

# TEXACO STAR

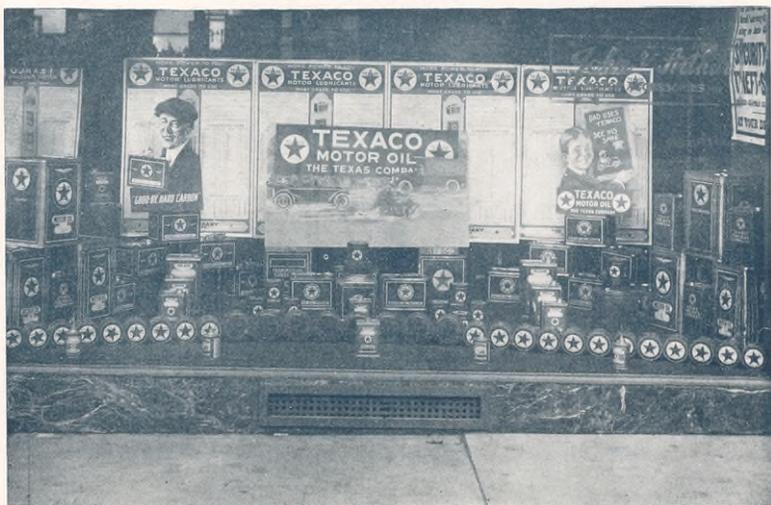
FOR EMPLOYEES OF THE TEXAS COMPANY



Asphaltic  
Concrete Road  
BUILT IN 1914 OF  
TEXACO ASPHALT

Around  
Ashokan Reservoir  
FOR NEW YORK CITY'S  
WATER SUPPLY





Display of Texaco products in the Motor Accessories Store of John and Arthur, Boston, Mass.

It looks as if City Solicitor "Joe" McHugh of the Boston Station would make a valuable addition to the advertising staff. Joe has arranged with a number of houses in his territory to run a full window display of Texaco Products for a week at a time. The Motor Accessory Store of John and Arthur was the first to display our products as here shown. (From Boston District News.)

## *When we saw This Cut*

in the August Texaco Star

## *We Sent Out Congratulations to Salesman McHugh*

Then we asked him, if possible, to find out what effect this display had on the sale of Texaco Products in this particular store.

*The Customers, JOHN & ARTHUR, answered as follows—*

"Our output of Texaco Products has been greatly increased since you installed that big display of Texaco Products in our Show Window. It certainly did the trick. Before you put in that Window Display we scarcely had a call for Texaco Products, but now there is a big demand for them.

We really believe that Window Display has increased our sales of Texaco Products almost 100 per cent."

ADVERTISING



DIVISION

## AN AMERICAN

*The American spirit speaks:*

"If the Led Striker call it a strike,  
Or the papers call it a war,  
They know not much what I am like,  
Nor what he is, my Avatar."

Through many roads, by me possessed,  
He shambles forth in cosmic guise;  
He is the Jester and the Jest,  
And he the Text himself applies.

His easy unswept hearth he lends  
From Labrador to Guadeloupe;  
Till, elbowed out by sloven friends,  
He camps, at sufferance, on the stoop.

Calm-eyed he scoffs at sword and crown,  
Or panic-blinded stabs and slays;  
Blatant he bids the world bow down,  
Or cringing begs a crust of praise;

Or, sombre-drunk, at mine and mart,  
He dubs his dreary brethren Kings.  
His hands are black with blood. His heart  
Leaps, as a babe's, at little things.

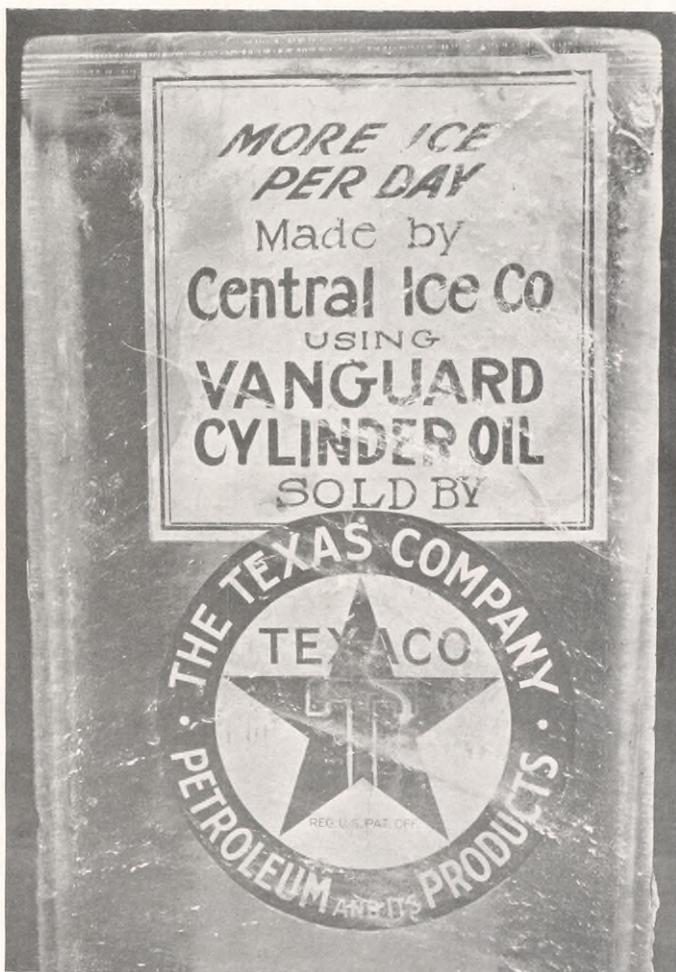
But through the shift of mood and mood,  
Mine ancient humour saves him whole—  
The cynic devil in his blood  
That bids him mock his hurrying soul;

That bids him flout the Law he makes,  
That bids him make the Law he flouts,  
Till, dazed by many doubts, he wakes  
The drumming guns that—have no doubts;

That checks him foolish-hot and fond,  
That chuckles through his deepest ire,  
That gilds the slough of his despond  
But dims the goal of his desire, . . . .

Which knowledge vexes him a space;  
But while Reproof around him rings,  
He turns a keen untroubled face  
Home, to the instant need of things.

Lo, imperturbable he rules,  
Unkept, disreputable, vast—  
And, in the teeth of all the schools,  
I—I shall save him at the last! —Kipling.



A FROZEN ADVERTISEMENT

You have frequently seen fruit and objects of various sorts frozen inside of a cake of ice, but perhaps never before has a manufacturer seen fit to give such credit to a valued instrument of his factory work as is given by these manufacturers of ice, at Birmingham, Ala., in this handsome and highly appreciated testimonial to the merits of Texaco Vanguard Cylinder Oil.

# TEXACO STAR

Vol. VI

OCTOBER 1919

No. 12

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

MANY ENCOURAGING signs are appearing that the great fund of manliness and commonsense in the American people is about to assert itself to check and curb all revolutionary insurgents and to repudiate the spurious "idealism" which let them loose. Indeed, an exaggerated reaction should be guarded against in this awakened attention to "the instant need of things." While exercising whatever force may be necessary to preserve the safeguards of justice and freedom, we should endeavor to hold to a golden mean—without excitement and with malice toward none.

In this indulgent land no mass of men is suffering oppression, or is in want and misery save by their own weakness or vices. The wise Constitution of our government has held opportunity open to all. The call to "class consciousness" here is utterly perverse. In every sphere, not as an exception but commonly, men rise from poverty to competency—from humblest toil to responsibilities of direction and control. Differences due to nature or to character can never be equalized; it is foolish to attempt to ignore them.

★ ★

Lust for ease and goods without working for them, is the sour soil in which the seeds sown by communistic revolutionists thrive naturally; but we are passing a period through which the revolutionary ranks were swelled by crowds of honest-meaning persons whose easy sentimentalism listened to the strident appeals of miseducated enthusiasts. A sober second thought is coming to those deluded victims of their own sentimentality.

The psychologist, Prof. John Dewey, in an article on the discrediting of genuine idealism by the "evangelical hypocrisy" that has been called idealism, diagnoses the situation (in part) thus: "Considerations might be indefi-

nately multiplied showing that not idealism but our idealism is discredited, an idealism of vague sentiments and good intentions isolated from judgment as to the effective use of the force in our hands. It may be said that this is not our fault, but President Wilson's. There are a few who are entitled to the benefit of this plea, but only a few. President Wilson successfully appealed to the American people. If they—if we—had been different he would have had to use different methods."

★ ★

"Socialism in Europe is bankrupt," reports Mr. Hoover. "Socialism has proved itself, with rivers of blood and suffering, to be an economic and spiritual fallacy." The rock upon which socialism broke, he says, was the "extraordinary lowering of productivity to a point below the continued existence of millions of people."

Communistic socialism is the most materialistic theory ever conceived. It is more foolish than the doctrine of anarchy that authority and law are unnecessary to protect the possession of property; because it would be more peaceful to let each man get and hold what he could by his right arm and cunning, than to coerce large populations into governmental ownership of all means and instruments of production with arbitrary apportionment of things to be consumed. Such a regime could not be maintained without incessant internecine strife—war in its most horrible form.

These hucksters put down war! Can they tell Whether war be a cause or a consequence? Put down the passions that make Earth Hell! Down with ambition, avarice, pride, Jealousy, down! Cut off from the mind The bitter springs of anger and fear; Down too, down at your own fireside, With the evil tongue and the evil ear, For each is at war with mankind.

—Tennyson.

★ ★

Among the catch-phrases used as slogans during the nervous stress of war, one was a favorite text last June for baccalaureate ser-

## TEXACO STAR

mons and college commencement addresses: "Utopia or Hell," it must be after the war! Chancing to hear one such preaching, I happened in conversation with an intimate friend to deplore the spreading of such hysterical foolishness from rostrums that ought to be sources of calmness and strength. The next day my gifted friend brought me the poem, "Neither Utopia Nor Hell," which is printed on a following page.

\* \*

The Texas Company upon the declaration of war gave all of its employes to understand that every man who enlisted for military service would be reemployed on returning from the war. The Company has bettered its promise. Figures are available only for our own ex-employes, but in all Departments many other returned soldiers have been employed:

EMPLOYES OF THE TEXAS COMPANY WHO LEFT FOR MILITARY SERVICE AND EX-EMPLOYES RETURNED AND RE-EMPLOYED OCTOBER 1, 1919	
From—	In Military Service Re-Employed
Refining Department.....	1,108
Producing Department.....	649
Sales Dept., Northern Ter.....	490
Sales Dept., Southern Ter.....	317
Export Department.....	48
Comptroller's Department.....	32
Railway Traffic Department.....	26
Marine Department.....	14
Purchasing Department.....	11
Insurance Department.....	8
Fuel Oil and Ry. Sales Depts.....	7
Treasury Department.....	5
Legal Department.....	3
Natural Gas Department.....	2
Miscellaneous.....	14
The Texas Company.....	2,734
The Texas Pipe Line Co.....	67
The Texas Pipe Line Co. of Oklahoma.....	90
Marshall Gas Company.....	2
The Texas Steamship Co.....	91
The Texas Company of Mexico, S. A.....	27
The Texas Company and Subsidiaries.....	3,911
	1,312
	35
	35
	1
	49
	23
	1,455

\* \*

The Texas Company's water shipments from Port Arthur for August 1919, as reported in our September issue—1,950,370 bbls., set a high record for the quantity handled through that port by any one company during a single month.

