

# TEXACO STAR



FOR EMPLOYEES OF THE TEXAS COMPANY

# Mr. Brown Says:-

*"I never let a chance go by to boost  
The Texas Company's Motor Lubricants"*

We feel the same way about them. And while we receive literally hundreds of letters saying something good about Texaco Motor Lubricants, we selected this one because it is such an honest-to-goodness, straight-from-the-shoulder statement from a man who

used to have motor trouble.

If you drive a car, follow his example—anyway, by passing the word along you may be sure you will enhance your reputation for knowing lubricating oils as Texaco Motor Lubricants will do all Mr. Brown says.

## *Here's his Letter:-*

M. S. BROWN  
Contractor and Builder  
494 West Main St.

Patchogue, N. Y., Mar. 29, 1920.

*The Texas Company,  
17 Battery Place,  
New York City.*

Gentlemen:—

I would like to take this opportunity to say a word of praise for The Texas Company products and its service. I have been using them now for about two years and am more than satisfied.

I am pleased all the way through and so is my Flivver and Oakland. I have run my Flivver eight and nine months without having carbon removed, something I never could do before I started to use Texaco Motor Oil Medium. The gasoline has more kick and mileage and the Texaco Cup Grease has got them all skinned a mile. It is always the same, in winter or summer. It does not take two men and a boy to screw a grease cup down I find, if you have the *right* grease.

I have in my garage now a five pound can of . . . grease bought for cup grease that I would gladly give to anyone if they can find any use for it. A fellow might be able to grease a wagon wheel with it if he had a good stiff paddle.

I never let a chance go by to boost The Texas Company's motor lubricants.

Very truly yours,  
(Signed) M. S. Brown.

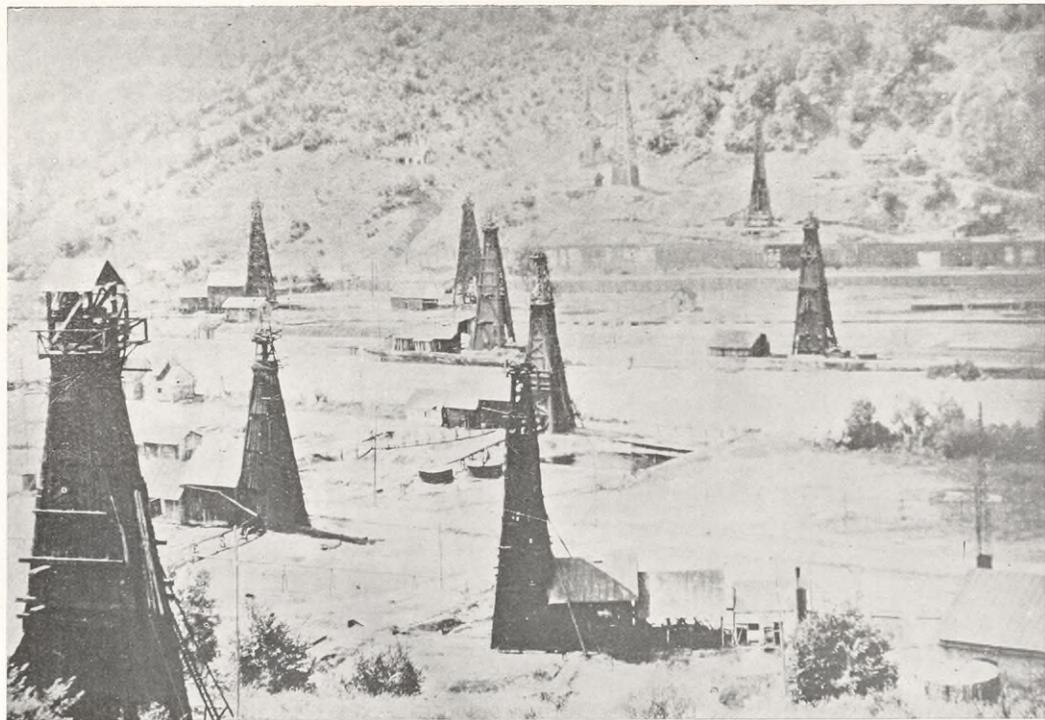
## BOOKS

The Scholar only knows how dear these silent yet eloquent companions of pure thoughts and innocent hours become in the season of adversity. When all that is worldly turns to dross around us, these retain their steady value. When friends grow cold, and the converse of intimates languishes into vapid civility and commonplace, these continue the unaltered countenance of happier days, and cheer us with that true friendship which never deceived hope nor deserted sorrow.

—*Washington Irving.*

Abimelech Easterby never had time  
To look at a paper or book in his climb.  
He was truthful, a digger, and saving, indeed;  
But wise he was not, for he never would read.  
While others were glad to be guided and taught  
By masterful minds in the kingdom of thought;  
While quickly they settled their problems and needs  
By keeping informed of the world and its deeds,  
Abimelech Easterby toiled in the rear,  
Too busy to reach for the help that was near.  
An hour with a book would have brought to his mind  
The secret that took him a whole year to find.  
Alas, for our hero! Too busy to read,  
He was also too busy, it proved, to succeed.  
We may win without credit or backing or style,  
We may win without energy, skill, or a smile;  
But take it from me as a mighty safe hint—  
A civilized man can not win without print.

—*Robbins.*



VIEW IN AN OIL FIELD OF RUMANIA—Photographed by American Red Cross

Rumania is the greatest oil producing country for its size in the world. But these wells and thousands of others have been idle for three years. More than \$300,000,000 worth of oil property was destroyed to prevent it from falling into the hands of the invading armies.

# TEXACO STAR

VOL. VII

MAY 1920

No. 7

PRINTED MONTHLY FOR DISTRIBUTION TO EMPLOYEES OF  
THE TEXAS COMPANY

"ALL FOR EACH—EACH FOR ALL"

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Address: Texaco Star, 401 The Texas Company Building, Houston, Texas

MUCH ADVICE is being offered on the distinctive traits and characteristics that should qualify a man for the presidency of the United States. Some of it has been of the nature of attempts to describe a candidate without naming him. The most insidious suggestions have been of the nature of class appeals and belong to the propaganda of socialists, "red" or "parlor,"—the wax-moths of the social hive "boring from within."

The essential qualification for the great office needs to be emphasized by every citizen who would preserve freedom and prosperity in this country. H. F. Atwood 'hit the nail on the head' in a remark concluding a recent speech before a meeting of a national association of lumbermen:

If you are gazing about for a candidate for president, let me tell you there is just one measure that is as sure as a yardstick, and that is, *How much does he know about this Constitution? How strongly does he believe in representative government? How much intelligence has he to see that representative government is adhered to?*

★ ★

In opening this address, Mr. Atwood had said:

It is a rather startling statement, but it is an indisputable fact that during all the thousands of years prior to the writing of our Constitution and the founding of this republic there had been no government to which the historians could point and truthfully say, "There was a government that worked well." That is a sweeping statement, and we have become so accustomed to sweeping statements from demagogues and advertisements that we pass them by rather lightly, but that statement happens to be just as true as it would be for me to say that prior to the evolving of the ten digits there had been no system of mathematical calculation to which the historian could point and truthfully say, "There was a system of mathematical calculation that worked well."

During all the thousands of years up to 1787 A. D., the pendulum of government was swinging back and forth from one extreme to the other, as it has done in Russia, Germany, and other countries, and is threatening to do here. The recent history of Russia and Germany is not at all un-

common in the history of the world, but the very common history of the world prior to 1787 A. D. During all that myriad of time the pendulum of government was swinging back and forth from the extreme of autocracy, which has always resulted in tyranny and always will, to the extreme of democracy, which has always resulted in chaos and always will.

This is a subject that needs to be wisely and patiently explained to a generation grown up in a strange ignorance of the beneficent institutions which secured for this country two centuries of unprecedented well-being and prosperity, and which, if restored, would continue to secure the same blessings.

★ ★

Director Van. H. Manning of the Bureau of Mines, has resigned to become Director of Research for the American Petroleum Institute, the most important body of petroleum men of the country. In his letter to the President, Dr. Manning says:

I hereby tender you my resignation, to take effect June 1, 1920, as director of the Bureau of Mines.

It will be with reluctance and deep regret that I shall sever my connection with the Department of the Interior after thirty-four years of active service therein, and it is the opportunity of being able to continue in another capacity the work for the advancement of purposes fostered by the Department that has been the chief factor in determining my decision to resign.

In leaving the Government service there comes to me, as it has over and over again, the thought that although this Government spends each year many millions of dollars in useful scientific work for the benefit of the whole people, the monetary recognition of its scientific and technical servants is not sufficient to enable them to continue in the service for the people. This has been especially true within the last few years when it has been impossible for many men to remain in the Government service. . . . Many of these scientific men are of fine type for Government work, care little for the commercial field, take an intense professional interest in their tasks, and are of inestimable value to the Government.

★ ★

Last month I happened to write an editorial on the reading of books, in con-

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nection with a leading article on wasted minutes. This month comes an appeal from the American Library Association to which we gladly give space, and I have added in editorial pages a little symposium of thoughts on books and reading.

★ ★

Some time ago one of the metropolitan dailies gave brief biographies of a number of prominent railroad men. An incident in the life of Daniel Willard was quoted and commented upon by an engineering magazine as follows:

We were particularly impressed by one incident in the life of Daniel Willard—his reading of Wellington's *Economic Theory of Railroad Location* and the effect of that reading upon his life. We quote:

Daniel Willard, the much-liked president of the Baltimore & Ohio, is an art connoisseur, musician, and scholar. His collection of portraits of Napoleon is rated as one of the best in the world. Several years ago, while he was conducting a \$110,000,000 railroad deal, he took up the study of French. It was years and years ago, up on an old Vermont road, part of the Boston & Maine, that Daniel Willard was a locomotive fireman. One day he picked up a book—Wellington's "Economics of Railroad Location." He bought a copy, tucked it away in his cab, and when he wasn't busy keeping up steam in the boiler to haul his train over the White Mountains he was reading the science of railroading. Then he became a locomotive engineer. He got a job on the Great Northern. Fred D. Underwood, the jovial president of the Erie, was conductor on the train Dan Willard pulled the throttle on. When Underwood became a superintendent he made Willard assistant superintendent. When he became president of the Erie he took Willard along and made him vice-president.

We think it reasonable to say that some one book or article has marked the turning point in the life of the majority of men who have achieved great success. But probably it has not been often that a book written by an engineer for engineers has won the attention of a skilled workman and aroused his ambition, as when Daniel Willard "one day picked up a book and tucked it away in his cab," preliminarily to tucking it away in his head.

May each of us not find in this occurrence a lesson? Is there not somewhere a scientific book that we have never read, one that is destined to stir our ambition and rivet our resolution to the accomplishment of something great? Wellington, it is true, was one author in a thousand. His style was not merely lucid, it was luminous, and he wrote with the enthusiasm of a discoverer. This leads us to remark that many engineers make the mistake of reading only the latest books on a subject. Don't forget that the latest book is often only a dull recital of facts. . . . So, read Wellington in the original. Read him to see with what infinite pains he worked amid a mass of unorganized data, striving to evolve his unifying economic theory. Go to the works of the great masters in each line if you would learn their methods of reasoning.

★ ★

One who declared he had no time to read would expose his small caliber or slavery to routine, if the statement were

true. But commonly such a one *does* read daily enough square yards of worse than useless print to cover in a few years all that he most needed to read. Such a deluge of trash and poison is vomited by printing presses, that many men and women and children are hopelessly swamped by it. How can they be led to understand that one who does not read valuable books is probably worse off than—certainly has no substantial advantage over—one who can not read them?

★ ★

Retrospection enables nations as well as individuals to see what fool blunders they make. The Adamson law involved a surrender of sovereignty under pressure that it may require this nation decades to outlive. But, sonny, don't ever think for a moment that the nation will not outlive it.

—Geo. M. Bailey.

A banker I know says that in loaning money he asks about a man's wife. Is she a spender? Does she often run the family financial affairs against her husband's judgment? The banker is suspicious of that sort of man. You may think when a woman is very prominent socially she "helps" her husband, but this banker denies it.

—E. W. Howe.

If you are a failure, your wife knows the trusts didn't do it; she knows you have the same opportunities other men enjoy and do not take advantage of them.—*New York Herald*.

Another reason why people can't afford to pay taxes enough to educate their children is, they spend more money motoring and cinematographing their children before they are 13 years old than would be required to give them a university education and a trip around the world.

—Geo. M. Bailey.

Commuter's Luck.—While commuting is famed more for its sorrows than its joys, it should also be praised for the opportunities it offers. Many a person longs for time to do certain things, and the commuter has it thrust upon him willy-nilly. Are you a commuter? If so, what do you do with the time you spend on the train? Do you use it or just let it glide by? If you are on a train an hour each day, the total is six golden hours a week, three working days a month, and in the course of a year there is spent on the train the equivalent of a month of eight-hour days.

What luck, all that time thrust upon one! What a chance to do some special thing! There is the study of French, for instance; the reading of history, or books of travel, or the lives of great men. Don't throw away commuter's luck if it is yours.

—The Three Partners.

Probably there never was a tiresome man who had not read a book or two on Psychology and Mental Therapeutics.—Ed. Howe.

Wake Up.—A young man, returned from service overseas, asked a neighbor what he should do to get right into the thick of this reconstruction business. The horny-handed farmer gave this laconic and trenchant answer: "Sell your wrist watch and buy an alarm clock." One might write volumes and not say so much. What we need today is something to wake us up. We don't need to watch the passing of time to know when to quit work or to go to sleep. Quit when we have done all we can for one day, and kind nature will take care of the sleeping. The alarm clock will do the rest.—*The Valve World*.

