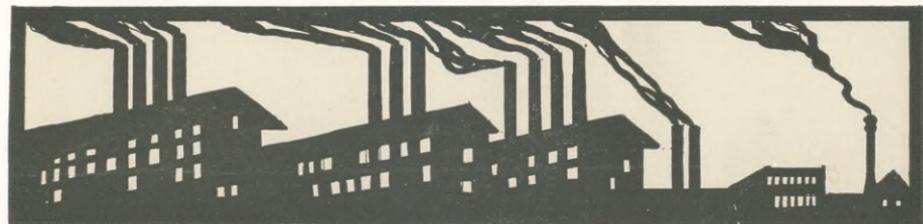


# The TEXACO STAR

*For Employees of The Texas Company*



THE TEXAS COMPANY'S  
NORFOLK TERMINAL  
NORFOLK, VA.



## UNDERSTANDING A BANK

THE BANKER'S first obligation is to safeguard the funds in his custody and keep himself in position to meet all demands for their return. Every other claim upon him is subordinate to this. The banking business would disappear if this requirement were not strictly observed.

It is not enough that a loan shall be "good" in the sense that there is ample security to guarantee its payment sometime; it must be collectible when due, if the banker is to be secure in his own position. He must be able to arrange the maturities of his bills so that his outstanding funds will be always returning to him in a steady flow, and that he may continually re-dispose of them to meet the changing needs of his customers. The funds which one patron borrows in the spring may represent the surplus which another patron has at that time, and by fall the latter will not only want all of his own funds but may claim the privilege of being a borrower in his turn.

A bank of itself does not create wealth. It is a receptacle, a reservoir of the wealth of the community. Its function is to aid production and trade by making this floating wealth more available and more useful than it could be without being gathered together. It is an agency for the more efficient use and handling of the community's wealth, but not for making wealth by any magical method. It is important to keep this in mind, because when people begin to complain that the banks or the government should make it easy to obtain credit, it is time to utter a warning.

Sound banking requires that somebody shall put a dollar of liquid wealth into a bank for every dollar that the bank loans out.

When we speak of wealth we include the paper representatives of the liquid wealth which is moving in trade. The wheat, meats, cotton, lumber, coal, and merchandise of all kinds that are being transferred are creating and depleting bank deposits as they move. It is through them that pools of deposits, or lending power, are created. When prices rise the deposits are increased and as prices fall they are decreased. These funds are the basis of the banking business.

—The National City Bank of New York.

# The TEXACO STAR

PRINTED MONTHLY FOR DISTRIBUTION  
TO EMPLOYEES OF THE TEXAS COMPANY

Vol. IX

JUNE 1922

No. 6

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"All for Each—Each for All"

Address: The Texaco Star, The Texas Company,  
HOUSTON, TEXAS

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## Open Markets

OPEN MARKETS for immediate sale, at instantly published prices, of stocks and bonds of reputable corporations whose securities have been critically examined and approved by experts of high integrity, are an absolute necessity for carrying on industry and commerce as developed in Occidental civilization. The prime function of the Stock Exchange is therefore absolutely indispensable in the body politic.

This primary fact concerning the market for securities is intimately related to the fundamental principle that the assets of banks of deposit must be liquid, which is explained in the article "Understanding a Bank," given on the inside page of the front cover. Please read that article (on the page opposite to this) by the able writer for the National City Bank of New York together with these remarks by the editor of *The Texaco Star* as one article—on understanding banks and stock exchanges.

[I would say, in passing, that the regular monthly letter and other occasional publications by the National City Bank of New York are edited with extraordinary ability. For accurate current information, scientific knowledge, calm judgment, and practical wisdom they excel all other current contributions for spreading right knowledge of economics and sound business principles.]

The two most important grounds of eco-

nomie differentiation between Occident and Orient (*i. e.*, between modern and ancient) lie in banks of deposit and joint-stock companies of limited liability of stockholders. If among us the savings of individuals were hoarded and hid (the ancient way still followed in the East) instead of being reservoired in banks of deposit, and if the "little capitals" thus collected had not the investment outlets afforded by the joint-stock corporation (a way not yet followed in the Orient), then wages and "standard of living" for us would be as they are in China or India. Without these means, the aggregations of capital, by means of which have developed our industrial plants and organizations with their opportunity for productive labor, would have been impossible.

If the wealth reservoired in banks were not kept fluid—if it were frozen, say, in loans on real estate—the prime function of the banks would be totally estopped; and if there were no open market for the loans made by banks on corporation stocks and bonds, such securities would be as unavailable for the purposes of industry and commerce as mortgages on real estate.

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## Recreation—Including Work

Mr. Beaty's timely observations in the May number of the *Star*, entitled "Recreation—Including Golf," suggest the importance of clear definitions to avoid the general confusion in many minds between work and play.

Did it ever occur to you that the line of demarcation between work and play is, at best, shadowy?

Both play and work are states of mind, not tangible things. Both are psychic, not physical, in concept. The confusion arises through labeling certain forms of activity work, and

## The TEXACO STAR

other forms of activity play. A moment's reflection will suffice to demonstrate that one form of activity to a certain person under certain conditions is play, while to the same or another person under different conditions it is work. Instance, the boy who, risking dire punishment, harkens to the seductive call of the baseball diamond and plays hookey that he may emulate the example of his batting hero and make a home run. His whole body and mind and heart are filled with the buoyant spirit of the game,—and this is called play. This same boy, grown to manhood's estate, takes his place on a professional baseball team and again stands at the home base intent on seeing and accurately measuring the pitcher's curves,—but this is called work.

The little girl in her nursery playhouse dresses her dolls, prepares their meals, sweeps her floors, and puts her house in order, going about her tasks seriously, earnestly, and conscientiously,—and this is called play. This same little girl, now become a woman, dresses her children, prepares their and her husband's meals, and performs her other household duties with the same conscientious care she gave to her nursery tasks,—but this is called work.

The difference lies in the *state of mind*, not in the nature of the undertaking, nor in the purpose to be attained save as the purpose reacts upon the state of mind.

The problem for each individual is how to create a state of mind which to him spells play, and to carry that state of mind with him into the tasks which to the world spell work. When he has done this, he has transmuted his work into joy-giving play. And this can be done through the exertion of will power by any strong, wholesome, clear minded man or woman.

The man who has contributed toward solving a troublesome problem in science, commerce, banking, industry, law, or social or international relations, derives therefrom a more poignant and enduring pleasure than he who kills big game in Africa, or is crowned victor in international athletic games, or is the winner of a golf tournament. I do not mean to condemn or belittle these forms of recreation. On the contrary, I am convinced that when pursued with temperance they serve a useful purpose and deserve to be encouraged and stimulated. The thought that I would convey is that the atmosphere of the contest—the thrill in the exercise of the power to conquer which carries the hunter into the wilds of

the forest to track down and kill the powerful beast—can readily be diverted into other channels where the obstacles to overcome and master appeal quite as strongly to the imagination if not to the spirit of adventure, but where the results tend to add to the total of world values and increase the sum of human happiness, and are of a creative and re-creative nature rather than mere recreation.

There is no game more inspiring or more stimulating to the wholesome mind than the mastering of one's job—be it big or little, so long as it is one's job. No more alluring exploration was ever planned than the journey into that undiscovered land—one's own life. There is no satisfaction more exquisite than the pursuing of one's life plan, step by step, day by day, and seeing the creature of one's imagination mature into a vital and fertile reality.

There is implanted deep in the breast of every healthy red-blooded man a lust for power, in some form, which should be stimulated rather than stifled, provided it be directed into constructive channels and exerted to promote the progress of the world. The impulse to lead, to direct, to win, to master, may find expression in athletics or other sports, or in the larger games of commerce, of industry, of finance, of science, of law, where the stakes are higher, the consequences more far reaching.

The form which the expression of such impulses takes is frequently determined largely by the fortuitous influences of environment, and not by conscious volition on the part of the individual. But the individual *can*, if he will, direct such impulses into whatsoever channels he pleases. He can form the habit of giving them expression either in activities called work or activities called play. Whatever the character of the outward manifestation of such activities, the quality of the impulses and the spirit which permeates them will determine their true nature.

During the war the people of America responded—and wholeheartedly responded—to the Nation's call. The occasional slacker was branded as an unclean thing, to be shunned and treated with contempt. The fighting spirit of the Nation, aroused and diverted into the narrow channel of subordinating all else to winning the war, swept forward with irresistible momentum. The great stakes justified the immeasurable destruction in every form which the game entailed. Now that has passed and has left us in its wake problems of peace quite as important and in some respects more diffi-

## The TEXACO STAR

cult than those of war. The world does not need any reapers who do not sow. The slacker of today is no less a slacker because the armistice has been signed; the war is not yet over—that is, in certain quarters the spirit of the war still lives. The survival of this war spirit emphasizes the duty of every strong right thinking man to put forth the best there is in him toward helping quietly and unostentatiously but surely and effectively helping the world to recover its equilibrium. The orgy of destruction renders more imperative than ever before constructive and collective effort. The peoples of every nation and of every community of each nation are coming day by day to a fuller realization of the fact that the salvation of the world lies in work—well directed cooperative work—into which is unreservedly thrown the whole energy of the heart and mind and body. Work which rejoices in the zest of the contest, in triumphing over obstacles, in creating, in producing, in progressing, in achieving. Work, whatever may be its nature or importance as measured by the ordinary standards, which is clean and honest and useful, which is regulated by rules of fairness and good sportsmanship, and which is permeated by the exuberant spirit which the world calls play. Such work is freighted with peace and plenty and joy and happiness for the worker and all about him. Such work, godlike in its creative attribute, is included in and partakes of the nature of recreation.—*Edwin B. Parker.*

### A State of Mind

It was an early April morning in Houston. The sky was clear, the sun was bright, the air fresh and stimulating.

As I stepped into the elevator of my hotel, I said to the operator, "Good morning, glorious day." His response was, "Too cool for this season."

As I took my seat in the barber's chair I thought I would see if he was attuned to the perfect day, and accosted him with "Good morning, fine day." "Yes," he replied, "but I think it will rain before night."