The *Beaumont Journal* declared this to be a record for any port, saying in its issue of September 12: "The Texas Company during August shipped 1,956,370 barrels of oil by water from Port Arthur. . . . This is a record shipment for any one company through a single port in a month."

This new record outstrips our previous high record for any one company in one month (1,757,602 bbls. in August 1917) by

198,768 bbls. It exceeds the nearest approach by any other company (made in January 1917) by 255,907 bbls.

It may be added that the 135,379 barrels shown as "crude" in our report for August were, in fact, semi-refined products, not straight crude oil.

### THE AMERICAN LEGION

M. J. Dewey, Assistant Mechanical Engineer, Producing Department, offers the following statement, "for the benefit of the boys who fought and trained in the World War":

All men who were in the Army, Navy, or Marine Corps at any time during the World War should be fully informed about the American Legion. It is an honor to be eligible to membership—a far greater honor to belong.

The American Legion is an organization of Americans who fought for justice and freedom without any thought of personal gain. Having sacrificed much for these principles, they do not propose to lose them through the bolshevism, or anarchism, or jingoism route.

It proposes to maintain the good fellowship and camaraderie that were established during the days of their military service. It is 100 per cent American, and will endeavor to lead other men who enjoy the freedom and democracy of our country to become also 100 per cent American.

Each local branch, in addition to upholding the broad principles of the organization, will have its social side—club rooms, parties, dances, etc.—good times made better because each man, general or private, admiral or common seaman, becomes a comrade of all.

There are many things of great importance which are being improperly carried out, or not done at all. We who have seen so much of this are needed to change or correct policies or practices that are detrimental to the principles for which the Legion stands.

All eligibles who have not yet joined are invited and urged to join at once. We aim to have a membership of four million men.

### CRUDE OIL PRICES AT WELLS

October 1, 1919

Pennsylvania.....	\$4.25	Crichton.....	\$1.75
Mercer Black.....	2.33	Caddo Light.....	2.25
Corning, O.....	2.95	Caddo Heavy.....	.75
Cabell, W. Va.....	2.87	Vinton.....	1.00
Newcastle.....	2.23	Jennings.....	1.00
North Lima.....	2.48	Spindletop.....	1.05
South Lima.....	2.48	Sour Lake.....	1.00
Indiana.....	2.38	Batson.....	1.00
Princeton, Ill.....	2.52	Saratoga.....	1.00
Illinois.....	2.52	Humble.....	1.00
Canada.....	2.88	Goose Creek.....	1.00
Somerset, Ky.....	2.70	Markham.....	1.00
Ragland, Ky.....	1.25	West Columbia.....	.75
California Light.....	1.57	Corsicana Light.....	2.25
California Heavy.....	1.23	Corsicana Heavy.....	1.05
Wyoming.....	1.50	Petrolia.....	2.25
Kansas and Okla.....	2.25	Electra.....	2.25
Cushing.....	2.50	Ranger.....	2.25
Headton.....	1.20	Burkburnett.....	2.00
De Soto.....	2.15		

## TEXACO STAR

### NEITHER UTOPIA NOR HELL.

Because word-mongers, chance placed, loudly speak

Of Brotherhood and Universal Peace,  
The forceful heart of man is not more meek  
Nor will his strife for power, therefore, cease.

Not in a moment is ten thousand years  
Of lust and murder banished from the race;  
Nor can an empty slogan calm all fears,  
Nor human wisdom cover every case.

Not ours to change the nature of our breed  
By foolish periods, howe'er neatly turned.  
What man, what race of men will ever heed  
An admonition that is not deep-burned?

No half-way measures can check brutish force.  
What reason can compel the killing pack?  
When Rapine once is started on its course  
What Parlor Socialist can call it back?

Think you the line you draw will be the bound—

Because you say so—to the reign of Hell?  
What savage ear will listen to the sound  
Of pleading voices? Who can ever tell  
The length Brute Force will go to when it runs?  
Forget vain words. Bring up the quieting guns.

Take heart from History; no New Fate fears.  
See France and Rome and Greece and Egypt fall.

And those whose names have vanished with the years  
Whose woeful fate we do not know at all.

Mid all the wreck and ruin runs a theme  
Of Man's endeavor to be decent still;  
And, always, God has given One to dream  
Of better things—and, also, One to kill.

The Beast may triumph for a little space;  
But soon his day is past: he sinks in night,  
And wise redeemers of our foolish race  
Will guide, anew, into the open light.

Be brave and honest and—for life's sake—know  
No tenderness while dealing with a beast.  
Whoso is weak and foolish is a foe;  
Whoso is ignorant is at the least

A peril to mankind. This very day  
Strong men are needed—men of force and power,

Rather than those who eloquently pray.  
These men will be, when strikes the fateful hour.

Help them, good men, to stand for Liberty,  
And to up-hold old laws—that we be free.

—*J. C. Tolman.*

In vain we call old notions fudge

And bend our conscience to our dealing,  
The ten commandments will not budge  
And stealing will continue stealing.

—*James Russell Lowell.*

Sympathy is good, but it must do more  
than listen patiently to the recital of trouble:  
it must seek to put a little new strength  
into the sad and weary heart.—*J. R. Miller.*

One who never turned his back, but marched  
breast forward;

Never doubted clouds would break;  
Never dreamed, though right were worsted,  
wrong would triumph;

Held we fall to rise, are baffled to fight better,  
Sleep to wake.

—*Robert Browning.*

All we have of freedom, all we use or know,  
This our fathers bought for us long and long ago.  
Ancient right unnoticed as the breath we draw,  
Leave to live by no man's leave, underneath the

Law.  
—*Kipling.*

### LIFE WISDOM

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

—*Benjamin Disraeli.*

The divine commands are not of yesterday  
or today; they live without end, and  
no one knows whence and when they came.

—*Sophocles.*

Ethical principles are not accident, but  
are reason itself.—*W. F. Hergul.*

Great truths are portions of the soul of  
man.—*Lowell.*

It is no proof of a man's understanding  
to be able to confirm whatever he pleases; but  
to be able to discern that what is true is  
true, and that what is false is false; this is  
the mark and character of intelligence.

—*Emerson.*

Thought once awakened does not again  
slumber.—*Carlyle.*

Nothing is more terrible than active ig-  
norance.—*Goethe.*

Too much idleness, I have observed, fills  
up a man's time much more completely and  
leaves him less his own master than any  
sort of employment whatsoever.—*Burke.*

We may fall in with a thousand learned  
men before we fall in with one wise.

—*Montaigne.*

He that is slow to anger is better than  
the mighty; and he that ruleth his spirit  
than he that taketh a city.—*Solomon.*

No life is wasted unless it ends in sloth,  
dishonesty, or cowardice. No success is  
worthy of the name unless it is won by  
honest industry and brave breasting of the  
waves of fortune.—*Thomas Huxley.*

The man who can not forgive any mortal  
thing is a green hand in life.

—*R. L. Stevenson.*

## TEXACO STAR



Main Street, Houston, Texas—Roped off ready for the Dance

**PAVEMENT DANCES.**—On numerous occasions in various parts of the country completion of a paving contract has been celebrated by the City Officials by giving an open air dance on the newly laid pavement. Most pavements become so uneven under traffic, that though not unnoticeable in riding over them, it would be a task to dance on them after they are a year old. This is not true, however, of many Texaco pavements, and especially is it not true of the Texaco Sheet Asphalt pavement laid in the winter of 1912 on Main Street, the principal down town thoroughfare of Houston, Texas, a City of 150,000 inhabitants.

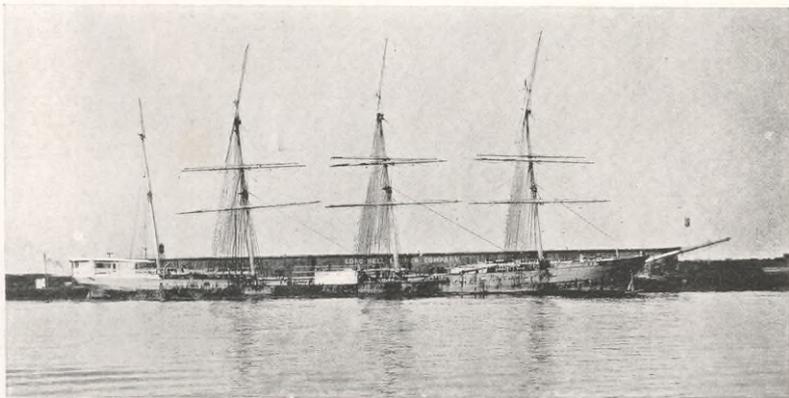
This pavement was as smooth as a ball room floor when it was completed and is just that smooth today, after nearly seven years wear. The city officials and various social organizations realizing this, frequently convert it into a "dance hall." Thousands of couples, who could not possibly be accommodated at the same time in the

largest ball room in Houston, are permitted to dance to their hearts' content on this wonderful Texaco pavement. The Red Roosters, an exclusive social organization, started this custom by staging an annual dance during NO-TSU-OH, Houston's fall carnival, and their precedent was quickly followed by others.

The largest ball given on this pavement and probably the largest street dance ever given in the world, was promoted by Colonel Billie Mayfield in honor of the departure for France of 40,000 soldiers who had been trained at Camp Logan in Houston. Fourteen blocks were roped off for the dance and fourteen military bands, one to a block, furnished the music. Thirty thousand couples were on the "floor" at the same time. When the war was over these victorious fighters were welcomed home by a dance on the same pavement which had deteriorated none in their absence.

The last dance on Main Street was given

## TEXACO STAR



The "Edward Sewall" (Sept. 26) after she had put back into Port Arthur from the hurricane in the Gulf

to raise funds for the sufferers of the tornado that wrecked Corpus Christi, Texas. A twenty-five cent ticket permitted a couple to dance as often as they desired and the receipts showed that 3,000 tickets were sold.

★ ★

On the afternoon of September 9, 1919, the full rigged Ship *Edward Sewall*, owned by The Texas Company and commanded by Captain Richard Quick, sailed from Port Arthur, towed by the good Steamship *Virginia*. It was the intention that the *Virginia* should tow the *Edward Sewall* out

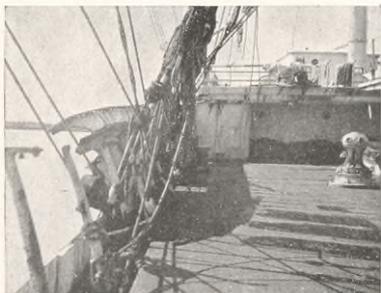
through the Florida Straits, and thence she was to pursue her course alone to La Plata, Argentina.