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

The business man of today has to read, yes, and study and go to the root of many things, that he may avoid the pitfalls which surround business upon every side.—*Andrew Carnegie*.

The enjoyments and employments of leisure moments unmask character.

Books have always a secret influence on the understanding; we can not at pleasure obliterate ideas; 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 godness; 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*.

It is saying less than the truth to affirm that an excellent book is like a well chosen and well-tended fruit tree. Its fruits are not of one season only. With the due and natural intervals, we may recur to it year after year, and it will supply the same nourishment and the same gratification, if only we ourselves return to it with the same healthful appetite.—*Coleridge*.

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 doing that, yet they will not do it in the simplest and best manner, by reading.—*Matthew Arnold*.

It is one of the chief functions of criticism to further the sound and candid study of our great national classics, and to call to account what is unsound, misleading, and perverse.—*J. C. Collins*.

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*.

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. And the proof that they do not is shown all the time in their lives. If a man does not spend as much time in actively and definitely thinking about what he has read as he has spent in reading 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*.

We get no good

By being ungenerous, even to a book,  
And calculating profits,—so much help  
By so much reading. It is rather when  
We gloriously forget ourselves and plunge  
Soul-forward, headlong, into a book's profound,  
Impassioned for its beauty and salt of truth—  
'Tis then we get the right good from a book:  
—*E. B. Browning*.

### LIFE WISDOM

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

—*Benjamin Disraeli*.

The man who does not read good books has no advantage over the man who can not read them.

Read the best books first, or you may not have a chance to read them at all.  
—*Thoreau*.

No book is worth anything which is not worth much, nor is it serviceable until it has been read and reread, and marked so that you can refer to the passages you want in it.—*Ruskin*.

A good book is the precious life-blood of a master-spirit, embalmed and treasured up on purpose to a life beyond.—*Milton*.

Books are the true levelers. They give to all who will faithfully use them the society, the spiritual presence of the best and greatest of our race.—*W. E. Channing*.

If we encounter a man of rare intellect, we should ask him what books he read.  
—*Emerson*.

A man who is so dull that he can learn only by personal experience is too dull to learn anything vital by experience.  
—*Don Marquis*.

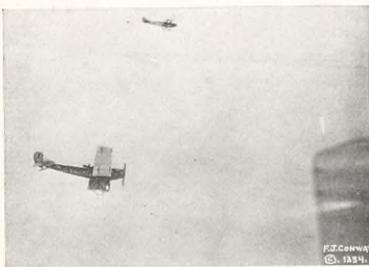
As you grow ready for it, somewhere or other you will find what is needful for you in a book.—*MacDonald*.

The manner in which one single ray of light, one single precious hint, will clarify and energize the whole mental life of him who receives it, is among the most wonderful and heavenly of intellectual phenomena.—*Arnold Bennett*.

What in me is dark, illumine; what is low, raise and support.—*Milton*.

If you love learning, you shall attain unto learning.—*Inscribed in golden letters by Isocrates over the entrance to his school in Athens*.

## TEXACO STAR



Hydroplanes flying over Hampton Roads

Hampton Roads is an estuary through which the waters of the James, Nansemond, and Elizabeth Rivers pass (between Old Point Comfort to the north and Sewell's Point to the south) into Chesapeake Bay. It is the highway of commerce for the cities of Norfolk, Portsmouth, and Newport News, and is the chief rendezvous of the U. S. Navy. The entrance from Chesapeake Bay is defended by Fortress Monroe on Old Point Comfort and Fort Wood on a small island called the Rip Raps near the middle of the channel.



Coming over Newport News

By close examination one of our tanks can be seen. The Texas Company is now building a much larger station here.

We are indebted to E. Filmore Irwin, of our Norfolk Terminal, for the photographs shown on this page and for the following interesting letter:

You will find enclosed two photographs taken from a hydroplane over Hampton Roads, Virginia. I gladly tender these and a short article in connection with them for publication in the *Texaco Star*. I feel that the magazine is greatly beneficial to all the employes of the Company.

The pictures taken over historical Hampton Roads will doubtless be of interest to all readers of the *Texaco Star*. This is one of the largest naval and industrial centers in the world. Here ships from all the world find harbor and shelter from the boisterous Atlantic. Many thousands of gallons of fuel oil are delivered weekly to oil burning ships.

The airplanes in the picture are stationed at the Naval Operating Base and Langley Fields. Large quantities of aviation gasoline are delivered to the airplane hangars.

In the pictures taken over Newport News you can see, upon close examination, one of our tanks. The Texas Company is now completing a new and much finer station here.

Over three hundred years ago, in April, 1607, Captain John Smith and 105 companions found their way through Hampton Roads up the Powhattan (now James) River to a little island, and established the first permanent English settlement in America. The island was later named Jamestown in honor of the king, James of England.

On March 9, 1862, the *Merrimac* and *Monitor* fought here the first battle between armored vessels, thus paving the way of invention to our mighty dreadnoughts of today.

So, it is easy to see, that Hampton Roads has a historical name as well as its commercial and industrial reputation. We are proud that it is the center of many activities of The Texas Company.

Mr. Irwin sends also a *thought* on an important factor in truly organizing any associated group of workers:

HARMONY.—Social harmony is an important factor in the success of any organization. Men who are associated daily with other men must study their dispositions and their idiosyncrasies. Although psychological laws are involved, the study of men does not necessarily require a knowledge of psychology. Courtesy is cheap, and when practised reaps wonderful results. Discretion can only be attained by test or practice. "Abstain from familiarity, it breeds contempt." Temper is natural and essential, but an uncontrolled temper will result in serious adversity and loss of friends.

—E. Filmore Irwin.

★ ★

The following letter reminds us of the good work done in Houston by our "San Jacinto Volunteers" following the first announcement of the coming army draft. The elementary knowledge of military principles and drill acquired before the men were actually drafted led to rapid promotion from ranks for many of them:

Houston, Texas, April 17, 1920.

Editor *Texaco Star*:—I started back to work with Mr. Hartung, and have assisted in other offices of the Producing Department; but I am now in the Executive Department assisting Mr. Blake in issuing the new allotment of Employees Stock, Series 20.

I was very happy not only to return to the service of our good Company, but to receive the salutation "Hello! Captain." The Company gave me the opportunity to prepare for military service when the draft was announced. Those who entered the service have, on their return, told me of the benefit derived from that instruction, in many cases assisting them to quick promotion because the majority of the drafted men were without any military knowledge.

Respectfully,

A. M. Warner.

★ ★

The Pennsylvania Railroad recently reported that it was employing 168,892 persons, as against 147,718 when we entered the war, an increase of 14 per cent; and that its traffic units had decreased from 16,800,000,000 to 15,000,000,000, a reduction of 11 per cent. That is to say, 14 per cent more employes are doing 11 per cent less work—or, it takes 127 men in 1920 to perform the work of 100 men in 1917.

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Timely Comments on an Important Organization.—Director Eugene Davenport, of Agricultural Experiment Stations, University of Illinois, says:

The American Farm Bureau Federation constitutes the most progressive, the most rational, and the most powerful organization ever devised by farmers. This organization is rational, or ought to be, because it is founded and officered by the best and sanest individuals, not by the most radical, as is often the case with organized labor.

The first step in the return to normal, is to produce more of the necessities and to direct more labor away from luxuries, which will be done only as we refuse to buy luxuries while necessities are scarce. The next step is to reduce the volume of the currency, or else, to make it good by production, and this will come about only as we pay our debts and get really sold again. Prices are high for four very good reasons: (1) The greatly increased currency, nearly doubled in four years, enough of itself to account for what happens. (2) Reduced production, which was inevitable when something like one million men and women stopped producing not only luxuries, but also necessities, and began wholesale destruction. (3) A wild saturnalia of extravagance in buying, in which nothing is too costly or too gorgeous to suit us. (4) Speculation. The last is also the least by far, and yet it is the only one we talk about, and we are going out in our fur coats and diamond rings and new wrist watches to punish the profiteers.

\* \*

Commenting on resolutions adopted by the American Farm Bureau Federation, especially its resolutions repudiating the so-called "Farmer-Labor Conference" and "Farmers National Council," *Wallace's Farmer*, Des Moines, Iowa, says:

The meeting of the American Farm Bureau Federation held in Chicago last week was a gathering more thoroughly representative of the farmers of the United States than has ever before been held.

Among the resolutions adopted were two of especial significance. One declares that the strike will no longer be tolerated by a long-suffering public. The other condemns the self-styled Farmers' National Council as having no authority to speak for the farmers of the country.

There is a double significance in these resolutions, because under the leadership of the so-called "Farmers' National Council" there has been a strong effort to form a definite alliance between the farmers and organized labor. This effort has been very clever. The Farmer-Laborer Conference was called in Chicago in February for the ostensible purpose of promoting cooperative enterprises among producers and consumers, but it is becoming apparent that the real purpose was to bring about a political alliance between the farmers and the labor men.

It is not surprising, therefore, that the American Farm Bureau Federation should denounce the Farmers' National Council as being not representative of farm sentiment; for the Farmers' National Council is standing for certain things to which the American Farm Bureau Federation is resolutely opposed.

At a recent meeting of road contractors one of those practical men, as reported by *Automotive Industries* (issue of March 11, 1920) said:

"When, in years back, I loafed with laborers in bars or other places, I heard much boasting of 'How much work I did today.' Now you do not hear such talk. I hear mostly boasts of how little work the man did and how much money he got.

"Also, among employers and others, I used to hear much talk of the man who succeeded in raising 1,000 bushels of potatoes on three acres and little was said about the fact that he got only \$500 for his crop. Now you hear much of the man who raises only 500 bushels on that field but gets \$1,500 for the crop. The man who raises the money appears to be smarter in the eyes of the people, than the man who raises the potatoes.

"Labor is not the only element at fault in the present situation. Probably we are all boasting of how little work we did today and how much money we got for it.

"We must get back to the other view. We must re-educate ourselves and in doing so we will educate labor. We must get back to production as a measure, not money."

And, when you think it over, this little talk represents the situation.

\* \*

You can not afford to buy books? Can you afford carpets on your floors, feathers on your bonnets, sweetmeats on your tables, seats in the theater? Then you can afford to buy books. You might far better live in a house with bare floors, and dispense with many of those luxuries of food and dress that every mechanic and laboring man contrives to get, than to deny yourself books. When it comes to be understood that books are necessities of life—indispensable furnishing of every adequate home—even the poorest people will find ways of purchasing them.—*Washington Gladden*.

\* \*

"You must take an interest in outdoor sports," said the physician.  
"I do," replied the indolent citizen. "They provide my main reading every day."

### CRUDE OIL PRICES AT WELLS

May 1, 1920

Pennsylvania . . . \$6.10	Bull Bayou . . . \$3.15
Mercer Black . . . 2.73	Crichtox . . . 3.00
Corning, O . . . 4.00	Caddo Light . . . 3.50
Cabell, W. Va. . . 3.92	Caddo Heavy . . . 2.80
Newcastle . . . 2.23	Vinton . . . 3.00
North Lima . . . 3.73	Jennings . . . 3.00
South Lima . . . 3.73	Spindletop . . . 3.00
Indiana . . . 3.63	Sour Lake . . . 3.00
Princeton, Ill. . . 3.77	Batson . . . 3.00
Illinois . . . 3.77	Saratoga . . . 3.00
Canada . . . 4.13	Humble . . . 3.00
Somerset, Ky. . . 3.75	Goose Creek . . . 3.00
Ragland, Ky. . . 1.75	Markham . . . 3.00
California Light . . 2.83	West Columbia . . 3.00
California Heavy . . 1.48	Corsicana Light . . 3.00
Wyoming . . . 2.75	Corsicana Heavy . . 1.75
Kansas and Okla. . . 3.50	Petrolia . . . 3.50
Cushing . . . 3.50	Electra . . . 3.50
Healdton . . . 2.75	Ranger . . . 3.50
De Soto . . . 3.40	Burkburnett . . . 3.50

## TEXACO STAR

**MORE LIGHT**



American Library  
Association

The American Library Association during the war supplied the men of the Army and Navy, here and overseas, with 7,000,000 books. It is now undertaking an Enlarged Program with the slogan "Books for Everybody." Through this peace-time enterprise it hopes to create a wider reading interest throughout the nation.

A recent survey by the U. S. Bureau of Education discovers that 60,000,000 persons in the United States are wholly or practically without public libraries.

The A. L. A. hopes to so aid the county library system that books will be accessible to the dwellers in the smallest communities; to increase the number of books for the blind, and have them printed in Braille type; to encourage the establishment of technical libraries in industrial plants and factories; and to work for the printing of standard books dealing with

American ideals and traditions in foreign tongues; so that the immigrant when he first comes to this country may read and understand its historical aims and development. The American Library Association is endeavoring to obtain, within the next three years, a fund of \$2,000,000, which is now being raised through the librarians, library trustees, and friends of libraries all over the country. For particulars, if you are willing to help, you are invited to call on or write to the librarian of your nearest public library.



Reaching for Knowledge

My library was dukedom large enough.  
—Shakespeare.

Let every child have his little bookcase in the nursery—or a shelf in the library which he may call his own. Let him be encouraged to read good books and to care for them. He will then come to feel that friendship with them which is the greatest joy of the intellectual life. It is in the home that the child forms the most permanent elements of his character. Here his familiarity with books should begin; and here he should get his literary inspiration.—Walter Taylor Field.