As I stepped out on the street into the bracing air I thought of the remark of the elevator man and involuntarily shivered. I saw some fleecy clouds in the sky and thought of the barber's prediction of rain.

As I stepped from the elevator in The Texas Company Building to enter my office, the

bright cheerful face of the floor clerk, sitting at her desk behind a vase filled with fresh beautiful roses, seemed to radiate sunshine and cheerfulness. As I passed she greeted me with "Good morning, perfect day,"—and this true note of harmony with her surroundings, with the sun and the sky and the pure air and the attractive building, struck a responsive chord in my heart, drowned the discord created by the elevator man and the barber, and sent me to my desk filled with good cheer and energy and better prepared to cope with the day's work.

Perhaps ill health and reverses and worries are responsible for the barber's and elevator man's state of mind, which looks past the beauties and sees the faults in everything, anticipating troubles that never come. But I wonder if in the majority of such cases this state of mind does not produce worries and reverses and illnesses, rather than being produced by them.

Certain it is that worries and troubles and ailments can not live and thrive in the same atmosphere with that floor clerk who sent me to my work with a song in my heart. Let her be an example to us all, not only to eradicate troubles and worries and disease from our minds and hearts and bodies by letting sunshine in, but to give every other fellow we meet a boost and help him to get the maximum of joy out of life.—*Edwin B. Parker.*

Let us all avoid a dissatisfied, but not an unsatisfied, state of mind. Dissatisfaction begets unhappiness. Unsatisfaction begets progress.

The greatest fun and happiness flow from putting things into, rather than from taking them out of life. He who puts the most into life takes the most out of it.

### Phony Titles

I have a friend who is not and never was a colonel but nevertheless bears the title. He claims to have won it in a raffle.

I wish they would stop calling me "Judge." I am not a judge and never was. I am not even in the practice of law, but am in business. For a long time I have hesitated to say anything about this, feeling that it was too personal. But I cannot refrain from now appealing to my friends and to the members of The Texas Company organization to "cut it out."

—*Amos L. Beatty.*

## The TEXACO STAR



Norfolk Terminal—April 5, 1921  
View from top of Virginia Railroad drawbridge, looking west.

### NORFOLK TERMINAL, NORFOLK, VIRGINIA

THOMAS WALL, Superintendent Norfolk Terminal

Norfolk is bounded on the north by the Norfolk District Sales Building of The Texas Company, on the east and west by numerous Texaco filling Stations, and on the south by the Norfolk Terminal of The Texas Company.

We wish this article was to be about Norfolk in general, for The Texas Company so permeates the city that there is no end of interesting things that could be said. We understand, however, that the Norfolk District of the Sales Department is to be heard from in the next issue of *The Texaco Star*.

This brief account is to touch only on the southern boundary line of Norfolk, namely, the Company's Terminal at Norfolk. Of course our Terminal does not bound the entire southern line, but it is a plant consisting of 150 acres and, in our eyes at least, stands out as the most prominent boundary of this city of 115,000 inhabitants.

Norfolk Terminal is located on the Southern Branch of the Elizabeth River, about one mile above the Norfolk and Portsmouth Navy Yard.

The original purchase of land for Norfolk Terminal consisted of 10 acres of swamp land, and before any construction was started on the Terminal it was necessary to raise the grade of the land. This was done by bulkheading along the water front and pumping the mud and sand from the Elizabeth River inside the bulkhead by the use of a pump dredge. This operation was started early in 1909 when Edward Shropshire assumed the duties of Superintendent at Norfolk Terminal.

After three years of progress Mr. Shropshire was transferred to Charleston and was succeeded at Norfolk by Thomas Wall, who

came from Portland Terminal. During Mr. Shropshire's stay at Norfolk four 10,000-bbl. tanks and one 55,000-bbl. tank, a boiler house and pump house, and a small warehouse were constructed. The boiler house had four 30 h. p. boilers and three small pumps. The warehouse was a small wooden building which was used for the storage of package goods and the cooperage and painting of barrels.

Since 1912 Norfolk Terminal has grown steadily. Additional acreage has been purchased, and loading racks and modern buildings have been constructed in order to take care of the increased business.

The year 1916 marked the completion at Norfolk of the first of the Northern Terminal Asphalt Plants. This installation required additional steam capacity and included the erection of a new Boiler House equipped with boilers, total capacity 1,250 h. p., and a number of large and small storage tanks with lines.

In the year of 1918 a very large construction program was launched at Norfolk Terminal. This included several 64,000-bbl. storage tanks, new Generator Building, new Car Shop, Pump Houses, Concrete Dock, and extensions to tank car loading racks; also the construction of the new Compound and Cooperage Building was begun. The Dock and the Compound and Cooperage Building are on a par with the most up-to-date and expensive construction of their kind in this territory.

The Compound and Cooperage Building is a five story concrete building, as complete in every detail for its type as any in the oil industry. The design, equipment, and construction shows the thorough thought and careful planning given by our engineers. It is equipped

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Norfolk Terminal—April 5, 1921

View from tower built at intersection of Virginia R. R. and Norfolk and Portsmouth Belt line R. R. south of plant.

with elevators, lowerators, barrel hoists, and everything necessary to carry on the different operations in an efficient manner.

The Steaming, Washing, and Drying Plant for the cleaning of empty wood barrels and steel drums is located on the fifth floor, where they are thoroughly washed and dried. Wood barrels, after inspection, are passed down to the fourth floor to the Cooper Shop; and from the Cooper Shop, where they are repaired, to the third floor for painting, branding, inspection, etc. From the third floor they are passed to the first floor, where they are filled with Texaco products. The steel drums which have been cleaned on the fifth floor are passed directly from the fifth to the first floor into our filling rooms.

The buildings stand on the banks of Elizabeth River as a monument to The Texas Company products, a monument conceived and completed in its entirety by The Texas Company's executives, engineers, and employes. The employes at Norfolk Terminal are very

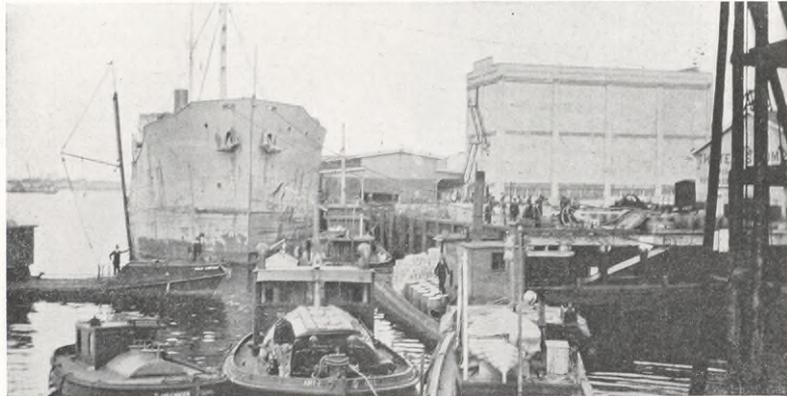
proud of its buildings, equipment, and the Texaco efficiency which they typify; and they can justly be proud, for Norfolk Terminal is one of the most complete and up-to-date oil terminals in the country.

Besides its Asphalt Plant, our Terminal is equipped with both large and small tankage for the handling of all kinds of refined, fuel, and lubricating oils. The capacity for box car shipments is enormous.

The loading racks have a maximum capacity of about one thousand tank cars per month. Our railroad shipments are handled by the Norfolk and Portsmouth Belt Line Railroad, which connects with all of the seven railroads out of Norfolk.

The Elizabeth River, which empties into Hampton Roads, affords a good inlet and outlet for ocean-going steamers and puts a constant demand on the Terminal for bunkering.

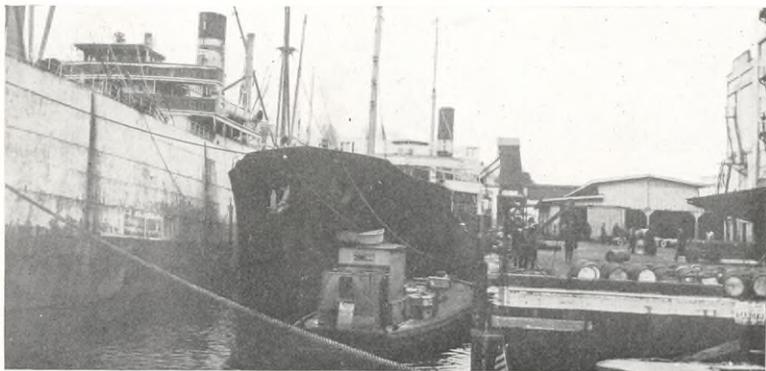
At the time of the World War the Government erected an immense Supply and Army Base at Hampton Roads, adding very consid-



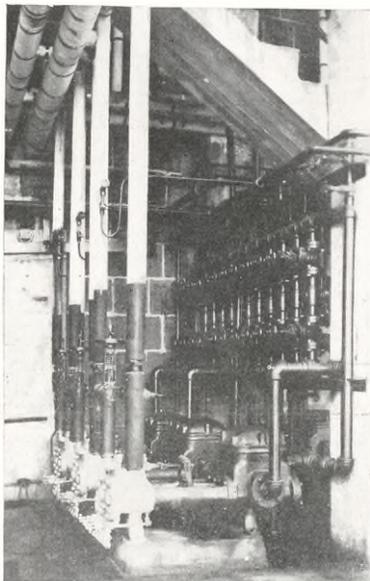
A busy scene

Unloading S. S. *New York* and handling many small freight boats at the same time. Quick efficient service is our motto, which explains the busy scene.

## The TEXACO STAR



Our new S. S. "New Jersey" unloading—Foreign Tanker loading



Compound manifold of lubricating pumps

erably to industries at Norfolk. The Government expended \$30,000,000 at the Army Base and \$40,000,000 at the Naval Base. Of this amount, \$5,000,000 was expended for dredging the harbor from Hampton Roads, which is the

entry from the Atlantic Ocean. The channel was dug 45 feet deep to a point one mile below Norfolk Terminal. From that point to Norfolk Terminal we have a channel 25 feet deep which is being surveyed by the Government to increase it to a depth of 35 feet.