When about thirty hours out from Port Arthur they encountered heavy seas, and it was not long until their hawser parted. After this the *Virginia* spoke the *Edward Sewall* saying that she would stand by, and Captain Quick, knowing a hurricane was approaching, set out with his men to make everything ready for the blow. Soon after everything was made fast the hurricane broke upon her from the north-northwest with terrific force. She battled heroically



Night Photograph of the Dance—Oct. 2, 1919—by F. G. Allen, Houston, Tex.

## TEXACO STAR



Looking aft on the "Edward Sewall" returned to port after her struggle with the great storm. Showing how her steel bulwark was torn off by the hurricane.

with the wind and sea from this direction for thirty-two hours, being forced occasionally to give up a royalmast here or an arm there to terrific spurts of wind.

After thirty-two hours from this direction the wind died out and a flat calm prevailed for three hours with the sea smooth and stars shining. The sailors, who were not as old in the game as the master of the ship, were congratulating themselves upon successfully weathering the storm; but Captain Quick, noticing this, told them that congratulations were not yet in order, and he again ordered them to turn to and make everything fast for what was yet to come.

During this three hours of flat calm the decks of the ship were literally covered with small birds. They were evidently caught in the center of the hurricane (where the *Edward Sewall* now was) and being unable to get out on any side took advantage of the only refuge at hand. These little birds were very tame, and would allow the men to pick them up and put them to one side to keep from stepping on them.

After three hours of flat calm the wind came back from exactly the opposite direction with more terrific force than before, and it was during the following sixteen hours that the real damage was done to the ship. She lost all four royalmasts and gallantmasts, foreroyalyard, main uppergallant and royalyard, mizzenuppergallant and royalyard, and a full suit of sails which would cost now about \$18,000. Besides this, about 180 feet of her starboard bulwark was carried away the last night of

the hurricane. The carrying away of 180 feet of steel bulwark gives some idea of the force of the seas and wind.

Captain Quick has had varied experiences in storms at sea; he has been in the Oriental typhoon and he has rounded Cape Horn through the awful storms that frequent there, but he says he has never before gone through one having the velocity of this one.

When all was over, improvised sails were set and the ship brought back to Port Arthur, having been out eight days.

The "Edward Sewall" was built in 1898-1899 by Arthur Sewall in Bath, Maine, in the Sewall Ship Yards. When those yards were acquired by The Texas Steamship Co. in 1916, The Texas Company purchased the Ship "Edward Sewall" and the Schooner "Kineo" now the auxiliary Motor Vessel "Maryland."



Captain Richard Quick  
Master of the ship "Edward Sewall" ever since she was completed in 1899.

★ ★

Men make themselves strong through persistent efforts for attainment, seldom after it has been accomplished.

## TEXACO STAR



Ashokan Reservoir Road built in 1914 with Texaco Asphaltic Concrete—This highway is 32 miles long and encircles the enormous Ashokan Reservoir

### ASPHALTIC CONCRETE PAVEMENTS

Capt. CHARLES E. MURPHY, Asphalt Sales Department

An asphaltic concrete pavement is one consisting of a rigid base of either macadam or concrete on which a wearing surface of asphaltic concrete is laid, this surface usually being 2 inches in thickness. This type of pavement, after being in use for the last 10 years throughout the country, has proved to be economical and serviceable under all the highly changeable climatic conditions of the American continent. It is a popular and satisfactory type of construction for county highways and for city streets with medium traffic.

#### HOW FORMED

Fine stone, sand, stone dust, and asphaltic cement constitute the wearing surface of an asphaltic concrete pavement. The fine stone, sand, and stone dust may be found in abundance in almost any locality in the country, and this fact is one that tends to reduce the first cost, as usually it is necessary to haul these materials only a short distance. Asphaltic cement is a material

specially refined for paving purposes and can be supplied in unlimited amounts by refineries devoting their efforts to producing such material.

The process of mixing mineral aggregates and asphaltic cement is simple and readily accomplished. Asphaltic cement is heated in a kettle to a temperature of from 325° to 350° F. Stone and sand are brought to approximately the same temperature in a heater or drier.

When the mineral—aggregate sand, stone, and stone dust—and the asphaltic cement have attained the proper temperature they are weighed out carefully in predetermined proportions to produce a proper mixture, and then combined in a specially designed pug mixer until a homogeneous mixture is produced in which all the mineral particles are thoroughly coated with asphaltic cement. Upon the completion of a thoroughly mixed batch, it is dumped into a wagon or truck and conveyed to the street or roadway to be paved. By the use of canvas covers this material may be hauled from 7 to 10 miles with a loss of but a few degrees in temperature.

When the material arrives at the site of the work, it is dumped out on the base far enough from the finished pavement so that it has to be shovelled into place. Hot rakes thoroughly comb the ma-

## TEXACO STAR

terial as it is being deposited and it is smoothed out to an even contour complying with the finished grade desired. By using a hot iron tamper the material just laid is thoroughly bonded with the previously laid pavement and the same process is used along the curb and gutter. When this has been completed, a roller runs over the material, first longitudinally and then diagonally. When a maximum compression has been attained the surface is lightly covered with cement or lime dust and is then ready for traffic.

Not only is an asphaltic concrete pavement economical and durable, but its quality of smoothness, evenness, and attractiveness makes it an ideal channel of traffic. Its darkish tint is restful to the eye; it is one of the most noiseless pavements and, because of its smoothness and evenness, it is a clean type of pavement.

No pavement constructed FACILITY IN REPAIR WORK is perpetually without need of repair—not because of faulty material or construction but because of the necessity of tearing them up for plumbing and operations of public utility companies, in order to take care of underground work. To repair an asphaltic concrete pavement it is only necessary to have a small kettle in which the old wearing surface, removed, can be melted to such a consistency that it can be raked or smoothed. Then by the use of an iron and tamper the repair work is quickly accomplished.

If it is desired to use an entirely new mixture instead of the old mixture, this same equipment can be used by drying and heating the sand and stone to the desired temperatures, adding the proper percentage of asphaltic cement, and mixing until a homogeneous composition is formed. This work can be done by any laborer of ordinary intelligence, and if he exercises proper care in doing his work, in a few days it will be almost, if not entirely, impossible to find the place where the repair was made.

There are many millions of yards of asphaltic concrete pavement in use throughout the country, and they are rendering most satisfactory service. By varying the consistency of the asphaltic cement, or the proportions of the mineral aggregate, wearing surfaces are produced which satisfactorily carry traffic of 25,000 vehicles a day.

An asphaltic concrete pavement has most of the highly desirable features of the most expensive pavements, and the fewest number of objectionable features common to pavements. It is easy to construct, has minimum tractive resistance, is elegant in appearance, and has the lowest construction and maintenance costs, in addition to rendering lasting and satisfactory service.

Page ten

### AMERICAN RED CROSS PROGRAM.

First on the peace program for America is nationwide activity for the promotion of public health, and hand-in-hand with this will go the extension of the country's nursing resources; the broadening of Red Cross Home Service, which in the war proved so helpful through the assistance it was able to give the families of soldiers and sailors, and which is to be of general usefulness where other social agencies are lacking; increased Junior Red Cross activities; extension of Red Cross facilities for emergency disaster relief; relief measures for the victims of the war in this country and overseas, and preparation to fulfill whatever duties may be laid upon it as the official volunteer relief society authorized to assist the army and navy.

The Red Cross Home Service has been designated as the official clearing house for all soldiers' inquiries regarding War Risk Insurance. Formerly the soldiers' queries came to various organizations, resulting in much duplication of investigation. Now all inquiries received by the various organizations will be referred to the Red Cross, checked against their records, and forwarded to Washington.

The Red Cross authorities realize that the astonishing generosity of the American people during the war and the present high cost of living might lead many to expect a release from further demands for assistance to other peoples, but we must remember that our allies were much harder hit by the war than we were, and that we have incurred obligations to them which honor demands shall be discharged. In naming the sum of \$15,000,000 for the campaign the Red Cross tried to determine the smallest amount which will enable it to round out its work and make effective the donation of army goods rather than to estimate the generosity of the American people.

—Dr. Livingston Farrand.



**One of a Million—You!**

**Volunteer for RED CROSS**

**Enlist now for the Third Roll Call. Twenty Million members are to be enrolled November second to eleventh, inclusive. Your heart, your hand, your dollar is needed in order to keep the pledge abroad and to fulfill demands at home. Give one week's service to Humanity—It pays your conscience the biggest dividend on Americanism.**

When you take things easy be sure they do not belong to others.—Ex.

## TEXACO STAR



Asphaltic Concrete Highway around Ashokan Reservoir, New York State—Built in 1914 of Texaco Asphaltic Concrete and standing up perfectly after more than four years of heavy automobile traffic

### ASPHALTIC PAVEMENTS AT ASHOKAN

R. R. BARRETT, Engineer, Asphalt Sales Department

The Ashokan Reservoir of the New York City water supply system is the largest reserve storage basin in the United States. Its construction was commenced in 1907, and the building of the roads was completed in 1913 and 1914 towards the completion of work on the reservoir.

In the construction of the Ashokan Reservoir it was necessary to raze eleven villages, move nearly two score cemeteries, relocate 13 miles of the Ulster & Delaware R. R., and close 68 miles of highways. New roads having a length of 40 miles were built to replace those situated in the area flooded, 34 miles of the 40 being included in a continuous highway around the reservoir. The method of construction was a deviation from general practice at the time the work was done, and the present excellent condition of the road, now in fifth year, confirms the judgment of the engineers responsible for its design.

About 30 miles of the 34 consists of asphaltic concrete on a water-bound macadam base, the remaining mileage, comprising chiefly feeder roads, cut-offs, and the like, being of water-bound macadam. The main portion paved with asphaltic concrete was constructed as follows:

A sub-base consisting of a well compacted rough stone drainage course was laid except where a natural stone sub-base was found. Upon this were laid two 3-in. courses of broken stone passing a 3-in. screen and retained on a  $1\frac{1}{2}$ -in. screen. Each course was rolled to the specified depth, covered with dry screenings, wetted, and rolled again. This work was kept well ahead of the construction of the top course so that it could be used by traffic for ten days to two weeks.

The wearing surface consists of a 2-in. course of asphaltic concrete having an aggregate of stone passing a  $1\frac{1}{2}$ -in. screen and retained on a  $\frac{1}{2}$ -in. screen. The specifications called for 5% to 7.5% of asphaltic cement, and it was found that 6.25% gave the best results. After the top had been thoroughly compacted by rolling with an 8-ton tandem roller, a seal coat of nearly 1 gal. per sq. yd. of asphaltic cement of the same grade as that used as a binder in the wearing surface was applied. The amount was determined by trial and was slightly more than that called for by the specifications, which was .5 to .75 gal. per sq. yd. After the application on the seal coat,  $\frac{1}{2}$ -in. stone chips were applied in sufficient amount to take up the asphaltic cement; the road was again thoroughly rolled and another light application of stone chips was made. Portable crushers and screens and four asphalt plants were used.

