'll be six next birthday."—*Baltimore Sun.*



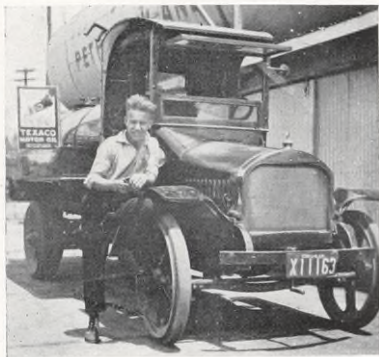
Our Iron Barrel Chaser J. C. Daley  
Looking for numbers on an iron barrel in the vicinity of Toddville, Md.



Agent E. W. Kimber, Bridgeton, N. J. Station  
He reports good prospects for business in his locality.

## TEXACO STAR

### PITTSBURG DISTRICT.—



Clerk Vance N. Nelson, Eridgeton, N. J. Station  
Note E Z Pour signs on side of truck.



American Tire Repair Works, Wheeling, W. Va.  
These displays in the windows of the American Tire Repair Works, arranged by Agent L. L. Scott of Wheeling, W. Va., Station have been very attractive. The Easy Pour Can is strongly featured in both windows. This concern is one of the leading oil and accessory dealers in Wheeling and our relations with them have been most pleasant.

### CHICAGO DISTRICT.—



Chauffeur Hoffinger and A-1254, Bridgeton, N. J.



Northern Oil Company, Virginia, Minn



Tankwagon Driver Frank Walker and  
T. W. No. 392, Bridgeton, N. J.



Northern Oil Company, Virginia, Minn

"Your wife seems busy these days."  
"Yes; she is to address a woman's club."  
"Working on her address?"  
"No; on her dress."

# TEXACO STAR

NORFOLK DISTRICT.—Watch Norfolk Station! Each month's business is larger than the preceding month, and each month's business is the greatest ever handled through the Station for any previous month. Messrs. Stokely, Breeden, Dodson, *et al.* are certainly making things hum.

During the month of July the following stations put out a larger gallonage than during the same month of 1920:

Albemarle, N. C.	Manteo, N. C.
Beaufort, N. C.	Martinsville, Va.
Bedford, Va.	Maxton, N. C.
Danville, Va.	Mt. Airy, N. C.
E. Lexington, Va.	Norfolk, Va.
Edenton, N. C.	Princeton, W. Va.
Elizabeth C'y, N. C.	Richmond, Va.
Franklin, Va.	Roxboro, N. C.
Farmville, Va.	Smithfield, Va.
Gloucester Pt., Va.	South Boston, Va.
Greensboro, N. C.	Suffolk, Va.
Hampton, Va.	Urbanna, Va.
Harrisonburg, Va.	Warrenton N. C.
Henderson, N. C.	Waynesville, N. C.
Irrington, Va.	West Point, Va.
Lynchburg, Va.	

In July the following stations put out the greatest gallonage ever handled by them in any one month.

Albemarle, N. C.	Agent A. D. Caudle
Bedford, Va.	Agent R. D. Wilkes
Danville, Va.	Agent Henry Maclin, Jr.
E. Lexington, Va.	Agent C. L. Rogers
Farmville, Va.	Agent W. M. Whitlock
Hampton, Va.	Agent G. W. Balmer
Irrington, Va.	Agent F. A. Gundy
Lynchburg, Va.	Agent W. S. Slater
Martinsville, Va.	Agent G. M. Andes
Norfolk, Va.	Agent W. A. Stokely
Roxboro, N. C.	Agent S. B. Davis

Other stations may claim that general business depression is hurting their business, but those named are evidently going after the business without wasting time moaning over conditions. Come on, you other agents, and let's make this list much longer next month!