Books are the legacies that genius leaves to mankind, to be delivered down from generation to generation, as presents to the posterity of those that are yet unborn.—Addison.

A man's mind may be likened to a garden, which may be intelligently cultivated or allowed to run wild; but whether cultivated or neglected, it must and will bring forth. If no useful seeds are put into it, then an abundance of useless weeds will fall therein and will continue to produce their kind.  
—James Allen.

No man can read with profit that which he can not learn to read with pleasure.—Noah Porter.

No matter what his rank or position may be, the lover of books is the richest and the happiest of the children of men.—Langford.

## TEXACO STAR

### REASONS WHY

C. C. BLACKMAN, Superintendent West Dallas Works

Senator Jones once said he was still a Democrat, but out of reasons *why*.

An old gentleman noticed a laborer diligently tapping car wheels. He approached the man and asked, "How many years have you been working for this railroad?"

"Thirty-eight years," the man replied, still going on with his tuning.

"I suppose you have had many and varied experiences in your time—plenty changes in occupation, I expect."

"No sir, I have always had this same job. I have tapped wheels for eight and thirty years."

"That is a long time, shows a steady character. By the way, what is the reason for tapping the wheels?"

The man looked up, scratched his head, and said, "Darned if I know!"

It is almost inconceivable to think of a man doing a certain kind of work and not knowing *why* he is doing it. Yet I have known men who never gave a thought to the purpose of their work—*why* he does it, *why* it should be well done in order to meet the approval of the boss and to prepare himself for a step up the ladder to a better job. He never considers that slovenly work never gets a man any place permanently. Half his time is spent looking for work, and he's always 'broke.'

A story is told of a darky running a ferry across the Alabama River. He was accosted by a poor white stranger who wanted to cross, but hadn't the wherewith. The darky scratched his head and queried, "Doan' you got *no* money? It doan' cost you but three cents."

"I know it, but I haven't the three cents."

"Well, I tell you what—a man what ain't got three cents is as well off on dis side of de river as on de oder."

The man who succeeds is the man who gives his work some thought; and, when finished, looks it over and is satisfied with it. No matter if it is digging a ditch, it should be made a straight and clean-cut job. No matter what our occupation, the question is whether or not we do our work well, and if we strive always to do it

better. Success comes by hard work, by application, by tireless devotion.

But failure sometimes comes by the same route. A man might accomplish more by sitting down and doing some hard thinking, than by exercising his muscles in the wrong direction. Human beings are very much alike; they work with the same material, which differs only in style. Failure is an extreme style, and costly because there is nothing permanent gained. I have seen men start a job in the most awkward manner for lack of thought, and if allowed to go on, would increase the cost 50 per cent.

The boss, too, may be responsible for poor work done by his men. He may be a grouch, a "nagger," a continual fault-finder, and disliked by his employes. I think it was Shakespeare who wrote:

Let me play the fool;  
With mirth and laughter let old wrinkles come,  
And let my liver rather heat with wine  
Than my heart cool with mortifying groans.  
Why should a man whose blood is warm within  
Sit like his grandsire cut in alabaster,  
Sleep when he wakes, and creep into the  
trundles  
By being peevish?

Arrogance and egotism are stumbling blocks in the pathway of many men. Be modest, be cheerful, treat men with due consideration; they will respect you and do better work.

Men today are nearly everywhere in a state of restlessness. What this country needs now is a return to the mental and spiritual attitude wherein a man loves his work for the glory of his job, and not solely for the size of his paycheck.

A man without a purpose never leaves his mark upon the world. He has no individuality. He is absorbed by the mass; lost in the crowd; weak, wavering, and incompetent. A healthy definite purpose remedies a thousand ills; discontent and dissatisfaction fly before such a purpose.

What has been going on for the last six years in this world fails to prove that civilization has helped humanity to see a better way. I am no pessimist, but Humanity seems to be as it always was, is now, and ever shall be, world without end. Amen!

## TEXACO STAR



Going through the Iron Gates of the Danube

On board a river steamer as it neared the dangerous whirlpool rapids called the Iron Gates. The Danube is a wide navigable stream almost its entire length, and it was on this sort of craft that the American Red Cross distributed hundreds of tons of supplies for relief of the Balkan peoples.—Photographed by American Red Cross.

### THE LITTLEST COUNTRY WITH THE BIGGEST OIL PRODUCTION

Prepared especially for the Texaco Star by the American Red Cross

If Rumania could be taken up and set down in the center of America there would be a rush to her oil fields which would equal any stampede that ever sent men scurrying to Texas or California. Small in size, the little country is packed tight with mineral wealth, coal, iron ore, allied minerals, and even a smattering of gold and silver; but her greatest wealth is in her oil fields.

Her problem at present is one of reconstruction. Before her oil wells can be worked bridges must be rebuilt, railroads reconstructed and some double tracked, harbors extended; and the necessary working materials must be brought in before the oil can be produced and marketed.

The reconstruction of the great bridge over the Danube at Cernavoda is most important, since upon it depends the movement of oil, grain, and miscellaneous freight to and from the sea and interior

Rumania. This bridge, known as the King Carol Bridge, is 1,260 feet long and 114 feet above high water. One branch of it crosses the Danube at Cernavoda and another at Fitesti. It is the only bridge between Nova-Sad in Hungary and the Black Sea, and in many respects it is regarded as the greatest structure in Europe. Had American engineers been on the spot, in all probability they would have gotten the job, but it is rumored that the contract has been let to the French. In addition to the contemplated bridges across the Danube, there are eighteen important bridges in other parts of Rumania to be rebuilt.

It would be well before other opportunities slip by, for American engineers, railroad men, and oil experts to investigate prospects and take under consideration a gentlemen-like stampede across the ocean and into the little country. Rumania

## TEXACO STAR



Destroyed bridge over Danube River near Belgrade

This is one of the most important bridges in Southern Europe. Its destruction by the Germans greatly hampered American Red Cross relief work, as all supplies entering Belgrade had to be towed across the river on barges.—Photographed by American Red Cross.

would welcome the investment of American capital in her projects and she would welcome Americans as promoters and workers, for she has seen the snap with which they put things through and she is standing on her toes for just such results as Americans get. The way to Rumania's heart has been won by the American Red Cross through the distribution of twelve shiploads and nineteen trainloads of food, medicines, and clothing, and through the almost superhuman work of doctors and nurses in stamping out typhus and small pox.

As to the proved value of the oil fields, 1,835,940 metric tons were produced in 1912, the capital invested being estimated at \$125,000,000. When the Rumanians retreated from Wallachia it was necessary to destroy hundreds of the wells to prevent their being worked by the enemy. Nevertheless, the Germans during their occupation put 432 soundings, out of a possible 962, in a state of production, and succeeded in raising the output to 75 per cent by the time the armistice was signed. Since their departure the number of wells has been increased to 508, but owing to the lack of material the number of borings has been reduced from 220 to 119. The gross production of petroleum in 1917 was about 520,000 tons or 35 per cent of the normal output; in 1918 it reached 1,200,000 tons. In the first five months of 1919 it was 63 per cent of pre-war volume, a monthly average 94,600 tons.

The principal oil centers are Prahova, Bacau, Buzeu, Dambovitza, and Campini, 90 per cent of the production of 1912 being from the Prahova district. The oil is obtained partly from shallow hand-dug wells and, in the region of the Carpathians, partly from boreholes. The average boreholes are less than 1,650 feet deep, and the wells are only from 60 to 300 feet deep. The bulk of the production is refined, and the remainder is used for home consumption in briquettes of compressed lignite soaked in oil residue.

Production this year has been interrupted by strikes and export difficulties, some American as well as native companies having had trouble in this respect.

Extension of harbors by relieving transportation congestion will do much to help Rumania's economic growth and straighten out her mining difficulties. This measure is nothing less than essential, to cope with the trade which has developed and will continue to enlarge between America and this little country. American shipping interests should prepare to make use of the Danube to enter Rumania. Rumanians are thrilled over the announcement that an American shipping line will soon have vessels plying directly between New York and Constanza and Galatz; but unless they are thrilled to the extent of enlarging the harbor at Constanza, the ship line is apt to prove a white elephant fleet. Last Spring a dozen American boats from Seattle, laden with flour, were held

## TEXACO STAR

up for days in the narrow basin; the weather was rough and the captains feared lest their boats be dashed against each other, or against the narrow sea walls at the mouth of the tiny basin.

Foreign markets are open to American trade and foreign projects are ready for American contractors, but they are not waiting for them. Bukarest is already filled with French and German salesmen who are getting a strong foothold. If

American business men are overlooking Rumania they are overlooking a good bet; for as soon as Rumania sells her year's grain crop and oil output, she will make a record-breaking recovery.

Credit may be necessary for a short time, but the little country has wonderful collateral to put up for it; and it is in need of everything, from locomotives to safety pins and from agricultural machinery to soap.

### OPERATION OF TEXACO MOTOR TRUCKS

Two unfortunate accidents have recently occurred which have suggested the desirability of emphasizing again certain of the rules relating to the operation of Texaco motor trucks.

One of these accidents occurred at a railroad crossing. Our truck was demolished and the driver was killed. A considerable portion of the track was hidden from view by a house that stood on an embankment on the corner directly between the approaching driver and the portion of the track on which the train was approaching. There was also a curve 300 yards beyond the crossing.



Without in any way undertaking to place the final responsibility for this particular accident, we call attention to the fact that if the instruction issued by The Texas Company to its drivers had been followed, the accident could not have occurred. The rule in regard to the crossing of railroad tracks is:

"When approaching steam and other railroad grade crossings the driver must bring the car to a full stop before crossing. If there is an unobstructed view in both directions for a distance of not less than 500 feet, and after looking and listen-

ing there is no indication of an approaching train the driver may then proceed, but still continuing to exercise caution. If the view is obstructed, the driver or helper must dismount and proceed to a point where the view is unobstructed and the vehicle must not be driven across the track until it has been determined beyond any reasonable doubt that it is safe to cross.

"By using a little extra caution, accidents at crossings can and should be absolutely avoided. This requirement will be strictly enforced."

The purpose of this rule, to promote safety first, is apparent on its face, and every driver should be sufficiently interested in his own welfare and the safety of the lives and property of others to see to it that the rule is strictly complied with at all times. A driver of a car might possibly "get away" with a violation of this rule on numerous occasions, but the safer way will always be to observe the rule and make the accident impossible.

In the other case, one of our drivers permitted a pedestrian to ride on one of our trucks. The intentions of the driver were of the best, and his wish to assist the pedestrian commendable; but it happened that the roads were in a treacherous condition, and this particular truck overturned and the passenger was killed.

Similar accidents, with perhaps less serious consequences, have happened at other times with Company equipment. The rule against permitting unauthorized persons to ride on motor equipment is intended to prevent such accidents. It should be posted on every piece of equipment, so that the position of the driver is made perfectly clear to anyone who might ask to be taken on as a passenger, and should under all conditions be carefully and strictly observed.

# TEXACO STAR

## DEPARTMENTAL NEWS

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

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

**HOUSTON OFFICES.**—The Texaco Club of Houston, on April 20, staged an elaborate musical comedy at the City Auditorium. An audience of over 3,000 people was well entertained. Stage setting, acting, and orchestra were all highly praised.

Many thanks are due to all the participants, for their earnest loyal work in preparation, and all deserve great credit for the talent displayed. The performance was entirely original—written, staged, and acted by members of the club. The Staff for preparing and conducting this successful effort were:

Plot and Production	Herbert Rodgers Gates
Dialogue	Miss Alicia Jeanne Swain
Stage Settings and Electrical Effects	Mrs. Kathryn Gorlio Wilson
Cartoons	Arthur M. Risdon
Secretary	Baylor C. Hull
Assistant Secretaries	E. M. Swanson
	Miss Anne Shaw
Pianist	Miss Lila Belle Gates
Director of Orchestra	Joseph A. Gedeist
Business Manager	V. R. Currie

The Texaco Band, organized for the occasion as an orchestra, under leadership of Jos. A. Gedeist, enhanced its already high reputation by admirable performance:

<b>VIOLINS</b>	<b>PIANO</b>
M. Secrest	Lila Belle Gates
H. G. Thayer	<b>SAXOPHONES</b>
A. T. Guberman	H. R. Schmidt
Miss Irma Jenkins	H. K. Arnold
M. B. Wiley	C. V. Depew
Miss Benner	W. C. Depew
<b>FLUTE</b>	<b>XYLOPHONE</b>
A. C. Campe	J. M. Barber
<b>CLARINET</b>	<b>TROMBONES</b>
Earle Lewis	O. T. Thorsan
M. Negiloff	G. N. Cassil
<b>CORNETS</b>	<b>FRENCH HORN</b>
T. C. Brunson	F. C. Brock
H. Tweedy	<b>TRAP AND DRUMS</b>
C. A. Denny	O. C. Stewart

## FARMER CARROLL'S HOUSE PARTY

### CHARACTERS

Preacher Jim.....	H. R. Gates
An ex-slave, devoted to the Carrolls	
Pete.....	C. D. Green
A city nigger, valet to Mr. Carroll	
Farmer Carroll.....	D. L. Lindsay
A wealthy plantation owner, and a widower	
Rose Carroll.....	Agnes Jeter
His daughter, just out of school, and in love with Paul Lee	
Miss Simpkins.....	Mrs. Gladys Tolle
Head of a School for Girls, and willing to marry a wealthy farmer	
Mrs. Mary Lucy Lee.....	Mrs. K. G. Wilson
Wealthy Virginia widow, a school days sweetheart of Mr. Carroll's	
Paul Lee.....	James J. Shaw
Her son, in love with Rose	
Guests at House Party, Plantation Hands, "Nosey Negroes," "Gossip Girls," "Vamps".....	One hundred and five other members of the Texaco Club