During the last ten years Norfolk Terminal, while steadily increasing in size, has increased enormously as to receipts and shipments, making it necessary to purchase land on three different occasions.

We take off our hat to the Sales Department in Norfolk, and they in response return the compliment by saying that one of the reasons for their large increase in business is due to the prompt and efficient handling of orders out of Norfolk Terminal.

This is the spirit which uplifts Texaco everywhere, and much credit is due the work force that makes it possible. The Terminal force has varied during the last two years from 350



Rear view of Compound and Cooperage Building Showing end of Norfolk-Portsmouth Belt Line tracks.

## The TEXACO STAR



Triplex hose for loading gasoline in tank cars  
Solid connection with pipe to the bottom of car, using  
W. K. Holmes' patent dome cover to save loss by evap-  
oration.

to 125. It boasts of many old timers, men of long and loyal service. At the time of this writing their service record is as follows:

|                            |     |
|----------------------------|-----|
| Less than 1 year . . . . . | 12  |
| 1 to 2 years . . . . .     | 10  |
| 2 to 3 years . . . . .     | 25  |
| 3 to 4 years . . . . .     | 30  |
| 4 to 5 years . . . . .     | 13  |
| 5 to 6 years . . . . .     | 11  |
| 6 to 7 years . . . . .     | 13  |
| 7 to 8 years . . . . .     | 0   |
| 8 to 9 years . . . . .     | 4   |
| 9 to 10 years . . . . .    | 5   |
| Over 10 years . . . . .    | 2   |
|                            | 125 |

The oldest employee at Norfolk Terminal is "Whitie," to be exact, Edward White, Office Janitor. White has been at Norfolk Terminal twelve and a half years, and his title, Office Janitor, is by no means adequate. He is expert farmer, chef, goat tender, and auto polisher, not to mention some even higher accomplishments such as duck picker, holly gatherer, and turkey guard. It's no wonder everyone likes Whiteie, for his versatility is only surpassed by the faithful conscientious service which he renders everyone.

Norfolk Terminal finds a soft spot in the hearts of many a Refining Department man,



S. S. "Texas" leaving dock at Norfolk Terminal  
Steamers can dock drawing 26 feet of water. The chan-  
nel from the ocean to Belt Line Railroad just below our  
Terminal has depth of 35 feet.



Patent Tub Carrier

Idea of one of our employes, used for cleaning tank cars. One man can handle.

for many have added their bit to make it what it is. Many of them lived in the serene and happy atmosphere of Norfolk Terminal and took with them to new fields a spirit of progress born of their sojourn at Norfolk. Among these, occurring to us off-hand, are W. S. S. Rodgers, Jr., P. L. Drake, S. Hallager, C. E. Olmsted, L. A. Taft,—but we can't name all for lack of space.

The present Terminal force, therefore, is not the only group proud of Norfolk Terminal, for there is in addition an equally large and loyal group scattered now through almost the entire Refining Department.



Superintendent Thomas Wall

A snapshot purloined by the editor on a recent visit to Norfolk.

(See inside back cover for map, and *Departmental News* for three more pictures.)



Arnold Pump Station of The Texas Pipe Line Company—Brazoria County, Texas

View looking north from top of one of the steel tanks, showing the water almost over the top of the old levee on the west side of the station, with men and teams working desperately to build the second levee which saved the day.

## FIGHTING THE BRAZOS RIVER FLOOD

H. FOWLE, Superintendent Houston Division, The Texas Pipe Line Company

We believe the readers of *The Texaco Star* will be interested in some views of the actual conditions as they have existed in the West Columbia Field, Brazoria County, Texas, since April 29 and which continue today, May 20, caused by unusually heavy rains throughout the water shed of the Brazos River. Also, we are sure they will appreciate the intelligent and determined work, day and night without ceasing, by which the local force under District Foreman E. L. Newman fought against the rising flood until they succeeded in protecting the Company's property and saving it from the heavy losses that would have been sustained had this station been flooded. Their slogan was—"It shall not pass!"

The water is now beginning to subside, and as no heavy rains have fallen within the last week we are hopeful that the river will gradually recede to its normal condition. At present it is a stretch of water thirty miles wide from West Columbia to Sandy Point.

When it was seen that the first levee would not hold, the utmost efforts were put forth to get the second levee built before the first failed. This second levee saved the day. The Texas Pipe Line station and the Sinclair station were the only pump stations running in the flooded section. Our levees around Arnold Station gave the Sinclair Station protection against the

flood, and Mr. Sloan, Superintendent of the Sinclair Pipe Line Company, shared in the expense.

During the flood period Arnold Station handled by gravity an average of 21,258 barrels of oil a day, and it can be readily seen what a serious situation might have arisen.

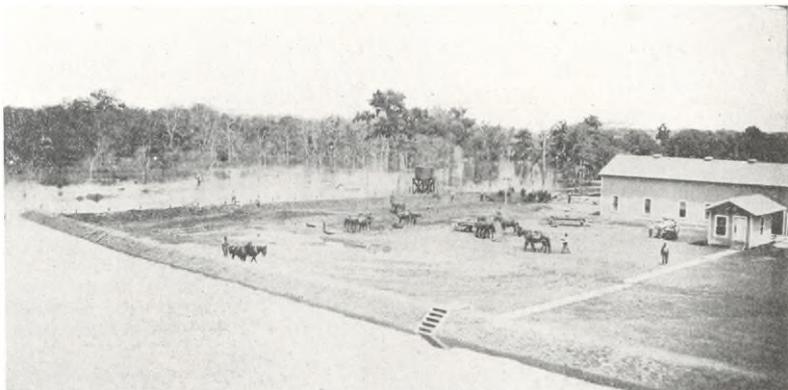
Great credit is due Mr. Newman and his



West Columbia—Main Street

At a point near the Humble Oil Company's warehouse, looking down Main Street toward the Brazos River.

## The TEXACO STAR



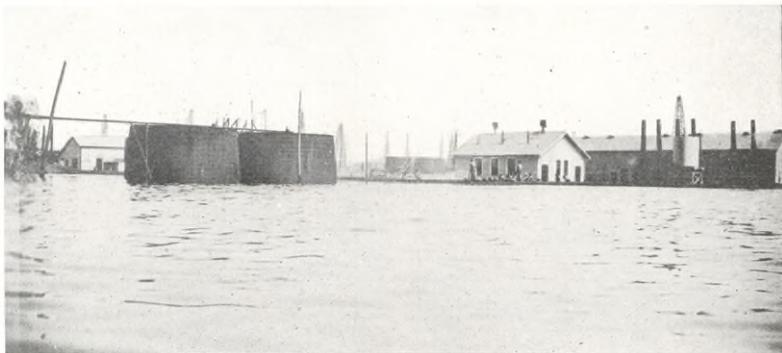
Arnold Pump Station after the old levee was submerged

crew for their indefatigable spirit and work in forestalling the destructive elements of nature. Vigilance and toil were never relaxed for a moment day or night. Hundreds of bags of sand were distributed at convenient points, and weak places were immediately strengthened and reinforced with lumber, several thousand feet of lumber being used. Working up to their armpits in water our men thus reinforced the old levee and kept back the water until a new and higher levee was thrown up inside the old one. Naturally we are all proud of this achievement.



Gulf Pipe Line Company's Pump Station

On the Mike Hogg Lease, east of our Arnold Station. The station is built two feet above ground, the depth of the water is five feet. This site has about the same elevation as our Arnold Station.



Arnold Pump Station protected behind its levees

Note the men standing on the levee, which is about 100 feet from the nearest building. View looking south. The Sinclair pump station at the left.

# The TEXACO STAR

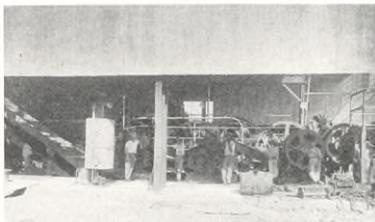
## VIEWS AND NEWS FROM JAMAICA



Home of The Texas Company, Kingston, Jamaica, B. W. I.  
The offices are in the front building, the warehouses in the rear.



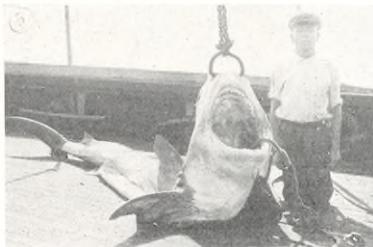
On Parnassus Estate, Jamaica  
Twenty-six cottages for laborers are all covered with  
Texaco roofing.



On Sevens Estate, Jamaica  
They use Texaco exclusively.



Man-eating shark—twelve feet long  
Caught by Capt. Forest and Mr. Bray in front of the  
residence of our local Manager. It is believed that this  
is the monster that bit off Miss Adeline Lopez' leg,  
fatally injuring her, on March 13, 1922, two weeks before  
it was caught.



Same shark, hauled on board S. S. "Relief"

## The TEXACO STAR

Left to right:

*Sitting*

Wm. Bray, Local Mgr.  
Miss O. Thwaites, Steno.  
I. H. McIntosh, Acct.

*Standing*

R. De Sousa, Salesman  
I. M. Rennie,  
Warehouseman  
R. Taylor, Clerk  
A. De Sousa,  
Customs Clerk



Office Staff, Kingston, Jamaica



Same shark dissected

Showing 38 young sharks. The liver is also visible, from which was obtained almost half a barrel of oil.

Smaller and of a different species, caught by Mr. Mitchell Hedges of Kingston. The little boy standing on the shark is Tommy Bray, son of Manager Bray; he had a narrow escape, as he was only four feet away from the little girl who lost her life when these monsters were infesting the waters around our bathing beach. We are very glad that we got both of them.



Another shark

### ATTENTION, TYPISTS

By T. L. Palmer, Clerk, Savannah Agency, in "The Right Way Magazine," Central of Georgia Railway.

So much has already been said in *The Right Way* about "Stop the Waste," and the subject has been so well covered by other employes I hardly feel that I can make any additional economical suggestions, other than concerning the use and proper care of typewriters.