The ten leading Stations in our Economy Contest as of June 30, with the change of each in its operating ratio for the January-June 1921 period as compared with the January-December 1920 period:

South Boston, Va.	24.8% decrease
Rocky Mount, N. C.	8.9% "

Farmville, Va.	2.5%	"
Irrington, Va.	2.1%	"
Durham, N. C.	1.5%	increase
Roxboro, N. C.	3.4%	"
Suffolk, Va.	7.2%	"
Manteo, N. C.	8.2%	"
Leesville, N. C.	9.1%	"
Princeton, W. Va.	10.5%	"

While we welcome Princeton into the select circle, and congratulate Agent McLaugherty and his cohorts on their improved standing, we hate to see Miles Clark and his Elizabeth City tariffs falling down. We venture to say, knowing Miles as we do, that he'll be back around the top before the contest is over.

One of the outstanding events in Tidewater Virginia this year, in an automobile way, was the formal opening of the new boulevard between Norfolk and Virginia Beach. This is a new eighteen-mile concrete roadway recently constructed between the two cities. The opening on July 29 was celebrated by a monster parade of automobiles organized by the Tidewater Automobile Association. The parade formed in Norfolk and proceeded along a definite route through the city into the Boulevard and thence to the Beach, where all amusements were thrown open to the visitors, including the bathing pavilion, bath houses, *etc.* The Virginia Beach Parking Station, which handles Texaco Products exclusively and had a handsome display of oils, was opened to the visitors free of charge.

From a Texaco point of view, the feature of the day was the presentation of an Easy Pour Can of Motor Oil Heavy to every car in the parade. A display of the Easy Pour Cans was set up at an appropriate location on the Boulevard. As the head of the parade approached this display it slowed down to a very slow gait to receive an Easy Pour Can of Texaco Motor Oil, each car following receiving a Can until every car in the parade had a souvenir of the occasion in the shape of an Easy Pour Can of Texaco Motor Oil. No favoritism was shown, the local Branch Manager of the Standard Oil Company being presented with one of our famous Easy Pours.

We have received many compliments on the neat way in which the affair was pulled off, and many nice things were said by those participating in the parade—among whom may be men-



New Newport News, Va. Station—Pride of Eastern Virginia

Flowers will be planted in the circle in the foreground to make a Red Star and Green T. We are looking now for great things from Agent Atkinson.

## TEXACO STAR



Ready to distribute the souvers

Mrs. Stokely in Dodge, Mrs. Dodson in Ford, others, left to right: G. Barres, Chauffeur; W. S. Brown, Clerk; E. L. Quincy, Warehouseman; Assistant Agent Dodson. Picture taken by Agent Stokely.



Happy at the prospect of being fed in future on Texaco Heavy

tioned some high officials of the Tidewater Automobile Association. Many of the participants in the parade were heard to remark: "By Jingoos! I never have used oil out of one of these cans, but I'm going to use this and if it proves out I'm going to keep a supply on hand."

Credit for the affair goes to Agent Stokely and Assistant Agent Dodson of Norfolk Station, who arranged it, and to their lieutenants who helped put it through.

We understood that there was no racing at Mariner's Track, but inside 'dope' has developed that one of our old friends has been hitting the high spots on the new Virginia Beach Boulevard in a high-powered Hudson Speedster which didn't have a Boston license on it.

"Kid" Canfield, from the Boston District paid us a visit during the first part of August which we all enjoyed.

W. J. Barton, of the New York office, was a welcome visitor in August.

Glad you came to see us, George. Drop in on us wherever you're in Norfolk.

We don't know that his transfer from Greensboro, N. C. to Danville, Va., as Agent, had anything to do with it, but it is a coincidence that the following paragraph appeared in the Greensboro paper shortly after his transfer:

For every 100 women in North Carolina there are only 99.9 men; or for every 1,000 women, 999 men. It may be discouraging, in a way, but then think of how comforting it must be to Virginians to realize that they have even one chance in a thousand of getting a North Carolina girl.