### INCIDENTAL MUSICAL NUMBERS AND SPECIAL ACTS

	Act 1
Carolina Sunshine.....	H. G. Sandland
Alabama.....	C. A. Thomas
When My Baby Smiles.....	Lee Dawson
Chong.....	Mark Vescott
I Might Be Your Once-in-a-While.....	Miss Marmion
Pretty Little Rainbow.....	S. J. Baxter
.....	Miss Hazeldele Marmion, Temple Preston
Jew Peddler.....	W. R. Hartline
You're a Million Miles From Nowhere.....	T. C. Preston
The Irish Cook.....	B. L. Hosmer
Miami.....	Lee Dawson
Sand Dunes.....	Miss Gill

### Act 2

The Tumble Down Shack in Athlone.....	J. H. Brown
Will O' the Wisp.....	J. J. Shaw
Solo Dance—Will O' the Wisp.....	Celestia Jones
Mammy.....	Miss Mae Billington
Eye Lo.....	P. A. Angenend, Jr.
Nobody Knows.....	Miss Dean
Mandy.....	C. D. Green
When Mah Honey Calls Me Honey.....	Miss Hill
When He Gave Me You.....	J. J. Shaw
The Vamp.....	Miss Gill
I'm a Real Kind Mama.....	Mrs. Tolle
I Want a Daddy Who Will Rock Me to Sleep.....	Miss Marmion, Miss Wilkinson
Municipal Song.....	Entire Company

**REFINING DEPT.** April marked the entrance into the realm of matrimony for three of our valued employees.

Arthur F. Perry made a hurried trip to Jacksonville, Florida, and returned with a bride. We also shook our heads and smiled knowingly when we observed in the daily report of employes leaving the service, that Miss Ina Pruett had resigned to be married; it wasn't hard to speculate on the lucky man, J. A. Hill. Our congratulations and best wishes to both young couples!

Old-timers were delighted to welcome Drury M. Phillips back at Port Arthur Works.

Among many jovial recent visitors at Port Arthur Works are the names: J. P. Noble, of West Tulsa; Chauncey King, Dallas; T. Simpson, Bayonne; A. B. Cox, New York; W. V. Winslow, New York. We hope they may soon have reason to visit us again.

Friends of E. V. Shinn extend their sympathy to him for the loss of his two year old daughter.

Mr. Stivers' class in Combustion will complete

# TEXACO STAR



Dredging for levees at Port Arthur Works

its work April 26. This class has been in progress for the last five months; and it is interesting to note the employes of The Texas Company among its members.

Mr. and Mrs. R. M. Aycock announce the arrival of a daughter, Lula May, on April 13. J. G. Ilise is the proud father of a new son, born April 7.

On March 31 Miss Beulah Mary arrived at the home of Mr. and Mrs. Ben Cashat.

championship of the city; the Triple K of Beaumont, and the Beaumont Bankers:

Bankers .....	27-23	1-10-20	Won
Bankers .....	23-22	1-17-20	Lost
High School.....	37-12	1-21-20	Won
High School.....	27-22	1-24-20	Won
K. K. K.....	20-13	1-29-20	Won
High School.....	23-22	2- 5-20	Won
Bankers .....	42-21	2-14-20	Won
K. K. K.....	43-21	3- 3-20	Won

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

Refined—Coastwise.....	893,843 bbls.
Refined—Foreign.....	202,283 bbls.
	<u>1,096,126 bbls.</u>
Crude—Coastwise.....	35,664 bbls.
Crude—Foreign.....	4,762 bbls.
	<u>40,426 bbls.</u>
Total .....	1,136,552 bbls.



Port Arthur Basketball Team—Port Arthur Works

Rear row (left to right): Abbey (Forward), McCoy (Center), Jenkins (Forward), Dellinger (Center).

Front row: Patrick (Forward), Earhart (Guard), Rogers (Manager and Center), Welford (Guard), Bogart (Guard).

Port Arthur Works had a winning team of basket ball players this season. Out of eight games played, only one was lost. There were three complete series: Port Arthur High School for the



Employees' cottages at West Tulsa Works

"One of the most beautiful snow scenes I have ever witnessed," says Superintendent W. K. Holmes.

Superintendent Holmes sent three beautiful photographs, all showing nature's delicate tracery with artistic effect, but their dim gray light caused failure in the engraver's processes for reproducing them. We print one of them, but it gives no idea of the beauties of the original.

## TEXACO STAR

A meeting of the Superintendents and Chief Clerks of the Northern Terminals was held in New York during the week April 5-10.

T. E. Gough, Chief Clerk at Providence Terminal, has been transferred to N. Y. Office.

H. C. McAnall, Chief Clerk at Norfolk Terminal, has been transferred to Providence to take the place of Mr. Gough.

W. F. Esthimer, clerk in N. Y. Office, has been transferred to Delaware River as Chief Clerk in place of A. M. Dickinson, transferred back to Norfolk whence he was transferred to Delaware River two years ago. We dislike to lose Mr. Esthimer, but we are pleased to see that his good work has been recognized. Before leaving he was presented with a beautiful fountain pen, and Mr. Esthimer wishes, through the *Texaco Star*, to thank the clerks of the New York Office for the fine present given him.

**BAYONNE TERMINAL.**—It will be interesting to note that during the month of March, 1920, thirty-nine different boats operated by our Marine Department docked at Bayonne Terminal to load or unload cargoes, or receive supplies.

We have the honor of announcing one of the events of the season—the marriage of J. Walter Horan and Mrs. Sadie L. Oliver. Now that our last eligible foreman has joined the ranks of the Benedicts, the female portion of the Bayonne Organization is desolate. Our Walter has deserted us. The lady is a stranger to us, but Walter says she comes from Boston. We are jealously wondering whether Leap Year had anything to do with it. However, our heartiest congratulations and best wishes to the bride and blushing groom.

Miss Margaret C. Donnelly, secretary to Superintendent A. E. Manley, who recently resigned to enter into life partnership with A. J. Buckley, head of the shipping department, New York Office, Northern Terminals Division, gave an evening's entertainment at her home to the girls of the Bayonne Office. During the evening our girls surprised Miss Donnelly with a "kitchen shower," which was very much appreciated. Much fun was caused by the gift of a rolling pin with the hope that it would be assigned exclusively to peaceful domestic arts in the little nest about to be built, and not misused to the detriment of Mr. Buckley. At a farewell reception given Miss Donnelly, the Office force had a chance to display their talents in a very enjoyable musical program. The many friends of the happy pair unite in extending to them best wishes for all the joy in the world in the long life lying before them.

The current issue of *The Look Box* shows a charming photograph of the family of Shipping Foreman H. J. Walker without the most important member of it,—and we do not mean Mr. Walker either. Mr. Walker informs us that the new member of the family is even better looking than the rest.

**DELAWARE RIVER TERMINAL.**—We are happy to report that little Miss Marjorie Mercer, daughter of Ass't Sup't T. F.

Mercer, who underwent an operation for appendicitis, at Crozer Hospital, Chester, is convalescing.

Chief Clerk A. M. Dickinson left us with the best wishes of all when he was transferred to the same position at Norfolk. Superintendent Nester, on behalf of Office and foremen presented him with a gold watch and pearl handled pocket knife as a mark of the esteem in which he was held.

To W. F. Esthimer, transferred from New York to Chief Clerk at this Terminal, we extend a hearty welcome.

We also welcome J. A. Weeks, who, we understand, is to be our new Employment Supervisor.

Our sympathy is extended to C. F. Kelly, Construction Cost Clerk, for the death of his father.

**PROVIDENCE TERMINAL.**—When, in the course of human events, a full sized box of Best Brand Chocolates, and Standard Brand Cigars appears on the horizon, it becomes necessary to inquire into the inspiration for such generosity. In this case just cause was found, for on March 26 at the home of Mr. and Mrs. P. Beall, Pendleton Beall, Jr. arrived. He tipped the scales at nearly 7 lbs. and already shows strong "engineering" tendencies, having Father so well lined up that he could walk a straight line all night long if necessary.

Miss Annie G. Faulds, stenographer, has resigned and the following card explains:

*Mr. and Mrs. Gilbert Houston  
announce the marriage of  
Miss Annie Grace Faulds  
to their son  
Gilbert Houston, Junior  
on April 28th, 1920*

**NORFOLK TERMINAL.**—With the completion of our new C. & C. Building, concrete dock, and loading platform, the appearance of Norfolk Terminal, from the water front, is changed considerably. From the roof of the new building may be had an excellent view of the plant and panorama of the surrounding country, with Elizabeth River, U. S. Navy Yard, and cities Norfolk and Portsmouth in the distance. The buildings, shops, tanks, and long trains of tank cars by the loading racks in our plant can all be seen; construction work is going on everywhere, giving a lively idea of what a growing industry we have at this Texaco Terminal.

The spacious concrete Filling House for Refined Oils, adjoining the C. & C. Building, is nearing completion, and will soon be ready for filling line connections.

## TEXACO STAR



Texaco Terminal Basket Ball Team, Norfolk, Va.

The names sent for this photograph are not clearly applicable; but the cigars are on the Norfolk correspondent, not on the editor: "Left to right: W. K. Gregory, Center; H. Krick, Guard; W. F. Baxter, Left Forward, Manager; A. L. Simpson, Left Guard; Paul Warden, Right Guard; Connie Macon, Right Forward, Captain."

### SUMMARY OF GAMES—SEASON 1919-1920

Team	Score	Team	Score
Paramount A. A.	22	Texaco	17
Anzaacs	50	Texaco	33
Norfolk Preps	22	Texaco	10
Fortress Monroe	43	Texaco	25
Knights of Columbus	38	Texaco	22
Signal School (Navy Base)	9	Texaco	43
Panthers	59	Texaco	30
Fortress Monroe	29	Texaco	30
Unit "X" (Navy Base)	11	Texaco	41
Norfolk Preps	22	Texaco	19
Panthers	56	Texaco	49
Park View A. A.	53	Texaco	36
Fortress Monroe	35	Texaco	21
K. of Columbus (Forfeit)	0	Texaco	2
Triangle A. A.	24	Texaco	23
Blues	66	Texaco	28
Ravens	37	Texaco	17

### THE GET TOGETHER SPIRIT OF NORFOLK TERMINAL

It is a spirit that works for the good of us all personally as well as for The Texas Company.

We have a right to our pleasures, and it is conducive both to good health and all-round development that we get plenty of wholesome enjoyment and out-of-door exercise—and we shall soon need all the stamina we can develop if the preparation, so extensively shown in and around Norfolk, truly points to a great era of prosperity that is approaching. We are lining up now for a competitive tryout in the race against all nations for the prize of "Supremacy in the Business Development of the World." This will require endurance, ability, character, and united effort.

It is impossible for the world to be disorganized and its peoples live in safety. As order is restored, the contentment coming from right living will develop in individuals the spirit which creates

better things. Industry, becoming a habit, eliminates the weakest, but brings success to those who have the endurance to become leaders.

Individual competition is what each one must face. The great organizations want the better men. The better man may be the one you work alongside of now; he becomes a chief in the organization, but you know he is just as human as you are. These are the men who direct the great organizations; and for the good of the organization, as of yourself, the manner of their success should guide you and broaden you in your effort.

The ability you acquire means your success—endurance maintains it. Everyone has a pleasurable feeling of success when he has mastered his work. Character is the quality that keeps effort to a high standard when progress seems slow. It keeps our minds on what is before us to be done, so that we develop ways to do it better. It drives out the dream of a "cinch job" somewhere else, which is always hard to find.

It is impossible that we always keep together; we may scatter to other parts of the greater organization. Wherever we are, however, we should keep in mind that we have gained from every effort in which we have been united. We shall be the same makeup, except older. We are all aiming in the same direction. Those higher up are as dependent on the united efforts of those they have worked with for success as they were before, and we are equally dependent on them to carry us to our place in the race which will make us feel a pride to be with the Company we are working for.

### RAILWAY SALES DEPT.

The Boss himself comes in for congratulations this month for signing

up the Fort Worth & Denver City R. R. for another three years covering the use of Texaco Lubricants on their equipment. This road has used Texaco Lubricants for ten years. The new contract is made on the Gallonage Basis.

Three rousing cheers for W. H. Barrows, New Orleans District, for bringing the Gulf, Mobile & Northern R. R. into the fold of Texaco roads.

The railroads in New Orleans territory evidently believe in "putting up a good front", as Bill Barrows recently sold them eight barrels of Texaco Front End Paint in one week.

In the Atlanta District H. D. Spinks is bringing in Renovator orders. Henry says he likes Georgia better than Virginia and that the Central of Georgia people are loud in praises of Texaco Superheat Valve Oil and other products.

For some reason or other we are short of news from Chicago and New York Offices. At the rate they're selling Texaco products to the railroads, however, we can pardon the oversight this time, but expect them to "kick in" with news next month.

At the March meeting of Southern & Southwestern Ry. Club, G. A. Miller of the Florida East Coast read an interesting paper on his experience in burning oil. Copies of his paper can be had by addressing S. E. Treadwell, care our Atlanta Office.

Our Houston office is growing rapidly. On March 27 a son was born to Mr. and Mrs. F. D. Richmond, and on March 31 a daughter to Mr. and Mrs. Wm.

