

The TEXACO STAR

For Employes of The Texas Company



LONG'S PEAK, COLORADO

Vol. XIV

JANUARY 1927

No. 1

The Portent

Horace, Ode 20, Book V

(In the Fifth Book of Horace's Odes the last is Ode XXII.)

Oh, late withdrawn from human-kind
And following dreams we never knew!
Varus, what dream has Fate assigned
To trouble you?

Such virtue as commends the law
Of Virtue to the vulgar horde
Suffices not. You needs must draw
A righteous sword;

And, flagrant in well-doing, smite
The priests of Bacchus at their fane,
Lest any worshipper invite
The God again.

Whence public strife and naked crime
And—deadlier than the cup you shun—
A people schooled to mock, in time,
All law—not one.

Cease, then, to fashion State-made sin,
Nor give thy children cause to doubt
That Virtue springs from iron within—
Not lead without.

—Rudyard Kipling.

The TEXACO STAR

PRINTED MONTHLY FOR DISTRIBUTION
TO EMPLOYEES OF THE TEXAS COMPANY

Vol. XIV

January 1927

No. 1

"All for Each—Each for All"

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Houston, Texas

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The Stock Dividend

The board of directors of The Texas Corporation has just declared a stock dividend of 10 per cent payable on April 2 to stockholders of record on March 4.

The last stock dividend by The Texas Company was 10 per cent, paid in 1921. The surplus of that company at the end of 1921 was \$83,549,181, and at the end of 1925 it had increased to \$113,466,023. When the books are closed for 1926 they will show a very substantial addition to the last mentioned amount. The share surplus of The Texas Company is, of course, available as surplus for The Texas Corporation. It must be apparent, therefore, that the present stock dividend was fully warranted.

Was 10 per cent enough? At the outset it may not be amiss to observe that the cash dividend rate is high. During the last seven years The Texas Company, paying regularly 3 per cent quarterly, or 12 per cent per annum, on the par value of its stock, has disbursed to its stockholders in cash the sum of \$129,202,000. Not many companies hold a better dividend record. Of the great railroad systems, the various industrials, and the big banks with billion dollar footings, how many have been

able to pay their stockholders \$20,000,000 a year—our annual amount for the last five years has been \$19,734,000—and then do something extra? Our rate has been much higher than any other oil company of the same size.

The future must be kept in mind, and the board indulges the hope that the special distribution now authorized will be considered sufficiently large for the present.

The business is expanding and the cash requirements are large. This fact, however, does not mean that dividends should be stunted. A reasonable percentage of earnings can with propriety be retained for expansion. Not even Professor Ripley objects to that. As stated in the June 1924 number of the *Star*, financing is in order when growth is rapid. Various new issues of stock have been sold in the past contemporaneously with the payment of good dividends. And whether future financing shall be through stock issues or by sale of debentures the policy of liberal dividends will doubtless hold good.

More about the Reorganization

To avoid repetition and confusion in these remarks, The Texas Company, the corporation organized under the laws of Texas, will be called the Company, and The Texas Corporation, the corporation organized under the laws of Delaware, will be called the Corporation, after the fashion of legal documents.

It would seem desirable to say something in regard to the fact that while the Corporation has declared a stock dividend no similar action has been taken by the Company. Stockholders who have not exchanged their stock in the

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latter for shares of the former may be inclined to wonder. But the explanation is brief and simple. The directors of the Company decided to call a meeting of stockholders to consider and vote upon the dissolution and liquidation of the Company. A stock dividend under these circumstances would have been idle and inconsistent.

The privilege of exchanging stock, which is the only way for those who now hold the Company stock to participate in the stock dividend, is still open, and it will be kept open as long as may be practicable. The basis is share for share, as stockholders have been advised heretofore. But stockholders should not get the idea that they can wait indefinitely, in disregard of what is going on, unless they are content to forego everything except the proceeds of liquidation.

If and when the liquidation price is fixed for the Company the privilege of exchanging stock will cease, if it has not ceased before; cash only will be paid in liquidation. There will be no period in which the stockholder will be assured of a fixed and unchanging amount in cash and at the same time have the option of exchanging his stock. And in justice to stockholders who have exchanged on the established basis there can be no premium or bonus to others.

Those in charge of the reorganization are endeavoring to handle the matter so that there will be no just ground for criticism or dissatisfaction. The basis of exchange has been fixed, and those who do not accept it will receive the value of their stock in liquidation if and when it occurs.

The laws of Texas are not like the laws of New Jersey, Missouri, and one or two other States, where a prosperous corporation can be dissolved before the expiration of its charter only by unanimous consent of all stockholders. In Texas 80 per cent of the stock voted in favor of the proposition is sufficient for dissolution. More than 94 per cent of the stock of the Company has been exchanged for stock of the Corporation and is now owned and held by the latter and can be voted in favor of dissolution.

It is hoped that what has been said will not be misconstrued. Our only thought is to inform stockholders of the actual situation, so they will not be in the dark. The directors, all of whom have exchanged their own stock share for share, are naturally anxious for the plan to succeed, but they would have it succeed in amity and good feeling.

Some stock is held by administrators, executors, guardians, and trustees. Not all such fiduciaries have authority to make the exchange of stock, and there has been anxiety on their account. They are free, of course, to sell their shares on the market, and there is a market for them. If they do not sell they can rest assured that they will receive their proportion of cash proceeds upon the event of liquidation.

To effect an exchange at this time it is necessary only to send stock certificates, endorsed in blank with signatures duly witnessed, to James A. Merlis, Assistant Secretary, 17 Battery Place, New York, stating the purpose for which the certificates are forwarded.

A. P. I. Meeting at Tulsa

The newspapers and trade journals have covered this subject, and nothing that could be stated now would be news. Yet it may not be inappropriate to record a few reflections.

The technical sessions were highly successful, and the men who have given their time and knowledge to the work are to be thanked for their contributions and congratulated upon the results.

But the outstanding feature of the meeting, outstanding not because of anything brought definitely in sight but because of what will be brought in sight in the not far distant future, is to be found in the action of the board of directors in adopting recommendations of the Federal Oil Conservation Board and appointing two committees to make studies and submit recommendations. One of these studies involves the conservation of gas for its efficient agency in the production of oil. The other has to do with proposed legislation which would remove from the zone of doubtful legality agreements between producers to curtail drilling in pools where and during periods when there is over production and economic waste.

The importance of conserving gas is not new, but year after year brings new evidence of the fact. Many in the industry have been alive to the situation for some time. Let us now hope for progress regardless of where the leadership is. Only one danger seems to lurk, and that is the danger of acting too hastily. The full office of gas in the production of oil is a subject concerning which all is not yet written or known. Half baked theories enacted into foolish legislation would not be conducive to conservation.

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Touching the assignment given the other committee some misapprehension seems to have arisen, though perhaps it is not very general. The committee was not instructed to repeal all the anti-trust laws, or even to think about repealing them, or any of them. The purpose was rather to formulate a plan which would result in making the law definite and certain. The exact wording of the resolution is as follows:

"RESOLVED, That the President of the Institute appoint a committee of seven to formulate and recommend to this Board or its Executive Committee at the earliest practicable date a program of legislation, federal and state, to be advocated by the Institute giving sanction and effect to agreements by oil producers for the curtailment of production in pools where and during periods when there is over-production, having for their purpose the economical and orderly production of oil."—which does not go as far as the Federal Board went in its recommendation.

In the past some of the larger companies, feeling that they might be favorite subjects of attack and that they should therefore resolve all doubts in favor of a safe course, have refrained from going into shut-down agreements. They have done so even when light oil was going into ground storage. And it is easy to see that the attitude of one such producer may defeat entirely the cooperative effort.

Neither the Federal Board nor Institute has paid any attention to the marketing practice of some companies whereby enormous amounts of money are squandered in over production of pumps and tanks and filling stations. Since this is merely a waste of money and is not the dissipation of a natural resource the silence of the Federal Board is logical. The attitude of the Institute is the conservative and safe one, for it would be easy to overstep the legal bounds in dealing with a subject which so directly affects competition. It does seem absurd for a company to furnish free pumps and tanks for three corners of a rural crossroads and thus compete with itself thereat. But after all that may not be other people's business. No one is under compulsion to market in that manner. It is pure choice. Nevertheless, when one does it others are injured. It is a bad species of competition.

The foregoing editorials were written by Amos L. Beaty, Chairman of the Board. The first two could not be released prior to the 18th of January. Thus the delay in issuance of this number.

Greetings in Houston

On December 2nd local officials and friends of The Texas Company in Houston gave a dinner at the Rice Hotel to seventy-five visiting officials and stockholders.

First Vice President T. J. Donoghue presided as Toastmaster, and responses were made by Amos L. Beaty, Chairman of the Board of Directors; President R. C. Holmes; Judge R. E. Brooks and Judge H. M. Garwood of Houston; Judge C. B. Ames of Oklahoma City; and J. J. Mitchell, veteran banker of Chicago.

Mr. Beaty said, in part:

There has been quite a sentimental charm to The Texas Company being in Texas and the State's largest corporation. I have heard expressions of regret that we found it necessary to incorporate under the laws of another State, having ultimate purpose of transferring the domicile of the corporation to another jurisdiction. I joined The Texas Company in 1907 and, being a native Texan, may have been instrumental in delaying the thing that had seemed most practical and sensible for several years. But it was necessary to have greater corporate powers.

Circular letters were sent the stockholders in September explaining the situation and proposing the change. A new company, The Texas Corporation, was organized under the laws of Delaware to operate as a holding company pending the final determination of the question of organizing a new operating company.

The result has been that between 92 and 93 per cent of the stock was sent in for exchange, which was far beyond the most sanguine expectations. There has been no opposition or objection on the part of the stockholders.

So it is assured that the domicile of the company will be changed to another State, and that very shortly.

This does not mean the company will be any the less a Texas institution. We could not be anything else if we tried. As far as the name is concerned, we propose to continue it without any prefix or affix. The trademarks, the good will, and all those things likewise will be taken care of.

The support which has made the organization successful and which has held the men who have done the work together, and held the stockholders together, and held the two groups together will continue to be the same.

President Holmes paid tribute to the officials and working forces of the Company and bespoke a great future for the organization with their continued high spirit and harmonious cooperation.

Judge Brooks declared he did not criticize the decision to "leave the old homestead," but regretted the move very much. He praised the high standard of policies and methods

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which had been maintained by the company from its inception, saying that it had grown to its present magnitude without faltering in the high character with which it began.

Judge Garwood, responding on behalf of the Houstonians, said:

The Texas Company has perhaps done more to lift the level of corporate transactions to a high plane than any other modern business organization. It has shown the people that big business is honest, and that it can not be otherwise than honest if it is to succeed. The name of The Texas Company has become, not only in Texas but all over the world, synonymous with business success and with the highest type of business integrity.

The Company will always remain a Texas institution in the minds and hearts of those who helped to build it, and as long as it keeps the Texas name we don't care very much where it incorporates.

Judge Ames declared that the reorganization of the Company did not reflect on Texas in any way. He pointed out: "In its great extensive operations throughout the world, it needs a freer play than is possible under the Texas laws."

Judge Ames extolled the personnel and spirit of loyalty from top to bottom in The Texas Company as unsurpassed in any other organization he had ever known.

Mr. Mitchell recalled his connections with the Company from its birth and said he had taken a great pride in them:

I think The Texas Company, under the direction of those who outlined its early policies, has become one of the greatest institutions of this character in the United States.

I have attended most of the annual inspection trips of officials and stockholders into Texas and have found many benefits and pleasures in meeting Texas members of the corporate family and seeing how its money was being spent and its properties handled.

I have been much surprised on this last trip to see the great strides that have been made in this part of Texas. There are evidences on every hand of increased wealth, progress, and prosperity. You have a great State, one full of promise.

On December 3 the visitors inspected the revived Spindletop field, and finally left Houston at 2 a. m. Dec. 5, in their special train of eight cars, for the Corsicana and Panhandle districts, and thence to Tulsa to attend the meeting of the American Petroleum Institute beginning on December 7.

Courage from hearts, and not from numbers grows.—*Dryden.*

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A British View

A recent article in the *Petroleum Times*, London, compares British and American governmental relations to industry. It contrasted the disastrous situation of British coal mining with the prosperity of the American oil industry, and advocated a minimum of interference by government:

Examples in support of this view are to be seen all over the world. The petroleum industry has by no means escaped such governmental attention. . . . Fortunately for petroleum production in general, and particularly for the petroleum industry of the United States, the government of that country has left the industry a large amount of freedom, with the result that the world's requirements of petroleum products have been amply covered by production, notwithstanding the extraordinary increase in the demand.

The adventure of a government into the method of conducting an industry is usually more or less disastrous, because it tends to lift the industry out of the economic into the political sphere where economic considerations become secondary.