### ASPHALT SALES DEPT.

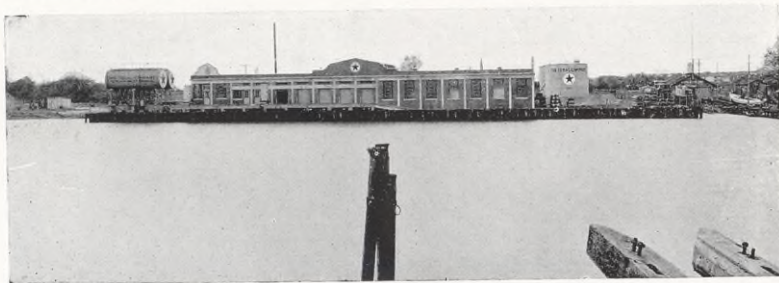
Some readers of the *Texaco Star* would be interested in an article on "The Ideal Road for Home Areas and Private Estates." An article dealing with this subject was published in the June issue of *Municipal and County Engineering*, published in Indianapolis, and copies may be obtained from any of the offices of this Department.

"Jimmy" Gallagher, who was recently transferred from the office to the field force, is applying himself with a vim to his new work. It was due partly to his efforts that a monopoly held by one of our competitors in Peoria, Ill., was broken through. Contracts which heretofore went exclusively and without competition to our competitor will now be let only after open competition to which every material will be admitted including Texaco.

We were talking to "Eddie" Sheldon the other day, and he confided that, although Boston is not in a class with New York, still, he is beginning to like it and has developed a remarkable appetite for those famous Boston Beans.

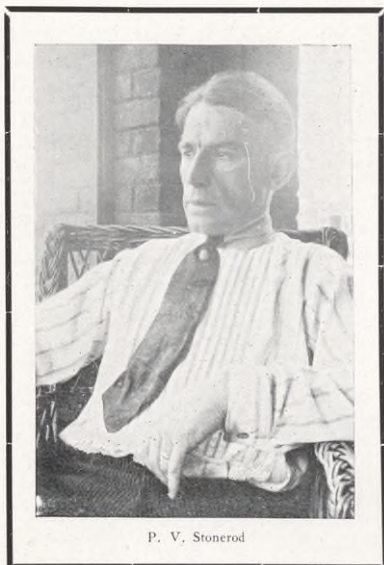
The following contribution to our Weekly Departmental Letter, by Miss H. M. Young of the Southern Division of the Asphalt Sales Department, is too good to keep, so we pass it on to the rest of the Company:

The Southern Division asks the cooperation of the Advertising Division as well as the Engineering Committee in their efforts to combat the sale of tar to the Ku Klux Klan. If this practice continues it will soon amount to considerable tonnage, and with stocks conveniently located in the South we should secure some of this less-than-carload business, if it can be proved that feathers will stick as well in Asphalt as in tar.



New Newport News Station—View from the small boat harbor

## TEXACO STAR



P. V. Stonerod

EXPORT  
DEPT.

It is with great regret that we learn of the death of Paul V. Stonerod, late Assistant General Manager of The Texas Company (South Africa) Ltd., at Johannesburg, on August 23 from malarial fever and complications. He is survived by his wife and son, to whom we extend our heartfelt sympathy. The late Mr. Stonerod's friends in all quarters of the globe, of whom there are many, will also be grieved to learn of his premature death.

Mr. James Mayer, Office Manager of The Texas Company (South America) Ltd., Rio de Janeiro, and wife are spending a vacation in New York.

Messrs. W. G. Moore, E. R. Candor, and S. D. Abramoff are now in Europe.

Mr. E. G. Freyer and family are now enjoying a vacation in this country. For a number of years Mr. Freyer has been with The Texas Company (South Africa) Ltd., Capetown.

A noble passage ought to do more for a reader than compel his admiration or win his assent; it should leave him a little better than it found him, with a warmer heart and a more elevated mind.

—Augustine Birrell.