The asphalt used for both the wearing surface and the seal coat was Texaco No. 96 Paving Cement, having a penetration from 90 to 100 at 77° F. The average total amount used for wearing surface and seal coat was  $\frac{2}{3}$  gallon per square yard.

## TEXACO STAR

### EXPORT SHIPPING: WAR TIME—PRESENT—OUTLOOK

M. D. GREER, Sup't Charters, Rates, and Routing Division, Export Department

Now that the war is over and America is looking forward to greater foreign trade, perhaps it is not out of place to review briefly the shipping situation during the recent war period and the outlook today.

Soon after the war started ocean freight rates began to climb and eventually reached proportions almost unbelievable.

For instance, the charter rate on Case Oil to Australia previous to the war was about 20 cents per case, whereas during the war it went as high as about \$2 per case. The same can be said regarding Brazil and Argentina, the pre-war charter rate being approximately 20 cents, while during the war it advanced to about \$1.75 per case. Before the war regular steamship companies (berth steamers) were charging only \$1.50 to \$1.75 per barrel freight to Marseilles, France, on Lubricating Oil; the rate on this product gradually advanced to the enormous figure of \$30 per barrel. All ocean rates to all ports came in for the advance, and in about the same proportion, with the exception of those to the West Indies, which did not increase to the same extent, due, it is said, to the shorter haul and the fact that vessels unsuitable for transports and other war purposes could be utilized in that trade.

Previous to the war it was possible, when desired, to send shipments with freight collect; but during the war all owners and steamship agents demanded prepaid freight, a most unreasonable proposition from an exporter's viewpoint, since the steamship was paid for service not yet performed.

Shipping men of long experience looked on in amazement, wondering how high rates would go and when there would be relief. Of course, it was realized by all that the shortage of tonnage was responsible for this condition; it was a matter of supply and demand, as in other lines of business.

Not only did exporters have the question of high rates to contend with, and found it difficult to get tonnage even at such high rates, but many other unheard of and unlooked for obstacles presented themselves.

Export licenses had to be procured from the War Trade Board, which took weeks to get, and in some cases were refused. Sometimes an import license, in addition to the export license, was required, and many of these were also declined or were not issued promptly. At times the export licenses would expire before the import license was granted; there were also instances where such licenses, after being issued, expired before freight space could be obtained or a steamer chartered. All charters were subject to the approval of the Chartering Committee of the U. S. Shipping Board.

Many charters were actually closed with owners, but were not approved by this committee, because the tonnage was wanted in some other trade, as a war measure. All charters that were approved by the Chartering Committee contained a clause to the effect that the vessel would return to a United States port. In addition to this, the War Trade Board and Chartering Committee dictated what cargo the vessel was to bring back to a United States port. Of course, preference was given to the product America needed most. To charter a steamer without having all the required approvals and government licenses actually in hand was taking the chance of not being able to load the vessel, which would result in heavy demurrage charges or paying the owners a huge sum for non-fulfillment of the charter.

At one stage of the war, tonnage was practically unobtainable at any rate. Merchandise of every description for export was in demand, but, in general, merchants were compelled to show the manufacturers the export licenses before they could even get a quotation, the manufacturer knowing that unless the export licenses were actually issued the quotation meant nothing in a steadily advancing market.

Aside from all this, it took weeks to get replies from cables, and it was not unusual to learn that cable messages or the replies thereto did not pass the censor—a serious handicap to say the least. Shipping documents were usually late in reaching foreign representatives, due to having to pass censors here and abroad, which added materially to the many other difficulties.

Since the armistice was signed the Allied Governments have been gradually removing restrictions, and most of them have been done away with now. Rates have also been reduced somewhat. Tonnage at present is more plentiful but still in great demand. It is predicted by some that rates will stiffen this fall and winter, due to the enormous amount of general cargo and grain that is expected to move, but will likely start to ease off in the early spring.

Labor troubles have contributed considerably to the difficulties encountered by those interested in export shipping, but it is hoped that these matters will soon be satisfactorily and definitely disposed of. It seems safe to predict that the exporter has much to look forward to, having passed through one of the most difficult periods the world has ever known.

# 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 on or 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.	E. B. Joyner, Houston
Marine Dept.	A. V. Conley, Port Arthur
Legal Dept.	H. Norris, New York
Legal Dept.	H. Tomfohrde, Houston
Treasury Dept.	Lee Dawson, Houston
Comptroller's Dept.	B. E. Emerson, Houston
Insurance Dept.	P. A. Masterson, New York
Sales Dept. S. Territory	Roy B. Wright, New York
Sales Dept. N. Territory	R. C. Galbraith, Houston
Asphalt Sales Dept.	S. Slattery, New York
Export Dept.	C. E. Murphy, New York
Purchasing Dept.	J. B. Nielsen, New York
Railway Traffic Dept.	J. E. Byrne, New York
Producing Dept.	J. T. Rankin, Houston
Pipe Lines	J. W. Painter, Houston
	R. W. Painter, Houston
	A. M. Donoghue, Houston

with regret that their stay was limited, left for New York.

Recent visitors at Port Arthur Works from other Offices and Departments:

C. T. Battersby, Export Department.
L. H. Kirby, Fuel Oil Div., Export Dept.
A. O. I. Christenson, Fuel Oil Div., Exp. Dept.
E. L. Kaula, Lubricating Engineer.
G. A. Armstrong, Lubricating Engineer.
R. L. Rockwell, Lubricating Engineer.
F. M. Watrous, Lubricating Engineer.
A. E. Manley, Supt. Bayonne Terminal.
H. M. Snyder, Port Neches Works.
W. L. Ronaldson, Port Arthur Terminal.
E. E. Stuckey, Port Arthur Terminal.

Returned from Military Service last month:

Barras, Vincent	Minton, H. L.
Burns, H. J.	Moerbe, A. P.
Draughn, R. W.	Partin, J. A.
Eagleson, P. M.	Poole, W. L.
Glender, Erastus	Reed, Hassell
Farrack, Earnest	Reid, E. S.
Floyd, A. L.	Roberts, J. H.
Geisch, F. W.	Sandefur, P. W.
Humphreys, E. J.	Webber, B. H.
Kneisler, Chas. D.	White, E. H.

E. G. Rathbone of the Fuel department of Port Arthur Works, has been transferred to the Railway Sales Department, headquarters New York.

Mr. and Mrs. H. A. Fauts report the arrival of an 8-lb. baby girl.

S. W. Hunt has returned to his desk after a long siege of illness, an after effect of the "flu." Mr. Hunt has been in a hospital at Galveston.

L. F. Schreck, of the General Office, spent his vacation at his home in Brownsville, Texas. He arrived in Brownsville the day before the hurricane struck at Corpus Christi and vicinity. He was considerably delayed in getting back.

Dan Cupid has been "foolin' round" here, and as usual brings items for the *Star*. We are pleased to announce the wedding of B. S. Craig and Miss Faye Ruth Hufft on Sept. 4, 1919. The happy couple quietly arranged to leave Port Arthur, and, after the ceremony at Beaumont, made away for a few weeks leave of absence.

John Sears Gallagher departed for a vacation, and on Sept. 11 the Roi-Tans were passed among his friends at Port Arthur in token of his marriage to Miss Erma Fay Clegg of Houston.

F. L. Wallace and Miss Florence H. Scott of Denver, Colo., were married in Houston on Sept. 12. The happy couple will make their home at Port Arthur where Mr. Wallace is an employe of the Fuel department.

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF SEPTEMBER, 1919

Refined—Coastwise	988,429 bbls.
Refined—Foreign	347,816 bbls.
	1,336,245 bbls.

The following testimonial from the War Savings Division of the U. S. Treasury is creditable to the Port Neches Thrift Club:

TREASURY DEPARTMENT WAR SAVINGS DIVISION

Dallas, Texas, September 1, 1919.

Mr. H. M. Snyder, Sec.,  
Port Neches Thrift Club,  
Port Neches, Texas.

Dear Mr. Snyder:—This is to acknowledge receipt of your report of the Port Neches Thrift Club, and I want to say that this Thrift Club eas-

REFINING Spare moments in the De-  
DEPT. partment's engineering offices  
in Houston, it appears, have  
brought forth this:

I'M FOREVER MAKING RED STARS

(Plea of A. M. Risdon to his brother F. P.)

By W. R. HARTLINE

TO THE TUNE OF

"I'M FOREVER BLOWING BUBBLES."

I am forever making red stars, red stars with a pretty green T;  
Shortly doesn't seem to like them, but they look so good to me.

We make them for the office front and then the office floor,  
And now that they are finished I hope there ain't no more.

When I look at stars and T's I always seem to sigh  
'nd this, my dear, dear brother, is only a draftsman's cry.

We were recently favored at Port Arthur by a visit of M. Paul Vaschetto, Lt. Commander Engineer of the French Navy, accompanied by Charles M. Claeys of the Export Department, New York, incidental to the loading of the S.S. *Dordogne* at this point. After attending to business here these gentlemen in company with G. B. Bogart enjoyed a trip to Houston, Galveston, Dallas and Ranger, Texas. Superintendent P. H. McNemer, of the Dallas Sales District, and Superintendent F. S. McDaniel, of Pipe Line Company at Ranger, were instrumental in making the trip an enjoyable one. The returning party was much pleased with the sights encountered, and

## TEXACO STAR

ily stands as the premier Thrift Club in Texas today. I am using your report in a news story, which should give the employes of The Texas Company a great deal of satisfaction, because of the fact that they are making the future safe and secure by investing their earnings in War Savings and Thrift Stamps.

Let us have more of these reports—and better.  
Very cordially yours,

Frank M. Smith,  
Federal District Director.

Sept. 22.—So far Port Neches has played 37 games. Two were lost, one an eleven-inning game, and in each case the difference was just one point. Both of these were lost to Louisiana teams which claim championship in their own territory.—Beaumont Enterprise.

Mr. and Mrs. C. W. Horan, of Dallas works, announce the birth of their son, Charles Wesley, Junior, on Sept. 24, 1919.

Providence Terminal sends the following clipped from *Providence Evening Bulletin*:

### A WORD TO THE WORTHLESS.

Don't work till you're weary; you always can quit—

If your job is too tedious, forsake it;  
Some fellow that's filled with a little more grit  
Is always quite willing to take it.

He'll do all your work and a little bit more,  
And grin and keep on when he's tired  
Without getting grouchy or peevish or sore.

And he'll land in your job when you're fired!  
Don't spend all your time at the beck of a boss—

If his orders annoy you, why stop!  
Some other young fellow will come right across  
And do all the work in the shop.

He'll settle right down to the gruelling grind  
And do things that you wouldn't try.

And if you observe him you'll presently find  
That he'll be the boss by and by.

Don't wear out your life in an effort to rise—  
It is easy to stay where you are;

But just keep your eyes on the fellow who tries,  
And you'll find he can go pretty far.

And maybe his name and his fame will adorn  
Full many a newspaper headline  
On the same cold and frosty and unhappy morn  
That you take your place in the breadline!

—James J. Montague.