Motor Vehicles and the Railroads

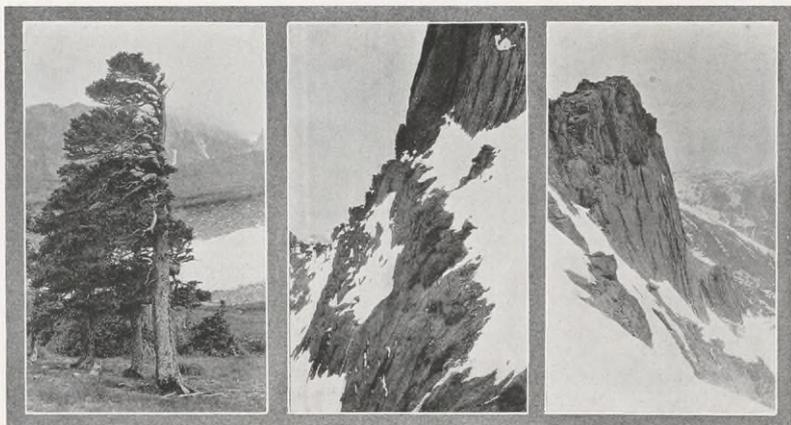
The average tonnage carried by the railroads of the United States has increased about fifty percent since the roads were returned to private management. And this has been in spite of the much talked of encroachments by motor vehicles upon the short-haul traffic of the railroads.

But we are reminded by expert observers that a great deal of the large railroad tonnage originates in the demand for steel, rubber, glass, leather, gasoline, oil, and other commodities required in the manufacture and operation of motor vehicles; also that much of the railroad tonnage is composed of gravel, cement, lime, brick, stone, and asphalt used in building hard roads.

The coming of the automobile has added much to railroad tonnage, thus largely offsetting what it has taken away.

Tradition is not a fetish to be prayed to—but a useful record of experiences. Time should bring improvement—but not all old things are worthless. We are served by both the moderns and the ancients. The balanced man is he who clings to the best in the old—and appropriates the desirable in the new.—*Richard Steele.*

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The middle picture shows the west wall of the mountain along which the snow covered trail led

A Climb to the Top of Long's Peak

R. C. BREHM, Paleontologist in Geological Department, Texas Production Company

The front cover of this issue gives a splendid view of the treacherous east front of Long's Peak—the high peak in the center of the background. In the middle distance at the left is Mount Mecker; at the right, Mount Martha Washington.

The climb started near the buildings in the foreground of the photograph, and led up through the timber to the right of Mount Martha Washington and around the west side of Long's Peak at the break seen on the far side near the top of the mountain. The distance traveled for the round trip was about twenty miles.

Those who made this climb are J. L. Ballard, A. R. Wilson, and R. C. Brehm of the Texas Production Company, and B. J. Golding of The Texas Company's Sales Department.

Long's Peak, 14,255 feet above sea level, is the highest landmark in the Rocky Mountain National Park, overlooking Estes Park which is about 80 miles from Denver. The Park is reached by several stage routes, each presenting its own pictures of charm and beauty. The road through the canyon of the South Saint Vrain is noted for its varied scenery.

The Peak was named for Colonel S. H. Long, who in 1820 was sent out by President Madison to explore the part of the Louisiana Purchase between the Missouri River and the Rocky Mountains.

This region was the hunting and battle ground of the Cheyennes, Arapahoes, and Apaches. In 1915 our government reserved it as a National Park. At this time it is a summer home for visitors from all parts of the United States.

Long's Peak is probably the most popular mountain climb in Colorado, for it offers rock climbing not hiking. It stands out majestically for a radius of 150 miles offering a challenge and extending an invitation. The invitation hints of thrills aplenty.

On a Saturday afternoon late in July our party of five, on the invitation of Mr. A. R. Wilson, left the Texaco Office in Denver, accepting Long's Peak's challenge. After driving three and a half hours the road ended. There, nearly 7 miles from the base of the peak, we pitched our camp among the pines and aspens near an ice-cold noisy mountain stream. Supper was prepared over an open fire with plenty

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1. East front of Long's Peak, view from top of Hogback near Mount Washington.

2. Mount Meeker, directly south of Long's Peak.

of food and not enough cooking equipment to hinder. The air was so cold that a fire and heavy coats were not amiss.

At four o'clock the following morning, after a hurried cup of 3³/₄ coffee, we started our climb. The first three miles followed a narrow trail through tall spruce, pine, and aspens, occasionally crossing a boulder-filled stream made beautiful by rapids, whirlpools, and small falls. At the timber line, which ends at an altitude of 11,000 feet, one sees a vivid picture of the struggle for existence, and the survival of the fittest. The trees are stunted, bent, and twisted in their fight against wind, cold, and forest fires. The spruce lie flat on the ground, giving place to the more hardy birch, which in turn gives place to straggling pine growths, mosses, and small vari-colored alpine flowers. It is said that some of the flowers were transported to the mountain tops by glaciers during the ice age and left stranded when the glaciers retreated.

After passing the timber line the ascent is more steep and rough. Here is seen a great array of medial moraines, glacial lakes, and, in the valleys, small glaciers. The path takes us over a boulder field made up of huge broken blocks of granite brought down by ice. This field is one mile wide and extends four miles

down the slope. The most troublesome part of the climb comes after leaving the boulder field, up a long snow-filled valley to the main ridge. Those unaccustomed to altitudes such as these become exhausted rapidly and are compelled to take frequent breathing spells.

From here one stops frequently, looking back to see how far he has gone, and begins to look ahead to see how much farther there is yet to go, thinking that just over the next peak the going will be smoother, only to find it more rugged and steep. The last 700 feet is a series of almost perpendicular rock walls and narrow ledges from which it is 5,000 feet straight down to the next stopping place.

Tired and weary, but with a feeling of satisfaction, the top was reached shortly after midday. The summit is a flat surface, roughened slightly by lightning and dilations caused by temperature, and covers a space large enough for a good sized Texaco filling station. The flat surface is a remnant of an old uplifted peneplain upon which the Rocky Mountain cretaceous sediments were laid and later eroded.

There are forty-seven peaks in the front range above an elevation of 14,000 feet and these probably at one time were continuous. The main mass of Long's Peak is principally made up of a single granite, which apparently



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1. Wilson, Brehm, and Golding on a boulder field on the way to top of Long's Peak, elevation 12,000 feet.
2. Ballard, Brehm, and Golding on a boulder field north of the Peak, elevation 13,000 feet.
3. Wilson on snow bank, elevation 13,500 feet.
4. Brehm at top of trough west of the Peak, elevation 13,700 feet.

spreads out in all directions. In many places it is colored red with a pigment of iron oxide.

On top the wind was blowing a sixty-mile gale and the regular afternoon lightning and snow storm was in progress. The storm partly obscured a view of the broad flat valleys which can ordinarily be seen for a distance of 125 miles in all directions. Our thoughts were not so much of the magnificent view as of getting back for rest and something to eat. The descent was not so tiresome but scarcely less

treacherous. Half-sliding and half-stumbling, the camp was reached at six o'clock that evening, and we were not in a mood then to appreciate the lessons learned in the hills. It did seem, however, that one is brought face to face with the conditions met with in everyday life. As in life, the road is not always smooth, nor are the obstacles always small. The grandeur and magnitude of the mountains make their impressions and leave one with a desire for better and bigger things.

People read and read and read, blandly unconscious of their effrontery in assuming that they can assimilate without any further effort the vital essence which the author has breathed into them. They can not. That they do not is shown all the time in their lives. If a man does not spend as much time in actively thinking about what he has read, he is simply insulting his author. Meditation is not a popular exercise. If a friend asks you what you did last night you may answer, "I was reading," and he will be impressed and you will be proud. But if you answer, "I was meditating," he will have a tendency to smile and you will have a

tendency to blush. I know this. I feel it myself. (I can not offer any explanation). But it does not shake my conviction that the absence of meditation is the main origin of disappointing stocktakings.—*Arnold Bennett.*

He who is to win the noblest success in the world of affairs must continually educate himself for larger grasp of principle and broader grasp of conditions.—*Mabie.*

In every organization questions that arise between different departments should be thought out not fought out.

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The geologists at site of the ancient Indian Pueblo Los Pecos on road from Las Vegas to Albuquerque. Left to right: J. T. Duce, New York Office; F. C. Sealey, Wichita Falls Office; W. C. Kneale, Denver Office of Texas Production Company; Alan Bruyere, Fort Worth Office; R. F. Baker, Chief Geologist, Houston Office.

Geologizing in New Mexico

An interesting trip through parts of West Texas and the eastern half of New Mexico was recently made by a company of geologists connected with The Texas Company, composed of Chief Geologist R. F. Baker; J. T. Duce, New York Office; Alan Bruyere, Fort Worth Office; F. C. Sealey, Wichita Falls Office; and W. C. Kneale and H. A. Stewart of the Denver Office of the Texas Production Company.

The party organized at Clovis, New Mexico, near the middle point of the State's eastern border, and proceeded to a region north of Santa Fe, and thence by an irregular circling route to Artesia in the southeast corner of the State.

Mr. Bruyere, in a short account of the expedition given in a recent issue of *The Bit and Tongs*, said that in traveling through the regions visited one is amazed by what was accomplished by the Spaniards three hundred years ago. Without means of transportation other than pack-trains they crossed such deserts as the *Jornado del Muerte* (Journey of the Dead) and the *Estanchia Valley*. They sought and found and conquered passes in mountain ranges the crests of which are higher than 12,000 feet. They subdued races of warlike people. They impressed their religion on the continent. The mark the Spaniards made on Western civilization in two continents is indelible.

About 70 miles north of Santa Fe, in a lo-

cality not often visited, is the old village of Taos, a community of approximately 4,000 people the majority of whom are Indians, with some Spanish. Only recently the papers recorded the death of an old Spanish caballero, one of the few remaining old-time gentlemen of his race. Here is the resting place of Kit Carson.

On the road between Las Vegas and Albuquerque is an old abandoned Indian pueblo, which is believed to have been settled at the beginning of the Christian era. Excavations have been carried on by Andover College in an effort to determine the type and age of the pottery made by the Indians inhabiting this pueblo. It was here that the Indians were conquered by the Spaniards in the year 1598. The walls of a church built by the Spanish

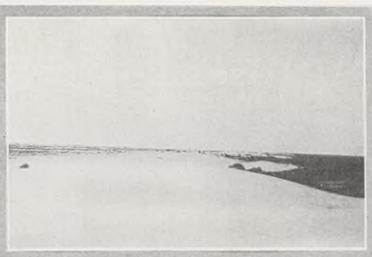


Ruins of old Spanish Church
In the abandoned ancient Indian Pueblo Los Pecos

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White sands, west of Alamogordo, New Mexico.



Gypsum sands, in Tularosa Basin, 20 miles southwest of Alamogordo.

are still standing. The Spanish were driven out in 1680; but the Pueblo was finally abandoned in 1838. Fragments of pottery, flint chips, broken spear heads of obsidian, and utensils for grinding corn were found in abundance.

A few miles westward is the Glorietta Pass battle ground where a historic battle was fought between troops of Texas and Colorado in the War between the States.

At Lamy on the Santa Fe Railway, about 18 miles south of Santa Fe, the Harvey House has a lounging room decorated with old paintings, lithographs, *etc.* which appeared to have been gathered from old Spanish ranch houses in this region. The nature of these articles suggests the opulence and culture of a race which has moved on.

The party made a trip to Carlsbad Cavern, now operated by the Federal Government. The descent to the cavern is nearly vertical on winding stairways. The grottoes, decorated by nature with sparkling curtains and stalactites suspended from the ceiling like chande-

liers, and immense stalagmites rising like fountains from the floor, are most impressive.

For the vacationists, summer resorts have been established high in the clouds at Ruidosa, Cloudcroft, and elsewhere.



The highest point in Texas

Guadalupe and El Capitan Peaks in Culberson Co. Carlsbad-Van Horn highway in the foreground.

Guadalupe Peak is upwards of 9,500 feet and El Capitan (in the further distance) is somewhat higher.