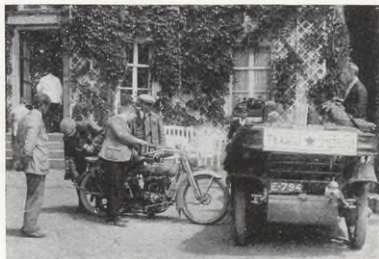
Page twenty



Main road from Copenhagen to Gentofte, Denmark

Treated with Texaco Road Oil, 45, on macadam base. Our Mr. N. C. Bruun is supervising the proper application.

Holland, too, is doing its bit to make Texaco world famous. A few weeks ago a cross country trip on motorcycles was held under the auspices of the Royal Dutch Motorcyclists Union and at the most prominent points a Texaco man was present to supply the contestants with motor oils.



Mr. Eulderink filling a H. D. during a rest at Arnhem

Mr. Eulderink, our able station agent at Hengelo, enthusiastically volunteered to accompany the racers during the whole trip with his own motor car and had some busy days keeping everybody well supplied with oil.



The arrival of the Texaco car at the finish

Willis: Do you think that moving pictures are the ultimate development of dramatic art?

Gillis: No. There will be one more. On the legitimate stage you can get along with brains and no beauty; in the movies you can get along with beauty and no brains; and the next stage of development will be one where you can get by without either.—*Life*.

## TEXACO STAR

**PURCHASING DEPT.** R. G. Dawson and wife, accompanied by W. H. Steigerwald and wife, left

August 16, via auto, for Reagan Wells, 125 miles west of San Antonio, on a two-weeks vacation. We are sure they will have a splendid time. J. T. Rankin and family, accompanied by Henry Peebles and wife, recently motored to Reagan Wells and spent a very pleasant two-weeks vacation, the fact that they stayed until the last moment being proof that they enjoyed themselves to the utmost.

S. H. Bernard, of this department, left on August 15 for his old home in Louisiana to enjoy a two-weeks rest. Look out, Gumbo Fillet. While there he will act as best man at his brother's wedding. We wonder if this is for practice. Ask Mary.

E. H. Folk, of this department, has joined the Texas National Guard, and is now a regular horse valet.

On August 10 the Purchasing division of the Producing Department played a game of baseball with this Department, resulting in a victory for the Producers—13 to 6. Features of the game were a home run by J. E. Nolen with the bases full, and big league umpiring of Charlie Kamp and Frank Nolen. After the game the players and spectators, also the umpires, enjoyed a watermelon feast paid for by the losers of the game.

The second floor has organized a baseball league consisting of: Producers, Traffic, Engineers, and Purchasing. Present standing:

	P	W	L	
Producers	2	2	0	1.000
Engineers	1	1	0	1.000
Purchasing	1	0	1	.000
Traffic	2	0	2	.000

Anyone caring to enjoy a real laugh should attend these games.

**PRODUCING DEPT.**

The Texaco Baseball Team at Wichita Falls has been doing excellent work in their City League. Mr. F. S. Reid sends a dozen snapshots showing players in action at their respective positions, but space permits us to show only the group:



Texaco Ball Team, Wichita Falls Office  
Smith, Mathis, Sandusky, Davis, Bailey, Hassler, Gordon, McCarthy, Delaney, Ballew, Jehle, Lowry.



Naborton, La.—Production Office



Warehouse, Naborton, La.



Office and Field Force, Naborton, La.

Breckenridge, Texas, Aug. 20, 1921.

Editor *Texaco Star*: In the southeast corner of page 21 of the splendid August number of the *Texaco Star* you publish only half of the verses "The Horse Fly Driller;" the latter half reads:

But the Horse Fly was a true Wild Cat,  
And couldn't be frightened off at that;  
So he dug a new cellar and spudded in,  
On the old cow's mate—'twas die or win.  
Then he ran his towers, and in due time  
His bit went down into Bovine Lime,—  
Let us imagine his dire distress  
When he found that the pay was just B. S.