Did you ever stop to consider how much money our Company puts out annually for typewriters, and how much is spent annually for repairs to the machines in use?

I understand that the average life of typewriters in the Road's service is about five years. From my own experience, I think this is a very short life for a typewriter when properly cared for and operated by a competent typist. The machine I personally use has been in active service now for four and a half years, and I feel safe in saying that it can be used easily for another five years. If all employes on the Central of Georgia System who use typewriters follow the suggestions outlined below, I am sure they can prolong the life of their typewriters ten years.

1. See that it is properly covered when knocking off at night or when not in use.
2. Clean the types with a brush and gasoline first thing each morning.
3. Wipe off the cylinder with denatured alcohol now and then.
4. Keep the rods and all running parts

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oiled and free of gummy dirt and dust.

Typewriters are one of the most important items of equipment in an office and are also very valuable property, and now that we are having this "Stop the Waste" campaign I think this is a good time for all employees using them to think it over and see if they cannot reduce this yearly expense.

Mr. William Jervis, Manager of The Texas Company's Railway Traffic and Sales Depart-

ment, draws attention to this article in *The Right Way Magazine* of the Central of Georgia Railway. It was sent to him by District Manager J. F. Ryan of Atlanta, with the comment: "As there are hundreds of machines in use in The Texas Company the suggestions might stop the waste with us. As an ex-stenographer, I know that cleaning the types each morning and cleaning the rods and running parts each day will make the machine last as long as the operator."

### THE WILDCAT

JACK TOLMAN

We had a "hunch" that oil was there  
And so we hired a good "Rock-Hound"  
Who said he thought "the prospect fair"  
When he had viewed the country round.

We got the leases very cheap,  
The terms were liberal as could be,  
And then we let a contract—deep—  
Which covered each contingency.

At least we thought it covered each  
And everything which might occur—  
Its twenty pages made a "peach"—  
Though "lacking all interpreter."

At last the derrick stills were hauled,  
And then it rained a solid week  
And all the trucks and teams were stalled  
At crossing over Rocky Creek.

You never heard about the strike  
They pulled, up on the N. G. P.,  
Because the "workers didn't like  
To work from nine till half-past three."

But it delayed us for ten days  
And then we found we'd only four  
To get "rigged up" and light a blaze  
Beneath the "pot" and start to bore.

We used three shifts, eight hours each,  
And worked each second—day and night—  
With every aid of thew and speech,  
And "spudded in" by candle-light.

The lessors all were walking round  
And betting that we'd not succeed  
And they'd recover all their ground  
And get a million for a deed.

We fooled them, though, and "turned the trick"  
Before we started for "the hay,"  
Though some were very nearly sick  
And some slept for a night and day.

Thus having met our obligation,  
We fired her up and "balled the Jack"  
And "shoved the hole" to beat creation  
Without a thought of looking back.

You never saw a drilling rig  
That worked like ours forty days,  
And then we hit a boulder—big  
And tough and angled twenty ways.

Of course we "jumped a collar" and  
We promptly ran an overshot,  
And pulled the bit up through the sand  
Although we very near got caught.

We overhauled and straightened things  
And started in to drill again;  
But soon the engine broke its rings  
Just as we had another rain.

Somehow the fuel oil gave out  
About the time we "jumped" once more;  
And we were stuck, beyond a doubt,  
And everyone got mad and sore.

We fished with overshot and spear,  
With taper-tap, slip-socket, hooks,  
And special tools both new and queer,  
And even some got out of books.

At last we "hooked her" good and tight  
And "rigged nine lines" to make a pull—  
The boiler blew up out of sight,  
Although the water-glass was full.

Of course we knew we had a jinx;  
So got another crew outright,  
A driller who looked like a Sphinx  
And dandy "roughnecks" strong and bright.

We tried to "side-track"—tried to "shoot"—  
Tried every trick five long weeks more;  
And then we skidded thirty foot.  
And once again began to bore.

For twenty days and twenty nights  
There wasn't nary slip nor hitch,  
And then a "twister" broke our lights  
And piled the derrick in the ditch.

Nothing dismayed, we built anew  
And tightened every screw and bolt,  
And once again we got a crew  
Who swore they'd stand for any jolt.

God bless their tough old leather hides!  
They put her down and set the "eight,"  
Then took some nearby girls for rides  
And didn't get to camp till late.

Drilling around three thousand feet  
We had a first-class show of gas,  
Then hit a rock. Joy was complete—  
The great big strike would come to pass!

## The TEXACO STAR

### LAW CURRENT

Edited by Rob't A. John

**Foreign Corporations.**—The general rule that a state may exact any condition, not prohibited by Federal Constitution, under which a corporation, chartered elsewhere, might migrate into and enjoy the same privileges as a domestic corporation of doing business within a state, has been modified by a decision of the Supreme Court of the United States. Local jealousy of the Federal Judiciary has brought about the passage of statutes which permitted the state authorities to cancel a permit or license to a foreign corporation whenever, based upon the fact that it was a foreign corporation, it sought to remove any case brought against it in a state court to the federal court. This has heretofore been upheld as within the rights of the particular state. A recent decision by the Supreme Court of the United States has overturned these decisions, and declared such statutes unconstitutional. The case is *Terral vs. Burke Construction Company*, 66 Law Edition 223. The case is of interest because it overrules not only the statutes of the State of Texas on this subject, but those of numerous other states.

**Auto Collisions.**—The statute of the state makes it a penal offense with rather severe penalty, including jail sentence, for a person driving an automobile, who strikes another person inflicting an injury, and thereupon fails to stop and render to the person so struck "all necessary assistance." After this rather general requirement, it then expressly includes "the carrying of such person to a physician or surgeon for surgical or medical treatment, if such treatment be required, or if such carrying is requested by the person struck." The temptation to the autoist is to speed away that neither he nor his car can be identified, and this was supposed to be protected by the ancient rule that a person was not required to render evidence against himself, and to stop and offer assistance would be an acknowledgment that he was the party that

inflicted the injury. The Supreme Court of the State of Texas holds otherwise and sustains the statute. It holds that not only must the express assistance, such as carrying the injured person to a physician or surgeon, be rendered; but under the general clause, such other assistance as an ordinary person would conclude to be proper and necessary in the premises. *Scott vs. State*, 233 S. W. 197.

**Drilling Against Litigation.**—The Commission of Appeals of Texas has presented to each oil operator, where title to the land upon which he is operating is in litigation, a puzzle for him and his attorneys to solve. It holds that if his lease contract requires drilling, he must drill notwithstanding the law suit. He can only refuse to drill because of litigation when the suit has been brought by his lessor to cancel his lease. The argument is that if he has a good title, he is in no danger of losing, and therefore must drill under his contract; if he has no title, he oughtn't to be on the premises, and, if he drills at the insistence of his lessor, he does it at his own peril. In other words he or his attorneys must guess the title correctly or his lessor may take the lease back, or, if he drills, may lose the money if he guesses wrong. In theory this may be correct, but because of the imperfections of human institutions it has no practical value.

The lease in this instance was an option lease. The court distinguishes the present case from the case of *McAllister vs. The Texas Company* [223 S. W. 859] by holding that the lessor in that case was the adverse litigant, while in the present case the doctrine is different because third parties were litigating with both lessor and lessee. *Texas Pacific Coal & Oil Company vs. Patton*, 238 S. W. 202.

**Profiteering.**—It has been held by the Supreme Court of New York (*People ex rel. Durham Realty Corporation vs. LaFetra*, 130 N. E. 601) that a statute forbidding a landlord from charging more than a reasonable rent for the use of his property in a case of house shortage is merely a police regulation prohibiting a person from using his property oppressively, and is within the police power.

Five days, five nights, five feet were made  
And then the drill dropped twenty feet—  
We pulled and cored. She "showed a shade"  
Of "color" when we gave her heat.

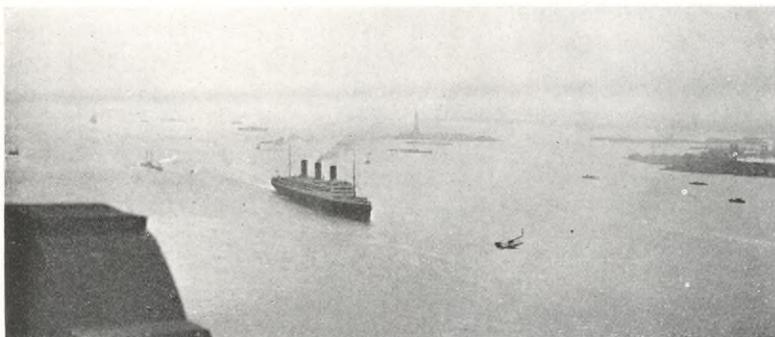
A screen was set; connections fine  
To choke her when she "blew" were set;  
A bailer and a bailing line  
Were all the things we had to get.

When we "test out" tomorrow morn,  
Will she show B. S., salt, or oil?  
We'll either wish we weren't born,  
Or else to Paris hike to spoil.

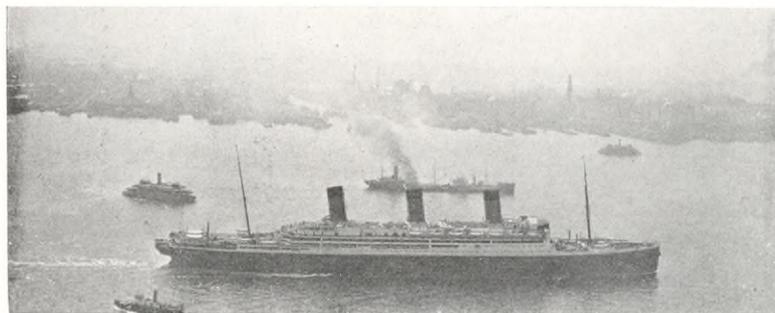
*L'Envoiy.*

If you don't weaken, it's the life:  
If you have nerves and thews of steel  
And really care for woe and strife,  
The "wildcat game" is quite ideal.

## The TEXACO STAR



S. S. "Majestic" entering New York Harbor on her Maiden Voyage, May 16, 1922



Photographed from roof of Whitehall Building, 17 Battery Place, by H. M. Diggs, Executive Department.—first view looking southwest toward the Statue of Liberty, the second looking west as she crossed the line of Battery Place.