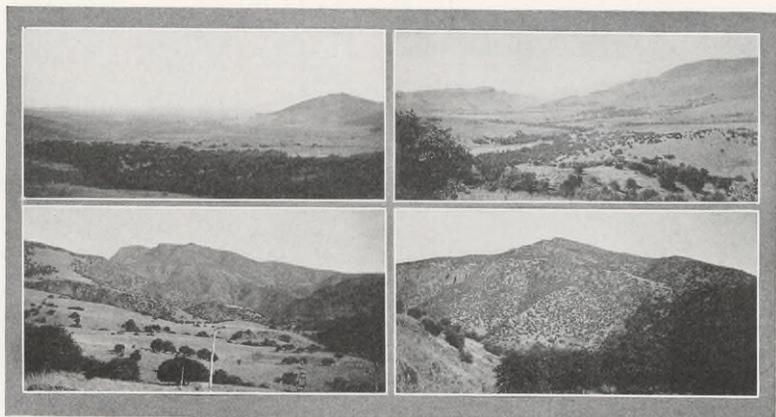
Books have always a secret influence on the understanding; he that reads books of science, though without any desire fixed of improvement, will grow more knowing; he that entertains himself with moral or religious treatises will imperceptibly advance in goodness; the ideas that are often offered to the mind will at last find a lucky moment when it is disposed to receive them.—*Samuel Johnson.*

The importance of reading—not slight stuff to get through the time, but the best that has been written—forces itself upon me more and more every year I live; it is living in good

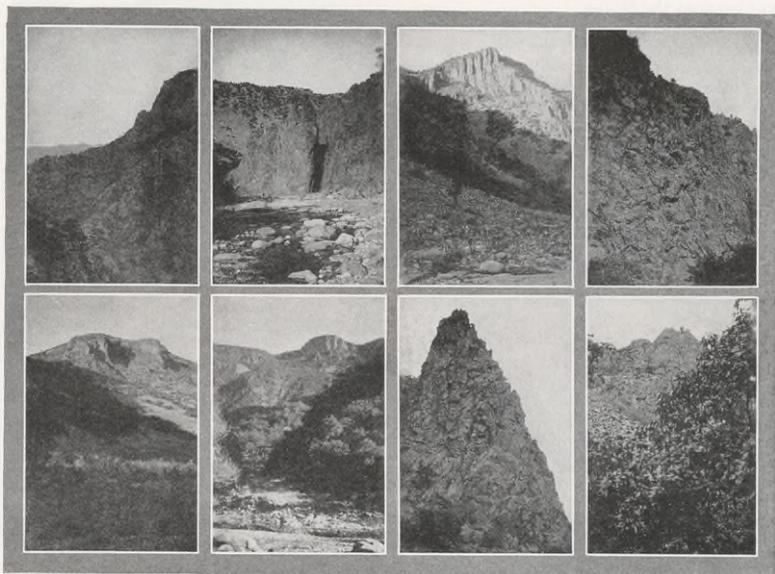
company, the best company, and people are generally quite keen enough, or too keen, about that, yet they will not do it in the simplest and best manner, by reading.—*Matthew Arnold.*

A book you rent or borrow is like a transient guest in your home, to be gone in the morning and forgotten. The book you own is your abiding guest, your friend forever. If I could reach the ear of every young man, every young woman in the land, I would say, start a library of your own. Buy good books, strong books, books that put iron in the blood of him who reads.—*George Edward Reed.*

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Views of the Davis Mountains



Views in the Davis Mountains

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The Camp

A Hunting Trip to the Davis Mountains

During the latter part of November Ernest Carroll, J. D. Grant, and Fred Carroll of the Houston Office, with G. H. Pruter, formerly with The Texas Company, W. P. Fulgin, agent for the Sales Department at Pecos, and J. N. Cannon, drilling contractor of Wichita

Falls, made a very enjoyable hunting trip to the Davis Mountains in West Texas.

During the first two days five mule deer were killed. After that the hunters enjoyed camp life and hunted bear.

While en route to El Paso W. H. Noble,



J. D. Grant, Engineering Dep't The Texas Pipe Line Company; Ernest Carroll, Assistant to First Vice President; (Tom Brown, cook); W. P. Fulgin, Agent Pecos, Texas Station; George Duncan, owner of the ranch; G. H. Pruter, formerly with The Texas Company, Producing Department.

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J. N. Cannon

Fred Carroll

J. D. Grant and Frank Carroll (cowboy)

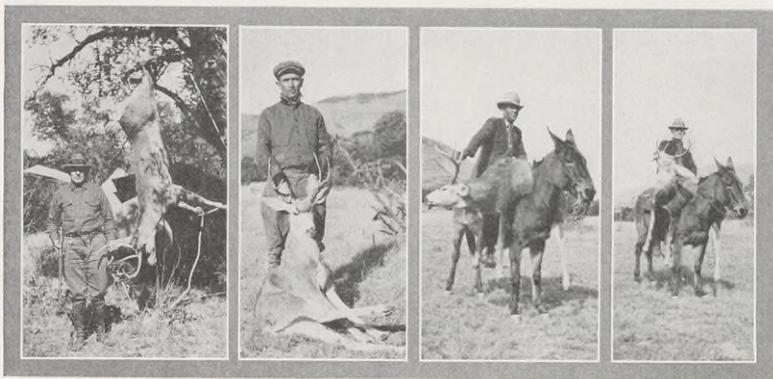
Will Carroll, J. S. Leach, H. J. Flake, and I. B. Elliot, all of the Sales Department, paid the hunters a brief visit, staying only long enough to see the mountains at night and to enjoy a camp breakfast, prepared by Tom Brown, our colored cook, who has been with the Riley family at Fredericksburg for over fifty years and understands camp cookery as few ever do.

Two members of the party wounded a large black bear and had an exciting half day following it along the rocky cliffs, but finally had to give up the chase on account of the rough country and nightfall.

After several days in camp the party was entertained at the home of Mr. Geo. D. Duncan, which is located at the foot of the mountains. From there the return trip was made by way of Fredericksburg, where they had a short turkey hunt with Agent E. H. Riley of our Fredericksburg Sales Station.



Ernest
Carroll
got his.



Ernest Carroll.

J. D. Grant.

W. P. Fulgin.

George Pruter.

Get Out or Get in Line Being a Preachment by Elbert Hubbard

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F all the letters, messages, and speeches of Lincoln were destroyed, except that one letter to Hooker, we should still have a good index to the heart of the Rail-Splitter.

In this letter we see that Lincoln ruled his own spirit; and we also behold the fact that he could rule others. The letter shows frankness, kindness, wit, tact, wise diplomacy, and infinite patience.

Hooker had harshly and unjustly criticized Lincoln, his Commander-in-Chief, and he had embarrassed Burnside, his ranking officer. But Lincoln waives all this in deference to the virtues that he believes Hooker possesses, and promotes him to succeed Burnside. In other words, the man who had been wronged promotes the man who had wronged him, over the head of a man whom the promotee had wronged and for whom the promoter had a warm personal friendship. But all personal considerations were sunk in view of the end desired.

Yet it was necessary that the man promoted should know the truth, and Lincoln told it to him in a way that did not humiliate nor fire to foolish anger; but which certainly prevented the attack of cerebral elephantiasis to which Hooker was liable.

Perhaps we had better give the letter entire, and so here it is:

Executive Mansion,
Washington, January 26, 1863

Major-General Hooker:

General: I have placed you at the head of the Army of the Potomac.

Of course I have done this upon what appear to me to be sufficient reasons, and yet I think it best for you to know that there are some things in regard to which I am not quite satisfied with you.

I believe you to be a brave and skillful soldier, which, of course, I like. I also believe you do not mix politics with your profession, in which you are right.

You have confidence in yourself, which is a valuable if not indispensable quality.

You are ambitious, which, within reasonable bounds, does good rather than harm; but I think that during General Burnside's command of the army you have taken counsel of your ambition

and thwarted him as much as you could, in which you did a great wrong to the country and to a most meritorious and honorable brother officer.

I have heard, in such a way as to believe it, of your recently saying that both the army and the government needed a dictator. Of course it was not for this, but in spite of it, that I have given you the command. Only those generals who gain successes can set up dictators. What I now ask of you is military success, and I will risk the dictatorship. The government will support you to the utmost of its ability, which is neither more nor less than it has done and will do for all commanders.

I much fear that the spirit you have aided to infuse into the army, of criticizing their commander and withholding confidence from him, will now turn upon you. I shall assist you as far as I can to put it down. Neither you nor Napoleon, if he were alive again, could get any good out of an army while such a spirit prevails in it. And now beware of rashness; beware of rashness, but with energy and sleepless vigilance go forward and give us victories.

Yours very truly,

A. Lincoln.

One point in this letter is especially worth our consideration, for it suggests a condition that springs up like deadly nightshade from a poisonous soil. I refer to the habit of sneering, carping, grumbling at, and criticizing those who are above us.

The man who is anybody and who does anything is surely going to be criticized, vilified, and misunderstood. This is a part of the penalty for greatness, and every great man understands it; and understands, too, that it is no proof of greatness. The final proof of greatness lies in being able to endure contumely without resentment. Lincoln did not resent criticism; he knew that every life must be its own excuse for being, but look how he calls Hooker's attention to the fact that the dissension Hooker has sown is going to return and plague him! "Neither you nor Napoleon, were he alive, could get any good out of an army while such a spirit prevails in it." Hooker's fault falls on Hooker—others suffer, but Hooker suffers most of all.

Not long ago I met a Yale student, home on a vacation. I am sure he did not represent the true Yale spirit, for he was full of criticism and bitterness toward the institution. Presi-

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dent Hadley came in for his share, and I was supplied items, facts, data, with times and places, for a "peach of a roast."

Very soon I saw the trouble was not with Yale, the trouble was with the young man. He had mentally dwelt on some trivial slights until he had got so out of harmony with the institution that he had lost the power to derive any benefit from it. Yale is not a perfect institution—a fact, I suppose, that President Hadley and most Yale men are quite willing to admit; but Yale does supply certain advantages, and it depends upon the students whether they will avail themselves of these advantages or not.

If you are a student in a college, seize upon the good that is there. You get good by giving it. You gain by giving—so give sympathy and cheerful loyalty to the institution. If the place is faulty, make it a better place by an example of cheerfully doing your work every day the best you can. Mind your own business.

If the concern where you are employed is all wrong, and the Old Man a curmudgeon, it may be well for you to go to the Old Man and confidentially, quietly, and kindly tell him that he is a curmudgeon. Explain to him that his policy is absurd and preposterous. Then show him how to reform his ways, and you might offer to take charge of the concern and cleanse it of its secret faults.

Do this, or if for any reason you should prefer not, then take your choice of these: Get Out or Get in Line. You have got to do one or the other—now make your choice.

If you work for a man, in heaven's name work for him!

If he pays you wages that supply you your bread and butter, work for him—speak well of him, think well of him, stand by him, and stand by the institution he represents.

I think if I worked for a man I would work for him. I would not work for him a part of the time, and the rest of the time work against him. I would give an undivided service or none. If put to the pinch, an ounce of loyalty is worth a pound of cleverness.

If you must villify, condemn, and eternally disparage, why, resign your position, and when you are outside, damn to your heart's content. But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution—not that—but when you disparage the concern of which you are a part, you disparage yourself.

More than that, you are loosening the ten-

drils that hold you to the institution, and the first high wind that comes along, you will be uprooted and blown away in the blizzard's track—and probably you will never know why. The letter only says: "Times are dull and we regret there is not enough work," *et cetera*.

Everywhere you find those out-of-a-job fellows. Talk with them and you will find that they are full of railing, bitterness, and condemnation. That was the trouble—through a spirit of fault-finding they got themselves swung around so they blocked the channel, and had to be dynamited. They are out of harmony with the concern, and no longer being a help they had to be removed. Every employer is constantly looking for people who can help him; naturally he is on the outlook among his employes for those who do not help, and everything and everybody that is a hindrance has to go. This is the law of trade—do not find fault with it; it is founded on Nature. The reward is only for the man that helps, and in order to help you must have sympathy.

You can not help the Old Man so long as you are explaining in undertone and whisper, by gesture and suggestion, by thought and mental attitude, that he is a curmudgeon and his system dead wrong. You are not necessarily menacing him by stirring up discontent and warming envy into strife, but you are doing this: You are getting yourself upon a well-greased chute that will give you a quick ride down and out.

When you say to other employes that the Old Man is a curmudgeon, you reveal the fact that you are one; and when you tell that the policy of the institution is "rotten", you surely show that yours is.

Hooker got his promotion even in spite of his failings: but the chances are that your employer does not have the love that Lincoln had—the love that suffereth long and is kind. But even Lincoln could not protect Hooker forever. Hooker failed to do the work, and Lincoln had to try some one else.

So there came a time when Hooker was superseded by a Silent Man, who criticized no one, railed at nobody—not even the enemy. And this Silent Man, who ruled his own spirit, took the cities. He minded his own business, and did the work that no man ever can do unless he gives absolute loyalty, perfect confidence, and untiring devotion.

Let us mind our own business, and work for self by working for the good of all.

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Personality

L. C. WINNER, Sales Department, Houston District

The timid man yearns for full value, and demands a tenth. The bold man strikes for double value and compromises on par.—*Mark Twain.*

“Personality”—that outstanding characteristic of man’s social structure which determines largely what degree of success one will attain—is man’s finest asset.

Winning and holding the friendship and the confidence of others depends upon the reception of one’s personality when coming in contact with others. The degree of personality possessed by the average man is so negligible that many brilliant minds are put on shelves, so to speak, there to deteriorate for lack of the forceful personality necessary to effective expression.