The truth is, I do not know who wrote the lines you gave; but, you see, my observations have trained me to want to see all wells down to the "pay;" and I wished to show that men in quest of oil never give up, although in the end they often fail. So I have taken the liberty of showing how the well was completed.

Very truly yours,  
F. W. Roberts.

"Well, Dinah, I hear you are married."  
"Yassum," said the former cook. "I'se done got me a man now."  
"Is he a good provider?"  
"Yassum. He's a mighty good pverider, but I'se powerful skeered he's gwine ter git kotched at it."

## TEXACO STAR

### PIPE LINES

Friends of Fred M. Lewis, operator in the Dallas Division Office were rejoicing over the news of the rapid recovery of his wife, who was operated on at Amarillo on July 18, when word was received that a second operation had been performed and that she had died on August 16. Mr. Lewis and the little seven years old daughter have the heartfelt sympathy of the entire Pipe Line Company.

We were sorry to learn of the death, on July 24 at Corsicana, of Mrs. Marguerite Ackerman, mother-in-law of J. D. Tullis, engineer at Corsicana Station. Mrs. Ackerman was 84 years of age and is survived by her daughter, Mrs. J. D. Tullis, and one brother who resides in Washington, D. C.

On July 23 C. D. Green of the Houston Office and Miss Frankie Sawyer of the Humble Oil & Refining Company were quietly married at Galveston. We wish them every happiness.

On August 8 Miss Eula Young, telephone operator at Houston, was married to Mr. Leonard Pichot. We extend to the happy couple our best wishes and are glad to learn that, after a pleasant trip to Waco, they will be at home to their friends in Houston.

Miss Eloise Paxton, who has been with the Tel. & Tel. Div. since 1917 as telephone operator, surprised the force on August 15 by resigning. The next word received was news of her wedding at Oklahoma City on August 20 to Mr. A. F. Benson. We hope they will be very happy in their new home at that town.



Burning gusher between Breckenridge and Ivan, Texas  
Black 11 burning 11,000 bbls. a day on the Black Ranch.

Rastus.—Say, Sambo, what time is it?  
Sambo.—Why fo' you ask, niggah; yo' all aint takin' no medicine, is yo'?

A negro mammy had a family of boys so well behaved that one day her mistress asked:  
"Sally, how did you raise your boys so well?"  
"Ah'll tell yo', Miss," answered Sally, "Ah raise dem boys with a barrel stave, and Ah raise 'em frequent."

Page twenty-two

Four members of the Green Tree Hunting and Fishing Club, R. H. Blake, E. H. Groth, C. F. Bowman, and Fred Carroll of the Houston office, made a trip of 250 miles to Blanco County during the early part of August. This is the longest trip so far with the club's equipment. The truck and all camping accouterments proved satisfactory in every particular and the party had a fine vacation, camping on the Pedernales, one of West Texas' prettiest mountain streams. Texaco products were obtained at various points en route, the agents showing especial interest in the outfit and volunteering much valuable information as to road conditions, directions, etc.



Transportation equipment of the Green Tree Club



Camping Tent  
Spacious enough to accommodate the entire party including their truck.



"Roads" in Blanco County

Wrinkles should merely indicate where smiles have been.—Mark Twain

## TEXACO STAR



Texaco Foot Ball Team, Antwerp, Belgium

Left to right, Standing: R. De Cordt, Commissaire Texaco Club; W. Van Ofel, Back; A. Vandepierre, Goal-keeper; J. Sollie, Back; J. Casier, Secretary Texaco Club. Middle row: L. Buytaert, Half back; W. Tabary, Centre half; Fr. Simons, Half back. Front row: G. Pomet, Outside right; G. De Koninck, Inside right; M. Delhaye, Centre forward; A. Priet, Inside left; G. Bruylants, Outside left.