### CRUDE OIL PRICES AT WELLS

June 1, 1922

|                      |        |                     |        |
|----------------------|--------|---------------------|--------|
| Pennsylvania ....    | \$3.25 | Bull Bayou .....    | \$1.90 |
| Corning, O. ....     | 1.90   | Crichton .....      | 1.75   |
| Cabell, W. Va. ....  | 2.11   | Caddo Light .....   | 2.00   |
| North Lima .....     | 2.48   | Caddo Heavy .....   | 1.25   |
| South Lima .....     | 2.48   | Vinton .....        | 1.25   |
| Indiana .....        | 2.28   | Jennings .....      | 1.25   |
| Princeton, Ill. .... | 2.27   | Orange .....        | 1.50   |
| Illinois .....       | 2.27   | Spindletop .....    | 1.25   |
| Canada .....         | 2.88   | Sour Lake .....     | 1.25   |
| Somerset, Ky. ....   | 1.90   | Batson .....        | 1.25   |
| Ragland, Ky. ....    | 1.00   | Saratoga .....      | 1.25   |
| California Light. .  | 2.45   | Humble .....        | 1.25   |
| California Heavy. .  | 1.10   | Goose Creek .....   | 1.25   |
| Wyoming .....        | 1.40   | Markham .....       | 1.25   |
| Kansas and Okla. .   | 2.00   | West Columbia ..    | 1.25   |
| Eldorado .....       | 1.75   | Corsicana Light. .  | 1.30   |
| Cushing .....        | 2.00   | Corsicana Heavy .   | .75    |
| Hewitt .....         | 2.00   | Mexia .....         | 1.50   |
| Headton .....        | 1.00   | Electra, Perolia .. | 2.25   |
| Homer .....          | 2.00   | Ranger .....        | 2.25   |
| De Soto .....        | 2.00   | Burkburnett .....   | 2.25   |

All good things may be had for a price, and you must be willing to pay for them in the coin of the realm, which in the thought-world means patient, persistent, unending effort. Thinking constructively means work, constant work, and not easy work.—*Benjamin Johnson.*

Of all the contrivances for cheating the laboring classes of mankind, none has been more effective than that which deludes them with paper money.—*Daniel Webster.*

He who aids to clog the wheels of commerce, embarrasses a whole nation.—*Daniel Webster.*

It might be a pious idea for the people who "raise" funds to do a little more in the way of creating funds. There are too many folks "raising" what other people make.

—*Geo. M. Bailey.*

Small neglects cause serious wastes.

# The 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.          | C. K. Fletcher, Fort Worth   |
| Ry. Traffic & Sales Dept.  | J. A. Brownell, New York     |
| Marine Dept.               | { J. Nicholle, Port Arthur   |
| Legal Dept.                | { H. Norris, New York        |
| Treasury Dept.             | { H. Tomfohrde, Houston      |
| Comptroller's Dept.        | { H. G. Symms, Houston       |
| Insurance Dept.            | { R. Fisher, New York        |
| Sales Dept. S. Territory   | { B. E. Emerson, Houston     |
| Sales Dept. N. Territory   | { P. A. Masterson, New York  |
| Asphalt Sales Dept.        | { C. M. Hayward, New York    |
| Export Dept.               | { R. C. Galbraith, Houston   |
| Purchasing Dept.           | { Personnel Committee, N. Y. |
| Producing Dept.            | { J. I. Smith, New York      |
| Pipe Lines                 | { J. B. Nielsen, New York    |
| T. T. Co. of Mexico, S. A. | { J. A. Wall, New York       |
|                            | { J. T. Rankin, Houston      |
|                            | { Otto Hartung, Houston      |
|                            | { Fred Carroll, Houston      |
|                            | { C. W. Pardo, Tampico       |

## REFINING DEPARTMENT

WATER SHIPMENTS BY THE TEXAS COMPANY FROM  
PORT ARTHUR, TEXAS, MONTH OF MAY 1922

|                         |                 |
|-------------------------|-----------------|
| Refined—Coastwise ..... | 594,838 bbls.   |
| Refined—Foreign .....   | 502,453 bbls.   |
|                         | <hr/>           |
|                         | 1,097,291 bbls. |
| Crude—Coastwise .....   | 16,221 bbls.    |
| Crude—Foreign .....     | 45,417 bbls.    |
|                         | <hr/>           |
|                         | 61,638 bbls.    |
| Total .....             | 1,158,929 bbls. |

**N. Terminals Office.**—Two of our dear friends and associates, Miss Roos and Miss Cullinane have suffered the loss of their mothers and we wish to extend to them our heartfelt sympathy.

**Providence Terminal.**—Superintendent Hallager is wearing a broad smile these days—a bouncing baby boy, Sigurd, Jr., on April 25th. Congratulations, Mr. and Mrs. Hallager.

Jack Mullin was united in marriage to Miss Emily Frances Bierne on April 19 at the Church of The Sacred Heart. The boys were all down to see the newlyweds off on a trip and gave them a rousing send off.

We extend our sympathy to Ray Mulligan, whose father died on April 22.

The activities of the Bowling League of Providence Terminal were brought to a grand finish with a big dinner Wednesday evening, May 3rd. After the dinner, in a short business meeting new officers were elected: J. F. Rod-

ican, Chairman; P. J. Burns, Secretary; H. C. McAnall, Treasurer. Chairman A. G. Price then turned the gathering over to M. Halpern as toastmaster. The entertainment committee, H. C. McAnall, chairman, J. F. Rodican, and Wm. Hallam, brought on some of the best entertainers that have ever been put before a Texaco audience. Some speeches were made and the prizes for the season were distributed. The championship cup went to the Bulk Oil Team,—Skellely, Captain, Carden, Rodican, Mulligan, Murphy. The high average and the high string prizes were captured by A. G. Price. Don W. Herron won the high single. The Warehouse Team held high team single.

The bowling team of Providence Terminal defeated the Norfolk Terminal Team on May 11th, in a match rolled 1 y wire—five strings straight and a margin of 270 pins in the total. In a previous match Norfolk won from Providence by 9 pins, but in the second match, Providence came back strong, Carden being the star with a high single 136 and a total 623. The match was rolled with duck pins, but only two balls used. This proved no handicap—one ball would have been sufficient for some of the boys. The rubber match will be played May 18th, results wired at end of each string.

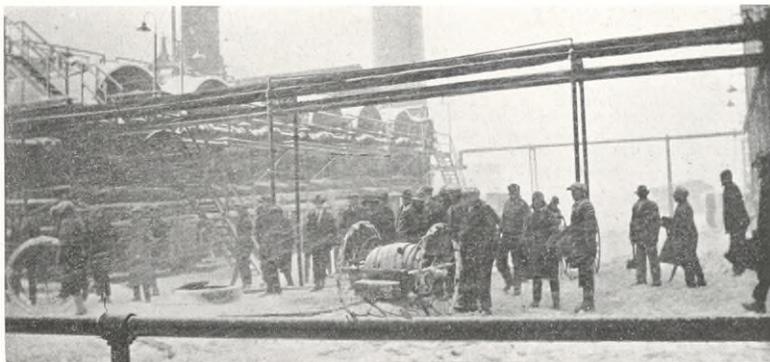
**Norfolk Terminal.**—Miss E. J. Opferkuch, our very efficient nurse and faithful friend, left us on April 29. We believe she was almost as sorry to leave as we were to have her go. She has everybody's warmest regard and best wishes.

P. L. Gumaer left for his home in Nutley, N. J., on April 25, having announced on the previous Saturday evening to a little gathering



Ladder rack in use at Norfolk Terminal  
Protection from weather as a safety measure and an efficient hanging place to take care of ladders.

## The TEXACO STAR



In the sunny South  
A fire drill at Norfolk Terminal in the heaviest snow storm within six years. The first stream was on in 51 seconds—record time. Similar drills are held twice a month.

that on the following Saturday he expected to throw off the bonds of bachelorhood by taking unto himself a wife. To round out the evening, Clarence T. Edwards, who succeeded Mr. Gumaer as Power Engineer, informed us that he too was to be married on May 12. A token of regard was presented to Mr. Gumaer. It is doubtful whether any other man has won such sincere regard and respectful admiration as he has in such a short time. He left behind him a personality that will stick in the minds of the men with whom he came in contact; that will give a standard for comparison as business grows heavier and the eight-hour day seems too short for all the work to be done, and it will stimulate a desire for thoroughness for the pleasure it gives.

### RAILWAY TRAFFIC AND SALES DEPT.

Our relations with the Central of Georgia Railway are very friendly. We have furnished them practically all their lubricants for several years, and the use of our oils has helped them in saving fuel. In data they send us from time to time showing their activities in saving fuel, we have the report of an address by Dr. A. L. Taylor, colored, delivered at a meeting of their colored firemen at Columbus, Ga., on May 14. The remarks of this colored Doctor to his race on saving for the railroad company are so good that Mr. Noble suggests that the following extract be reprinted in *The Texaco Star*:

When you save for the company, you are saving for yourselves. You may not see it, but you are. You are getting the habit of saving and that is worth money to you. If you see a light burning in a car in the daytime and you are too lazy to turn it off, you will go home and let a light burn there in the daytime because you have not learned the lesson of saving. The lesson is worth dollars to you, and you ought to be glad that the railroad is willing to teach it to you. If you have the habit of being wasteful, get rid of it. There is only one way to get rid of a habit. Rub it out all at once. You can't get rid of it little by little. *H-A-B-I-T* spells habit, and if you rub out the first letter you have two words left, *A* and *BIT*. If you rub out the *A*, you still have *BIT*. If you rub out the next letter, you have *IT*, which is another word, and if you rub out the *I* you still have *T*, which stands for something you drink.

We regret the death on April 29 of James J. Schermerhorn, Car Foreman at Bayonne.

We also regret to report the death of Savas Evans, of Sales Accounting. He had been with us a short time, but his friendly way and cheerful cooperation will be missed by his associates.