We often hear the expression “Be yourself,” which means that to be oneself is the most agreeable method of behavior in order to get along with our fellowmen. We sometimes take this attitude because we have become accustomed to and expect certain conduct from the person we are addressing.

The personality feature of one’s character is one that can be developed through a study and analysis of one’s various traits, both good and bad. We in the Accounting department are accustomed to the assembling of myriads of figures, analyzing them, and grouping them according to their bearing on profits and losses. Is it not feasible to make an inventory of

one’s own characteristics, analyze them into assets and liabilities, and determine just what steps to take to correct them into a balanced form representing Personality-Plus?

Perhaps the feature that detracts most from personality is half hearted sincerity. Sincerity of purpose, loyalty to ideals, and an aim to accomplish something worth while, coupled with energetic interest, will add to one’s character that which the world so admires.

Psychology teaches us the why of our reactions to certain things said and done that affect us in our daily contact with life. We all know the effect the fellow with the contagious smile and cheerful disposition has on us.

Have you ever stopped to reason the plain common sense of *his* psychology? Isn’t it a fact that his personality is usually one that is outstanding? And does not *that*, coupled with knowledge, assure his advancement to a position of honor and trust?

Our company wants to be represented, not only in the field but in the offices and wherever the Texaco sign is displayed, by clean, bright, intelligent men and women, who strive for the finer things in this life, and who realize that personality is a means to attain that end.

Knowledge, sincerity of purpose, a cheerful friendly disposition inviting the confidences of others, and loyalty will help to develop that personality with a *plus*.

Advice Before Rouging

Women should look well at lips before they rouge them.

Rouge lays any story bare
That may be hiding there, quiet and proud,
On pale lips. Rouge makes it cry aloud.

Oh I have seen such desolate despair
Cut through the dark and shock the still night air
From carmined lips! No friendly shadows hide
Splotches of scarlet, drooping and wide.

Some mouths are bitter twisted jealousies,
Some fairly drool
The syrup of their mental lecheries.
Starved lips there are, and lips that sucked distress,
And even young and cool
Soft lips have tales of selfish wilfulness.

Mouths are the records of the changing years,
They stand when frowns have been forbidden and
quick tears;
But give a pencil, give a pencil to a fool,

She’ll underline with crimson what they tell.
Women should look well at lips before they rouge them.
Women should look well!

—*Margery Sweet Mansfield,*
in “The Bookman.”

“My husband appreciates me more than he used to.”

“How did that happen?”

“Well, you see, he went to an intelligence office to hire a girl, and in describing me to her he impressed himself with a lot of my good qualities he hadn’t before noticed.”

—*Boston Transcript.*

I never saw an oft removed tree,
Nor yet an oft removed family,
That throve so well as those that settled be.
—*Benjamin Franklin.*

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A Persian Prince

L. C. OAKLEY, New York

In Book I, Chapter 9, Section 19 of Xenophon's Anabasis we read of Cyrus the Younger, "a man who, of all the Persians since Cyrus the Elder, was the most princely and most worthy of empire."

If he noticed any one that was a skillful manager, with strict regard to justice, stocking the land of which he had the direction, and securing income from it, he would never take anything from such a person, but was ever ready to give him something in addition; so that men laboured with cheerfulness, acquiring property with confidence, and made no concealment from Cyrus of what each possessed; for he did not appear to envy those who amassed riches openly, but to endeavour to bring into use the wealth of those who concealed it.

These are very liberal economic views for a Persian prince dead twenty-three centuries. There are governments in the world today which do not appear to share these views, but rather incline to the notion that from him that hath shall be taken away all the traffic will bear.

Enlightened employers, however, concur with Cyrus in the theory that prudence ought not to be penalized. An intelligent employer, if

under necessity to reduce the force of employes, is not likely to say: "John Doe has saved something; a lay-off won't hurt him; let him go." He is far more likely to say: "John Doe manages his affairs well; we expect him to handle ours likewise; let's keep him."

With respect to the latter point the practice of Cyrus is thus described by Xenophon in the three sections of Chapter I of the Anabasis immediately preceding the section first quoted:

With regard to justice, if any appeared to him inclined to display that virtue, he made a point of making such men richer than those who sought to profit by injustice.

Accordingly, while in many other respects his affairs were administered judiciously, he likewise possessed an army worthy of the name. For it was not for money that generals and captains came from foreign lands to enter into his service, but because they were persuaded that to serve Cyrus well would be more profitable than any amount of monthly pay.

Besides, if any one executed his orders in a superior manner, he never suffered his diligence to go unrewarded; consequently, in every undertaking the best qualified officers were said to be ready to assist him.

How to Be Sick

(De profundis of a recent experience)

Dr. J. S. LANKFORD, San Antonio, Texas

The doctors, the near saints, the wise folk and fools, our friends and enemies, are everlastingly telling us how to get well. But not one of them ever tells us how to be sick, and that is no less important. We will knock along some way and get well by the benevolent efforts of nature and the passing of time, if they don't burden us too much with pills and potions, powders and plasters, and with grave looks and bad environment.

Most of us have to be sick and no one tells us how to do it in a way to get the most satisfaction out of it. It is very unsatisfactory any way, and we need instruction to get the best results. We are buffeted about on the merciless waves of an ocean of uncertainty and don't know whether we are suffering right or not.

Every doctor should have at least one good spell so he would know by experience how to sympathize and advise. Being a physician myself, I think one would do. He should have severe gripes and pains and aches, inflamed sore places that hurt, killing nausea and violent vomiting, palpitation and breathlessness, arctic rigors and tropical high temperature, wretched backache, and mortal agonizing nervousness and apprehension of impending evil. That is, all young doctors. It is a sweet and valuable experience when it is over, and warms to a glow his consciousness of human suffering, and his sympathy expands like a real living thing. After he has suffered all this and more, and has been compelled to battle painful environment, he becomes more like the dear old

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country doctor and knows better how to serve.

Will some one tell us how to be sick to the best advantage? That is what we want to know. What shall we do with our hands? If we lay them down by our sides it looks so helpless, so much like a complete hopeless surrender. If we fold them across the chest in a peaceful attitude it seems like we are laid out. That won't do. If we turn on the side and lie on the arm it hurts, and then goes to sleep like that part of us was already dead. My hands are more lifeless than the cold hands of the clock and so pale, but where can I hide them from view? How would it do for the sick room to have stained glass windows; or to throw on uncovered parts of the body a tinted light, a living pink. A pink kimono is an excellent garment for a convalescent woman. I tried my wife's kimono for a day, but found myself continually searching for pockets and had to take it off. It seemed that it was trained to feminine habits. What should be done with those hot-cold feet? Shall we kick them out or cover them up or both? In pre-Volstead days we could have them rubbed and possibly enjoy the atmosphere; but not now, with the vile poisons.

Why not pull my leg and relieve my back? I don't mean in the usual way; that has been done by some oil companies. The tight muscles and ligaments are pulling and squeezing the tender little nerves between the bones. Just catch hold back of the heels and pull hard. That would be fine.

That light hurts. If some one doesn't screen the lamp and pull down that shade and stop the glare and relieve my nerves I shall be a painful shade myself very soon searching for the celebrities of Dante's Inferno.

What shall be done about the infernal noises? My senses are acutely sensitive and the disturbing sounds seem to penetrate the skin. What good does noise do in the world anyhow, except to help the politician? Oh! if all noise could only be converted into music, sweet melody, entrancing harmony, soft tones attuned to nerves that are shattered and torn. Why not furnish me a string band to soothe me when I lift my finger. Music will be one of the essentials of treatment in the near future. Why not begin now on me?

And why not anticipate future methods and run me up in a balloon for some hours every day, up to a suitable altitude, far away from noise, turmoil, dust, and the poison laden atmosphere which is taxing white blood cells and ductless glands in the fight against diseases?

It might be expensive, but look at the saving in doctor's visits and public contributions.

What shall be done with that fool friend with the undertaker's face whose sympathy is expressed by relating his experiences at the bedside of a friend who suffered the same way and died a horrible death? Now is the time to pray, to pray earnestly for some good Samaritan to come and take him away. Just get him by the nape of the neck and put him out and keep him out. He is the nerve racking carbuncle of the sick room. That other friend who speaks cheering words while his face looks like a funeral is almost as bad. May all the powers that be conspire to give me a doctor with a poker face, who can lie in the right way and keep me inspired with hope; and a friend of the same type would be appreciated. The pessimist is another pest. Let the bees and the bugs and everybody and everything be bubbling over with optimism. It all helps. Of course it doesn't alarm me to see a little weeping around the house; my family knows me and might be expected to cry some.

The doctor told me to compose myself; but I am already composed of more poisons and pains and aches and twitching nerves than my skin will hold, and it oozes out by way of the tongue in more or less polite expressions. How can I compose myself?

"Now nurse, how in the world do you expect me to swallow such a capsule as that? Did the druggist suggest any way to get it down?" "It is not so large." "It is bigger than my throat." "No, no, it won't be hard to swallow." "Well, hand it here; the whale swallowed Jonah somehow; the doctor must have heard about that." Isn't there some way that medicine can be made pleasant to take? What a difference when it is my own palate!

Why should I be compelled to swallow food? My body and my vital powers will hold me up for a while. Pleasant drinks would be all right if made of the right kind of stuff.

And thus many questions occur to the sick man, when everything hurts and he finds no comfort in anything. After much thought I have concluded that the only way to be sick successfully is to take the doctor's medicine when you have to and have no chance to dispose of it otherwise; to wail some at the beginning, to arouse sympathy properly, and then to command the situation fiercely, get all the concessions you can, and get the last atom of fun out of it that is possible; and to treat the whole matter as a business proposition and to put up a masterful fight for victory.

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What to Serve at Valentine Parties

(Copyright 1927)

KATHERINE FERGUSON CHALKLEY, State College, Pennsylvania

The Queen of Hearts, she baked some tarts, and then—she just had to give some Valentine parties. So the Queen called the steward, and the steward called the chef, and the chef called the pastry cook, and then they called all the second cooks, and betwixt and between them, they planned the Queen's Valentine parties.

Here are the things that were served at the parties. The menus not only attempt to carry out the decorative ideas of this festival of hearts, but they are also made up of dishes which any woman or girl can prepare and serve.

Since the Queen was a very gay person, she gave a number of parties. First there was a luncheon for her ladies in waiting and a few intimate friends. (By the way, Valentine luncheons are ideal for announcing engagements.)

Luncheon

Cream of Tomato Soup
Heart Croutons
Stuffed Olives and Celery Hearts
Buttered Asparagus with Pimento Hearts
Honeyed Sweet Potatoes
Shrimps a la Toasted Hearts
Jack of Spades Salad
Heart Shaped Baking Powder Biscuits
Cranberry Tartlets with Whipped Cream
Coffee

On Valentine's night the Queen gave a surprise dinner for the King of Hearts. It was a grand dinner!

Dinner

Oyster Cocktail
Celery Hearts and Stuffed Olives
Baked Ham
Stuffed Sweet Potatoes
Peas in Patties Buttered Beets
Jellied Tomato Hearts Salad
Hot Rolls Currant Jelly
Upside Down Cake with Whipped Cream
Coffee

Valentines Day wasn't long enough for the Queen to get in all her parties; so the night after Valentines Day, she gave a supper for the courtiers and diplomats.

Supper

Shrimp, Lobster, and Crab Meat Salad
Stuffed Celery and Olives
Sandwiches
Valentine Meringue Glacé
Fruit Punch
Valentine Candies and Salted Nuts

And that wasn't all; for the next night there was a card party—dance-entertain-yourself, at which these refreshments were served:

Refreshments

Valentine Fruit Salad
Open Sandwiches with Pimento Hearts
Valentine Sandwiches
Salted Almonds Little Candies
Ice Cream decorated with Hearts
Individual Valentine Cakes

Some of you, a number of you, perhaps, will want to follow in the Queen's foot steps and give either a Valentine luncheon or dinner party; a supper after a dance or evening of merriment; a bridge party with gala Valentine refreshments. Valentine time is a splendid time in which to give parties. The decorations and other festive touches are so simple and so effective during this festival of hearts. Everything and everybody can be plastered with hearts, arrows, and cupids. And no matter what kind of party you give, you'll find that decorations and favors go a long way in making your party a frolic for everyone.

Make every corner of your home, every dish you serve, as gay and festive as possible. Be forehanded and get things ready ahead of time so that you can enjoy your own party.

Since any number of hostesses are also their own cooks, canned things and foods which can be prepared ahead of time have been chosen.

For the luncheon, use canned tomato soup. The heart croutons are made by cutting tiny hearts out of white bread and toasting them slowly until they are thoroughly dry and a delicate brown. Cut tiny hearts from pimentos and sprinkle them over the asparagus tips after hot butter sauce has been poured on.

