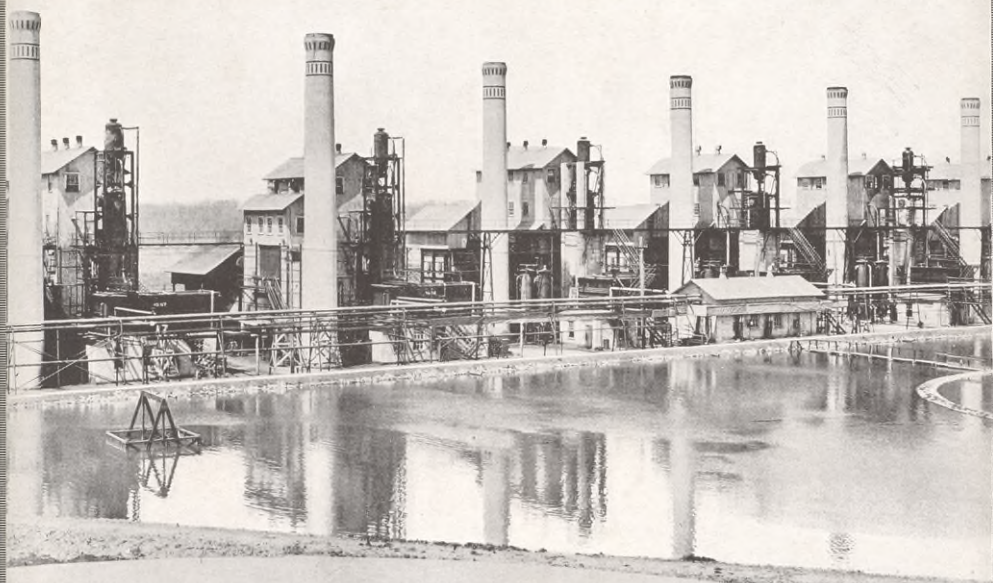



The TEXACO STAR

*FOR EMPLOYEES OF
THE TEXAS COMPANY*



*Holmes-McAnley Pressure Stills
at
Lockport (Illinois) Works of The Texas Company*

EGISLATION against private property may have a specious appearance of benevolence; men readily listen to it, and are easily induced to believe that in some wonderful manner everybody will become everybody's friend, especially when someone is heard denouncing the evils now arising in states, suits about contracts, convictions for perjury, flatteries of rich men, and the like, which are said to arise out of the possession of private property. These evils, however, are due to a very different cause—the wickedness of human nature.

—Aristotle: *Politics*, II, 5.

The TEXACO STAR

PRINTED MONTHLY FOR DISTRIBUTION
TO EMPLOYEES OF THE TEXAS COMPANY

Vol. XI

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No. 11

"All for Each—Each for All"

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

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Diagnosis

In the Wall Street column of the *New York Evening Telegram and Mail* of October 10 appeared the following:

"An analysis broadcast by Herbert Fowler, market diagnostician, with especial reference to the oils, calls attention to the fact that the working capital of The Texas Company has undergone sharp diminution. Indicated earnings, he said, were about \$1.25 against dividend requirements of \$3 a share. 'The oil situation from the standpoint of a company like The Texas Oil Company,' he continues, 'would not suggest that this year has been any more favorable than its predecessors. In fact, it is quite conceivable that the yearly inventories of both crude oil and refined products would probably show quite a shrinkage in value. Assuming these facts, I question the maintenance of the present dividend rate. With outstanding shares of 6,500,000 selling near \$40 I believe it will prove profitable to convert stock into cash.' The next thing to less majesty appears to be an attack on a well managed company like the Texas. But to Wall Street facts are facts, whether favorable or otherwise."

The analysis that had been broadcast by the diagnostician was correctly quoted, except that he referred to the year 1923 when he said that indicated earnings were \$1.25 per share. His exact language on this point was:

"As compared with 1922, the year 1923 witnesses, according to The Texas Company's reports, a sharp shrinkage of working capital. Indicated earnings were approximately \$1.25

per share against dividend requirements of \$3 per share."