# TEXACO STAR

D. Boisset. A warm welcome to these new members and our congratulations to the parents.

E. B. Joyner and J.E. Symons made a trip to "Ole Virginy" in April and we had hopes they would think to bring back some—real smoking tobacco.

E. M. Fowler of the Cotton Belt, in going through some old papers, recently came across a trip pass issued in 1877 over the signature of G. L. Noble's father and countersigned by his uncle, and sends it to "G. L." for a place in the family archives.

Reminiscences of the Boss on April 1st. Starting my 13th year with the Company today. 13 is my lucky number. It's going to be a great year. Been working for 34 years and only off pay roll one month.

## SALES DEPT. S. TERRITORY

90 per cent or better on collections:

Alvin	Kirbyville	Rosenberg
Bryan	Livingston	Runge
Calvert	Llano	Sabinal
Cameron	Louise	Seadrift
Cleveland	Menard	Seguin
Crystal City	Morgan's Point	Taylor
Garwood	Moulton	Uvalde
Georgetown	Nixon	Victoria
Giddings	Orange	Wharton
Gonzales	Palacios	Woodville
Houston	Pearsall	Yorktown
Kenedy	Robstown	

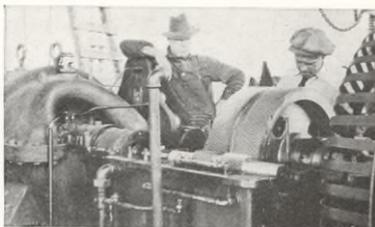
HOUSTON DISTRICT.—The following stations during the month of March made



Sugar Land Industries, Sugar Land, Texas  
Showing refinery and power plant, with lake in the foreground. Texaco products are used throughout with entire satisfaction.



In the new Power Plant  
Two new Westinghouse, Church, Kerr 500 w. v. a. reduction geared turbines are under construction. The turbine at the right is in operation, running on Texaco Alcaid Oil—as can be seen from the barrel in the foreground. The men in the picture are (left to right): Chief Engineer H. A. Roberson, Tom Chambliss, Erecting Engineer B. B. Cooley—all Texaco boosters.



Reduction gear in one of the turbines

These gears are of the herringbone type and run with ratio  $6\frac{1}{2}$  to 1. Alcaid is a most suitable oil for these gears, as well as for bearing lubrication. These interesting views were photographed by Salesman H. D. Goldman, Jr., who recently visited the Sugar Land Industries to start their new turbines with Texaco Lubricants.

DALLAS DISTRICT.—List of stations showing 100 per cent collections for March:

Abilene	Farwell	San Saba
Anson	Ferris	Seymour
Ballinger	Forney	Snyder
Big Spring	Goldthwaite	Stamford
Bonham	Hamilton	Stephenville
Brady	Hamlin	Sterling City
Brownwood	Hillsboro	Sweetwater
Chillicothe	Jacksboro	Tahoka
Cisco	Jacksonville	Terrell
Clarksville	Kaufman	Texarkana
Cleburne	Lampasas	Texoma
Coleman	Leonard	Texline
Colorado	Lone Oak	Tyler
Comanche	McKinney	Waco
Copperas Cove	Mineola	Weatherford
Corsicana	Mundav	Wellington
Crowell	Mainview	Wills Point
Denison	Post	Wimer
Ennis	Quanah	Winters

We hope to enlarge this list in next month's issue. This is only a starter. Come on, Dallas District Agents, let's see what you can do.

Superintendent McNemer attended the Superintendents Meeting at Houston and returned to Dallas April 24. Welcome back, Mr. McNemer, the meeting must have been a merry one from the smile on your face. We missed you even tho you were away only a short time.

Word has been received by Agent H. D. Deacon, Dallas Station, of the death of his mother, 77 years of age, at her home in Sault St. Marie, Canada. We sympathize deeply with Mr. Deacon in the loss of his best friend on earth.

J. F. Winters, Dallas City Salesman, had his tonsils removed. Good luck to you, Jack, and may you soon be back with us. You may not think it, but we all miss you.

Miss Sophie Gano, of the Accounting Department, has undergone a successful operation for appendicitis. It is expected that she will leave the hospital to go to her home at an early date. We wish her a

## TEXACO STAR

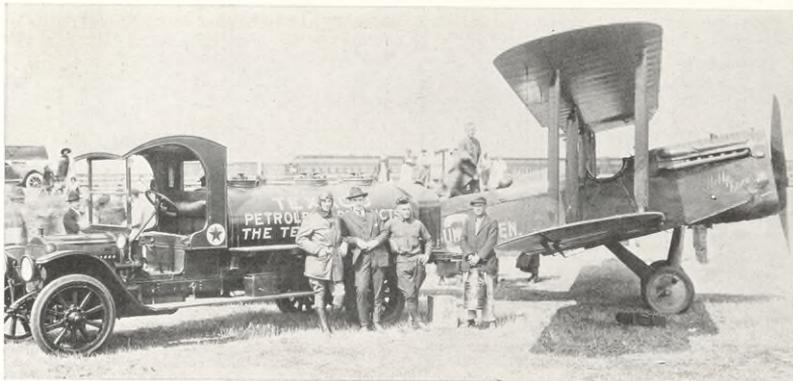


Dallas State Fair—The Texas Company's Permanent Building



Interior of The Texas Company's Building at Dallas State Fair

## TEXACO STAR



"The Flying Parson"

Lieut. B. W. Maynard, who won international fame as "The Flying Parson" by his cross-country flight from New York to San Francisco and return, made this stop at Little Rock, Ark., to get Texaco Gasoline and Motor Oil. His plane held 86 gallons of Texaco Gasoline and 20 gallons of Motor Oil E. H. The photograph shows (left to right): Lieut. B. W. Maynard, "The Flying Parson"; Capt. F. M. Golding, T. T. Co. Agent at Little Rock; Sgt. W. E. Kline, Mechanic, Lieut. Maynard's companion in the flight; R. W. Archer, T. T. Co. Truck Driver, who made the sale to the "Parson."

speedy recovery and trust that she will be back on the job soon.

Congratulations to Roofing Salesman Shipp. He sold three straight carloads of Texaco Roofing on April 15 (1,000 rolls to the car). Come on, you roofing salesmen, can you beat this for a day's work?

A. F. Haller of the bookkeeping department has been transferred to the Oklahoma D. O. While we are sorry to see you leave us, Mr. Haller, we are glad to see you forging ahead. You leave a host of friends behind, and a warm welcome will await you should you ever visit this office. Let's hear from you from time to time.

J. W. Fuller, formerly stenographer to Department Agent Worthington in Houston, is now stenographer to Superintendent McNemer. Mr. Fuller was connected with our Office from 1911 to 1916, and seems glad to get back to Dallas. Nothing like Dallas, Mr. Fuller: glad to have you with us.

The Dallas D. O. force believe in noon hour exercise. We have a dandy basket ball court and from the way the fellows look after a game their food gets a fine chance to digest.

We have now abandoned the basket ball and are taking up base ball, and here is where it was proved that "Necessity is the mother of invention." We could not find a place to play a real game of ball without breaking window lights, so some of the fans got together and bought an indoor base ball and real bats. Now we can be found any time between 12:45 and 1:30 p. m. playing ball on a small lot near the office. If you think we can't play, just stop off a while if you come through Dallas, and you may get in the game. No age limit; come one, come all.

OKLAHOMA DISTRICT.—The most important event in our District just now is The Trainload Lube Club. On June 15 Oklahoma District will have at our Port Arthur Refinery a Special Train of Lube Oils bound for points in Oklahoma and Kansas. From the way orders are coming in it will have to be a double-header, but the engines will be ready and waiting, and no orders are being turned down. Our first week showed ten cars, and each issue of the *Oklahoma Sun* gives the cars added with the Salesman's name on the car taking the order. Watch the smoke of the engine on the train, you can almost hear the whistle, as the Special pulls out of the Refinery bound for Oklahoma, the land of the Trainload Salesmen! (As the *Texaco Star* goes to press there are 30 cars in the train.)

Every agent and salesman has promised to try to collect an average of 1-a-day of accounts in his territory. When this bunch of fellows promises "to try"—it's as good as accomplished.

Auditor Newton has arrived in Oklahoma City and is having the time of his life—looking for a house. We are going to see that he finds a place in which to live, 'cause we want him to stay here, and like it.

Plans are on foot in Oklahoma City for something new, something we have never had before. What is it? A Texaco Club, one of the kind that gets out and has "regular times"—fishin' trips, picnics, dances, oh, you know what we mean; consequently the summer days look like they are going to be enjoyable.

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Spring has come. So have the new base ball suits. Gray trimmed in red, a black belt, red and white stockings, "en everything. A real team and a "pennant winner."



Warehouse at Camden, Ark.

The Camden, Ark. Station has for several years had the reputation of one of the neatest and cleanest stations in Oklahoma District.

**DENVER DISTRICT.**—The consolidation of El Paso District with Denver District made it necessary to increase our office space, and we now occupy so much of the Flatiron Building that we would be justified in writing, "The Texas Company Building" over its portals. In territorial extent the Denver District comprises the States of Arizona, New Mexico, Colorado, Wyoming, and Montana. We have 75 Texaco Stations and 19 traveling salesmen. We feel we are "some pumpkins" in this Western Country.

Red Lodge, Mont. Station and Lafayette, Colo. Station showed 100% on collections, Lowell, Ariz. Station being a close second with 99.94%. Denver District Agents and Salesmen please note.

We welcome to the Denver D. O. Alfred Schlitz, recently transferred from New York and now in our accounting department; also Miss Leonne Bird, our new telephone operator.

Mrs. Elliott, formerly Miss Bozett, has replaced the comptometer with the rolling pin. The accounting department loses an efficient and loyal employe.



Barn Re-constructed into a Warehouse—Cheyenne, Wyo. Station

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Mrs. Elliott has the royal good wishes of the entire force, that she may have found "the rainbow's end" in her new venture.

Agent W. F. Miles, of Haxtun, Colo., sends interesting photographs from one of our wide-awake stations. His letter, dated April 17, written in his capacity as secretary of the Haxtun Aero Club, is an excellent testimonial to the merits of Texaco Ursa Oil and Gasoline for aviation purposes:



Agent W. F. Miles

"We have completed the rebuilding of our aeroplane which was wrecked last fall and gave it a try out Thursday, the 15th, for the first time using Ursa Oil and Texaco High Test Gasoline. The plane worked better than it ever did, and made a number of flights, during one of which I made some views of Haxtun. I enclose one.

"We started the motor up the first time on a ground test using . . . oil which was highly recommended to us, with the result we soon drained it out and put in Ursa which worked perfectly during all our flights.

"Will also enclose a picture of my filling station here which shows up the Texaco advertising. We have filled up several planes en route to Denver from this station using either E. H. or Ursa and Texaco gasoline. They flew in to Denver, one being a white Standard, the other a linen colored Standard, and both of these planes made the flight in about 1 hour and 45 minutes, a distance of about 175 miles, working perfectly."



Haxtun, Colo

Photographed from airplane by W. F. Miles.



Filling Station, Haxtun, Colo.

"Lura Bower, Wilma Bower, Madeline Miles, Mrs. Ester Wright—my three cousins and my daughter."

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Advance Rumley Tractor at Tractor Demonstration, Limon, Colo.

From Salesman B. E. Donaldson's Report: "Six of the fourteen tractors operated in this Demonstration were lubricated exclusively with Texaco Products and used Texaco Gasoline and Kerosene as fuel, viz.:

- One Advance Rumley—Tractor Oil C and Crater Compound
- One Waterloo-Boy—Tractor Oil C and Thuban Compound
- One J. I. Case—Texaco Ursa Oil and Thuban Compound
- Two Sampsons—Texaco Ursa Oil and Thuban Compound
- One Hart-Parr—Tractor Oil and Thuban Compound

"The operator of the Advance Rumley was from Nebraska. He had used the Rumley Tractor for several years but never had used Texaco Oil for its lubrication. After the demonstration he volunteered the statement 'Texaco Oil is all right.' Expert operators were in charge of the different tractors. The J. I. Case expert insisted upon using Texaco Ursa Oil in his machine. Needless to say, it gave fine results. The Waterloo-Boy expert stated that he liked Texaco Tractor Oil C. Some 1,500 farmers were present and a great deal of interest was manifested in the performance of the various tractors. The demonstration was most successful and particularly gratifying to Agent Jones and myself, on account of the efficiency of Texaco Lubricants in open competition with other products."

**NEW ORLEANS DISTRICT.**—Our District has annexed another title—Champions on Verifications. In the March *Texaco Star* we laid claim to the title Champion Accounting Department of the South, but our new title takes in more territory. The 99.2% verification of all our accounts, developed in the annual audit, establishes a mark which is likely to stand both in the South and in the Northern Territory.

When the Auditors came into our District to make their annual audit, they brought news of a remarkable verification of accounts, 98.68%, made by Atlanta District.