Both luncheon and dinner are planned for six persons.

Honeyed Sweet Potatoes

6 sweet potatoes. 4 tbs. butter.
2 c. honey. 1 tsp. salt.

Boil medium sized sweet potatoes for ten minutes in salted water. They should not be tender when removed from water. Cool. Skin. Cut in half inch slices. Sprinkle with salt. Put one cup strained honey in heavy iron skillet. Arrange sweet potatoes on honey. Dot with butter, cover with second cup strained honey. Cook over slow fire for 20 or 25 minutes. Remove to hot serving dish, garnish with parsley, and serve hot.

Shrimps a la Toasted Hearts

4 tbs. butter. 2 c. whole milk.
4 tbs. flour. 2 cans shrimps.
1 tsp. salt. 2 egg yolks.
1 tsp. paprika. 2 tbs. lemon juice.

Melt butter, add flour, and when smooth add milk.

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Bring to boil, stirring constantly. Add salt and paprika. Beat egg yolks until light and add lemon juice. Mix well and add to cream sauce. Add shrimps, broken into pieces. Cut hearts from white bread and toast them. Put a heart on each plate. Add spoonful of shrimp mixture. Put another heart on top. Add more shrimp. Garnish with parsley, pimento hearts, and one whole shrimp.

Jack of Spades Salad

Lettuce leaves. Seedless raisins.
6 halves canned peaches. 6 Maraschino cherries.
12 dates. Mayonnaise and whipped cream.

Arrange peach halves on lettuce leaves. Put mayonnaise mixed with whipped cream in hollow centers and top with red cherry. Stone dates, which should be black, if possible, and cut in halves lengthwise. With a small sharp knife, cut to resemble spades. Arrange around peach. Sprinkle a few seedless raisins.

Cranberry Tartlets

2 c. cranberries. 1 c. sugar. $\frac{1}{2}$ c. water.

Pick over berries, add water and bring to boil. Add sugar and boil ten minutes. When cold, fill shells made of pie crust baked on muffin tins. Just before serving, top with whipped cream.

Many of the dishes served at the dinner party are old stand-bys. The ham may be basted with pineapple juice during the baking. This will give it a delicious flavor. Stuffed sweet potatoes are made by cutting baked sweet potatoes in halves, lengthwise, scooping out and mashing the centers, adding plenty of butter, a little cream, salt, and pepper, beating until fluffy, returning to shells and browning.

Heart-shaped patties would add a Valentine touch to the serving of peas.

Jellied Tomato Hearts Salad

1 qt. can tomatoes. 1 tbs. sugar.
1 onion. 1 tsp. salt.
1 stalk celery. $\frac{1}{2}$ tsp. paprika.
6 cloves. 2 tbs. gelatine.
2 tbs. vinegar. $\frac{1}{2}$ c. cold water.

Cook tomatoes, onion, celery, and cloves until celery is tender. Run through sieve, return to stove, add vinegar, sugar, salt, and paprika. Bring to boil. Soak gelatine in cold water for five minutes. Dissolve with boiling tomato mixture. When cool, pour into individual heart molds which have been dipped in cold water. Chill. If you do not have heart molds, pour mixture into shallow baking pan. When it has thoroughly set, cut into heart shapes with cookie cutter. Serve on lettuce leaves with mayonnaise dressing.

Upside Down Cake

1 can pineapple. 2 tbs. butter.
Maraschino cherries. 1 c. light brown sugar.
1 c. sugar. 2 c. flour.
 $\frac{1}{2}$ c. shortening. 3 tsp. baking powder.
2 eggs. $\frac{1}{4}$ tsp. salt.
 $\frac{1}{2}$ c. milk. 1 tsp. vanilla.

Cream sugar and butter and add beaten egg yolks. Sift flour, baking powder, and salt three times. Add to egg mixture alternately with milk. Beat egg whites until stiff. Fold into cake and add vanilla.

Melt two tablespoons of butter in iron skillet and spread one cup light brown sugar over bottom. Cut all but one slice of pineapple in half. Put whole slice in center of skillet and arrange half slices around it, like spokes around the hub of a wheel. Pour on cake

mixture and bake one hour in moderate oven. Remove from oven and when cool, not cold, turn upside down on to a large plate. Put cherries in little hollow centers of each half slice and in hole of center slice. Put stiffly whipped cream, which has been sweetened and flavored, at the base of cake.

Shrimps, lobster, and crab meat have been chosen for the supper salad for two reasons. In the first place they make an unusual salad, and in the second place, the pink shrimps help to carry out the Valentine color scheme.

Shrimp-Lobster-Crab Meat Salad

2 c. shrimps. 4 c. diced celery.
2 c. lobster meat. 1 c. chopped olives.
2 c. crab meat. 1 c. mayonnaise.
2 tbs. lemon juice.

Mix ingredients in order named. Add mayonnaise, to which lemon juice has been added. Serve on lettuce. This recipe will serve twelve.

One of the sandwiches which might be served at the supper or for refreshments is called:

Sandwich Loaf

Trim the crusts from a loaf of bread that is not too fresh. Cut in thirds, lengthwise. Spread Mixture I on bottom of slice, add second slice, spread with Mixture II, add third slice of bread. Frost with cream cheese thinned with enough cream to make it spread easily. Decorate with stuffed olives and hearts cut from pimentoes. Cut as you would loaf cake.

Mixture I

Moisten one cup cold boiled ham which has been run through food chopper, two tablespoons chopped sweet pickle, one chopped hard boiled egg with enough mayonnaise to make it spread easily.

Mixture II

Run one cup raisins and one-half cup pecans through food chopper and moisten with mayonnaise.

All of you can think up clever and original sandwiches.

If you cannot buy meringues, make them:

Meringue Glace

6 egg whites. 2 c. powdered sugar. 1 tsp. vanilla.

Beat egg whites until very stiff, gradually add sugar, beating until mixture holds its shape. Add flavoring and beat some more. Cover bottom of baking pan with two layers of wet letter paper. Drop mixture from spoon in small piles about one-half inch apart. Bake one hour and be careful to have a slow oven. Take from oven, remove soft part with spoon, and return to oven to dry. When ready to serve fill centers with ice cream and decorate with red candy hearts.

As for the refreshments. Make your favorite fruit salad festive by decorating with hearts, arrows, etc. cut from candied pineapple and cherries. The Valentine sandwiches can have any kind of filling, but they must be heart-shaped. Decorate little cup cakes with boiled frosting, orange frosting, coconut, etc. And put Valentine candies on for trimming.

Don't let the Valentine season go by without giving a party. You'll have so much fun, and I'm sure you'll be able to outdo the Queen of Hearts in entertaining.

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LAW CURRENT

Rob't A. John

Oil and gas in place is "real estate," to which the widow's right of dower attaches, under the Virginia Code. *Manufacturers' Light & Heat Co. v. Knapp*, 135 S. E. (Va.), 1.

POSSESSION OF MINERALS.—Possession of the surface is possession of the coal and other minerals lying under the land.—*Steinman Coal Corporation v. Fleming*, 134 S. E., Va., 696.

COMPENSATION INSURANCE.—Under the Alaska Compensation Act, an employe having lost one eye, if he loses the other in service, may recover for total disability. *Killisnoo Packing Co. v. Scott*, 14 Fed. (2d), 86.

INTERSTATE COMMERCE—CLAYTON ACT.—"Neither the making of goods nor the mining of coal is commerce; and the fact that the things produced are afterwards shipped or used in interstate commerce does not make their production a part of it." United States Supreme Court Advance Opinions of December 15, 1926, page 168.

ABANDONED OIL.—Lessor or his assigns are owners of all abandoned oil, subject only to the right of lessee to enter, drill and produce oil. *Gregg v. Caldwell-Guadalupe Pick-Up Stations*, 286 S. W. (Tex.), 1083.

EXPLOSIVES—MIXTURE.—The injured plaintiff poured a liquid, supposedly kerosene, on a small blaze resulting in an explosion; and the Supreme Court of Arkansas, in the case of *Goode v. Pierce Oil Corporation*, 286 S. W., 1009, holds that such an act on the part of the plaintiff is contributory negligence as a matter of law.

MINERALS—TITLE BY LIMITATION.—Where the estate has been severed by a conveyance of the subsoils, possession by the owner of the surface, continuous in its nature, is not necessarily adverse to the underlying mineral estate, and the owner of the surface cannot thereby obtain title by limitation. *Thornbury v. Virginia Iron, Coal & Coke Co.*, 287 S. W. (Ky.).

LANDLORD AND TENANT—CONTRACT.—A contract leasing a farm by the fee owner to a second party creates the relation of landlord and tenant; but where the agreement is that the land shall be cultivated by the tenant upon shares, the tenant furnishing the necessary labor and other expenses of raising the crop and the landlord to have one-third in lieu of rents, that creates the relation of joint tenants as to

the crop. *Underhill v. Allis-Chalmers Mfg. Co.*, 15 Fed. (2d), 181.

FOREIGN CONTRACTS—METHOD OF PAYMENT.—Where money is payable on demand in a foreign country, but sued upon in the courts of the United States, the amount of the recovery should be computed in terms of domestic money at the rate of exchange current when the action started and not when the demand was made.—*Die Deutsche Bank Filiale Nurnberg v. Humphrey*, U. S. Supreme Court Adv. Ops. 207, Sup. Ct. Rep. v. 47, p. 166.

FOREIGN CORPORATIONS—TAXATION.—A state may prescribe the terms and conditions on which a foreign corporation shall be admitted to do business within the state, but once admitted, it must be treated on an equality with domestic corporations engaged in the same business. Therefore, a differential of larger taxes upon a foreign corporation, not levied upon domestic corporations, is unconstitutional and void. *Hanover Fire Insurance Co. v. Carr*, U. S. Supreme Court Adv. Ops. 224, Sup. Ct. Rep. v. 47, p. 179.

POLLUTION OF STREAMS—DAMAGES.—The discharging of refuse oil into streams may be proceeded against, under the Oklahoma Code, section 7969 C. O. S., 1921, provided it can be shown that the expenditure of labor or money could have remedied the pollution. But where it is conceded that it would be impossible by any known means and reasonable care and diligence to prevent such escapement of refuse, in consequence of which the land was permanently damaged, the statute is not applicable. *Comar Oil Co. v. Hackney*, 250 Pac. (Okla.), 93.

Fight On

Who sails upon the placid sea
May go at ease and merrily;
The fitful breeze takes easy toll
Of dancing, laughing, care-free soul;
Why have a care or heave a sigh,
While Joy goes flitting, flitting by?
Oh hapless one,—illusion fled,
Then pass on to the forgotten dead.

Who sails in storm and braves its blast
Will struggle hard, and often fast;
Severe his toil; his sorrow keen;
Misfortune vivid, joy unseen;
Cyclonic day and night aglow
With forecast of mysterious woe.

Oh soul that battles,—fight, fight on;
Thy hour will come, e'er life is done.

Dallas, Dec. 24, 1926

—E. G. Senter.

The TEXACO STAR

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.
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
Asphalt Sales Dept.
Export Dept.
Purchasing Dept.

Producing Dept.
Pipe Lines

C. K. Longaker, Houston
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
L. C. Oakley, New York
D. L. Lindsay, Houston
G. W. Vos, New York
J. J. 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

REFINING DEPT.

On December 9, 10, and 11 the Texas Editorial Association held their 15th Annual Meeting at Port Arthur, Orange, and Beaumont (the Sabine District). Of the three days a day and a half was spent in Port Arthur. All three cities provided exceedingly hospitable entertainment and the visiting editors pronounced the meeting a most enjoyable and successful one. Especially were they impressed by the magnitude of the petroleum refining industry as established in Port Arthur. The plants of

the Gulf Refining Company and of The Texas Company were visited.

General Superintendent R. L. Drake, of the Case and Package Division, in his capacity as President of the Port Arthur Chamber of Commerce and Shipping, welcomed the Texas Editorial Association in a happy impromptu address which he kindly reduced to writing for us. He spoke substantially as follows:

I extend to you on behalf of the Port Arthur Chamber of Commerce and Shipping a most cordial welcome to this city. When Mr. Lefevre told me some time ago that there was a possibility of your holding your meeting here and I took the matter up with the Directors of our body, the news was received with great pleasure; for we recognize your organization as one of the most influential in the State and we knew that much good would be forthcoming from your visit to our city. So I say again I most cordially welcome you and promise you a good time and some interesting entertainment.

It is a little difficult for me to talk to you from the standpoint of a chamber of commerce representative. I know that I can't put anything over on you in the way of figures, as your President, being a president of a chamber of commerce herself, will know just how much to discount whatever I might say; so I will tell you right at the start that I am going to give you facts only.