**MARINE DEPT.** In addition to the ships already being managed by us for account of the United States Shipping Board, we have assumed management of the following steamers, which we have chartered from the Fleet Corporation:

- |                    |                     |
|--------------------|---------------------|
| S. S. "Shenandoah" | S. S. "Burnwell"    |
| S. S. "Dirigo"     | S. S. "Watertown"   |
| S. S. "Lightburne" | S. S. "W. L. Steed" |
| S. S. "Huguenot"   |                     |

The first three of these vessels were built at the yards of The Texas Steamship Company at Bath, Maine.

Congratulations are in order:

Miss Gladys Donnelly, Mr. Hans Freidrichs, September 20, 1919.	Miss Emily H. Betz, Mr. W. H. Currier, August 29, 1919.
--	---

Miss Agnes Justine Ueland,  
Mr. Harry Suydam, July 3, 1919.

Theo. Rivers, Superintendent of The Texas Company of Mexico, S.A., at Tampico, Mexico, was in New York the latter part of September and paid us a pleasant call.

Thomas H. Matters, Jr., formerly *Texaco* cor-

respondent for the Marine Department, New York Office, has severed his connection with The Texas Company.

Arthur M. Carrow, formerly Cost Accountant in New York Office, left on Sept. 19 via S. S. *Morro Castle* of the New York and Cuba Mail Steamship Company, for Tampico, Mexico, where he will be employed by The Texas Company of Mexico, S. A.

**TREASURY DEPT.** Wm. A. Bernreider resigned his position as stenographer to Assistant Treasurer Foster to accept an appointment as Deputy United States Marshal with headquarters in Houston for the Southern District of Texas.

**SALES DEPT.** **HOUSTON DISTRICT.**—On September 3, 1919, J. H. Neal, Jr., and Miss Sylvia Truville were married in San Antonio, Texas, where Mr. Neal is a City Salesman for The Texas Company. Congratulations.



Tank and Warehouse at Pleasanton, Texas, Station Agent E. P. Cook writes: "I am proud of the equipment here, which has all been put in since I have been agent. Owing to congestion of freight I have been without gasoline for over a week and, of course, a competitor sold a few of my customers a little gasoline. But from the smiles that came when they saw a tank car for T. T. Co. come rolling in today, I know they are pleased."

**DALLAS DISTRICT.**—Mr. and Mrs. Jesse McAdams (Salesman, Brownwood, Texas) announce the birth of Martha Nan (10 lbs.) on Sept. 5, 1919.

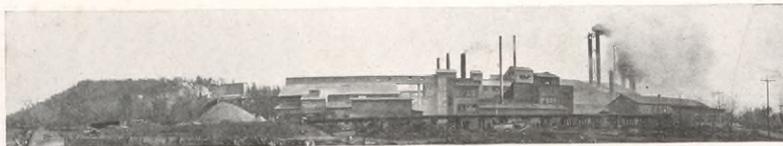
**OKLAHOMA DISTRICT.**—We are about to open a nice drive-in filling station in Oklahoma City at the corner of Seventh and Hudson Streets.

The new drive-in station at Guthrie has started off with the right spirit.

At last the storage tanks have arrived at our new stations at Hot Springs and Little Rock, being two or three months late, and these stations should be completed and going big by the 1st of October.

Arthur Lefevre, Jr., of Houston, has put in a very beautiful booth at the State Fair

## TEXACO STAR



Choctaw-Portland Cement Company, Hartshorne, Okla.—Texaco Lubricants are used exclusively

in Oklahoma City, and when President Wilson visits our booth on the 26th he will see *Texaco* displayed in such a manner as to make him one of our best boosters.

Graphite Axle Grease (as was our *Texwax*) was especially well advertised at the State Fair, but W. K. Robertson reports a well dressed lady asked for a sample of Graphite Axle Grease and after explaining its quality to her she replied, that she used the grease as a Corn Salve and it is the best in the world. It only takes three applications of Axle Grease to rid you of them pests. Boys, don't overlook that Axle Grease; you can never tell what it will do.

Oklahoma District has the honor of having the first "Carload Lube Club" in The Texas Company's organization and it is making a hit with everyone. It was chartered July 1, 1919, and to date the members have sold 27 carloads. In order to become a member the candidate must sell a carload of Lube Oils. The members, as of September 25, are:

C. C. McDermond, Tulsa  
 C. L. Thomas, Enid  
 R. T. Herndon, Ardmore  
 L. T. Bass, Oklahoma City  
 R. G. Johnson, Tulsa  
 C. W. Leavitt, Ft. Smith  
 E. L. Dryden, Woodward  
 F. A. Affleck, Oklahoma City  
 P. M. Rawls, Drumright  
 H. O. Hulse, Pine Bluff  
 B. E. Conley, Tulsa  
 K. A. Smith, Hot Springs  
 J. N. Prewitt, Oklahoma City  
 B. A. DuBois, Enid  
 F. M. Golding, Little Rock  
 W. F. Mitchell, Muskogee  
 R. H. Robertson, Okmulgee

P. M. Cooms was recently elected Chief of Police of the City of Miami, but refused the position because he did not want to leave T. T. Co.'s service. Incidentally we might mention that the first month our Miami A. F. S. 1 opened under Mr. Cooms' supervision the station did 13,000 gallons.

We are glad to announce that R. H. Robertson, coming to us from Atlanta District, is Agent at Okmulgee, Okla.

C. C. McDermond (Pete) has been appointed Lubricating Salesman at Tulsa, being succeeded in the Tulsa Agency by E. E. Underwood.

R. M. Hale is Agent at Rogers, Ark., succeeding H. H. Hoffman resigned.

Saving money is easy with War Savings Stamps—and they are always worth more than you paid for them.—U. S. Treasury Dept.



Texaco Display at a "Dollar Day" held by the Chalfaut Hardware Co., Chickasha, Okla.

Salesmen Krebs and Crane secured this featuring of *Texaco* Products; the boys got some good business; the Hardware Company and T. T. Co. got some good advertising, and everybody was satisfied. Salesman Krebs (in cap) is standing beside the young man in overcoat, and back of him is Salesman Crane.



Texaco Display at County Fair in Tulsa, Okla., during week beginning Sept. 15

The Red Star and Green T attracted the crowds, and Agent McDermond says this advertisement is going to be productive of much good.

"Would you loan a man money who had nothing but character?" asked Samuel Untermyer of J. P. Morgan. Morgan answered: "Yes, I have never lost money where I have loaned on character. A man of character does not borrow money unless he knows what he is going to do with it and how he is going to pay it back."

## TEXACO STAR



S. S. "Cushnoc"—First 9000-ton steamer built at Pensacola, Fla.  
She turned out excellently on her trial trip with Texaco Lubricants.

**ATLANTA DISTRICT.**—For the month of August Atlanta District broke all previous records on Sales and Collections.

That smile which F. K. Dorrance wears now is caused by our exceeding in August all former records on Sales of Roofing.

For several months, there has not been an X account in the territory of Agent T. W. Moore of Carrollton, Ga.

Agent Ingram, Spartanburg, S. C., and Engineer-Salesman Davis recently closed a 220 bbls. contract with a mill that we have been trying to sell, without success, for several years.

Engineer-Salesman Davis has put our oils in a large plant in Jacksonville, Fla., after running test against one competitor and against two tests of another competitor.

Agent H. W. Patterson, Mobile, Ala., is very proud of the appearance of his new Filling Station.

Agent H. T. Wood is much pleased with the brick garage and two big upright storage tanks being erected at Atlanta.

M. H. Hull, formerly of the Birmingham office, has returned from overseas and is in the office of General Assistant Rulfs.

C. S. Roberts, formerly agent at Sheffield, Ala., has returned from the army and is agent at Fitzgerald, Ga.

R. T. Hubbard, for several years agent at Savannah, Ga., transferred to salesman, Sumter, S. C.

A. D. F. Bloodworth, agent at Miami, Fla., vice C. J. Martin resigned.

E. B. Patterson, city salesman, Jacksonville, Fla., vice G. W. Estaver resigned.

Observe your own mistakes first.—*E. K. Piper.*

A woman's idea of conversation is to discuss other women—a man's is to discuss himself.

—Gibson.

"How Dry I Am" has been dubbed the Bottle Hymn of the Republic.—*The Ohio Cities News.*



Anniston, Ala. Filling Station

In the group of three, left to right: J. R. Covington, Agent; F. V. Jobson, First Clerk; F. S. Bobo, Second Clerk. Standing by flag pole: Curtis Davis, negro boy, employe of the station.

## TEXACO STAR

NEW YORK DISTRICT.  
SALES DEPT. The boys of the District  
N. TERRITORY offices on September 12 at

the close of business, surrounded Assistant Creditman J. T. McLaughlin as he was preparing to leave for a two weeks vacation. ("Mac" was married on the 15th, as announced in the last issue of the *Star*, and he and Mrs. McLaughlin are enjoying their honeymoon up in Albany Territory.) "Mac" good naturedly took off his glasses, thinking he was in for a hazing. He was reassured, however, at finding Creditman A. D. MacDougall at his side,—these two "Maes" have considerable confidence in each other.

Mr. MacDougall on behalf of the boys addressed Mr. McLaughlin as follows:

We have learned that it is your intention to take unto yourself a life partner. I have no advice to give you, because I know that you know as well as I that in all the relationship of life, we receive, of those things really worth while, in the measure in which we give.

Looking back on the time since you came to us, I remember that much has been accomplished, and I take this opportunity of stating that much credit is due you for the things attempted, the things done. On behalf of your many friends in this Office, and in the field, I wish to present to you this slight token of our appreciation.

(One of the members of the committee handed Mr. MacDougall a large paper bag inflated, breaking the bag as it was handed to him. Inside of the bag was a smaller paper bag tied with red ribbon. This was handed to Mr. McLaughlin. Inside of this bag was a package of Bull Durham. This caused considerable laughter.)

"Mac", I will be serious again. Kindly pardon our little joke. We could not resist the temptation. We hit upon one thing and then upon another to find that in each instance you were supplied. On behalf of these self same friends I wish to present to your affianced this purse of gold and ask that you both go shopping together on our account, or that you hold the contents in reserve for the future, which we hope will be kind to you both."

Mr. McLaughlin was deeply touched by the good will and good wishes shown. His reply was sincere and from the heart. He admitted he felt lost for words that would express his feelings toward those present and others not present who had joined in the presentation. Among other thoughts that came to him was our Motto. He was glad to have the opportunity of stating to us all that the character of the men of The Texas Company, in the office and in the field, was such that it was impossible to have any other thought in his relationship with them than "All for Each and Each for All." He well remarked, it was this thought which made possible our every effort calculated to bring the results desired.

Robert E. Preswick, senior tank wagon operator at Passiac-Clifton Station, and Miss Irene A. Reidyke were married at Clifton, N. J., on September 7. Congratulations, "Bob." All happiness for you both, is the wish of your many friends in the field and in the New York Office.

On October 4, 1919, at the home of her parents, Mr. and Mrs. John Tibbals, Kingston, N. Y., Miss Marguerite K. Tibbals is to be united in marriage to Mark R. Lockwood, formerly Agent at Kingston, later Traveling Accountant, and for some time assistant to Ass't Sup't W. T. Bushby. Mr. Lockwood's host of friends take this opportunity to congratulate him and to wish his bride and him every happiness.