Safety Bulletin  
Near Gate House at rear of plant.

Save when you have a chance.

## The TEXACO STAR

### SALES DEPT. S. TERRITORY

W. P. Campsey, who is "health-cating" at Dublin, Texas, reports a gain of two pounds. Evidently the good wishes of his fellow employes, together with an unlimited supply of milk and eggs are having some effect.

**Houston District.**—Due to increasing business in Hebbroville territory an Agency was opened there May 18 with Preston Dannelly as Agent.

Assistant Agent J. G. Cox of Marfa has been appointed Agent *vice* F. M. Smith resigned. Good work and enthusiasm won Mr. Cox this position.

Mrs. C. C. Kinney, who came as a ray of light into the D. O., is our bookkeeping machine operator and the entire Office wishes her a very prolonged stay.



Rosenberg, Texas Station

Notable for cleanliness. Agent R. M. Jones is a hard and constant worker.



100% Texaco Filling Station at Gonzales, Texas

Owned by Mr. Cleveland who as a bookkeeper in our Gonzales Station learned to know the quality of Texaco Oils. He is an ardent believer in advertising the products he sells and his motto is Texaco or nothing.

**Dallas District.**—Our spring house cleaning is over, as the renovating of the D. O. Building, construction of new Dallas Station, and various changes in the location of offices have been completed. We are proud of it all and feel well repaid for the inconvenience while the work was in progress. The congestion is relieved and working conditions are much improved for efficiency as well as comfort.

Dallas District has opened four new stations: Alvarado, Roby, Carrollton, and Garland, with respective Agents Sam T. Bishop, Jr., R. W. Barlow, Jack Coe, O. E. Skipwith. These and their families are heartily welcome.

C. D. Rucker has been checked in as Agent at Waco—a well deserved promotion.

We extend sympathy to Miss Margaret McGrath, for the loss of her father.

Our baseball team on May 13 played a 12-inning game which went scoreless until the Hesse Envelope Co. team made two runs in their half of the twelfth. It was an unusually brilliant game for amateurs.

**Oklahoma District.**—A new drive-in Filling Station was opened at Chickasha on May 20. Sup't Carroll, who was on hand, says it is the prettiest little station he ever saw. We hope to have a picture of it in the *Star* next month and let you all see how it looks.

R. R. Jackson, Creditman, has the honor of being a Delegate to the National Creditmen's Convention at Indianapolis, Ind., all expenses paid June 6 to 9. Texaco a winner every way.

We welcome to the Texaco family new agents W. H. Scott of Shidler, C. M. Souter of Hominy, and W. H. Dotts of Perry, Okla.

W. E. O'Neill paid us a flying visit in May and we were glad to see his smiling face. We've promised to increase our roofing sales.

**Denver District.**—C. C. Parker is the most recent addition to our D. O. force—just transferred from Houston and now performing the duties of Sales Record Clerk, Lub. dept.



Motor Sled

A motor sled constructed by some staunch friends of The Texas Company at Gunnison, Colorado. They used Motor Oil Medium to lubricate the engine at temperatures ranging down to  $-20^{\circ}$  F. They report they never experienced the least difficulty with the lubrication.

## The TEXACO STAR



Mountain Cottage Home

Mrs. M. E. Fitzmaurice of Denver D. O. has this cottage near Evergreen, Colorado.

**New Orleans District.**—Our District gained  $38\frac{1}{4}\%$  in Lube Sales for April 1922 over April 1921, placing us second only to Atlanta District.

B. D. Carruth, New Orleans City Salesman, makes it a practice when selling to a new customer to see to it that his tank is perfectly clean, if necessary sending the tank out to the warehouse to be cleaned. This has had a good effect, as in some cases he has found as much as two and three inches of dirt and sediment in the bottoms of the tanks.

George D. Klarr, Price Clerk in the D. O., has announced that his wedding to Miss Pearl Meyers, of this city, will take place June 14. May their wedded life be long and happy.

On May 12 all employees of the District Office and of Arabi, Harvey, and New Orleans stations, with their families and friends, held their Annual Texaco Basket Picnic. This year the affair was given on the palatial excursion steamer *Capitol*. The crowd of over 640 people included numerous good customers who availed themselves of our invitation to join us in the day's frolic. In addition to the home crowd we had with us some distinguished visitors including W. E. Bradford, J. C. McCullough, and L. O. Trepagnier. The photograph shows the boat just before leaving the dock at 9 a. m. Only a small part of the crowd is seen, as at the time the picture was taken the steamer's band had the undivided attention of the majority aboard. We are indebted to Special Agent Milton Trowbridge and Charles Lipscomb for originating the scheme of holding our outing on this boat and for their untiring efforts to see that all had the best time ever.

During the return trip in the afternoon, when lunch baskets were pretty well depleted, Trowbridge & Company put on their annual free dish-out of ice cream, in bulk and in cones, also lemonade, to the kids and grownups as well, and in the words of our two D. O. Porters—John and Howard—"Those kids sure did eat ice cream!"



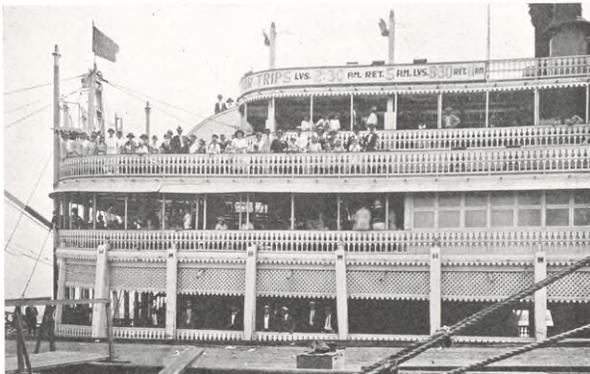
Poydras Crevasse, 15 miles below New Orleans

At the time of our picnic the flood had just reached its crest and many interesting sights were afforded, among them the Poydras Crevasse which had occurred about ten days before but was in full blast as we passed the spot.



Curbing a Sand Boil on Mississippi Levee

Seventeen thousand bags of sand were used to curb this sand boil near the town of Bayou Sara, West Feliciana Parish, La. The steamer seen above the top of the levee shows how much higher than the adjacent country the river was. Photographed by C. A. Thorpe.



Texaco Basket Picnic Aboard Steamer "Capitol"

## The TEXACO STAR



Messers. Trepagnier, McCullough, Dyer viewing the crevasse

**Atlanta District.**—On May 9 Agent Al M. Ingram of Atlanta Station came into the office with a proud daddy smile. Oh! Yes, another baby boy. Ain't that grand? That makes two for Al. Congratulations, old man, you're a producer—a regular one; and you get the same results at your station—it increases each year.



Frank Brannon

This photograph should have been sent with the notice in last month's *Star* of Mr. Brannon's death on April 9. Mr. Brannon held the lead in tank wagon sales during his four years of service.



Hartwell, Ga. Station Warehouse  
The baldheaded gentleman is Agent P. Hawkins.

### SALES DEPT. N. TERRITORY

With regret we announce the resignation of Dr. L. H. Canfield, who was in charge of the administration of The Texas Company's Correspondence School Course. Dr. Canfield has very ably filled his position for the last seven years, but was forced to break this long connection in order to devote more time to research work in his position on the Staff of the College of the City of New York. In future the Correspondence School will be administered by the Personnel Committee of the N. Territory Sales Department.

**New York District.**—The following letter relates an incident in which one of our filling station men played a creditable part. This gratifying letter has reference to our Assistant Agent E. F. Murphy at Broadway and Dyckman Street Filling Station.

### LIDGERWOOD MANUFACTURING COMPANY

General Offices  
96 Liberty St., New York  
New York, May 3, 1922.

Superintendent of Service Stations,  
Texas Oil Company,  
17 Battery Place,  
New York, N. Y.

Dear Sir:

On Sunday afternoon last I had an automobile breakdown near your Service Station at Dyckman Street and Broadway, New York. The attitude and courtesy of the young man in charge there was such that I desire to congratulate you on the type of man you are securing for this work and to express my appreciation of his endeavors. Such consideration engenders real good will for your Company and although in the past I have used \* \* \* oil exclusively I shall in the future purchase a large proportion of my supplies at this station.

Believe me,

Yours very truly,  
Francis C. Green,  
Secretary Sales Committee.

FCG—Br

**Boston District.**—Our new Refined Station at Great Barrington, Mass., A. A. Beaujean, formerly a chauffeur at Pittsfield, in charge as Agent, is in the heart of the Berkshires and forms a very important connecting link in our distribution to points north of Massachusetts and in western Vermont. Travel through Great Barrington is heavy during summer by visitors from all over the country.

Our new Refined Station at North Adams, Mass., George D. Perry in charge as Agent, promoted from Chauffeur at the Pittsfield Station, will do its share in placing Texaco products before the public. The time is ripe for our entrance to that city. North Adams

## The TEXACO STAR

is known the world over as the home of the Mohawk Trail, being located at the foot of that famous and picturesque stretch of many miles. Thousands of tourists visit the Trail every year. On the Summit is a Texaco filling station, the only one of its kind on the Trail, and at the foot is a Texaco pump. The sales out of Great Barrington and North Adams stations will be under the supervision of Representative E. L. Williams.

A very desirable connection has been made at Augusta, Maine, in a distributor's agreement covering kerosene and gasoline, as well as lubricating oil contract, signed up with the Kennebec Oil Company. T. E. Emery, who was at one time our Agent at Lewiston, Maine, is president of this concern, and on account of Mr. Emery's intimate knowledge of the quality of our products we feel assured of Texaco's future success in that section.

The following verses are submitted by Mrs. L. H. Cushing, wife of L. H. Cushing, Chauffeur at South Braintree, Mass.:

If you are going for a drive  
And have many miles to go,  
Be sure to have your tank filled up  
With good old Texaco.

It gives your engine lots of pep  
And, gee! how fast you'll go;  
It's best for cars both small and large,  
This good old Texaco.

For mileage this gas is the best,  
It's something you should know;  
If you disbelieve it, just try a test  
Of this good old Texaco.