It will be seen that the newspaper twisted the language so as to convey the impression that at the date of writing, or for the year 1924, earnings were at the rate of \$1.25 per share. It can be viewed from any angle, and there can be no other conclusion; the language was twisted. Whether this was done from motive or through inadvertence, the effect was the same. The story as published was untrue, and it was calculated to mislead stockholders. While many stockholders, perhaps a large majority, wait for official statements from the company and pay no attention to gossip, there are some who are not so wise. Still this publication probably would have been ignored, as many of its type are ignored, but for the fact that certain stock exchange houses in New York proceeded to telegraph the story to their correspondents over the country. It was at a time when conditions in the petroleum industry lent plausibility to the yarn, and, in view of the fact that the company issues financial statements only once a year, it seemed probable that stockholders might be misled to their damage. The president of the company, therefore, promptly issued the following:

"Stories being circulated in reference to The Texas Company are unfounded. We have had a fairly good year. Dividends for the entire year already have been earned. This is after making allowance for inventory adjustments to date. We have reduced our bank loans \$9,000,000 and have on hand more cash than we had at the beginning of the year."

This statement has received wide press circulation and doubtless has come to the attention of a majority of the stockholders. It is reproduced here in connection with the foregoing statement of the matter to which it relates in the hope that its purpose may be fully understood and appreciated. There are financial writers and publishers who might

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improve themselves by being more accurate on occasions, or at least knowing something of what they write about, and stock exchange houses which might very well increase their measure of care. The alternative is a call-down when they go too far.

The *Star* has no purpose or desire to enter into argument, especially with outsiders, in regard to the position or the policies of the company; but having taken notice of this recent episode it can not refrain from going a little further and calling attention to the statement that from 1922 to 1923 there was a sharp shrinkage of working capital. Let us see. At the beginning of 1922 the company had on hand in cash and government securities about \$42,000,000. But it also owed a funded debt of \$27,730,000. The cash was accumulated to pay this debt, and it was paid in 1922. No wonder there was a shrinkage in working capital. Any fair analysis would take the bond payment into consideration. But suppose there had been additional shrinkage: It is not good business to have much unemployed working capital. On the contrary it is better to have no more than can be kept working to advantage, plus a fair margin. When there is an excess which cannot be used profitably it should be invested or distributed. It is wise at times to even use the credit of the company, thus obtaining the use of cheap money rather than money of stockholders who expect and receive high returns. There must, of course, be constant forecast of the future. When that is done intelligently, and future requirements are anticipated, the problem is not a problem. Stockholders know that the policy of this company has been to pay dividends fairly proportionate to its earnings, and, instead of trying to take care of expansion wholly out of earnings, to provide for expansion, at least in part, through new stock issues. Nevertheless, a healthy surplus has been accumulated, and this can be drawn upon if and when it becomes desirable. As pointed out in our June number, during the last five years about 80 per cent of the net earnings has been paid out in dividends and 20 per cent passed to surplus, which was considered safe and conservative. Dividends naturally must depend upon the business. Every investor in the stock must reach his own conclusions. But conclusions should be based upon truth.

Crude Price Factors

Mr. Teagle, in an interview, and *The Lamp*, in its last issue, both expressing the Standard

Oil view, suggest that the oil industry has reached a point where crude oil prices may be determined by fuel oil values rather than the selling price of gasoline. This is undoubtedly true, as a possibility, but whether it is more than a possibility remains to be seen. When the world has a surplus of gasoline and a shortage of fuel oil the working of the theory will be seen. The advantages of oil over coal is now so firmly established and universally recognized that coal prices do not stop fuel oil prices at the relative point which once applied. Still coal can not be ignored. It becomes a factor, and a controlling factor at that, at a point somewhere on the scale. To illustrate: Fuel oil could not be expected to sell at \$5 per barrel against coal at \$5 per ton. On the other hand, if the supply of crude becomes so short that, even with modern refining processes, the demand for gasoline can not be supplied, which, let us say, would mean gasoline at 30 cents per gallon, tank wagon, it is easy to see that coal would be used more and fuel oil less, and that the gasoline price would then as in the past, control the price of crude. All of this is fundamental, and a careful reading of the statements referred to will disclose that the obvious was not ignored. In other words, the question simply is, Have we arrived at the point? The writer has his doubts. For the moment we may be there, yes. But what does this or that situation mean in the oil business? The picture can change so completely in a twinkling that we are reminded of Mr. Teagle's excellent story of Moses Oates, the weather prophet. The increasing consumption of gasoline is bewildering if not staggering. Crude production is going down. There is no substitute for gasoline. There is a substitute for fuel oil. We shall see what we see.

In the broad purview of things it is hard to get away from the cardinal thought that coal should be used where coal is suitable, and that the maximum conversion of crude oil into gasoline, despite the cost of cracking and all other items of manufacture, is in line with real economy. Of course, actual conditions, for a time at least, may force upon us that which is abnormal, but the very fact that a situation is abnormal is the strongest guaranty that it will not endure. We have heard of corn being burned for fuel. But the farmer who thus warmed his fireside at one time has usually lived to pay a high price for seed-corn. And so it goes.