Good Luck!  
To you, "Jim"  
and "Bob."  
And you too,  
M. R. L.

On August 19 there was a meeting of the boys of what was formerly the Newburgh Territory with Representative H. S. Gruet, at Newburgh, N. Y. Many matters of interest were discussed and plans laid for the future. Undoubtedly these meetings are profitable to all who attend.

Agent A. E. Guffin, Amsterdam, N. Y., is to be congratulated upon the appearance of his Station and equipment, which "is the best in the Albany Territory and no doubt in the whole District." Just a moment, gentlemen, please. The writer did not say it, nor did Mr. Guffin. Until the question is finally decided we will say that it is, without doubt, one of the best in the District. Who accepts this challenge? Replies in writing, please.

Those Albany boys are certainly out for Efficiency in all activities, securing and holding new customers in collections, in getting plants and equipment into good condition and painted. We are told "they expect to show the other Territories how these things should be done."

R. B. Dingman, formerly Agent at Stamford, Connecticut, has recently been appointed Filling Station Inspector, Newark Territory. Those of us

# TEXACO STAR



Our capable and genial Representative for Albany Territory at Carlisle & Whiteside Garage, Greenwich, N. Y.

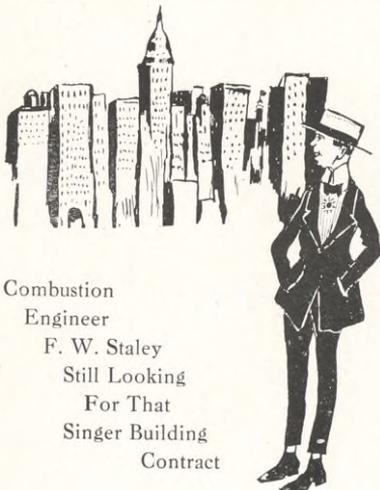
They handle Texaco Products exclusively.

well acquainted with Mr. Dingman have no doubt he will make good in his new position.

Here's an excellent showing, considering the mileage covered, by Floyd C. Mott, Agent at Sag Harbor, Long Island, July 11, 1919; Ford No. 2865, capacity 150 gallons:

Gallons	Miles	
10	Local	Sag Harbor
1050	98	East Hampton
		(7 trips)
150	20	Three Mile Harbor
150	12	Shelter Island
		(Across Ferry)
1360	130	

Mr. Mott is a firm believer in Cash Sales. He sells mostly for cash, and collects before the close of each month for credit deliveries. He has no collection worries, which adds to his efficiency in other endeavors.



Combustion  
Engineer  
F. W. Staley  
Still Looking  
For That  
Singer Building  
Contract

Page eighteen

In reply  
Refer to MacD.

N. Y. City, Aug. 30, 1919.  
To "B" or not to "B"

Mr. D. B. Tobey, Ass't Treas.,  
OFFICE.

Dear Sir:—Referring to my letter July 31st, 1919, advising we should have no transfers to "B," no Holdouts during August, 1919.

We have "made good." This letter to advise we expect to have no transfers, no Holdouts in September, 1919.

Yours very truly,  
J. P. Gruet,  
Superintendent.

MacD—KB.  
JRH—JPG (Personal)—WRE.



Office 3x 2x Field

COLLECTION EFFICIENCY—AUGUST 1919  
HONOR MEN (57)—Earning 90% or Better  
(100% Means Everything on "A" Lists July 31 Collected in August)

### Albany Territory

H. Hamblen	Agt. Alexandria Bay	100	%
P. L. Morrell	Agt. Buffalo	100	%
F. J. Gohl	Agt. Hudson	100	%
W. H. Lawrence	Agt. Kingston	100	%
H. J. Freemyer	Agt. Middletown	100	%
F. Peck	Agt. Monsey	100	%
W. W. Bauer	Agt. Port Jervis	100	%
H. R. Russell	Agt. Schenectady	100	%
A. B. McCabe	Agt. Ticonderoga	100	%
P. H. Noonan	Agt. Watervliet	100	%
J. H. Allen	S'n. Albany	100	%
J. F. Keenahan	S'n. Albany	100	%
T. L. Cochrane	S'n. Albany	100	%
G. R. Penchard	S'n. Albany	100	%
T. J. May	S'n. Albany	100	%
V. T. J. Knapp	S'n. Middletown	100	%
J. J. Cunningham	Agt. Ogdensburg	99	%
W. C. Baker	Agt. Saratoga	99	%
A. E. Guffin	Agt. Amsterdam	98	%
E. I. Kirkpatrick	Agt. Herkimer	98	%
H. P. Decker	Agt. Newburgh	92	%
L. E. Cleland	S'n. Ogdensburg	92	%
W. G. Marsden	S'n. Newburgh	90	%

### Metropolitan Salesmen

G. C. McKibbin	S'n. New York City	98.8	%
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# TEXACO STAR



Outing for District Office Territory at Rye Beach, Sept. 4, 1919

Who wouldn't enjoy working with such a lot of men? Look 'em over carefully and you will see why the D. O. Territory is "making good." Photograph snapped by C. H. Romer, Filling Station Agent at Rye, N. Y.

1—Wm. Regener, Drv. Agt., Stamford. 2—Thomas J. Farrell, Metropolitan Salesman. 3—Chas. E. Lanchantin, Metropolitan Salesman. 4—R. B. Dingman, (Former Agt., Stamford). F. S. Inspector, Newark, N. J. 5—W. R. Walker, Drv. Agt., Peekskill. 6—W. Proehl, Metropolitan Salesman. 7—W. G. MacMahon, Salesman, Bridgeport. 8—F. E. Bell, Salesman, Fairfield County. 9—W. Lauck, Salesman, Long Island. 10—H. L. Mott, Drv. Agt., Greenport. 11—G. A. Jackson, Drv. Agt., Riverhead. 12—H. W. Caney, Drv. Agt., Norwalk. 13—J. A. Laracca, New York Office. 14—Wm. Winkler, Drv. Agt., Dover Plains. 15—S. Warner, New York Office. 16—R. H. Lahy, Jr., Drv. Agt., Patchogue. 17—E. C. Hasemann, Drv. Agt., Mineola. 18—H. S. Cochran, Insp. Motor Eq., Long Island. 19—G. E. Davis, Drv. Agt., Millerton. 20—A. N. Doyle, Salesman, Putnam and Dutchess County. 21—J. E. Marvin, Agt., Bridgeport. 22—R. Woodford, Guest. 23—E. B. Brettell, New York Office. 24—A. D. MacDougall, Creditman, New York Office. 25—I. M. Williamson, Rep., Newark Ter. 26—H. L. Renz, Rep., District Office Territory. 27—J. T. Dale, Salesman, Westchester County. 28—A. J. B. Carver, Drv. Agt., Huntington. 29—F. Marasco, Chauffeur, Brewster. 30—H. N. Brown, Insp., Pump Equip. 31—C. N. Chidsey, Drv. Agt., Brewster. 32—J. H. Cosgrove, Agt., White Plains. 33—A. M. Kohl, F. S. Agt., Norwalk. 34—J. C. Buston, New York Office. 35—F. J. Silkworth, Drv. Agt., Fort Jefferson. 36—F. D. Kistinger, Clerk, New Rochelle. 37—John Nichols, Drv. Agt., Mt. Kisco. 38—J. D. Brown, Drv. Agt., Babylon. 39—M. M. Johnson, Drv. Agt., New Rochelle.

C. E. Lanchantin	S'n.	New York City	97.9%
S. A. Alston	S'n.	New York City	97.8%
R. A. Goodwin	S'n.	New York City	97.6%
A. O'Malley	S'n.	New York City	96.8%
B. H. Griffin	S'n.	New York City	94.8%
Wm. Proehl	S'n.	New York City	93.6%
W. E. Wesson	S'n.	New York City	95.2%

#### D. O.—New Rochelle Territory

W. R. Walker	Agt.	Peekskill	100%
G. E. Davis	Agt.	Millerton	100%
A. N. Doyle	S'n.	Brewster	100%
J. T. Dale	S'n.	New Rochelle	100%
M. M. Johnson	Agt.	New Rochelle	98%
J. H. Cosgrove	Agt.	White Plains	95%

#### D. O.—Long Island Territory

R. Lahy, Jr.	Agt.	Patchogue	100%
F. J. Silkworth	Agt.	Port Jefferson	100%
H. A. Jackson	Agt.	Riverhead	100%
F. C. Mott	Agt.	Sage Harbor	100%
H. L. Mott	Agt.	Greenport	99%
J. D. Brown	Agt.	Babylon	98%
E. C. Hasemann	Agt.	Mineola	94%

#### D. O.—Stamford Territory

F. E. Bell	S'n.	White Plains	100%
J. E. Marvin	Agt.	Bridgeport	97%
R. B. Dingman	Agt.	Stamford	96%

#### Newark Territory

F. E. Warren	Agt.	Passaic	100%
G. V. A. Conger	S'n.	Newark	100%
E. I. Decker	S'n.	Newark	100%
C. F. Burney	Agt.	Bradley Beach	98%

J. W. Cozzens	S'n.	Elizabeth	97%
A. J. Rau	Agt.	Elizabeth	95%
P. C. Murray	Agt.	Bayonne	93%
H. K. Berger	S'n.	Bayonne	93%
G. E. Drucequer	S'n.	Newark	93%
H. E. Gould	S'n.	Red Bank	93%

Four Territories earned more than 90%:

Albany Territory	99%
Metropolitan Salesmen	95.20%
D. O. Territory	94.75%
Newark Territory	91.08%

What do you think of that? See Albany sitting "On top of the World," and see what they did! And notice the Metropolitan who surprised our good friends in the other territories.

The annual outing for the District Office territory (H. L. Renz, Representative), which includes what were formerly the New Rochelle, N. Y., Long Island and Stamford, Conn. territories, was held at Rye Beach, N. Y., on September 4. The day was a delightful one to all who attended. The usual games were indulged in, except baseball for which suitable grounds could not be obtained. Many enjoyed a swim at the beach. The land and water views were fine. The wooded hills of Long Island, not far distant, could readily be seen and admired. A fine shore dinner was enjoyed by all.

Among those who attended, besides those shown in the photograph, were Superintendent J. P. Gruet; C. Brettell, Supervisor of Rolling Equipment, and W. A. Park, Lubricating Clerk, N. Y.

## TEXACO STAR

Office. Assist. Supt. D. L. Keys and Chief Accountant J. R. Haden had planned to attend but were unavoidably detained in New York. Upwards of fifty were in attendance.

To your reporter it seemed that possibly the men from the New York Office enjoyed the outing more than the others because of the actual contact with men in the field. All in the Office have a real interest in the men in the field and are always glad to see them "make good." I'll say that "Renzie's" boys are a fine lot of men, and likewise all the boys of the whole district.