Mr. W. Tabary, writing from Antwerp on July 25, says: "The sporting element appeals very strongly to the members of the Texaco Club. Our team have now been going strong for over a year; are very enthusiastic, and have an excellent record—having lost only one match out of eight."



Texaco Club Baseball Team of Tampico Oil League Tampico, Mexico, June 4, 1921.

Left to right: Boyle, Hopkins, Ludwig, Moore, Skains (Manager), Ogden, Mooney (Captain), Shepherd, Maurin, Morgan, Fields, Gallagher, Baughman, Dixon.

This picture was taken by T. J. Mooney, formerly of the Sales Department, Houston Office. Mr. Skains, manager of the team, was also once in the Houston Office, and perhaps others shown in the picture.

### TEXACO ASSOCIATION OF NEW YORK OGDEN WINS TENNIS TOURNAMENT

One of the most successful tennis tournaments ever conducted by The Texas Company in New York came to a conclusion on Saturday, August 21, when K. M. Ogden of the Northern Sales Department defeated W. W. Bruce, Treasurer of The Texas Company in the final match. After the final set, Mr. Ogden was presented with a beautiful silver cup, emblematic of the 1921 Tennis Championship of the Texaco Association of New York. Mr. Bruce, as runner-up, was also presented with a cup for his wonderful playing during the entire tournament.

More than one hundred members of the Texaco Association of New York journeyed over to the Babcock and Wilcox Athletic Field at Bayonne to see the final match. Enthusiasm ran

high as Mr. Ogden and Mr. Bruce displayed a brand of championship tournament that was beautiful to watch.

Ray Carlaw acted as umpire for the match, and the cups were presented by R. E. Donohue, Chairman of the Tennis Committee. Mr. Donohue presented the cups on behalf of The Texaco Association of New York with a very appropriate speech.



K. M. Ogden—W. W. Bruce



Texaco vs. Babcock and Wilcox

From left to right: White, of Babcock and Wilcox team; Schubert and Winslow, of Texaco team; Boice, of Babcock and Wilcox team.

After the match of Mr. Ogden and Mr. Bruce, C. M. Schubert and W. V. Winslow, representing the Texaco Association of New York, played a double match against the Babcock and Wilcox team. It looked as if the Texaco team had the game sewed up, but, despite a last minute stand, they were unable to come out on the winning side.

### MEASURES

In the springtime of youth, oh, the plans that we make,

Through the hours that are measured in song;  
And winding and far are the paths that we take,  
For life is so long—so long.

In the autumn of age how we anxiously haste  
Our tasks without rest or relief,  
And never a moment then dare we to waste,  
For life is so brief—so brief.

—Walter Hurt.

## TEXACO STAR

### 1,000 TEXACOANS ENJOY SAIL UP HUDSON

When is the Association going to have another excursion?

This question has been asked many times since June 25, when The Texaco Association of New York held its first sail up the Hudson River. The event was so successful from a social viewpoint that there is much interest in plans for similar events.

The excursion was a tremendous success, and every one of the thousand or more Texaco employes and their friends who were on the S. S. *Clermont*, from the time it left the Battery until the return in the evening, had an all-round good time. Perhaps the features most enjoyed were the dancing and the music. Two bands, one our Texaco Band, kept up a continuous flow of fascinating tunes, and scores of couples tripped the light fantastic by the hour.

Of course, medals were awarded for popularity, energy, and all-round good fellowship. It hardly seems necessary to announce that Messrs. "Bill" Elwood and Frank Shipman ran away with the honors; but just to let our friends outside of New York know it—these two gentlemen, as usual, were decided upon by the committee as the most worthy to receive the handsome leather medals. W. V. Winslow, amiable and erstwhile chairman of the Association's Athletic Committee, made the presentations, and both Mr. Elwood and Mr. Shipman responded with appropriate remarks.