In order that you may know exactly where you are and what you are seeing, let me state that Port Arthur is located about fourteen miles from the Gulf of Mexico. To the south of our city are located rock jetties that extend out into the Gulf of Mexico four or five miles. Between these jetties



Some of the veteran editors of the Texas Editorial Association

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a channel extends inward from the Gulf connecting with the channel through the lower part of Lake Sabine and thence to a channel that runs to Port Arthur. This channel is about ten miles long and is dug just inland off the shore of Lake Sabine. It is called the Port Arthur Ship Channel. It is thirty feet deep, has a bottom width of 175 feet, and leads to the main turning basin in Port Arthur. From the first mentioned channel another ship channel leads to the plant of the Gulf Refining Company, and the second channel, known as the Sabine-Neches Canal, leads up to the Neches and Sabine Rivers by which course ocean-going vessels go up the Neches River to Beaumont, up the Sabine River to Orange, and through the new ship canal to the new port of Lake Charles.

Port Arthur is the 9th port in tonnage in the United States. The U. S. Government rates the ports by tonnage and this port ranks 9th. Houston ranks 12th.

Port Arthur has a population of about 45,000 people. I understand that an editor in an adjoining State was recently asked the population of the State and where the population was densest. He answered giving the correct figure for the number of people living in the State, and then said that the population was densest from the neck up. Don't get that impression about the inhabitants of Port Arthur. I trust that the next few days will clearly show you that denseness here doesn't enter into the question at all.

The payrolls of this city aggregate \$1,500,000 a month or more.

This immediate locality is the refining center of the world. The Texas Company has three large plants in this vicinity, two of which we will visit today. The Gulf Company has here the largest single refinery in the world. Just above the city the Atlantic Refining Company has a large tank farm and deep water shipping point. At Port Neches, ten or twelve miles above here, The Texas Company has the largest asphalt plant in the world, where are made asphalt for paving, asphalt roofing, asphalt shingles, and other like products. A little further up the Neches River the Pure Oil Company has a fine refinery, the Magnolia Company a small topping plant and tank farm, while at Beaumont is located the Magnolia Refining Company's main plant, one of the largest refineries in the world. Nineteen pipe lines lead into this territory from the oil fields of Texas, Louisiana, Arkansas, Kansas, and Oklahoma.

In our schools are some 9,000 students, and we have a business college regularly attended by about 200 students. We have a well attended Catholic School. The assessed valuation of the school district is \$95,350,000 which brings in for school purposes \$476,000 per annum.

The plans that have been made by the Committee for your entertainment include a trip to our splendid school buildings and a drive over our splendidly paved streets. You will then be taken to the plants of The Texas Company and the Gulf

Refinery and I trust that what you will see will verify in your minds the figures that I have given. Again I say that the Chamber of Commerce and Shipping of Port Arthur most cordially welcomes you and wishes for you a most interesting and profitable meeting and a most enjoyable one.

General Superintendent F. P. Dodge, of our Port Arthur Works, at a luncheon given at our Port Arthur Terminal in the Case and Package plant, welcomed the visitors in the following brief salutation:

I dislike to apologize for anything I may undertake but I do have some hesitation in addressing you gentlemen who influence and to a considerable extent mould the thought of the people of Texas through your editorial columns.

You have a great responsibility in pointing out the right way in matters of public interest and I congratulate you on your chosen profession.

It is not my intention to bore you with conversation or to take advantage by advertising our business, but it is proper I think to remind you of the importance of the Sabine District in the shipping world. Port Arthur is the ninth port in the United States from standpoint of tonnage shipped. Houston is in twelfth place. Tonnage here consists largely, of course, of crude oil and its products. The United States produced last year approximately three-quarters of a billion barrels of crude and The Texas Company and Gulf Refining Company refineries here run nearly ten percent of this.

Our own company annually ships about ten million barrels of gasoline, which gives some idea of the importance of our business to the automotive industry.

Cracking stills are becoming a necessary addition to all refineries and we are enlarging our Holmes-Manley Pressure Stills. This will enable us to increase production whereby shipments will run more than one million barrels of gasoline each month.

I have been asked about our roads and where the money came from to keep them up. In reply, the County's taxes amount to over \$2,500,000 each year and the oil interests pay half of that sum.

From this brief review you will appreciate the magnitude of our business. I am leaving it to Mr. Drake to tell you of the things he is doing, all of which you see as you go through the plant here.

The Honorary President for Life of the Texas Editorial Association is Frank P. Holland of Dallas, and Honorary Vice President for Life is J. C. Son, of Palo Pinto, the officers for 1926 being Mrs. Lee J. Rountree, President; Arthur Lefevre, Jr., Assistant President; Hamp Cook, Recording Secretary; Austin Callan, Corresponding Secretary; George H. Boynton, First Vice President; Ben F. Harigel, Second

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Vice President; O. P. Gresham, Chairman Executive Committee.

Officers elected for 1927 are George H. Boynton, President; Arthur Lefevre, Jr., Assistant

President; Hamp Cook, Recording Secretary; Dabney White, Corresponding Secretary; Ben F. Harigel, First Vice President; Austin Callan, Second Vice President.

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF NOVEMBER, 1926

Refined—Coastwise.....	1,536,975 bbls.
Refined—Foreign.....	447,603 bbls.
	1,983,678 bbls.
Crude—Coastwise.....	9,433 bbls.
Total.....	1,993,111 bbls.

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF DECEMBER, 1926

Refined—Coastwise.....	1,217,850 bbls.
Refined—Foreign.....	336,843 bbls.
	1,554,693 bbls.
Crude—Coastwise.....	14,826 bbls.
Total.....	1,569,519 bbls.

RAILWAY TRAFFIC AND SALES DEPT.

We send a picture showing the Lehigh Valley Railroad's crack train, the "Black Diamond," hauled by their Engine No. 2088. This road uses Texaco Equipment Lubricants exclusively.

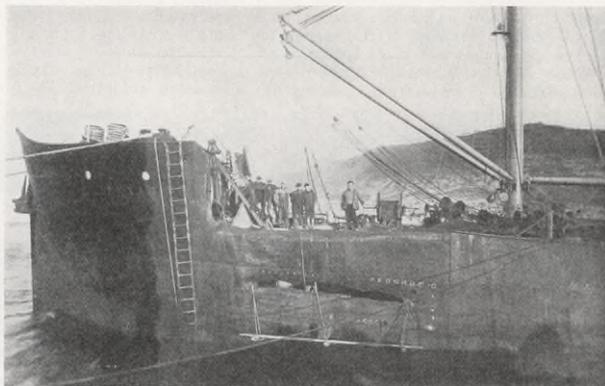


MARINE DEPT.

Captain R. Quick, Master of S. S. *Texas*, in a letter to the *Star* dated at Gibraltar December 18, 1926, sends three post-card photographs and a clipping from the Paris edition of the New York *Herald* descriptive of a collision which occurred on December 7, 1926, just outside of the Strait of Gibraltar, between our S.S. *Texas* and the French steamer *Imerethie II*.

The dispatch in the *Herald* reads:

Marseilles, Tuesday.—This morning the French steamer *Imerethie II*, sailing between Marseilles and Las Palmas with some passengers on board, collided



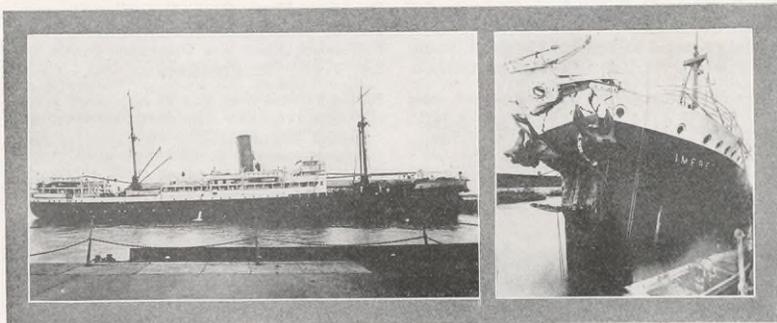
S. S. "Texas"

with the American tank steamer *Texas* about five miles west of Tarifa. Nobody was injured, and the damage was limited to the bow of the French vessel.

Captain Quick's letter reads:

The enclosed post-cards and the clipping from the

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French Steamer "Imerethie II"

New York *Herald*, Paris edition on December 8th, will tell of the collision, and the photographs will show the little damages done to the good ship Texas compared with the other ship. After the collision we proceeded to Gibraltar for temporary repairs.

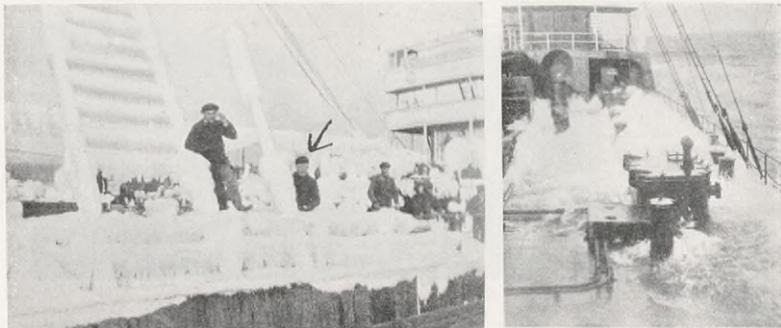
Twenty-five years ago there were no tank ships to speak of; today nearly a thousand oil tankers are plying the Seven Seas. Of these the United States owns about four hundred. One of them—which happened to be our S. S. *Roanoke*—was recently described in an article in the New York *Times* by Arthur Warner:

Though the tanker is no lady, she is by no means slovenly. She has far more of the passion for cleanliness than have most cargo boats. Those who picture her sides streaked with petroleum, her decks black and slippery with trodden dirt

and grease, would have learned better had they clambered with the writer up the gangway of the steamship *Roanoke* as she was discharging at the dock of The Texas Company in Bayonne, N. J.

Lying at the pier, blunt and unlovely, the *Roanoke* seemed almost lifeless. A few lines of hose hung over her side next to the gangway, hardly noticeable as one walked past. Stepping upon the after-deck, the sight one came upon differed strangely from that of the ordinary ship unloading in port. No stevedores swarmed about; no tarpaulins or planks were scattered here and there; no humming winches or huge hooks were darting down cavernous hatches and then swinging up and outward with a sprawling handful of boxes and barrels.

On the contrary, there was not a soul to be seen. There were no swaying derricks. There was no clutter or clutter. The iron deck was clean as



S. S. "Roanoke" arriving from Mexico at Bayonne Terminal, February 16, 1923

This photograph, of nearly four years ago, gives an idea of conditions encountered by our vessels during winter months. The arrow indicated Captain James F. Brewer. The picture at the right—taken the day before reaching New York, does not show the frosty decorations put on later, but shows that the deck of a tanker is sometimes far from being a dry spot.

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new flaming red paint could make it. Save for vast black pipes and the protruding heads and ventilators of the tanks below, the deck was clear. A Sabbath calm and quiet ruled, broken only by a dull clang, clang, clang, reverberating through the pipes. Yet all the time the ship's pumps, beating like a heart far below, were pouring out gasoline through her arteries at a rate of 4,000 barrels an hour.

"She got in yesterday afternoon," said an officer, "and has orders to start back to Port Arthur at 4 p. m. today."

Yesterday afternoon had been Sunday; but that means nothing to an oil-tanker if she happens to be in dock then.

The Tanker

She is a strong and sturdy ship,
She roams the seas from port to port,
To her rough waves are spur and whip,
She's always a good old rolling sport,
The heaviest seas she's strong to spurn,
She's rugged and trusty, staunch and tough;
And she is loaded, stem to stern,
With costly products of Texaco stuff.

The flag she flew
Was red, white, and blue;
She plowed the waves
With a crew of braves.
Red blooded, noble, and true.

'Tis the oil and the gas and the products *en masse*
And the blood and the brawn and the soul of the boys,
That will measure her worth as on she will pass
From port to port with her loads and her joys;
Through wind and storm and placid seas,
At some times battered and rough as you please,
Like hidden truth she is sound at heart
As she plies her way and plays her part
In the world's intensive business mart.

The flag she flew
Was red, white, and blue;
She plowed the waves

With a crew of braves,
Red blooded, noble, and true.

San Antonio, Texas. —Dr. J. S. Lankford,

TREASURY DEPT. The newest member in our Banking Division, Harry Munster, apparently felt the effects of his change from the Purchasing Department to the realms of gold and silver. At any rate, he decided to become one of the Benedicts and proceeded to get himself married on Thanksgiving Day. The boys responded to the impulse nicely and presented him with a consolation sherbet set. Here's hoping we can soon use it for further congratulations.

The Treasury Department reporter takes this opportunity to thank the folks in the Department for their very generous gift to the newest Fisher baby. Their fine display of thoughtfulness is a glowing tribute to the harmonious work of our force and a credit to the efforts of our chiefs toward perfect coöperation, which is only attained when the spirit of good fellowship is paramount. Both Bob Junior and Bob 3rd feel honored by your gift.