During the dinner "Renzie" issued a challenge to play ball with any territory in the district. Some one suggested "Take on the Albany crowd if you want a real game." Some one else was heard to remark "Where did they get a reputation,—because of the tie score with the New York Office?" I'll say the District Office Territory will make it interesting for any ball team. Albany and New York Office included, and I should like to see a tug of war between "Bill" Williamson's heavies and "Renzie's" heavies.

The following contribution was not sent anonymously, but with a request that the name of the writer be not printed. The author of the verses, however, feels confident that, at the least, each of the gentlemen concerned will appreciate the descriptive points for the others:

For Woodbridge we all give three cheers!  
Our Sales Ship he gallantly steers.

We think he's top notch,  
Though he wears a wrist watch  
At which he quite frequently peers.

If Gatchell went over to France  
Dolled up with a shield and a lance,  
They'd say "Look at Nap,  
His shade has got more back"—  
And Joffre would not have a chance.

If you would have oil that is cheap,  
Just put C. H. Parker to sleep.  
The salesmen all cry

He makes prices too high,  
Please, Parker, don't make them so steep!

Gruet's facial expression is grave  
And his manners are usually suave,  
But he looks rather glum  
As he figures each sum  
To see where a cent he can save.

When Bushby becomes very mad  
And wants to say something real bad,  
We don't know what he means,  
But he says "hill of beans"—  
At swearing he sure is some lad!

LaFrance never takes off his hat;  
Of course, you have all noticed that.  
He has a very bald head,  
So it's frequently said

"Now Jack, you can't fool us like that."

There's one thing that Park always knows,  
That's the color of each lady's hose.  
When the wind's blowing high  
He heaves a great sigh

At the sights which the short skirts disclose.  
Nielsen wears those new fangled glasses,  
Which make their wearers resemble jackasses.  
The bright tortoise shell  
He thinks very well  
But his manner polite all description surpasses.

No family could hold together if every hasty criticism, every sharp word were published. No more can nations, in these days of the power of the press, if every jealous insinuation, every belittling jest of some village speech, meant for home consumption, is telegraphed to the four ends of the earth.—*Dr. Thomas Hodgkin.*

BOSTON DISTRICT.—It was with regret that we learned of the death of Howard Pettingill, clerk for our Haverhill agency, the Busfield Machine Co. We know his loss will be felt keenly by the Busfield Machine Co., as he was a conscientious and willing worker, and had charge of the oil end of the business. His death leaves a big gap to fill. We extend our sympathy to his family.

We are glad to welcome back Agent F. P. Callahan of Norwich Station, who has been laid up with an attack of typhoid fever.

It has just come to light that many of our Agents did not know that Station Auditor O'Hara was married. Yes, friends, he slipped away quietly and went through that long standing ceremony. We know the Agents must have noticed the change in him, and now you know the cause.

We feel that Joe Silva has started something, for we now learn that Miss Helen Milne is leaving us upon his advice, to join her "Walter" somewhere in New Hampshire and prove that two can live as cheaply as one. The best luck to you, Miss Milne, and to Walter we say that if Helen takes hold of household duties as well as she took care of the contracts he never need worry.

What H. C. Mason is doing with the Street Railway business, C. H. Rich, Jr., is doing with the Marine business. They are both making clean sweeps.

"Bert" Ellis is pushing out "some" gasoline these days from the Boston Refined Station in his new Pierce-Arrow truck. Bert feels sorry that the truck did not arrive earlier in the season, for he says he would have broken the world's delivery record if he had had it two or three months back.

Frank Curley, clerk-cashier at Boston Lubricating Station, has resigned to enter Georgetown University. We regret his leaving, as he was a faithful worker, but admire and congratulate him for his persistence to further his education, and wish him good luck.

The recent police strike has caused a great many arguments in the Office at noontimes of late. It has been suggested that the Athletic Association diverge from its regular routine of supporting teams engaged in physical exercise, and back a debating society holding at least two or three debates during the noontimes each week for the winter months. This would give a great many of the boys as well as the girls a chance to show their oratorical abilities. John Tracy comes to tap and wants the subject "Why is the World Flat?" debated. Here's our chance, "Let's Go." Maybe he means "Why is the World Dry?"

P. J. Leary of the Credit division will be in great demand next season at Nantasket Beach, for lately he has been showing to advantage as a musician of rare ability.

From The Hull Bugle we learn that Rosalie Brenner can now keep the balls on the alley, instead of in the gutter, and is chalking up strikes and spares quite regularly every Thursday evening at the Nantasket alleys.



In the Corridor

"General" Kroenke had to increase his staff

When "Next" was called

An advertisement recently appeared in the Boston dailies for a construction and equipment inspector, placed by our friend W. O. Kroenke. Beginning at 7 a. m. until 4 p. m. a steady stream of applicants poured into the office, until it was hardly possible to pass by. One official was heard to exclaim as he was trying to get to his office: "They can't have my job." General Pershing himself had nothing on our own "General" Kroenke in selecting his aides.



"Beau Brummel" P. J. Leary, of the Credit Division, in one of his recent appearances, when he was about to entertain a bevy of the fair sex at Nantasket Beach.

**Texations.**—During the recent heavy rains Miss Duffy remarked that they were having a whale of a time at her house and said that everything was swimming. We understand, however, that a big heart is always at the door to welcome the sailor boys. (A tip to the Marine Department—big hearts should make good boys—"Buoys.")  
 "Brad" Lewis says there are only two things in this world. What are they, Brad, Love and Marriage?

That is some cap "Hink" Curtis is wearing these days. "Hinky" is still some youngster. "Al" Kadec has found out that his protegee Newcomb must be a heavyweight, as it didn't take Newcomb three minutes to put Al's shoulders to the floor recently. Beware DeFreytas.

Our idea of tough luck: Fellow takes a week's vacation to see the Red Sox play all the leaders and it rains four out of the six playing days. Wonder what Newkie calls it? Our guess is what General Sherman said of war. "We can't quite understand why Kroenke doesn't take his hat off. He's got Ralph Benham in the habit now."

**PHILADELPHIA DISTRICT.**—We are still keeping up our record for sending out monthly statements on the second working day of the month.

Every one in the District Office was much pleased that Charles H. Turner, Ass't Credit Man, has been appointed District Credit Man. He has been assured by both field and Office that he will receive fullest co-operation. From the way he takes hold, we believe he will give the New York District a run for their money, and B and C accounts will be a thing of the past as far as Philadelphia is concerned.

L. A. Smith of the Comptroller's Department dropped in for a short visit. Glad to have seen you again, and hope that you will call on us whenever in this vicinity.

W. B. Cope of Norfolk District paid a short visit to the Philadelphia Office on his return trip from New York. We enjoyed his visit, and will be glad to have him call on us again.

Sergeant Gustav J. Smith, formerly stenographer in the Credit department, returned after eighteen months overseas. He was in the Statistical Department, Central Records Officer of Army Reserve Corps. Smith, old boy, we are glad to have you with us again.

Sergeant Perry Faust, formerly stenographer in the Credit department, has returned after thirteen months in France and Belgium with the 315th Supply Company. Welcome to our family circle.

On Sept. 9 Harry Donaldson, Shop Foreman at the Washington Auto Repair Shop, became the proud father of a daughter. Congratulations!

The baseball team representing this district lost the final game of the series to the Atlantic Refining Company by a score of 5 to 2 in a well played game, and with it went the championship

## TEXACO STAR

of the Petroleum A. A. League. The teams were tied for first place, and by their victory the Atlantic Refining Company are the 1919 champions.

We ended the season in second place, which is a creditable showing. Everyone on the team worked faithfully and we won seven games out of the ten played.

When the Petroleum A. A. season ended we played our Marcus Hook Terminal a game, and they defeated us in ten innings by a score of 7 to 5. It was a very interesting game. They came all the way from Marcus Hook, and we didn't want them to go home with any hard feelings.

The Fuel Oil cup offered by Mr. Wainwright and Mr. Hamsch, of the Fuel Oil department, to the player with the highest batting average, was won by William M. Andrews with an average of .385. Several others were right on his heels and the winner could not be determined until after the last game. Hamsch, the hard hitting first baseman, with an average of .426, hit better than Andrews, but as he was one of the donors of the cup he refused to accept it.

The outstanding features of the 1919 season were the hitting of Hamsch and the fielding and hitting of Andrews. To both of these more belongs a lot of the credit for ending the season in second place.

While we were disappointed in not winning the pennant, we feel that the best team won this year and take this opportunity of congratulating the Atlantic Refining Company.

**Texaco Athletic Meet.**—It was certainly a great, grand and glorious day on Saturday, September 29, when our handful of six men met the athletes of the various oil companies in a meet held on the Atlantic Refining new ground in South Philadelphia. They could not see us coming but they will never forget our leaving, as we carried every event of consequence away with us. We enumerate what the gallant men did:

Harry Kephart.—1st place in half-mile and one-mile, and anchoring in mile relay.

Edward O'Donnell.—Captured 100-yard dash, and gave great support in medley relay.

Monroe Tompkins.—Won 220-yard and 440-yard dashes, also starring in medley relay.

J. A. Schaeffer.—Boosted both mile-relay and medley-relay cups into our hands by wonderful running as third place man.

R. D. Erskine.—Silver medal for the shot put.

C. W. Schaeffer.—By wonderful efforts captured the running broad jump from a big field, also supporting in mile relay.

Edward Nahill.—Wonderful running in mile relay.

The prizes sum up:

- Harry Kephart, four gold medals
- J. A. Schaeffer, two gold medals
- Edward O'Donnell, two gold medals
- Monroe Tompkins, two gold medals
- C. W. Schaeffer, two gold medals
- Edward Nahill, one gold medal
- R. D. Erskine, one silver medal

On top of this our relay team carried away two handsome cups, now on view in the District Office.

We are sorry that none of our girls entered any of their events, otherwise we would have carried off every honor. As it was, our track team won the important events with a total of 53 points; Atlantic Refining totalled 48 points, due to the strong support given by their girls; Crew Levick Company took third place with 49 points, largely due to the support they received from their girls.

This meet was one of the greatest and largest held by the Petroleum Athletic Association since its inauguration.

**NORFOLK DISTRICT.**—In the last issue of the *Star*, we reported the engagement and approaching marriage of Erastus Fillmore Irwin, Bill Clerk in the District Office, and Miss Kathleen Stevenson Latham. They have "done it," the ceremony being performed on September 18, 1919.

Mr. and Mrs. Irwin are spending their honeymoon in the mountains.

The matrimonial fever is still raging in the Norfolk District Office, the next victim to succumb to the epidemic being Ace Shields. Someone please offer a suggestion that would check this terrible malady.

Superintendent Williar Thompson, W. B. Cope, Ass't to Sup't, and W. N. Holt, Salesman (expert), attended the Superintendents Meeting in New York on Sept. 13, and each reported a very interesting and beneficial meeting.

C. G. Agers, Statistical Clerk in District Office, has recently discovered the meaning of the word "Endorsement." If there is anyone that does not fully understand the meaning of this word, "Charlie" is now in a position to enlighten him.