The most important feature of our present situation is crude production, which, as we have seen a great many times, is influenced

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by prices paid. Notwithstanding the present ample daily production and the enormous stocks on hand, there is more than a passing chance that prices may be increased before increase is warranted. It would seem better to bear some risk of a shortage which incidentally would end the talk of fuel oil controlling the price of crude than to turn the "go" signal too soon. In saying this we are not pointing at anyone in particular. Nor do we claim infallibility as a guesser in the past. There is, of course, no permissible concert between the companies in the field, and if one important company leads off others are forced to follow unless they are prepared to draw on stocks indefinitely and bid their producing connections good-by.

Radicalism—Not Yet

The recent election proves that the people of the nation look with misgivings upon programs tinged with radicalism. There is no indication that they are not progressive in the true sense of the word. It is radicalism that they condemn.

In the platforms of the two major parties there was not enough difference to account for the result. But Davis was yoked with Bryan, and on the hustings there was more or less appeal to the element that opposes all big business. The result speaks for itself; the country is not radical. There was little chance of the Democrats winning the LaFollette vote, and, the country being normally republican, it was a losing fight for Davis from the beginning. His one hope was that the party in power would be condemned because of the corruption which crept into the last administration. But the country reached the conclusion that Coolidge was honest and that he had not been culpably negligent. That was enough.

Conservative Democrats, those who believe in the constitution and the courts, in the preservation of property rights, and the free opportunity of individual achievement, regret chiefly the waning of their party power. The solid south remains solid, the reason for which is well understood. Were it not for that reason—and one other—the conservatives in the two parties might get together under a single flag. The other reason lies in the belief that radicalism is not yet sufficiently potential to constitute a national menace. If at some

future time dangerous radicals should come into power as a result of the conservatives being divided into two parties, we would hope to see the logical thing, a consolidation of the conservatives in a patriotic effort to save the government. That is a reserve force, which, though free, will never be used except as a last resort and in the midst of actual trouble. We are mortals.

The Root of Modern Evils

For most forms of evil, mankind has always shown the same propensities that men display today. From some faults, varying in time and place, men have largely restrained themselves and thereby made 'the world better'; in other cases, by the weakening of inner control, through excess of the same old familiar sins whole civilizations have sunk to ruin. These facts have characterized all sound individual experience and the whole obscure drama of human history. During the last century and a half, however, a really new portent of evil has developed among and spread from those who imagine themselves to be the most intelligent and have claimed to be extending the highest culture of the civilization called Christendom. Previous to this phenomenon, so far as I know, all teachers and all men recognized in the spirit of man imminent tendencies to excess and injustice, which required inner control in order to restrain from otherwise inevitable folly and wickedness: the "law of measure," the "civil war in the cave," the "war between the spirit and the members," all referred to this fact of universal experience. Of course, such is still the sane insight of the uncorrupted illiterate and of the soundest minds and characters in all classes; but in this country, in spite of the protests of some philosophers and teachers, the great vocal chorus of spiritual and scientific teaching has become attuned to the most foolish and pernicious doctrine that ever spread poison through any society.

About the middle of the 18th century a rhetorical genius, a vulgar scoundrel according to his own "Confessions," propounded the theory that mankind is by nature wholly good and immaculate, that all wrongdoing is due to the institutions of civilization, and that society—not the wrongdoer—is responsible for individual misdeeds. This doctrine with endless implications won astonishing acceptance. The strange fact is to be explained by the con-

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dition of Western Europe at the time and by Jean-Jacques Rousseau's genius for sentimental seduction, flattering and playing upon the meanest impulse in human nature—the impulse to blame someone else for one's own sin.