When the *Clermont* reached Bear Mountain all went up to the Bear Mountain Inn for luncheon or else hiked through the park for a little exercise. We did not have time to hold games or anything of that sort at the mountain, nevertheless everyone had a very enjoyable time. Dancing, music, and a general good time featured the return sail to New York.

The Entertainment Committee have been highly complimented for their work in making the affair such a social success, the members of the Committee being:

F. B. Walsh, Chairman (Export Department)  
 Irving S. Higgins (Insurance Department)  
 G. S. Fisher (Treasury Department)  
 T. F. Quian (Terminals Division)  
 T. D. Kaufman (Advertising Division)  
 J. T. McLaughlin (Sales Department)  
 J. G. Medley (Marine Department)

At the last meeting of the Board of Governors of The Texaco Association of New York, held in July, J. R. Haden of the New York Sales District, better known as "Doc," was elected to the chairmanship of the Board.

Charles Erwin of the Railway Traffic Department was elected to the Board of Governors to fill the vacancy caused by the resignation of T. E. Duggan, our distinguished friend who has taken up his headquarters at Houston. The Board of Governors will miss Mr. Duggan's wise counsel and willing assistance in all matters, yet the members consider themselves fortunate to have Mr. Erwin as Mr. Duggan's successor.

Landlord.—That feller who just swaggered past? That's Lem Badgeley, an' he's a terror to auty mobilists, I tell you.

Guest.—The village constable, eh?

Landlord.—Worse; he's the only auty repair man within ten miles.



New York Office Base Ball Team

Texaco Stars: Left to right, standing: Cunningham, Manager; Gleason, R. F.; Brannan, Utility; Brennan, 3 B.; Hefter, 1 B.; Medley, L. F.; Gerety, Outfield; H. Eberhardt, S. S.; Swann, Asst. Mgr. Front row: MacNair, C. F.; Browne, C.; Waldis, P. A. Eberhardt, 2 B., was absent when this photograph was taken.

### THEY COME NOT BACK

Remember, three things come not back:

The arrow sent upon its track,  
 It will not swerve, it will not stay  
 Its speed, it flies to wound or slay;  
 The spoken word, so soon forgot  
 By thee, but it has perished not,  
 In other hearts 'tis living still  
 And doing work for good or ill;  
 And the lost opportunity

That cometh back no more to thee—  
 In vain thou weepst, in vain dost yearn,  
 Those three will nevermore return.

—From the Arabic.

### TIMES

(Ecclesiastes 3:1-8)

To everything there is a season.  
 For every purpose there is a reason—  
 A time to be born, and a time to die,  
 A time to mourn, and a time to sigh,  
 A time to plant, and a time to pluck,  
 A time to try, and a time for luck,  
 A time to weep, and a time to laugh,  
 A time for all, and a time for half,  
 A time to kill, and a time to heal,  
 A time to harden, and a time to feel,  
 A time to rend, and a time to sew,  
 A time to stay, and a time to go,  
 A time to love, and a time to hate,  
 A time for safety, and a time for fate;  
 So time rolls on, and as we go  
 We all must reap whatever we sow.

—Brice O. Taylor, Livingston, Texas.

Apropos of "Brown's Job," which by the kind permission of *Batten's Wedge* was reprinted in last month's issue, an old story, current near the home of Patrick Henry, comes to mind. Patrick Henry while a young man took great pleasure in the view from a mountain near his home, and frequently went to gaze upon it. Many years after he had gained distinction a party of young men went hunting on this mountain and the guide pointed out to them what was called Patrick Henry's view. "Now I know," said one of the young men as he gazed, "Now I know what made Patrick Henry great." Whereupon the old guide grunted out the reply: "Well, I've known many young men to visit this mountain and look at the scenery, but I never knew more than one Patrick Henry."