We determined to do everything possible to beat that record; but realizing that other business was to be attended to at the same time, we did not "marshal all of our forces and march forth on the field of battle," nor did we promise any Agent or Salesman to report his name in the *Texaco Star* if he made 100%, we simply told them what was needed and left them to do the rest. The result was that 23 out of our 31 stations made 100%, and of the remaining eight not one was below 95%. We give the names of the men to whom the full credit is due for this wonderful record of 99.2%:

**AGENTS AND SALESMEN WHO MADE THE AVERAGE 99.2% FOR N. O. DISTRICT ANNUAL AUDIT FOR 1919**

Abbeville, La.	A. O. Morton	100	%
Alexandria, La.	G. W. Lee	100	%
Arabi, La.	L. DeVille	100	%
	J. P. McCormack	100	%
Brookhaven, Miss.	N. H. McLaurin	100	%
Clarksdale, Miss.	J. A. Morson	100	%
Crowley, La.	J. G. Broussard	100	%
De Ridder, La.	H. M. Woodruff	100	%

Franklin, La.	Wilson McKerall	100	%
Greenville, Miss.	W. R. McGowan	100	%
Hattiesburg, Miss.	J. W. Knight	100	%
HARVEY, LA.	N. J. ZIMMER	100	%
Houma, La.	R. H. Martin	100	%
Jackson, Miss.	R. W. McLaurin	100	%
Jennings, La.	G. B. Evans	100	%
Lake Charles, La.	J. J. Satterlee	100	%
Laurel, Miss.	A. J. Porteous	100	%
Meridian, Miss.	L. R. Jones	100	%
Morgan City, La.	W. J. Bouterie	100	%
New Iberia, La.	J. J. Forgey	100	%
Opelousas, La.	Geo. Broussard	100	%
Patterson, La.	E. I. Seyburn	100	%
Plaquemine, La.	T. J. Porteous	100	%
Welsh, La.	A. R. Arsenaux	100	%
Baton Rouge, La.	B. L. Hansen	98.61	%
Bunkie, La.	C. B. Tubre	96.23	%
Donaldsonville, La.	C. Daigle	98.11	%
Lafayette, La.	C. F. Price	98.70	%
Monroe, La.	W. L. Seddon	97.28	%
New Orleans, La.	R. H. Comeaux	98.73	%
	J. W. Harville		
	R. A. Jahrause		
	A. H. Peterson		
	James Benzie		
Shreveport, La.	M. E. Trowbridge	97.51	%
	Fairfax Noble		
Vicksburg, Miss.	E. C. Nell	95.39	%
	Average for N. O. District	99.2	%

**ATLANTA DISTRICT.**—In September 1919 Atlanta District inaugurated the practice of placing a slogan on the bottom of all letters. Each month the slogan has been changed, and we have never yet failed to attain our objective in any of these campaigns.

The slogan for March read "Forward! March for Lube Quota—Let's Go!" and practically all our agents experienced an exceptionally good month for Lube gallonage. Particularly did Atlanta, Charleston, Jacksonville, Columbia, and Orlando stations re-

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spond to the slogan. Atlanta and Charleston obtained wonderful Lube gallonage, and Agents Ingram and Nickles at these stations are very optimistic as to future Lube gallonage, hoping that in coming months they may even better their notable March showings.

We feel that our share in the general campaign for increase of open order sales will be an unqualified success, because it has already been aided by our April slogan "Open Order Sales is Real Salesmanship—Get 'Em!" By May 1, when this campaign for open order sales in the Southern Territory begins, we shall have had a month's practice in getting this particular class of business. Note that we commenced using our slogan for this on April 1, a little ahead of the issuance of Assistant to Manager Wagner's circular on Open Order Sales.

The Texaco Club of Atlanta has been formed with all employees whose headquarters are in Atlanta as members. Its object and motto: "Mutual Helpfulness."

The following officers were unanimously elected:

J. O. Woodward, President  
R. M. Ferguson, Vice-President  
Miss Ida Boyer, Secretary  
P. E. Waggoner, Treasurer

We have a Sick Committee, whose duties consist of calling on those of us who may be ill and bringing cheer; and as our genial Creditman—F. B. Ramey—is Chairman of this committee a great deal is done toward whiling away the tedious hours in the sickroom.

But there is a gayer side to our activities. The more important half of our Entertainment Committee (the other half being male need not be mentioned) consists of the Misses Louise Steiner and Pearl Brady. Than these two there are no more ardent votaries at the shrine of Terpsichore; or, in less classical English, whenever the cello quivers and the saxophone moans, they are "among those present." So "watch your step" for these Atlanta entertainments.

Received by Mr. and Mrs. J. E. Adams, Spartanburg, S. C., on April 3, a precious gift in the form of a 10-lb. baby girl. Congratulations, Jimmy, may her future be happy and prosperous.

Employing the latest 1920 methods of speed and efficiency, P. J. Klaus, Construction Foreman, Atlanta District, was married to Miss Ethel Tanquard, of Galveston, Texas, at 2 o'clock Sunday morning. Congratulations, Paul

On the bottom of one of his Daily Reports Salesman C. W. Levy writes this advice on salesmanship:

There are three magic words of Salesmanship—Listen, Agree, Oblige. Many salesmen don't know the power of these words. Usually he has three other words—Talk, Argue, Compel. These three words have spoiled many a sale and lost many a customer. The art of salesmanship is in getting the customer over to your point of view, without pushing him, and the secret of doing this is to really desire to be helpful, both to your customer and your firm. If you don't believe this, please give it an honest trial on at least three customers. Try it one, two or three days anyway, and see what will happen. Remember the three words—Listen, Agree, Oblige.

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SALES DEPT. EQUIPMENT DIVISION.—  
N. TERRITORY SPEED AT WHICH TRUCKS  
ARE TO BE OPERATED:

## 1. The Result of Over-Speeding Trucks:

Nothing will so reduce the useful life of a truck as speedy or reckless driving, particularly where wheels are equipped with solid tires. Fast driving over rough or uneven roads eventually results in broken ball and roller bearings and their races, loose rivets, loose nuts and bolts which hold units together, loose spring shackles bolts, premature crystallization of frame, brackets, steering knuckles, axles, etc., all of which result in sudden breakdowns with the attendant expense and delays out of service.

## 2. Proper Speed Limits:

As a means of eliminating many of the above troubles the following speed limits should be adhered to with average road conditions:

Trucks	Solid Tires	Pneumatic Tires	Cushion Wheels
$\frac{3}{4}$ to 1	Ton...14 m. p. h.	20 m. p. h.	
$1\frac{1}{2}$ to 2	Tons...12 m. p. h.	18 m. p. h.	16 m. p. h.
3 to $3\frac{1}{2}$	Tons...12 m. p. h.		14 m. p. h.
5 to $5\frac{1}{2}$	Tons...12 m. p. h.		14 m. p. h.
6 to 7 $\frac{1}{2}$	Tons...10 m. p. h.		12 m. p. h.

## 3. Responsibility of Driver:

The life of a truck is very largely controlled by the manner in which it is handled by the driver. When crossing street car or railroad tracks, traveling on rough granite block and cobble stone pavements, and under many other bad road conditions, none of the above speeds can be considered safe, and the proper care of the truck then depends upon the chauffeur using good judgment and reducing his speed to a safe limit.

## 4. Tampering with Governors:

It is the duty of the Supervisor of Equipment to see that all governors are properly sealed, and under no conditions should a driver be allowed to tamper with a governor with a view of increasing truck speed or making the governor inoperative.

## DAMAGE TO RUNABOUT TOPS

### 1. Causes:

(a) It is common practice to put the top down on our Ford and Dodge Roadsters without covering with the top hood with which the car is provided. The result is that the inside of the top is subjected to a great deal of dust and dirt, which is very detrimental to the top fabric.

(b) Frequently tops are thrown back without strapping down, with the result that the motion of the car chafes them, thus wearing the top out very rapidly.

(c) It is also common practice to utilize the collapsed top as storage space for carrying lap robes, coats, bundles, etc., which subject the tops to strains they were never intended to withstand, the result being broken rear curtains and torn tops.

(d) Tops which have come in for repairs in our various shops indicate that they have been lowered when wet from rain or snow, the result being cracking and rapid deterioration.

### 2. Results:

The above abuses result in the top covering deteriorating very rapidly. Tops become stretched out of shape, pulled loose from top bows, chafed through, and frequently torn so that they are rendered unfit for service in inclement weather and cannot be repaired, but must be replaced.

### 3. Remedy:

Supervisors of Equipment are asked to urge all salesmen and representatives to abstain from practices above outlined, the result being lower repair costs and better service to them.

NEW YORK DISTRICT.—All the boys in the territory were glad when February and March passed by. It has been the worst winter that the natives have ever seen.

We understand from Salesman J. F.

## TEXACO STAR



Excellent use made of display material by the J. B. White Corp., Saratoga Spa., N. Y. The Easy Pour Can is made the central feature and shows up to good advantage.

Keenahan that since the snow has melted there have been uncovered smokestack accounts that he did not know were in his territory all winter.



This snap shot gives some idea of the weather we have been experiencing throughout our late Spring. It illustrates the snow banks that were encountered during a recent credit investigation made in New Jersey by J. T. McLaughlin, Assistant Creditman of New York District.



"A" Snow Drift

Some of the difficulties in delivering from Watervliet, N. Y. Station to out-of-town customers.

We extend congratulations to Salesman W. F. Osler, Jr., of Newark Territory, who married Miss Dorothea A. Trow, of Leonia, N. J., on April 17. We trust Dame Fortune will smile brightly on the happy pair and that their married life will be a long and happy one.

At a meeting of Long Island Agents and Salesmen, at Patchogue, L. I., on April 7, Representative M.

F. Renz presiding, the topics dwelt upon were minor expenses, individual application, and the general upkeep and care of stations. It was the consensus of opinion that from the present outlook business for this year will be better than ever at the Long Island Territory stations.

E. A. Conroy, clerk at Albany Station, recently had an addition to his family. It was a baby boy, weighing 7 pounds, and has been named Edward, Jr. We extend congratulations to "Papa" and Mrs. Conroy.

L. V. Hoagland has been transferred as Repre-

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sentative from the Philadelphia to the New York District. We are glad to welcome him back to our District and his many friends will be pleased to hear of his return.

B. J. Schwalbach was recently made Agent at Kingston, N. Y. We feel sure he will make good and wish him success.

C. W. Henry has been employed as clerk at Saratoga Station. We welcome Mr. Henry to the Texaco Family.

Cooperstown, N. Y. Station was recently opened up with M. LeVile as agent.

Albany Station has developed a song writer in the person of T. J. Russell, who wrote the words of that popular and beautiful ballad "When You Left Me the Sunshine Went With You." Russ says there is some consolation in the fact that he managed to sell some of the copies. We wonder who bought them, Russ.



B. B. Snyder

Mr. Snyder was our tank wagon driver at Trenton, N. J. Through an unfortunate accident, he was burned to death while delivering gasoline.

**BOSTON DISTRICT.**—By the time this *Star* reaches you our baseball team will be participating in games of the Boston Business Men's League. As it is a twilight league every one will have an opportunity to support the teams to the limit.

The outlook for a championship team was never brighter, but what it will amount to depends on what you want to put into it. If you can't play, will you support it? If you think you can play but can't, will you give your support to it? If you are a real player will you support it? It takes all these varieties to make a successful team—spectator, substitute and player, all are essential to the success of a team. It has not been decided whether we shall compete with semi-professional teams or not. We should have a strictly amateur proposition or none; if there isn't enough interest shown without buying it, we cannot expect to thrive long.

There's a long season ahead and you should think before you decide. If you are going to help, make it a whole season's contract and don't back out after the first defeat. We are not as large as many of our competitors in numbers, but what we lack in numbers let us make up in enthusiasm.

T. W. Flynn, Manager of the Texaco A. A., has been elected Secretary of The Boston Business Men's League, and M. J. King, our Supervisor of Athletics, was elected its Publicity Man. The teams comprising the league are:

Packard Motor Car Company  
Boston Buick Company  
The Texas Company  
Walsworth Manufacturing Company  
McElwain, Hutchinson & Winch Shoe Co.  
Lever Brothers  
Hawley-Folsom Company  
William Filene Sons Company

We all can't play ball, skip rope, or go boating; but we all can get out and take a deep, deep breath of fresh air at lunch hour. Let each department hang out the "All Out" sign every pleasant noon hour. We'll feel better, work better, and finish our work sooner. Let's try it for a while anyway.

John Busfield, Commission Agent at Haverhill, Mass., reports a very pleasant visit to Chicago. He called on Superintendent Snell of Chicago District and greatly enjoyed the time spent with him.