This gas is sold both far and near,  
'Most anywhere you go;  
After you've used it you will cheer  
For the good old Texaco.

**Philadelphia District.**—Annual Audit! From the very beginning we were determined to secure 100% in Verification of Accounts—and 100% we did secure. Agents and Salesmen are to be congratulated upon their efforts in accomplishing this. The visit of Auditors W. E. Green and Howard Ellwood was thoroughly enjoyed and we regretted when it was time for them to leave.

Superintendent C. R. McCarthy and Ass't Sup't Leo Deutsch are putting pep in back of the sales organization by repeated visits to stations. They are watching closely increased sales and close collections. We have heard from them some wonderful tales on the appearance of some of our stations. This is a tip for all Agents, as any time Mr. McCarthy and Mr. Deutsch may pay them a visit.

Truck L-274 at Martinsburg, W. Va. Station, capacity 500 gallons, on April 26 was loaded, front compartment with 196 gals. Crystalite, rear compartment with 300 gals. Auto Gasoline. For the one day this truck was loaded ten times in the rear compartment, making a total delivery of 2,530 gals. Gasoline and 95 gals. Crystalite. These 2,625 gallons were all cash sales. The Driver of this truck, Clyde H. DeLancey, is to be congratulated. Other stations take notice!

Agent J. L. Scott, of Bridgeton and Salem, N. J. Stations, has become the proud father of Sarah May, arrived May 6. Congratulations!

The Philadelphia District Texaco Bowling Team closed the season by winning the final round of the Petroleum League, having won 25 and lost 13 games. In the final tilt to decide the season's championship Texaco was beaten out by a whisker of eight lone pins by the Union Petroleum Company. This does not detract from the good work of the team consisting of Clifford H. Furness, Geo. F. Delaney, P. H. Boran, D. A. Killion, and J. W. Campbell, Jr. Prizes in the form of medals and cups will be distributed to the winners of each round, as well as to the champions.

**Chicago District.**—The sympathy of the entire Chicago organization is extended to Harry C. Jernegan whose mother passed away on May 15. Mr. Jernegan left immediately for his home in Hampton, Iowa, to attend the funeral.

The Refiner's League baseball season opened at Detroit on May 10 with *Texaco* playing *Sunoco*, and *Sinclair* playing *White Star*. The *Texaco* team won its game 11 to 9.



Girls' Bowling League of Chicago District  
Left to right: Miss Blitch, Mrs. Grosscup, Miss Fiddyment, Miss Stark, Miss Swartz, Miss Claussen.

Their successful season closed April 24. Prizes were awarded at a dinner party on May 1—the first prize to Mrs. Grosscup (average 112.5), second to Miss Blitch (average 106.1), third to Miss Claussen (average 105).

## The TEXACO STAR.

**Norfolk District.**—The D. O. misses greatly its superintendent who has been taking a vacation of several weeks in order to fully regain his health, which has been somewhat off color for some months. When one's nerves are so steady, however, as to permit of putting a bullet from a 22-calibre rifle through a keyhole from a distance of 40 feet we would say health had returned in great bunches. Anyone doubting that our superintendent did this may obtain proof from the inhabitants of Knott's Island, N. C., all of whom will vouch that it was done.

Congratulations to Chief Engineer C. L. Horne, who has landed the lubricating contract for the power houses of the Virginia Railway and Power Company and also for approximately two-thirds of the rolling equipment of this company—the largest street railway company in the State of Virginia, operating electric lines in Norfolk, Richmond, and Petersburg.

Just as this was being written who should come in but Henry Maclin, our young agent at Danville, Va., and his bride of a couple of months. This visit was in the nature of a triumphal procession, Danville having just enjoyed the finest month's business in its history, and his friends not having had before the pleasure of meeting attractive Mrs. Maclin. We hope to receive more such visits in the future.

Agent W. S. Slater, of Lynchburg, Va., has a welcome addition to his happy family in the person of "Billy Junior" who arrived May 10.

The family of J. C. Fokes of the District Office has also been increased by a daughter, born on May 6.

**ASPHALT SALES DEPT.** The talented members of the Asphalt Sales Department are many, and their talents include almost every branch of the arts. We have just unearthed another endowed one, whose specialty is Songs. He is J. I. Thomas of our Chicago office, and we are sending his latest effort for your approval. It is called "Our Salesmen's Song," and goes like this:

When Tar, Mac, and Brick  
Will not do the trick,  
And Concrete has low hung its head,  
The Texaco road  
Will carry the load,  
Because it is living, not dead.  
Its traction is fine,  
In rain or sunshine,  
It looks not upon work with dread.  
Its performance is brilliant  
Because it's resilient—  
There's nothing will do in its stead.

### EXPORT DEPT.

F. M. Hunt, formerly with the European Division of the Export Department and now with The Texas Company (S. A. I.), Rome, Italy, has joined the ranks of the Benedicts in that city and is spending his honeymoon in Venice and the Riviera. His many friends in the New York organization join in congratulations and best wishes for life-long happiness.

G. E. Strickland of So. American Division is on his honeymoon. We felicitate Gilbert.

H. W. Russell of The Texas Company (P. I.) Inc. and A. N. Woodward of The Texas Company (Australasia) Ltd. are now in the United States spending their vacation.

A. L. F. Jordan who has been manager of the Japan branch of The Texas Company for the last year arrived in New York on May 15.

H. E. Gilmore, manager of The Texas Company, Shanghai, China, arrived in Shanghai May 10, after spending a vacation in America.

We send the following from a letter dated at Rotterdam May 1, 1922:

Near the end of 1921 an association was formed by the employees of the Continental Petroleum Company in Holland under the name of The Texaco Club. The first large general meeting was held on Saturday evening, April 1, when an entertainment was given. A full quota of members and many guests were highly entertained by a varied program, including two short plays, all by local club members. At 11 o'clock the Hall was cleared and dancing began.

Regular monthly meetings will be held, although of course they will not all be on as large a scale as this first meeting. The talent developed among the members of the club will probably make it unnecessary ever to call on professional entertainers, at least until the funds of the club are larger.

Several excursions have been undertaken on Saturday afternoons and Sundays, among others a trip to the bulb fields near Haarlem. A visit was recently made to the Rotterdam Gas Works, large customers of the Continental Petroleum Company, where they were conducted over the entire works. On the program for this summer are similar visits to the Electric Works and various large factories, which will not only be of interest but instructive as well.

The Texaco Football Team of the Rotterdam office has had a successful season, and it is hoped that after a few more months of practice it will be sufficiently strong to challenge the Football Team of the Antwerp office.

The results of the football matches already played in 1922 were:

|         |                                    |      |
|---------|------------------------------------|------|
| Feb. 11 | Texaco Star—R. V. V. "Supervise"   | 4-1  |
| Feb. 25 | Texaco Star—R. V. V. "Stormvogels" | 5-1  |
| Mar. 11 | Texaco Star—R. V. V. "de Latten"   | 3-0  |
| Mar. 18 | Texaco Star—K. V. V. "Robaver"     | 2-0  |
| Apr. 14 | Texaco Star—K. V. V. "Schenkerco"  | 6-5  |
| Apr. 15 | Texaco Star—R. V. V. "H. B. C."    | 9-0  |
| Apr. 22 | Texaco Star—K. V. V. "Ambaro"      | 4-1  |
| Apr. 29 | Texaco Star—"HAKA"                 | 11-1 |

In total 44 points won and 9 points lost.

## The TEXACO STAR



At Braine l'Alleud near Brussels, Belgium—Texaco Motor Trucks won first prize for good appearance.

### PURCHASING DEPT.

Our Houston office has received a postcard from Mr. Geo. A. Livermore dated at Sydney, Australia, April 11, 1922, telling that he finds Texaco Products very well known and advertised in that country. Mr. Livermore is one of the foreign representatives of B. F. Goodrich Rubber Company of Akron, Ohio.

### PIPE LINES

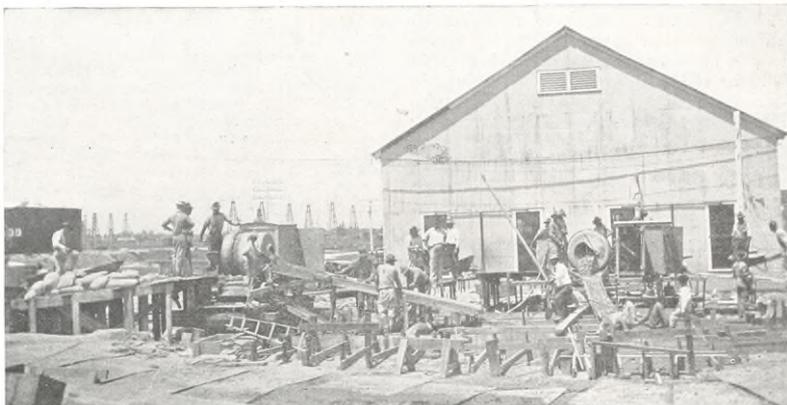
The accompanying snapshot shows Carpenter Foreman Wm. Haster and his concrete crew in action pouring the foundation for a Snow 150 h. p. Oil Engine and a Worthington Horizontal Pump. This foundation contains 130 cubic yards of material. Two concrete mixers of  $\frac{1}{2}$ -yard capacity each were used on the job. Pouring was started at 7 a. m. May 13 and completed at 1 p. m. the same day, the entire crew working through the noon hour.

The mixers were of different types. One turned out a batch every two minutes; the other, owing to the peculiar arrangement of the baffle plates, is what is termed a continuous mixer, that is to say, the proper proportions of material were being constantly fed into

it and at the same time allowed to run out, increasing the capacity about one-third over that of the two-minute mixer. A comparison of the mixtures from these mixers proved that the mixture of the continuous performer was more thorough than that of the two-minute machine.

Only a perfect organization, covering each important step of the work, and the machine-like performance of the men enabled us to accomplish this work within the short period of time in which it was performed. As an illustration, the machines were elevated to allow the concrete to gravitate into pits, and the chutes had openings cut on either side which enabled us, by means of portable troughs, to divert the concrete in any direction, insuring proper distribution of the material with as little hand work as possible. Active men were picked to direct proper proportion of materials. Mr. Haster directed distribution of material and the alignment of anchor bolts; Engineer Stimson acted as traffic master in keeping wheelbarrows going in the right direction; and last, but not least, the little Ford Truck supplied cement to both mixers.