## SUGGESTIVE INDEX OF CURRENT ARTICLES

THE MAIN INTEREST IS INDICATED BY CLASSIFICATION OR BRIEF COMMENT

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

- EXECUTIVE** The True Relation Between Wages and Unit Cost, by Harry Tipper.—*Automotive Industries*, August 18, 1921.  
How an Effective Labor Policy Increased Production, by Norman G. Shidle.—*Automotive Industries*, July 28, 1921.
- REFINING** Effect of Paraffin Wax Upon Lubricating Oil Viscosity, by E. W. Dean and L. E. Jackson.—*Lubrication World*, August-September, 1921.
- PRODUCING** Petroleum Geology (Continued), by Francis M. Van Tuyl.—*Oil News*, August 5, 1921; August 20, 1921.
- RY. TRAFFIC** Proportion of Oil Traffic Moved by Rail Growing Less.—*National Petroleum News*, August 17, 1921.
- LUBRI-CATING** Good Practice in Lubrication of Air Compressors—II, by A. D. Risteen.—*Lubrication World*, August-September 1921.  
Steam Turbine Lubrication, by J. B. Rathbun.—*Petroleum*, August 1921.  
Lubrication of Refrigeration Equipment, by John Rome Battle.—*National Petroleum News*, August 17, 1921.  
Essential Qualities of Oil for Steam Turbines, by J. Y. Dahlstrand.—*Lubrication World*, August-September 1921.

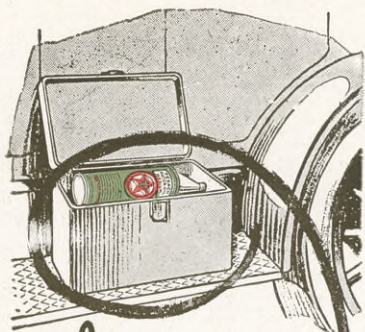
Our Lubrication Engineers and Salesmen doubtless have studied the articles "Viscosimeter Calibration and Conversion Chart" and "A New Chart for Viscosity Temperature Relations" in the May and June issues of the technical trade journal *Lubrication* published by The Texas Company. The articles are mentioned here, however, in case any one who should be interested may have overlooked them.

### GENERAL

- Status of Mexican Petroleum Industry, by George Blardone.—*Oildom*, August 1921.
- Value of Foreign Trade as Hoover Sees It.—*Automotive Industries*, July 21, 1921.
- Union Labor and the Enlightened Employer, by John Fordin.—*Industrial Management*, August 1921.
- A rejoinder to Samuel Gompers' article under the same title in the April issue of *Industrial Management*.
- Increasing Individual Efficiency through Decentralized Responsibility, by Harry Tipper.—*Automotive Industries*, July 28, 1921.
- Every Man His Own Capitalist, by Ben H. Lambe.—*The Nation's Business*, August 1921.
- Lessening Life's Gambles, by J. W. Bishop.—*The Nation's Business*, August 1921.
- What Kind of A Boss Are You? by Roy Dickinson.—*Printer's Ink Monthly*, August 1921.
- The Right to Fatigue, by Dr. Eugene Lyman Fisk, Medical Director, Life Extension Institute.—*The Nation's Business*, August 1921.



REMEMBER THE FIRST DAY OF SCHOOL WHEN MOTHER RIGGED YOU ALL UP—AND WHAT THE GANG GAVE YOU?



When you  
need oil

a can in the  
tool box

is worth a dozen  
at the dealers

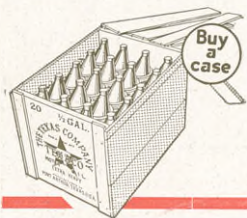


The EASY POUR CAN  
2 Quarts  
TEXACO MOTOR OIL

—in the *right grade* for your car

“and you can always have a can in  
the tool box, if you are forehanded  
enough to keep a case in the garage”

20 cans  
in a strong wooden case



THE TEXAS COMPANY  
Dept H, 17 Battery Pl., New York City

NEW YORK  
CHICAGO  
HOUSTON



Offices in  
Principal  
Cities