GOVERNMENTAL REPORTS DEPT. Miss Kathleen Little, Secretary to Director T. M. Taylor of the Governmental Reports Department, in the last week of December was called home to Austin, Texas, by the serious illness of her mother.

SALES DEPT. S. TERRITORY **Houston District.**—Our new company-owned service stations at Galveston, Laredo, and Houston, were opened this



Texaco portion of a recent Safety Parade in Austin

The Texas Company is always ready to lend itself to such ideals. Our equipment made a brave show. First in line is Agent N. R. Thomas, then Salesman J. A. O'Reilly, followed by our truck drivers.

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month. Each is a credit to its city, and the motoring public took great interest.

Dallas District.—Our District Office was favored in December by visits from First Vice President T. J. Donoghue, Vice President G. L. Noble, and Comptroller Ira McFarland.

In November we opened three new Service Stations: Amarillo No. 1, Goldthwaite No. 1, and Paris No. 2. Also, on November 24, McCamey, Texas Station, with W. E. Morton as Agent, was opened. McCamey is in oil field territory and promises to be an excellent distributing point.



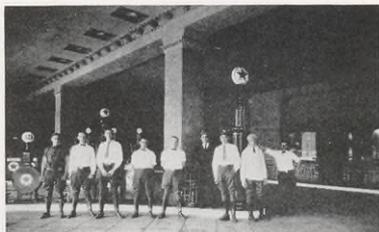
Hagenbeck-Wallace Circus

They believe Texaco Products to be the best on the market. Mr. Dan Fast, Superintendent of the Electric Light Plants of Hagenbeck-Wallace Circus (whose Winter Quarters and permanent address is Peru, Indiana) sends the following highly appreciated letter to "The Texaco Star", dated November 27, 1926:

"The enclosed picture shows Mr. J. T. Stell filling up our electric light plants at Stamford, Texas, August 17.

"We are satisfied users of Texaco products and believe them to be the best on the market."

New Orleans District.—In a gasoline mileage contest recently conducted at Ruston and Monroe, Louisiana, out of the seventeen



New Orleans Service Station No. 5

Left to right: Houston, Waddell, Parra, Viallon, Flower, Federind, Tillotson (Agent), Winn, Landry. That these boys are "all there" is amply attested by the daily gallonage of this unit. An average day's business is over fifteen hundred gallons of gasoline and fourteen crank cases drained.

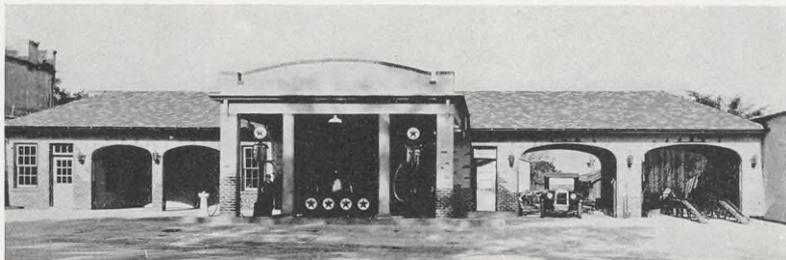
contestants, thirteen requested that Texaco New and Better Gasoline be placed in their automobiles, and the first four winners were Texaco Gasoline users. The maximum mileage obtained from a gallon of Texaco New and Better Gasoline was 36.3 miles.

Atlanta District.—A meeting of all Representatives was held in District Manager Jone's office on December 3-4. The meeting was much enjoyed and very beneficial to all present.

Agent B. F. Brown, Columbus, Georgia Station, and Miss Reba McGlaun of that city were married on October 19. Mr. and Mrs. Brown have our very best wishes.

**SALES DEPT.
N. TERRITORY**

Territorial Office.—
Frank J. Shipman, our genial Superintendent of Government and Marine Sales, went down to Washington recently and came back with one



New Filling station just erected by Commission Agent R. M. Howe, Tuskegee, Ala. One of the finest stations in this section. Agent Howe has built up a good gallonage at Tuskegee.

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of the richest plums extant in marine circles—the U. S. Shipping Board contract for 1927. The contract was “landed” by persistent and diligent effort against odds that appeared for a time to be insurmountable. It runs to November 30, 1927, and covers the entire lubricating oil and gasoline and kerosene requirements of the Shipping Board at Atlantic and Gulf ports. “Ship” is bubbling over with enthusiasm at his latest conquest, and well he may be, for it was a “merry scrap” while it lasted. To Sherman Ford, Special Representative at Washington, D. C., is due credit for his assistance and cooperation in the matter.

New York District.—The Sixth Annual Banquet and Entertainment of the Crude Club of New Jersey took place on December 2 at Crystal Lake Hotel, West Orange, N. J. The Banquet, which provided plenty of entertainment, was presided over by Toastmaster L. V. Hoagland. The 88 members had a thoroughly enjoyable evening. The Crude Club was founded several years ago by Representative, now Assistant Superintendent (Operations), I. M. Williamson, with the object of promoting a spirit of cooperation and good fellowship among the employees of The Texas Company in the State of New Jersey. It has been growing steadily and it is hoped before long its scope will be enlarged so as to include the States of Pennsylvania and New York.

A meeting of 40 Smokestack Salesmen and Lubricating Engineers of New York District was held at 17 Battery Place, December 6, 7, and 8. Monday morning, the 6th, was devoted to the reading of technical papers on the use of some of our products, and in the after-

noon a very interesting trip was taken to the Bayonne Terminal. Tuesday morning was also devoted to technical papers, and Tuesday afternoon and evening were spent at the Power Show, Grand Central Place. The Texas Company had a display at this exhibition, and our men circulated in and around the booths of the many exhibitors, questioning manufacturers concerning the lubrication of their machinery, and interviewing visitors who stopped at various booths. Many friends and acquaintances were made by our men, and it was certainly “Texaco Day” at the exposition. Wednesday morning was devoted to a further discussion of the uses of our products, and in the afternoon an interesting discussion was held with Messrs. Norton Bronton and J. M. La France concerning the status of the various national accounts handled by the New York Districts. An outline of the new method of smokestack solicitation was laid before the men. The meeting was brought to a close Wednesday afternoon. We were delighted to have with us representatives of several of our distributors.

Boston District.—Boston District may well be proud of its latest achievement. It is quite a distinction to be able to say that you have “landed” the largest garage in the world for Texaco, but that is what has been accomplished through diligent effort of all concerned. The new Motor Mart Garage located at Park Square, Boston, began its career early this month, and one of the principal features of its opening day announcements was the fact that Texaco Products will be handled exclusively. The contract runs for five years and, with two



Motor-Mart Garage, Park Square, Boston, Massachusetts—Architect's Sketch

This unique garage is eight stories high and occupies an entire city block in the main business section. It will house 2,000 cars and will offer every convenience and improvement in service that has as yet been developed. The first floor has a beautifully laid out filling station arrangement with ten hydraulic pumps. The basement contains four greasing pits with hydraulic lifts. Ramps are used throughout instead of Elevators. Territorial Manager H. W. Dodge was instrumental in securing the business of this big institution.

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other smaller garages owned by the same interests and covered by the agreement, will require an average of 2,000,000 gallons of gasoline per annum.

We welcome J. C. Bailey who is handling construction work formerly taken care of by J. H. Thorburn.

We regret to report the death of Mr. E. D. Hart, who had been our Commission Agent at Woburn, Massachusetts, for the last fourteen years.

Norfolk District.—We are pleased to have J. O. Woodward with us as Special Representative. Mr. Woodward was formerly Assistant District Manager of Atlanta District.

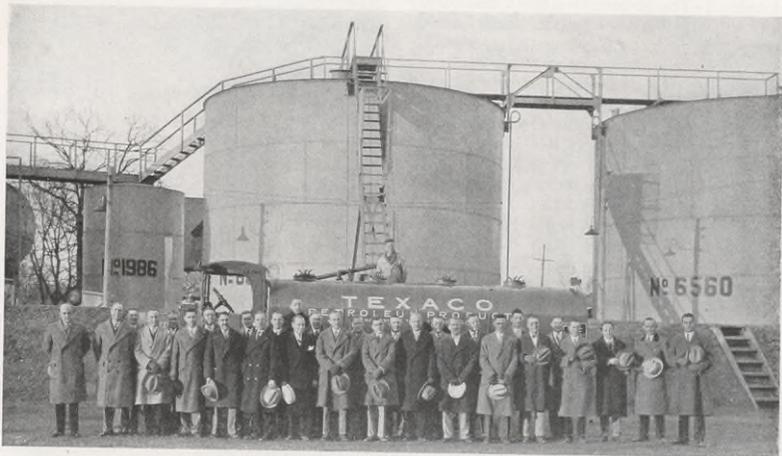
Our basket-ball team is rounding into shape for the opening of the City League tournament, putting in plenty of practice and taking a beating from the U. S. S. Wright team by the tune of 42 to 37. This was their first game

and everyone was given a chance to show his wares.

Chicago District.—We welcome Assistant Chief Accountant W. E. Oakes who was transferred to Chicago from Houston, Texas. We hope you like our fair city, Mr. Oakes.

Assistant Creditman E. H. Holman joined the ranks of the Benedicts on November 6, when he took as his bride Miss Merle Cummings of Chicago. The happy couple were given a beautiful silver service by the D. O. force. The whole District extends hearty good wishes.

Minneapolis District.—A joint meeting was held at Huron, S. D., on November 27 by Superintendent (Sales) C. D. Meltabarger, Superintendent (Operations) G. S. Mayo, Chief Accountant R. W. Ross, and Creditman L. E. Miller, with the two Representatives and all Agents from Zones 4 and 5. The meeting was



All Minneapolis District Representatives and Service Station Supervisors, with local officials and salesmen, taken at the Twin Cities Plant in front of the new 1500-gallon Tank Truck A-2565.

Front row, left to right: F. E. Hossfeld, City Salesman, Twin Cities; L. C. Ingram, Lubricating Engineer, Minneapolis District; C. E. Kinsler, Lubricating Engineer, Twin Cities; L. E. Merrill, Lubricating Engineer, Twin Cities; F. C. Kahl, City Salesman, Twin Cities; M. J. Theisen, City Salesman, Milwaukee; H. J. How, Representative Zone 10; L. E. Miller, Creditman; F. T. Kimball, City Salesman, Twin Cities; L. T. Bass, Representative Zone 1; J. F. Ines, Agent and Service Station Supervisor, Des Moines; G. H. Nickles, Representative Zone 2; G. S. Mayo, Superintendent (Operations); C. D. Meltabarger, Superintendent (Sales); E. J. Gallagher, S. S. Supervisor, Twin Cities; J. E. Marshall, S. S. Supervisor, Milwaukee; R. T. Herndon, District Manager.

Back row: F. G. Wilkinson, Representative Zone 5; A. M. Skoglund, City Salesman, Twin Cities; C. B. Nilsen, District Salesman, Minnesota; E. R. Jacobson, Representative Zone 9; I. B. Countryman, Representative Zone 3; J. N. Rea, Representative Zone 4; W. L. Beedle, Salesman, Des Moines; G. S. Fischer, Representative Zone 6; T. W. Morris, Representative Zone 8; H. L. Harless, Representative Zone 7; R. W. Ross, Chief Accountant; B. W. Freeman, Agent, Twin Cities Plant; L. N. Hoople, District Salesman, Iowa.

Back of Truck: W. W. Fiedt, Tank Truck Operator, Twin Cities Plant.

The TEXACO STAR



Truck Operator E. E. Devine, Des Moines, Iowa
High on the honor roll in Minneapolis District. During November he delivered 99,543 gallons of gasoline, 140 gallons of Crystalite, and 2,338 gallons of motor oils, a total of 102,021 gallons with his 600-gallon truck.

a great success, the Agents reporting enthusiasm since hearing the instructive talks and getting acquainted with the D. O. "gang." Future meetings are looked forward to by Agents all over the District.

District Manager Herndon received a wire from Agent E. H. King at Milwaukee on the morning of November 3 which read: "A great big boy came this morning." The entire District Office joins in extending congratulations to Mr. and Mrs. King.

Miss Catherine J. O'Dea, Clerk and Cashier, Twin Cities Plant, is in the midst of her annual vacation. We have no authentic information as to whether she is spending her time at Miami, or spending her money with Santa Claus at St. Paul's Golden Rule. We do know she will be back the 20th ready to carry on in her usual efficient way. Miss O'Dea has been a member of the Texaco family since November 11, 1914.

Fill 'Em Up with Texaco

In the early frosty morn,
When you hear the honking horn,
Fill 'em up with Texaco!

You forget the winter chill
As the tanks begin to fill,
Fill 'em up with Texaco!

Greeting patrons with a smile
Lights their way a weary mile,
Fill 'em up with Texaco!