## The TEXACO STAR



Pouring Concrete Foundations for Engine and Pump at our Main Station, Humble, Texas



The District Foreman Takes a Hand in the Work

This snap shot shows District Foreman B. Fitzpatrick in the act of dumping a wheelbarrow of stone into the mixer. His exuberance (together with "the call of the wild") got the better of him and he fell in line with the rest. We found it necessary to call him off, on account of the shaky condition of the runways. Barney weighs only 275 pounds.

J. E. Robinson, Houston Office, announces the arrival of Miss Helen Eugenia at his home on May 19. Congratulations.

District Foreman B. Fitzpatrick, with headquarters at Humble, and Mrs. Anna Dillibault, of Dobbin, Texas, were married on April 20. After a pleasant stay in Houston and Galveston Mr. and Mrs. Fitzpatrick returned to make their home at Humble. We all extend best wishes.

With deep regret we announce the death of Mr. J. L. Dowling's mother at Brooklyn, N. Y., on May 2. She had reached the age of ninety years, the last seventy of which were spent in

Brooklyn. Mr. and Mrs. Dowling made the trip east to attend the funeral.

Deepest sympathy is extended to H. J. Glauser, Chief Clerk of the South Texas Division, and to his wife, who lost their little two years old son, Malcolm, on May 27.

B. W. Smith of the Houston Office was called to his old home at Henderson, Texas, in the latter part of May on account of the serious illness of his mother. She passed away on May 22. Many friends extend their sympathy.



A very substantial Star

At Pipe Line Station, Dobbin, Texas. Sitting on the star is Miss Lucile Russell, daughter of oiler N. A. Russell.

### THE TEXAS CO. OF MEXICO S. A.

An event which has caused universal rejoicing among the oil camps was pulled off a week ago when Monte Michaels, a noted American bandit and all-around bad man, attempted to enter a house in Ebano against the protest of Ed Watt, the inmate. Watt held a shotgun and knew how to use it, being somewhat of a quiet gun man himself,

## The TEXACO STAR

with the resulting sudden demise of Monte Michaels. Michaels came to the Tampico fields several years ago as a driller, but apparently had a bad streak in him which fitted in well with the conditions that have existed in Mexico since the breaking out of the revolution. He was thoroughly unscrupulous in his methods and became one of the most feared bandits in this region. The Texas Company suffered a heavy loss of property and equipment in one of his raids. His last desperate act was the dynamiting of a train in the southern field, resulting in the death of a large number of people. The train carried the pay roll of the International Petroleum Company, which was the incentive for the act. As is customary in Mexico when a noted criminal is killed, his body was placed on view in a public place as an example to the living. Michaels lay "in state" in front of the Municipal Palace all day on the Saturday following his death, and his body was viewed by hundreds of people.

Wildcating has recently resulted in the bringing in of one or two wells in Cacalilao, a large ranch north and west of Panuco, which gives promise of developing into a good producing territory. All eyes are turned in that direction at the present time for an extension of the heavy oil producing district which has recently suffered greatly from salt water intrusion.

If you are in doubt about the correct pronunciation of *Cacalilao* just open your mouth and wiggle the tongue up and down without any labial movement whatever, giving the vocals their proper sound, and it is real easy. Try it once. Ka-ka-lee-low. The *a* has the same sound as in *far*, while the last syllable *lao* has the sound of *ow* in *cow*. The accent is on the last syllable.

(Anent words almost unpronounceable for English speaking people, with which he has to contend in Mexico, Mr. Pardo submits what he calls "a little frivolity." We give it entirely, except that some exegetical remarks on his quotation from the *Book of Judges* are omitted—being a calculation of the number of 10-hour days of stabbing under the fifth rib, at the rate of one per minute, which would be required to dispose of 42,000 lisping Ephraimites. His calculation of 70 days is correct upon his premise, but he misunderstands the terse statements of the old Annals. The mass of the 42,000 who "fell at that time" were, of course, slain during the pitched battles of the day or days preceding the interception at fords of the river of "those which were escaped." It was only scattered fugitives from the heavy slaughter, mentioned in the sentence preceding his quotation, who were caught at the fords and detected by the inability of their lisping tongues to "frame to pronounce" the sound of *sh*.—Ed.)

In the book of Judges, xii, 5 and 6, I read:

And the Gileadites took the passages of Jordan before the Ephraimites: and it was so, that when those Ephraimites which were escaped said, Let me go over; that the men of Gilead said unto him, Art thou an Ephraimite? If he said, Nay; then they said unto him, Say now Shibboleth: and he said Sibboleth; for he could not frame to pronounce it right. Then they took him, and slew him at the passages of Jordan: and there fell at that time of the Ephraimites forty and two thousand.

If the failure to pronounce so simple a word as *Shibboleth* should have caused such slaughter on that noted occasion, it has come to my mind what a horrible page in the bloody history of the ages would have been recorded had this same scene been shifted to the crossing of some of the streams in Mexico; and when a poor homesick Ephraimite had come along and asked for a permit to cross over, they had said to him:

"Say now *Huitzilopochtli*."

Or suppose the captain of the questionnaire committee had said to him:

"Come, thou son of Ephraim, and wind your tongue around the word *Tonallyymoquetzlan*."

Or assume that a Gileadite has taken upon himself to call unto a wandering Ephraimite:

"Ho, thou Ephraimite! Come hither and exercise thy linguistic accomplishments on the word *Ehecallihuapecan*, and frame to pronounce it quickly and correctly."

There are many other familiar names in Mexico, such as *Ixilahuaca*, *Tlapahuahua*, *Tequispiampitan*, *Atcapotzalco*, *Tlallapuיעבoc*, which, if thrown suddenly on the screen in front of a badly frightened refugee with the requirement that he "frame to pronounce" them quickly and properly, or die suddenly and surely, would undoubtedly cause a rapid increase in the mortality of this region.

The Eleventh Annual Texaco Picnic for Houston and vicinity was held on June 7 at Bay Shore Park. It was much enjoyed by a large attendance. The elaborate program included: Parade from The Texas Company Building to depot; Band Concert at Grand Central Station; Baby Show in Dancing Pavilion; Burlesque Baseball Game; Classical Dancing and Singing; Dancing—forenoon and afternoon; Athletic Events—on land and in water, too varied to detail; Awarding of Prizes.

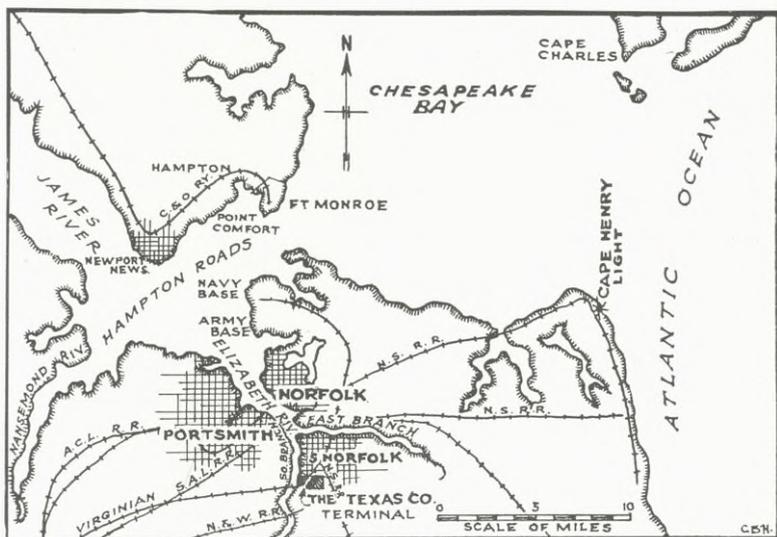
The Texaco Band on the evening of June 9 played a selection which was broadcasted by *The Houston Post* Radio Station WEV.

# 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** What is Investment?—A Study of the Correlation between Profit and Investment, by Charles W. McKay.—*Industrial Management*, May 1922.
- REFINING** A Method for the Determination of the Vapour Pressure of Hydrocarbon Fuels, and the Estimation of Dissolved Air, by H. T. Tizard and A. G. Marshall.—*Journal Institute of Petroleum Technologists*, No. 31, Vol. 8, page 217, April 1922.
- SALES** We Make Every Salesman a Credit Man, by Spencer C. Gunn.—*System*, May 1922.  
Salesmen and Credits, by Beverly Bell.—*Printers' Ink Monthly*, May 1922.  
Inventory—A Nightmare, by L. D. Becker.—*Oil News*, May 5, 1922.
- LUBRICATING** Crankcase Oil Dilution Problem and Its Solution, by William F. Parish.—*Engineering World*, May 1922.
- ADVERTISING** Trade-Marks on Patented Articles, by I. Paris.—*Industrial Management*, May 1922.  
If the manufacturer of a patented article names it only by a trade-mark name, all rights in the trade-mark are lost when the patent monopoly expires.
- GENERAL** Five Facts it Pays to Know about Patents, by H. A. Toulmin, Jr.—*System*, May 1922.  
How Better Letters Bring Up Profits.—*System*, May 1922.  
Why Stick to the Gold Standard?—Questions by Thomas A. Edison—Answers by Darwin P. Kingsley.—*The Nation's Business*, May 1922.  
Mental Tests for Immigrants, by Arthur Sweeney, M. D.—*North American Review*, May 1922.  
Book:—Human Factors in Industry, by Harry Tipper.—*The Ronald Press Company*, New York, 280 pages, \$2.00.  
An informing and constructive work giving a sufficiently complete analysis of the difficulties that must be met and the outlook in meeting them.



CALL ON A MAN OF BUSINESS  
IN THE HOUSE OF BUSINESS  
ONLY ON BUSINESS, TRANS-  
ACT YOUR BUSINESS, GO  
ABOUT YOUR BUSINESS, AND  
GIVE A MAN TIME TO ATTEND  
TO HIS BUSINESS.

—E. W. Houser.