It has come to our attention that J. H. Foster, Credit Man, is very fond of clams, and we are seriously contemplating taking up a collection to buy him a peck of them so that his craving for this sea food may be satisfied. A few days ago Mr. Foster was one of a party from the District Office who went fishing, and it is reported that no fish were caught as he ate all of the clams before they could use them for bait. This may be one of the reasons why he is so "close" on credits.

Robert S. Wilson, Disbursement Clerk, while on his vacation in Washington, D. C., reported that he saw some of the big league baseball; but the games were not half so exciting as those between Norfolk and Portsmouth of the Virginia League.



Ashville, N. C. Filling Station, Jack Blomberg, Proprietor, is featuring Texaco Products exclusively

This concern is producing wonderful results.

**CHICAGO DISTRICT.**—The District Office has recently been remodeled, the Sales department moving up to better quarters and the Accounting department taking the offices formerly occupied by the Sales department.

Our Archer-Pitney Station was visited by a new sort of bandits, termed "pirates" by Chicago newspapers. They came up the Chicago River about 3 a. m. in a launch and after gaining admittance to the Station

## TEXACO STAR



At State Fair, St. Paul, Minn.

A creditable exhibit arranged by Agent F. A. Morris. Mr. Morris is to be congratulated on the success of this exhibit, particularly as it was his first attempt, the time short, and material limited. Many commented on the attractiveness of our display.

got our Night Watchman, Mr. Weber, beat him over the head with the butt of a revolver, slightly injuring him, and locked him and two other employes in the hose house. They then proceeded to the office and blew the safe.

We regret very much the loss of our able Supervisor of Equipment, L. V. Newton, who has been transferred to the New York Office. The entire equipment in the Chicago District has been one of the best in the Company and we shall feel the loss of Mr. Newton; but the best wishes of the whole District are extended to him.

Al Schmidt, foreman at North Kingsbury Street Shop, has been appointed Acting Supervisor of Equipment.

Assistant Superintendent C. F. Schmook recently sent his new Hudson machine to North Kingsbury Street Station with the request that Texaco Thuban Compound be put in the transmission and differentials. It seems that Crater Compound was used, our supply of Thuban had been entirely sold out. Mr. Schmook did not notice the change until he received the car that evening. He took the machine back to Kingsbury and requested the mechanics to take out the Crater Compound and put in Thuban. Mr. Schmook later on re-



One of the features of the Minnesota State Fair

Miniature stake truck drawn by pony "Texaco." The young booster driving the rig is Master Raymond Schmook, son of Assistant Superintendent C. F. Schmook of the Chicago District; the other lad is one of his boy chums. The pony "Texaco" attracted much attention and favorable comment. He was a feature of the Pony Show, winning two blue ribbons. He would have won the final but for the fact that the track was too soft and he could not show up sufficiently well with his burden.

ceived a bill for \$13.54. It is about time this bill was taken care of.

Arrived at the home of W. H. Hunter, on August 20, an 8-lb. baby boy, William Robert.

W. F. Gibson and E. S. Kreigh have returned

## TEXACO STAR

after several weeks at Bayonne Terminal taking the Students' Training Course.

Ray Stitt is with us again after chasing the Germans and seeing quite a bit of the Old Country.

Sam Wright recently went fishing and after his return everyone in the District Office was eating fish. Mr. Schmook has been on the hospital list with a severe cold, which after examination was found to be several of Mr. Wright's fish bones in his throat. When Mr. Snell left for the Superintendents' Meeting, he had a severe cough but we have not heard whether it was due to fish bones.

ASPHALT One of the most fruitful  
SALES DEPT. conferences in the history  
of the Asphalt Sales Department

was held in the New York Office beginning September 15, when representatives and salesmen of the Eastern Division assembled for a four-days meeting.

On the first day, after a discussion of general conditions in highway construction throughout the country, the conferees inspected streets in the Boroughs of Manhattan and Queens built with Texaco Asphalt.

The feature of the second day was an inspection of the Municipal Asphalt plant of the Borough of Manhattan, the largest of its kind in existence.

A visit to the Bayonne Terminal comprised the activities of the third day. The methods of handling Texaco products at the Bayonne plant were thoroughly explained, and the system of testing asphalt in the laboratory was demonstrated. The Bayonne officials entertained the conference at luncheon in the Terminal's dining hall.

During the fourth day an inspection was made of the Marcus Hook Refinery, where the process of handling Texaco Asphalt from the time it arrives at the refinery until it leaves was lucidly explained. The officials at Marcus Hook duplicated the cordial hospitality at Bayonne.

Through the cooperation and courtesy of agents of The Texas Company in different localities, the Asphalt Sales Department has been put in touch with and has procured considerable business. Examples of this appreciated cooperation are shown in the following cases:

The Norfolk Office of the Company, through William Thompson and Walter Cope, cooperated with our Richmond Office and as a result a road oil contract was signed with the City of Hampton, Va. Through J. D. Sparks, the Company's agent at Roanoke, Va., an order was procured from the town of Salem, Va., for Liquid Asphalt No. 1.

Through the kindness of C. R. McCarthy and Frank Doran of the Company's Philadelphia Office, considerable work has been procured by their cooperation with our Philadelphia Office. S. C. Wampole, the Company's agent at Pearsie, Pa., also cooperated with our Philadelphia Office and this resulted in a shipment of road oil to Pearsie. J. R. Barber, Agent at Pittsburg, cooperated with us and as a result we procured an order for Special Macadam Binder at Greenburg, Pa.

Mr. Poole, agent at Hagerstown, Md. has put our Philadelphia and Richmond offices in touch

with prospects which will undoubtedly lead to considerable business. H. S. Gruet, Agent at Albany, N. Y., procured various orders for road oil in barrels and other shipments.

These are only a few of the instances wherein the cooperation of members of The Texas Company outside of the Asphalt Sales Department has resulted in business being procured by our Department. Many other agents have acted in conjunction with us to a favorable outcome. To say how much this cooperation is appreciated would simply be superfluous.

EXPORT J. C. Hinman, of Cape Town,  
DEPT. South Africa, is here with his family on his first visit to the

United States. Mr. Hinman has been with The Texas Company (South Africa) Ltd. ever since it was formed in 1911 and he is largely responsible for the rapid growth of The Texas Company's business in South Africa since that time.

W. P. Gillies of Brooklyn, New York, is home on leave after four years of good service with The Texas Company (South Africa) Ltd. at Cape Town. Mr. Gillies is glad to be in good old U. S. A. again, but speaks highly of the "Land of the Lions."

E. C. Battersby, with his family, is now en route to Shanghai, China, where he will take up duties as Assistant Manager of our Office in the North China Territory.

William Mayger recently returned from the Philippine Islands after having spent three years in the Manila Office of our distributors, Messrs. Wise & Company. Inasmuch as Mr. Mayger's vacation will also be a honeymoon, we extend to the pair our best wishes and with them all happiness.

Many of his old friends and associates will be glad to hear that Ben Hart, formerly of the Sales Department and erstwhile Army Captain, has returned and is temporarily in charge of our European Division.

Mrs. William H. Borie and son William H. Borie, Jr., sailed for Buenos Aires on the S. S. *Vestris*, which left New York Sept. 4, to join Assistant Superintendent Borie of the South American Division.

Mr. and Mrs. A. F. Horn also sailed on the *Vestris*. Mr. Horn will be attached to the Lubricating Division in Rio de Janeiro. Unfortunately a fire broke out in the hold of the steamer which compelled her to stop at St. Lucia, British West Indies. It has been reported that she will be delayed at that port for about two weeks.

## SUGGESTIVE INDEX OF CURRENT ARTICLES

THE MAIN INTEREST IS INDICATED BY CLASSIFICATION OR BRIEF COMMENT

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

**EXECUTIVE** Salvage and Reclamation Department of the B. F. Goodrich Rubber Company, by George W. Sherman—*Industrial Management*, September 1919.

**COMPTROLLER'S** Are You Making a Profit?—*The Nation's Business*, July 1919.

**PRODUCING** Petroliferous Provinces, by E. G. Woodruff—*Bulletin Am. Inst. Min. and Metallurgical Engineers*, June 1919.

Analyses from regional standpoint of conditions that control presence or absence of oil pools.

**Oil Field Emulsions**—How to Eliminate Them, by J. L. Sherrick—*Petroleum*, Sept. 1919.

**REFINING** Planning the Industrial Plant, by Hugh M. Wharton—*Industrial Management*, September 1919.

Ways of Determining Sulphur Content in Oil, by Irving G. Allen and I. W. Robertson, Bureau of Mines—*Petroleum*, September 1919.

**EXPORT** Brazil Has Wonderful Economic Possibilities—*The Nautical Gazette*, Sept. 13, 1919.

The Export Twins, by Willard M. Kiplinger—*The Nation's Business*, September 1919.

**SALES** We Don't Standardize—And It Pays Us—A Credit Department that is Different, by H. Uehlinger—*System*, September 1919.

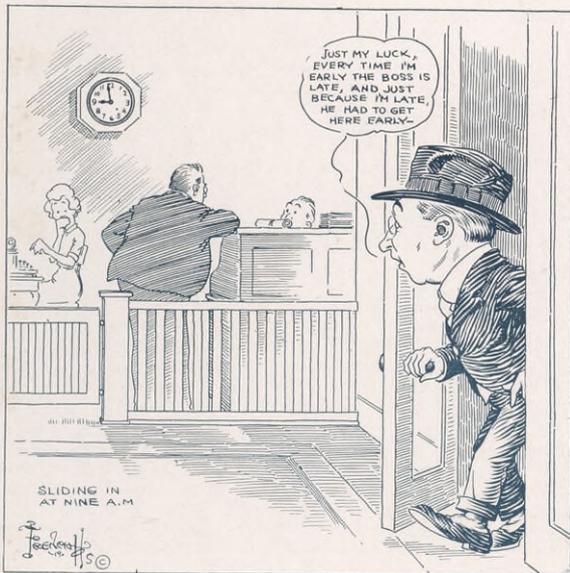
**SAFETY** Gas Masks for the Oil Industry, by E. D. Bullard—*Oil News*, September 5, 1919.

**GENERAL** H. C. L. vs. The Price of Oil—No Profiteering Here—*Petroleum Age*, September 1919.

Oil in the East—Siberia, by Charles A. Sloan—*Petroleum Age*, September 1919.

Superstition vs. Science in Hunt for Crude Oil—I, by A. J. Hazlett—*The Oil Trade Journal*, September 1919.

Secretary Welch Outlines Work Petroleum Institute Will Take Up—*National Petroleum News*, September 3, 1919.



EMPLOYEE'S ANXIOUS MOMENTS

Van Horne presents what he believes to be the shortest poem ever written, entitled "The Antiquity of the Chigger":

Adam  
Had 'em.

The shortest verse:

We  
De-  
Spise  
Flies.

—*Cincinnati Enquirer*.

Debts deafen the ear  
to opportunity.  
Buy W. S. S.

Let your savings save  
for you. W. S. S. pay  
interest.

Renew Your Membership



THIRD RED CROSS ROLL CALL