Life is best to him who toils,
So mix the sunshine with your oils—
Fill 'em up with Texaco!

Motors come and motors go,
Ever like the brooklet's flow—
Fill 'em up with Texaco!

Every friend that drives away
May return another day—
Fill 'em up with Texaco!
One day you may take the road
And reverse the Station load—
Fill 'em up with Texaco!

—J. F. Imes, Des Moines, Ia.

Denver District.—Stations, having 100% Collections in October 1926:

Gunnison, Colorado	Lamar, Colorado
Ft. Morgan, Colorado	Rocky Ford, Colorado
Haxtun, Colorado	Hutchinson, Kansas
Lafayette, Colorado	Scribner, Nebraska
Alamosa, Colorado	Hebron, Nebraska
Monte Vista, Colorado	Verdon, Nebraska
Castle Rock, Colorado	Minden, Nebraska
Colorado Springs, Colo.	Belgrade, Nebraska
Deer Trail, Colorado	Sargent, Nebraska

Five little Texaco Stars have been added to the Family since our last report:

Girls to Mr. and Mrs. Norton Lee, Mr. and Mrs. O. D. Daniels, and Mr. and Mrs. A. R.



Three Winners in Launceston, Tasmania

O. Sinnott—First Prize, C. T. A. Billiard Tournament.
O. Sinnott's O. E. Game Cock "Texaco"—First Prize, Launceston Show, October 6, 1926.

Texaco Motor Spirit—First Prize, Everywhere

As seen in another photograph received from Mr. Sinnott there was an elaborate Texaco Exhibit at the Launceston Show.

Mr. Sinnott writes: "The rooster on the case of Motor Spirit appeals particularly to the enthusiastic employe of the Company, as there is no doubt we can crow about our products."

The TEXACO STAR



The Day of Days
at
Campina Grande
Inauguration of Texaco Gasoline Pump at Campina Grande, Parahyba Division, Brazil.

1. Congressman O. Amorim.
2. Mayor Ernani Lauritzen.
3. Superintendent E. Lima.
4. Agent M. Barros.
5. Agent S. Cabral.
6. Agent A. Marques de Almeida.
7. Agent P. Oliverira.
8. Sub-agencies Inspector R. Martins.

Dunphy. Mr. Lee is our Agent at Rock Springs, Wyoming; Mr. Daniels of the Denver Office; and Mr. Dunphy our Lubrication Engineer for the State of Utah.

Boys to Mr. and Mrs. W. M. Jack, and Mr. and Mrs. G. B. Skeen. Mr. Jack is Congressional Representative-elect from the State of Wyoming, as well as Representative of The Texas Company for Zone No. 1; and Mr. Skeen is Assistant Agent at Denver S. S. No. 4.

Congratulations to all!

Spokane District.—New Agents J. M. Maher, Whitefish, Montana, and A. C. Bollinger, Newport, Washington, are extended a hearty welcome by the Spokane District.

E. E. Johnson, formerly agent at Newport, Washington, and a "top notcher" in clean and

orderly station equipment, is now agent at Ritzville, Washington.

Agent P. P. Howard, Burley, Idaho, is very proud of his new Bulk and L. & L. Stations, both of which have just been completed.

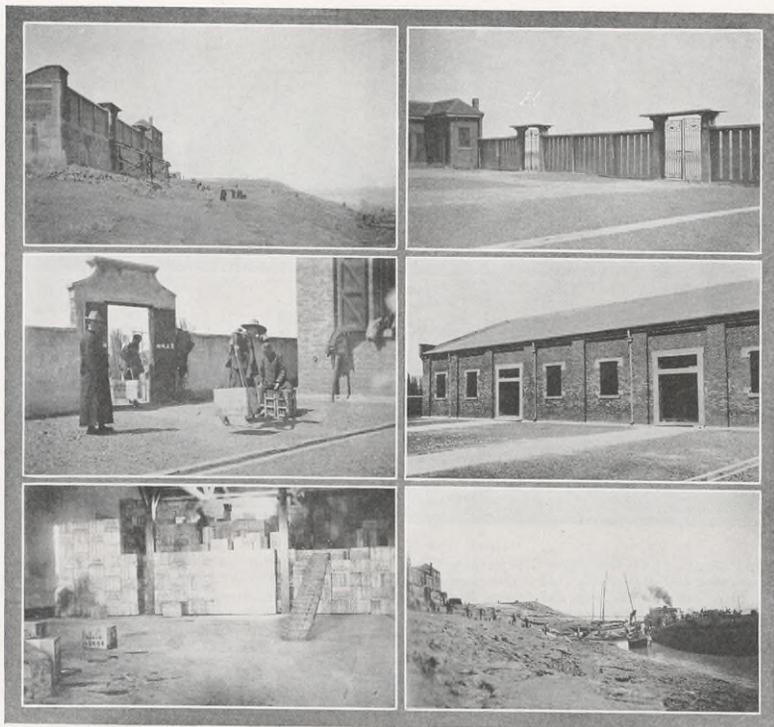
Jack Harville, of Denver Office, recently paid us a short visit in the interest of increased Roofing sales. We hope he has recovered from throat irritation contracted while in Spokane by repeating so many times, "That's good."

The Shamrock Fuel Company of Regina, Saskatchewan, dealers through McLaws Company, Limited, Calgary, had a fine Texaco display at the recent Regina Fair.

EXPORT DEPT.

Assistant Manager C. Roesholm of our China Organization is now in New York on home leave.

The TEXACO STAR



Views of our recently acquired godown at Hankow, China

The Yangtze River, on the bank of which this warehouse is located, registers a difference between high and low water at Hankow as high as forty feet. During the high water season steamers discharging our products go nearly up alongside the wharf, while during the dry season only small craft can go up to Hankow and even such small craft must then be discharged by means of gang-planks or pontoons.

It will be observed that this warehouse, retaining walls, etc. are of excellent construction and fully in keeping with the high standard of our Company's properties in other parts of the world.

1. River frontage of the property. 2. From inside the compound facing the river, showing part of godown keeper's office and quarters. 3. Inside of south entrance. 4. Part of godown building. 5. Interior view in godown. 6. Showing discharge ex lighters by cargo boat and planks during low water season.

ASPHALT SALES DEPT.

We give Ten Talking Points for Texaco Road and Street Products. Every employe and stockholder should be acquainted with them:

1. The first yardage of Texaco Asphalt paving to be laid was constructed in New Orleans, La., in 1906. It is carrying traffic today.
2. More than 1,175 cities and towns in this country now ride upon pavements of Texaco.
3. The proof of the quality of Texaco Asphalt is its low cost of maintenance. There are Texaco pave-

ments which have given more than ten years service *without any repairs whatever.*

4. Route No. 10 of the North Carolina State Highway System and Route No. 1 of the Texas State Highway System, each has upward of 125 miles of Texaco Asphalt construction—a remarkable record.
5. Every city in the United States east of the Rocky Mountains with a population of 155,000 and over (except one) has streets paved with Texaco.
6. The use of Texaco Asphalt as a paving material has spread to all parts of the world. Streets paved with Texaco are to be found on all six continents.

The TEXACO STAR



Green Tree Club, Houston, Texas

On December 23 the Green Tree Club, organized in the Pipe Line offices but assisted by individuals in the Houston offices of various Departments, left Houston on their fifth annual trip with light trucks and passenger cars loaded with fruits, nuts, candies, toys and clothing for children in the piny woods around Liberty, 40 to 50 miles east of Houston, who but for the Green Tree Club would be forgotten by Santa Claus.

1. Left to right: R. H. Blake, S. J. Granger, G. A. Farda, J. E. Abbott, Mrs. Fred Carroll, C. F. Bowman, Mrs. J. W. Luttrell, Mrs. S. J. Granger, J. W. Luttrell, Miss Alma Moss, C. A. Nairn, C. E. Landon and Fred Carroll are not in the picture—which was taken by Mr. Carroll.

2. The Club intends to put Texaco Roofing on this old log cabin, home of an old lady in San Jacinto bottoms.
3. One of the snapshots. 4. They found these children had made a little Christmas tree for themselves trimmed with bits of newspaper, but without any presents until the Green Tree Club party came along.

It may well be said that the sun never sets on Texaco pavements.

7. On the heaviest traffic street of such widely separated cities as Chicago, Montreal, Baltimore, and Houston, Texaco Asphalt pavements have passed their tenth year of service and are still young.
8. We hear much of Florida. In Polk County alone, 1,250,000 square yards of Texaco Asphalt roads have been in service over 10 years. In 1926 the county added greatly to that original yardage.
9. For 12 years a 34-miles highway of Texaco has encircled the Ashokan Reservoir of New York City's water supply. Years of traffic have not marred this pavement's 1914 smoothness.
10. A city approves of a paving material when it uses it year after year. For eight consecutive years, Youngstown, Ohio, has been constructing streets with Texaco Asphalt.

PIPE LINES

On November 16 a marriage took place in Houston that was of especial interest to the Pipe Line offices, as both the bride, Miss Frances Washichek, and the groom, S. J. Granger, had been members of our force for a number of years.

The boys in the office gave Sidney a stag dinner at Camp Beaty on November 13 and all offered congratulations, but we felt just a little offended that he should deprive our office of our attractive and efficient comptometer operator. After a trip to Dallas, Mr. and Mrs. Granger are at home at 705 Teetshorn Street.

We extend sympathy to Emil Schiller for the death of his brother on December 11.

CRUDE OIL PRICES AT WELL November 30, 1926

Penna., Bradford.....	\$3.15	Gray Co.,	\$1.00 to 1.80
Other Penna.,	3.05	Reagan Co.,	1.40 to 2.70
Indiana,	1.98	Tex. Panhandle,	
Canada,	2.61	Hutchinson	
Ragland,	.95	& Carson Cos.,	1.25
California,	\$.85 to 2.74	Gulf Coast, L.,	1.45 to 2.20
Okla., Kas., N.-N.C.,		Gulf Coast, H.,	1.40
C. Tex., N. La.,		Luling,	1.30
& Eldorado,	1.40 to 2.70	Mirando,	1.25
Smackover,	1.10 to 1.50	Wyoming,	1.35 to 2.00
Hurdle, Tex.,	.80 to 1.35	Colorado,	1.25 to 1.50

Same Prices December 31, 1926

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.

SAFETY. New Methods Developed for Applying Foam to Oil Tank Fires.—*National Petroleum News*, December 15, 1926.

SALES. How to Hold a Retail Dealer.—*National Petroleum News*, December 8, 1926.

Motor Oil Demand Analyzed. H. J. Struth.—*The Oil Trade*, December 1926.

Suggestions for Service Station Management. T. W. Scheidt.—*The Oil Trade*, December 1926. (Continued from November issue.)

GENERAL. The Silent Revolution in Railroading. F. S. Tisdale.—*Nation's Business*, December 1926.

Economic Sanity in Europe. Hartley Withers.—*North American Review*, December-February 1926-1927.

Grandpa's Physical Culture. Julian Hawthorne. ("On the square physical basis, man for man, we are no better and perhaps not so good.")—*The Dearborn Independent*, December 4, 1926.

Getting Off the Bandwagon. Oscar Lewis.—*Harpers Magazine*, January 1927.

BOOKS.—The Threat of Leisure. George Barton Cutten. *University Press Association*, 522 Fifth Avenue, New York. \$2.

History of England. George Macaulay Trevelyan.—*Longmans, Green & Company*, New York and London, 1926. \$4.25.

The Philippines. Nicholas Roosevelt.—*J. H. Sears and Company*, New York, 1926. \$3.50.



Forest Hill Cemetery, Memphis, Tennessee—Gravel drive treated with Texaco Special Macadam Binder

One of the problems of the cemetery superintendent is to obtain smooth dustless drives at reasonable cost. He does not need, and cannot afford, to build hard-surfaced pavements. Something less costly but having a high degree of serviceability is the objective. J. W. Kincaid, in charge of the Forest Hill Cemetery at Memphis, Tennessee, has hit upon a solution which satisfactorily meets all requirements. The gravel drives of the Forest Hill Cemetery are made waterproof, dustless, and attractive by the use of Texaco Special Macadam Binder. The first application of this material was made four years ago. The proof of its success was the treatment last summer of additional drives. This interesting information and photograph were furnished by Representative J. E. Williams of the Asphalt Sales Department, whose headquarters are at Little Rock, Arkansas.

Listen to the Exhortation of the Dawn!
Look to this Day!
For it is Life, the very Life of Life.
In its brief course lie all the
Varieties and Realities of your Existence:
The Bliss of Growth,
The Glory of Action,
The Splendour of Beauty;
For Yesterday is but a Dream
And Tomorrow is only a Vision;
But To-day well lived makes
Every Yesterday a Dream of Happiness,
And every Tomorrow a Vision of Hope.
Look well therefore to this Day!
Such is the Salutation of the Dawn!

—From the Sanskrit.