**TEXTATIONS.**—Billy Cogan has at last located Ayer Junction. McKeen is training the "Old Gray Mare" at the Silver Lake tracks and expects to win many firsts

## COLLECTION EFFICIENCY—MARCH 1920 HONOR MEN (51)—Earning 90% or Better 100% Means Everything on List February 29 Collected in March

Long Island Territory				
Robert Lahy, Jr.	Ag't. Patchogue	100	%	
F. C. Mott	Ag't. Sarr Harbor	100	%	
Chas. F. Hardy	Ag't. Greenport	97.8	%	
F. J. Silkworth	Ag't. Pt. Jefferson	96.2	%	
G. A. Jackson	Ag't. Riverhead	90.7	%	
Stamford Territory				
G. E. Davis	Ag't. Millerton	100	%	
W. R. Walker	Ag't. Peekskill	100	%	
Chas. A. Pepe	Ag't. Brewster	97.68	%	
Thos. J. Brock	Ag't. White Plains	91.91	%	
John Nichols	Ag't. Mt. Kisco	90.64	%	
M. M. Johnson	Ag't. Bridgeport	92.9	%	
B. A. Sheridan	Ag't. New Haven	91	%	
Newark Territory				
F. E. Warren	Ag't. Passaic	100	%	
L. H. Wolf	Ag't. Perth Amboy	100	%	
Lyle K. White	Ag't. Red Bank	100	%	
C. F. Burney	Ag't. Bradley Beach	92.5	%	
A. Schneider	Ag't. Ft. Richmond	90.7	%	
H. B. Gould	S'n. Morristown	100	%	
W. M. Wilson	S'n. Morristown	100	%	
H. K. Berger	S'n. Red Bank	97.3	%	
G. V. A. Conger	S'n. Newark	96.6	%	
J. W. Cozzens	S'n. Elizabethtown	95.7	%	
J. MacLachlan	S'n. Newark	92.4	%	
Albany Territory				
A. E. Guffin	Ag't. Amsterdam	100	%	
F. T. Spencer	Ag't. Cobleskill	100	%	
Frank J. Gohl	Ag't. Hudson	100	%	
S. E. Montgomery	Ag't. Redwood	100	%	
A. B. McCabe	Ag't. Ticonderoga	100	%	
C. N. Chidsey	Ag't. Schenectady	99.35	%	
W. F. Bilyou	Ag't. Watervliet	96.38	%	
J. H. Allen	S'n. Albany	93.42	%	
L. E. Cleland	S'n. Ogdenburg	91.20	%	
Newburgh Territory				
B. J. Schwalbach	Ag't. Kingston	100	%	
H. J. Freemeyer	Ag't. Middletown	100	%	
Fred Peck	Ag't. Monsey	100	%	
H. P. Decker	Ag't. Newburgh	100	%	
W. W. Bauer	Ag't. Pt. Jervis	100	%	
Y. T. J. Knapp	S'n. Middletown	100	%	
W. G. Marsden	S'n. Newburgh	100	%	
Metropolitan Territory				
C. E. Trainor	S'n. New York City	100	%	
S. A. Alston	S'n. New York City	98.7	%	
Wm. Proehl	S'n. New York City	97.3	%	
T. J. Farrell	S'n. New York City	94.7	%	
F. K. Woodruff	S'n. New York City	94.6	%	
C. E. Lanchantin	S'n. New York City	94.3	%	
C. G. Beatty	S'n. New York City	93.6	%	
B. H. Griffin	S'n. New York City	92.3	%	
E. E. Hutcheon	S'n. New York City	91.8	%	
E. C. Lake	S'n. New York City	90.0	%	
District Office				
A. Vandever	S'n. New York City	100	%	
W. E. Mahon	S'n. New York City	95.9	%	

## TEXACO STAR

this season. What makes you think you will win, Mac?

D. J. Keefe holds a season ticket for the New England Conservatory of Music. We are wondering whether Joe is learning music or paying visits to the pupils.



B. B. Hart's prizewinning Airedales

These highly educated dogs absolutely refuse to do any stunts unless they are performed beneath the Texaco Star. The younger of the two (the dog in the chair) will smoke no pipe but a Texaco. Mr. Hart is Chief Clerk in our Operating division and takes great delight in showing the dogs.

**PHILADELPHIA DISTRICT.**—The month of March 1920 saw a number of our men come into the 100% class on collections.

S. Blasenstein	J. L. Cook
G. E. Richards	J. J. Malloy
M. W. Bardley	R. F. Hinds
W. C. Mariner	C. V. Poole
R. M. Rairigh	J. W. McGuire
J. L. Scott	D. F. Dunkle
G. S. Wampole	W. C. Boyle

Now, fellows, keep up the good work and see if we can't have more 100% men—in fact all 100% men.



Easy Pour Two Quart Can

Window display of the Warner Auto Supplies Co., 52nd Street and Lancaster Avenue, Philadelphia. The smiling countenance of Salesman C. H. Quarles may be seen inside looking it over.



Riley Brothers, Bridgeton, N. J.

A flashlight picture of a window display by one of our good customers. This firm will handle Texaco Products exclusively, and they are also running in the Bridgeton papers a large advertisement of our products.



Agent Dean F. Dunkle, of Chambersburg, Pa. Station (sitting in side car) while serving with Fourth Artillery Brigade, U. S. Regular Army, at Mulheim, Germany

Mr. Dunkle saw service in several battles in France, and later was sent to Germany with the remainder of his division to serve in the Army of Occupation. He returned from overseas in September 1919, and, after getting married, was placed in charge of our Chambersburg Agency which we opened for business in October 1918.

Roy Kelly, our bookkeeping department, is receiving congratulations on the birth of an 8-lb. boy.

We have opened a new Lubricating Station at Cleveland, Ohio, with G. C. McKibbin as Agent. Good luck to you, old top.

With much regret we learn of the untimely death of Miss Rigney's cat, due to heart failure.

**NORFOLK DISTRICT.**—The month of March set a new high record for Norfolk in collections. The "Boys" are surely right up to the minute, as usual; are going fine, and showing the Texaco Spirit.

We have received this card from Agent W. A. Gattis, Durham, N. C.,—congratulations:

*Mr. and Mrs. William Andrew Gattis  
announce the birth of their*

*son  
William Andrew Gattis Junior  
Born the 13th day of March  
nineteen hundred and twenty*

## TEXACO STAR

"Rusty" Hall, Iron Barrel Tracer, has written a song entitled "Keep the Iron Barrels Moving," which might be adopted by the other Districts—sung to the tune of "Keep the Home Fires Burning":

Keep the iron barrels moving  
And you'll see your trade improving;  
See that they are looked out for,  
Till returned back home.  
The customer will return them,  
If you just keep down behind him;  
Keep after the customer,  
And the barrels will come home.

We want to introduce Mr. W. S. Davis and Mr. L. L. Breeden of our Norfolk District Office, the only two men who have thus far climbed to the position of Expert in the 1919-20 Motor Oil Contest. To become an Expert, a salesman must lead every other salesman in his district for one month on the percentage increase of his sales of Motor Oils, Greases, Thuban Compound and Motor Contracts.

It almost looks as if Norfolk had a corner on Experts. In January, 1919, during the 1918-19 contest, W. N. Holt jumped from the ranks by scoring the largest percentage increase. Mr. Holt was the first to become an Expert in the Motor Oil Contest.

At the commencement of the 1919-1920 contest last September a new impetus was given to all salesmen. W. S. Davis won his title in November, 1919; and his concentration on the items entering into the contest did not prevent him from obtaining a place among the five salesmen who sold the greatest quantities of Regal Auto Oil. Here are his Motor Oil Contest figures:

	Nov. 1918	Nov. 1919	Increase
Motor Oil.....	2,660	12,789	380.8%
Motor Grease.....	1,552	11,192	621%
Thuban Compound....	843	5,478	549.8%
Motor Contracts.....	4	21	425%

L. L. Breeden forced his way out of the ranks during December, 1919. He was a Sharpshooter last year, but evidently that did not satisfy him. He made the record:

	Dec. 1918	Dec. 1919	Increase
Motor Oil.....	7,945	11,989	51%
Motor Grease.....	7,683	11,983	56½%
Thuban Compound....	3,673	7,372	101%
Motor Contracts.....	16	36	125%



Expert W. S. Davis

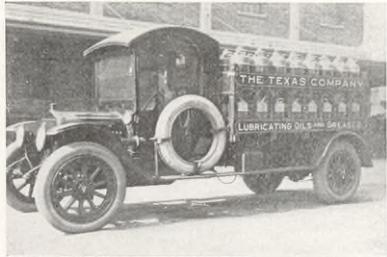


Expert L. L. Breeden

James Wesley Parker, 2½ years old son of C. W. Parker, Cashier of Norfolk District Office, uses Texaco Products exclusively in his Cole Eight and is never annoyed with improper lubrication—as is proved by his Texaco Smile while operating his car. He is the first one to look through the "Star" each month to see what is going on in the Texaco World. As "Charlie" says, he is the greatest boy ever.

CHICAGO DISTRICT.—The recent railroad strike has practically put a stop to all L. C. L. shipments, but this will not retard our progress in the Motor Oil Contest; the "I will" spirit still remains, and where there's a will there's a way.

B. C. Phillippo, Lubricating Engineer, recently secured an order from H. E. Stutz, builder of the Stutz Motor Car, of Indianapolis, covering several different Motor products. This is a good start with a prospective customer, who, while one of the best read men in the country, has in the past been a consistent booster of Pennsylvania oils.



Bulk Delivery Truck

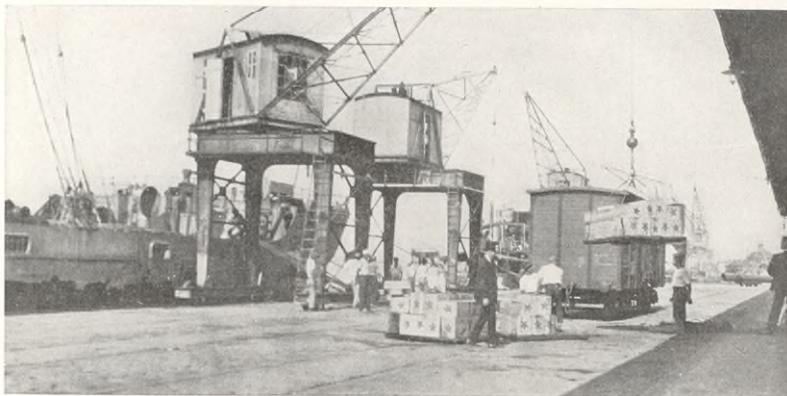
This truck operating in the City of Chicago is a great help as it does away with barrel deliveries. It is now covering the entire city but we expect soon to put another such truck in service.

ASPHALT SALES DEPT.

In the April issue of *Engineering News Record* is an authoritative article on "Construction and Maintenance of the Ashokan Highways," by George G. Honnes, Department Engineer, Board of Water Supply, City of New York. Mr. Honnes pays a glowing tribute to Texaco Asphalt in this article. Thirty-two miles of the Ashokan highway were completed 1914.

A story entitled, "Do you Know how to Unload a Tank Car?" appears in this month's issue of *Contractors and Engineers Purchasing Guide*. The feature of this article is a diagram of a Texas Company tank car and detailed specific directions how asphalt and road oil should be unloaded from tank cars. An article of the same kind appears in *Municipal and County Engineering* showing a similar plate of a Texas Company tank car.

## TEXACO STAR



S. S. "Edith" of New York discharging Texaco Products in Brazil

In the April issue of *The Road Maker* is an article on the use of road oil by A. J. Moynihan of our Department.

John Morrison, representative of the Asphalt Sales Department in Atlanta, Ga., was struck by an automobile last month and badly injured.

E. F. Durfee of the New England Division has been granted leave of absence until January 1, 1921, in order to accept the office of Superintendent of Streets and Town Engineer of Walpole, Mass.

The versatile hand of Earle T. Farley, of our Accounting Division was turned to the assistance of New Jersey commuters during the railroad strike. Mr. Farley acted as fireman on one of the trips of the Erie train to Mahwah, N. J.

The Rhode Island State Board of Public Works will use 400,000 to 500,000 gallons of Texaco No. 96 Paving Cement in 1920.

The Borough of Queens, New York City, will use 600,000 gallons of Texaco Road Oil during 1920. The same Borough used about 400,000 gallons of Texaco Road Oil last year.

The Borough of Brooklyn, New York City, will use 400,000 gallons of Texaco Road Oil in 1920.

Osawatomie, Kansas, will use Texaco Asphalt this year in the construction of asphaltic concrete pavements.

Texaco Asphalt will be used to surface treat 25 miles of gravel roads in Hunt County, Texas.

Four miles of Texaco Sheet Asphalt are being laid in Jefferson County, Texas, on the road from Beaumont to Port Arthur. Four other miles of this same road were paved with Texaco three years ago.

EXPORT DEPT. Frank Lopez, Manager of the Texas Company (Porto Rico) arrived recently in New York for a short stay in the States.

Philip C. Harvey and Robert G. Lyon sailed May 1st to take up their duties as lubricating engineers with The Texas Company, Tokyo, Japan.



Landing passengers at Mollendo, Peru

In many ports of the world where dock facilities are lacking, steamship passengers are landed when the sea is rough in a basket or chair attached to a derrick.

This photograph and others here shown were taken by Mr. Bennett Millnor on his recent trip through South America.

## TEXACO STAR



Unloading Texaco Products from Barge at Iha Secca



Crossing the Andes

Snapshot from rear platform of train. It gives some idea of why trains were not running during the winter months. All along the way the snow-banks were higher than the roof of the car.



The Texas Company (Australasia) Ltd. at Motor Show Sydney, Australia

The Show, held at Moore Park Grounds, Sydney, on January 3-10, 1920, was attended by thousands of motor enthusiasts from all over Australia. The Texas Company's exhibit was near the main entrance, and the original character of the display and the artistic appearance of our booth attracted favorable comment from spectators and from the press. The Show is an annual feature in the Australian Motor World and is considered one of the best held in the British Colonies.

The greatest doers have been the greatest readers, "Read again," said Napoleon to an officer on board the ship that was taking him into exile, "read again the poets. Poets lift up the soul, and give to man a colossal greatness."



Fuel Oil in Cuba

The S. S. "Alabama" discharging a cargo of fuel oil at our station at Cienfuegos, Cuba. Beside her lies the Barge "Moon," which has been assigned to this station and will be used for making coast-wise deliveries to the various sugar centrals, etc. In the background, to the right, may be seen the Station's tank, pump house, and cottage, and tank cars beside the loading rack ready to be loaded with fuel oil for shipment to our customers.

## TEXACO STAR



Parks Camp—In front of tool platform

Seated on boiler, left to right: S. F. Patrick, Ass't Supt. N. C. Texas Division; W. H. Kirby, Nitroglycerine Shooter; L. M. King, Drilling Superintendent.

**PRODUCING** Several of the boys in the  
**DEPT.** Wichita Falls Office are taking advantage of the splendid Correspondence Course offered by the Company. It is worth investigating by those who do not know about it.

Our offices at Wichita Falls are to occupy the entire fifth floor of the First National Bank Building. This gives us a lot of needed space.

A. B. Patterson, now of the Houston Office, recently made several visits to this District. Mr. Patterson was Assistant General Superintendent of the North Texas Division, when transferred to Houston, being succeeded by M. J. McGuion from the Humble section.

Mr. Patterson had the misfortune to dislocate his right wrist on a trip to Graham. He returned to Wichita Falls for treatment in the Call Field Hospital for a few days. While he experienced considerable pain and discomfort, nothing serious resulted.

W. M. Davis, Lubricating Engineer, and L. E. Barrows of the Houston Office were lately welcome visitors at Wichita Falls.

G. W. Foster of the Houston Office also recently paid us a visit.

### ANATOMY OF SUCCESS

Get up on your toes,  
Put the best foot forward,  
Stiffen your backbone,  
Throw back your shoulders,  
Hold up your chin,  
Keep a stiff upper lip,  
Keep your eyes and ears open,  
Keep your mouth shut,  
Use your head,  
Go ahead,  
And get ahead.

—H. W. Dee.

The following story is told.—A number of negroes were caught in a crap game and haled before a colored judge who decided that he would have each of the men throw dice and each fine would be determined by the numbers appearing on the dice. The last fellow in the line happened

to be a waiter, and he had in his pocket some lumps of sugar which he decided to throw,—to get off without a fine because of no marks on the lumps of sugar. The judge, however, 'suspicioned' something wrong. When the waiter threw the lumps of sugar and no spots appeared, the judge said to the bailiff: "Take that thar nigger and put him behind the bars until some spots come on those dice."

There are about forty-seven things to think of before you try to pass the car ahead. If you forget one you may find yourself all speeded up with no place to go.—The Hartford Agent.

The editor has received a highly appreciated promise from Frank S. Reid of the Wichita Falls Office. Mr. Reid says: "We are going to put Wichita Falls on the map in the future for news items." He had already made a number of interesting photographs, which he sent in ample time for the May issue. The editor hoped to make space for some of them this month, but previously received matter, for which space had been definitely promised, excludes them until next month.



First two boilers hauled with tractor

Moran to Parks Camp, distance 28½ miles, driving time 12 hours.

## TEXACO STAR



Big Sandy Bridge on road between Moran and Parks Camp



Load of lumber

To repair bridge that was broken down by tractor coming over with two boilers.



Pulling trucks out of mud

At the start—from Cisco to Parks Camp.



First load of 12½ inch casing—On Moran Road



Eleven trucks—Cisco to Parks Camp Road

### PIPE LINES

C. T. Boyer, one of our telegraph operators in the Wichita Falls Office, was fatally injured by a gas explosion on April 20, and died on April 28. During the night of April 20 Mr. Boyer struck a match with the intention of lighting a gas fire, not being aware of a leak in the tube. An explosion occurred with the fatal consequences.

Mr. P. A. Angenend, Sr., father of Peter Angenend of the Houston Office, died at his home in Houston on April 20, after an illness of several months. Mr. Angenend in his bereavement has the deep sympathy of all his associates.

John T. Scott, Houston Office, has recovered from a case of scarlet fever contracted several weeks ago.



Hauling 12½-inch pipe

Four trailers, 24 joints 50-lb. pipe—on Moran road.

## TEXACO STAR

R. J. Daniel, who recently underwent a serious surgical operation, has recovered sufficiently to return to his office duties.

David M. Gray, who enlisted in the United States navy in April 1917, and was assigned to the Battleship *Brooklyn*, has returned to our Houston Office. He experienced over three years service at sea, and visited a number of foreign countries.

The Tulsa Texaco Club had a most enjoyable time on Monday evening, April 12, at a dance at the Elks Club ball room. It was the opening entertainment of the club. Cards were provided for those who did not wish to participate in the strenuous exercise of waltzing or jazzing to the splendid music of the Tulsa Orchestra. About 125 couples attended, and so thoroughly did they enjoy themselves that the dance continued to early morning hours. A special feature was a Moonlight Dance, when the lights were turned out and the room softly illuminated by an electric Red Star and Green T, while the orchestra played "Oh, What a Pal Was Mary"—the crowd calling for five encores. Members who were unable to attend missed the finest time that any Texas Company crowd has ever experienced.

### THE TEXAS STEAMSHIP CO.

On Feb. 9, 1920, the Helion Club held its first class in Ship Drafting under the instruction of B. G. Barnes, Secretary of the A. S. M. D. and Superintendent of the Wet Basin at The Texas Steamship Company's plant. The Club has turned over the largest of its two living rooms for a drafting room which has been adequately equipped and accommodates eleven students.

Classes are being held twice a week and the members have the advantage of being able to spend their spare hours at this work without having to leave their home.

Every member is an employe of the Company and in constant touch with the practical application of his studies. Problems that arise during the day at the plant are thoroughly discussed in class, and it is the intention of the instructor to make periodical trips through the yard and on the ships with the



Helion Club Drafting School

The members enrolled, representing nearly every department in the yard, are:

Donald Sewall  
Edward Gaynor  
Harry Philbrick  
Vincent Nichols  
William Laing  
William Gaynor

Carlton Beggs  
Harold Oldis  
Clinton O. Thompson  
Charles Connor  
Edwin C. Lee

class for the purpose of observing how their problems are handled in actual construction.

The class was organized through the suggestion and efforts of Assistant Superintendent C. W. Laing. It is the intention to continue regular classes indefinitely, excepting the months of June, July, and August, during which the members may continue their work but without regular instruction.

This Class is in keeping with the spirit of the Helion Club, and will undoubtedly yield good results in the work of its members at the Yard.

At the home of Ex-Mayor and Mrs. Joseph Torrey on Saturday evening, April 10, occurred the marriage of their daughter, Miss Margaret Torrey, to Charles W. MacKay. There were no attendants, the single ring service being solemnized in the presence of a few intimate friends and relatives, Rev. David L. Wilson officiating. Miss Torrey was a picture of exquisite loveliness.

Following the ceremony there was a reception and dance at the Episcopal Parish House. On the platform, hidden by palms and ferns, was Kelley's Banjo Orchestra. In front of the platform stood Mr. and Mrs. MacKay and the bride's parents while Mr. and Mrs. MacKay received the congratulations of their many friends. After the reception dancing was in order, and a collation of coffee and many delicacies.

Mrs. MacKay has always lived in Bath. She graduated from the Morse High School in 1910 and from Wellesley College in 1915. For three years she taught Latin in the Brunswick High School.

Mr. MacKay has lived in Bath for the last two years and is Plant Engineer at the Yard of The Texas Steamship Company. He graduated from Stevens Institute of Technology in 1910.

Mr. and Mrs. MacKay will make their home in Bath, Maine.

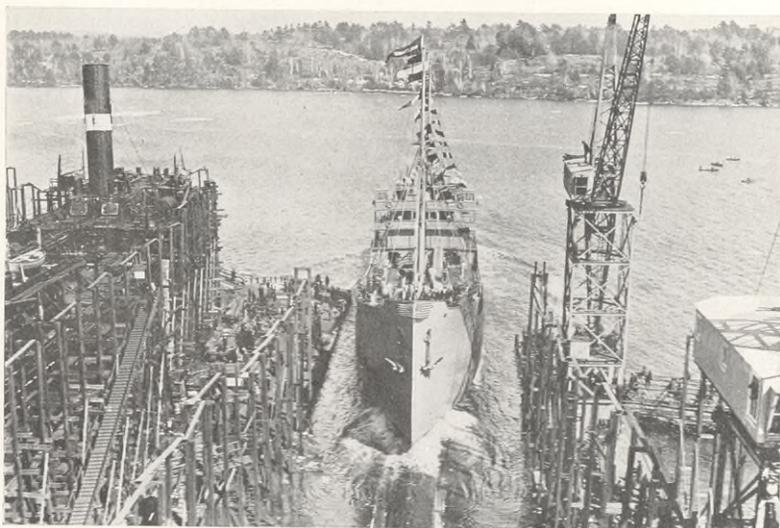
Of all things leading to individual success none is so important as the effective use of all the hours in each day. To get the most out of each hour requires concentration. The man who defers concentration, waiting for something important to turn up, will be unable to master the situation when the big moment arrives. Only by practice can one prepare. Not until we can shut out from our minds all ideas irrelevant to the problem immediately before us are we prepared to play a major role in life. Divided attention means broken force. No man can organize his time before he is able to focus all his energies on one point.—*Floyd W. Parsons.*

"We may regain wealth by economy, knowledge by study, health by temperance, but lost time is gone forever.—*Floyd W. Parsons.*

The man who is choice of his time is always choice of his company and actions.—*Floyd W. Parsons.*

The fellow who makes a fuss over his good luck in some speculation will make a bigger fuss over his hard luck. In other words, the fellow full of fuss trusts to luck. He is all fuss and feathers. And when he gets his feathers wet he is a sorry sight.  
—*The Republic Radio.*

## TEXACO STAR



Launching M. V. "Solitaire"—April 3, 1920

One hundred per cent complete, the Motor Vessel "Solitaire" slid from her ways at The Texas Steamship Company Yard at 12:40 p. m., on Saturday, April 3. She was sponsored by Mrs. Lawrence B. Jackson, wife of the Plant Engineer, who used American Champagne as the christening liquid. After the launching W. A. Thompson, Jr., on behalf of the Company, presented to the Sponsor a gold brooch set with small diamonds and pearls. While the "Solitaire" was being brought to dock, the guests made their way to the mould loft where a luncheon awaited them. During this luncheon music was furnished by The Texas Orchestra, directed by George Latham, and speeches were made by Company officials.



The Texas Steamship Company's Aviation Corps Pilot Herbert and Observer Weber taking photographs of the launching.

A Prayer.—"Teach me that sixty minutes make one hour, sixteen ounces one pound, and one hundred cents one dollar."

Page thirty-two

Any man, by sticking to it, can acquire a competence. Put your savings into War Savings Stamps and Treasury Certificates—always worth more than you paid for them.—*Treasury Department.*

### AN ALL STAR PROGRAM

WORK HARD  
PLAN BEFORE YOU SPEND  
SPEND LESS THAN YOU EARN  
SAVE REGULARLY  
INVEST YOUR SAVINGS

### IN GOVERNMENT SAVINGS CERTIFICATES

#### PRICES IN MAY

Thrift Stamps for twenty-five cents	
\$5 Government Savings Stamps for	\$4.16
\$100 Treasury Savings Certificates for	\$83.20
\$1000 Treasury Savings Certificates for	\$832.00

Exchange twenty Government Savings Stamps (W. S. S.) for a \$100 Treasury Savings Certificate

For Sale at Banks and Post Offices

GOVERNMENT LOAN ORGANIZATION  
120 Broadway New York

# SUGGESTIVE INDEX OF CURRENT ARTICLES

THE MAIN INTEREST IS INDICATED BY CLASSIFICATION OR BRIEF COMMENT

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

## PRODUCING—

How to Better Well Logs, by Raymond C. Moore, State Geologist of Kansas.—*Petroleum Magazine*, April 1920.

## SALES—

Various Ways to Advertise Filling Station, by F. A. Bean.—*Petroleum Magazine*, April 1920.

## LUBRICATION—

Physical Phases of Lubricants, by W. F. Osborne, Lubrication Engineer The Texas Company.—*Lubrication World*, March-April 1920.

Crank Case Oils, by J. R. Battle Co.—*Lubrication World*, March-April 1920.

Lubrication of Shaft Bearings.—*Lubrication World*, March-April 1920.

## GENERAL—

Superstition vs. Science in Hunt for Petroleum—VII, by A. J. Hazlett.—*Oil Trade Journal*, April 1920.

Composition of Petroleum, by Charles F. Mabery.—*Lubrication World*, March-April 1920.

Metric System Propaganda (Editorial).—*Automotive Industries*, April 1, 1920.

What Led Up to the Unauthorized Railroad Strike? by Harry Tipper.—*Automotive Industries*, April 15, 1920.





#### THE TEXAS COMPANY IN MANCHURIA

Our Manager's "limousine" being ferried across a stream in Manchuria.

Note the Company's house flag painted on cart cover.

Texaco Products are transported far in the interior by carts, and it is necessary for our representative to make periodical visits to the sub-agencies. The condition of the trails and the springless cart compels him to walk most of the way. Stops are made for the night at Chinese inns.

點  
幸  
福  
牌  
油

Translation: "Use  
Yin Foo Brand  
Kerosene."

The Texas Company has a well established business throughout China where Texaco Products have met with unqualified success.

The trademarks "Sing" and "Yin Foo" were adopted for North China. "Sing", meaning *Star*, serves to familiarize the Chinese people with our universal Red Star and Green T trademark. "Yin Foo", meaning *Good Luck* or *Prosperity*, uses a Chinese character which is one of their favorite characters, and our Yin Foo Kerosene has certainly become a favorite with our Chinese friends.

These brands are advertised by paper posters pasted wherever there is wall space. One of the posters in translation reads:

"Sing and Yin Foo brands are the best Kerosenes that have ever been manufactured. Please give them a trial. Agents for the sale of these brands everywhere."



點  
紅  
星  
牌  
油

Translation: "Use  
Sing Brand  
Kerosene."