Warnings against the error failed to check it. Burke's noble resistance was unavailing, Carlyle fulminated in vain. In respect to the corruption of Christianity by the new doctrine, Carlyle exclaimed: "A Gospel of Brotherhood not according to any of the four old Evangelists and calling on men to repent and amend *each his own* wicked existence, that they might be saved; but a gospel according to a new fifth Evangelist Jean-Jacques, calling on men to amend *each the whole world's* wicked existence and be saved by making the Constitution. A thing different and distant *toto coelo*." In short, the basest genius that ever appeared in the world has exerted the most influence upon it. Lord Acton stated the fact when he said: "Rousseau produced more effect with his pen than Aristotle, or Cicero, or Saint Augustine, or Saint Thomas Aquinas, or any other man who ever lived." It is of no consequence that Rousseau was, as M. Lanson has said, "a poor dreamy creature who approaches action only with alarm and every manner of precaution, and who understands the applications of his boldest doctrines in a way to reassure conservatives and satisfy opportunists." For the work detached itself from the author and lives its independent life: as M. Lanson says, "it inspires revolt and fires enthusiasms and irritates hatreds; it is the mother of violence, the source of all that is uncompromising, it launches the simple souls who give themselves up to its strange virtue upon the desperate quest of the absolute, an absolute to be realized now by anarchy and now by social despotism."

The cancerous ideas and emotions which flow from Rousseau's teachings have spread less passionately in this country than in others because of material prosperity and lighthearted temperament, but they have become thoroughly diffused and the fever is running its course although not yet at maximum temperature. What was incubated and fostered in our universities and normal schools and churches with thoughtless sentimentality is spreading like the foot and mouth disease among cattle. The pages of our newspapers give incessant illustration of the infinitely varied consequences. Jean-Jacques wrapped up his babies and deposited them upon door

steps, with as little external compulsion as internal restraint, and blamed it all on society. Those who adopt and preach his theory have brought about the *frequency* and the *immunity* with which, for instance, undisciplined ruthlessly willful young men today steal automobiles and, if necessary to get them, murder the hired chauffeurs or perhaps the men who kindly gave them 'a lift.' These culprits are seldom apprehended, or if they are they escape with suspended sentences or because psychiatrists pronounce them irresponsible. The noisy portion of the public forgets the victim of the crime, pours maudlin sympathy upon its perpetrator, and lays the blame on society.

Here is the answer to the questions that are being asked about the number of murders in the United States of America, where many a small town supplies more murderers in a year than the city of London. Think for a moment how foolish it is to allege that any considerable portion of the tens of thousands of murderers who walk freely amongst us are irresponsibly insane. Are our people so much more idiotic than the English or any other civilized nation?

Pseudo scientists and misguided religionists have brought education, formal and domestic, to such a pass that the young are almost deprived of instruction calculated to secure self-control and the formation of strong character. With noble but rare exceptions the largest churches have substituted a weakening humanitarianism for Christianity, if Jesus of Nazareth is to be supposed to have any connection with Christianity. He appealed exclusively to the individual conscience and demanded self-control. They have utterly emasculated His teaching, who was stern because he was wise as well as loving. "Woe unto you, scribes and Pharisees, hypocrites! . . . ye generation of vipers, how can ye escape the damnation of hell?" is the very opposite of the Rousseauized teachings and mass action which have been substituted for individual responsibility. It is one of the many contradictions characteristic of the present confusion that a time in which children have been cast out to an unprecedented license, is marked by excessive peremptoriness toward the adult members of society. Parents who do not know how to govern little daughters as to how often, at what hours, and in what company they go to the 'movies,' undertake to dictate everybody's private conduct as far as they can procure laws to enforce their ideas.

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What Happened in England

It is the hope of the third-party folk in America to form the same kind of a party that socialism and class-consciousness have formed in England. The annual report of trading accounts and balance sheets of the British Government contains chapters of the sorry tale of experiments in Britain. The report is late and inaccurate; but neither its lateness nor its inaccuracies make the case for nationalization any better.

Britain has been trying to nationalize ten industries, and of these, nine are now hopelessly bankrupt. The records of the more important may be thus condensed:

Wheat and Flour.—Closed out with a loss of \$680,000,000, due to buying wheat and flour at top prices and selling at bottom figures, and to thefts, lawsuits, embezzlements, and blunders. Bread is now 30% cheaper than under state control.

Sugar.—Closed out; loss, \$120,000,000.

Oil.—Closed out; loss, \$3,350,000.

Farm Settlements.—Closed out; loss, \$1,600,000.

Telegraphs.—Never showed a profit in 45 years; loss, \$125,000,000.

Telephones.—No loss, but in sore need of \$200,000,000 for ordinary repairs and extensions.

Ten per cent of British industry is now nationalized. Most of this is chronically bankrupt. Britons are now paying the highest taxes paid in the world. Losses in nationalization are being squeezed out of the taxpayer.

The British experience is the answer to La Folletteism and the proposed American Labor Party. La Follette would put the government into business. That is what the British did. La Follette wishes to nationalize oil. The British did this to the tune of a \$3,350,000 loss. He wishes to nationalize coal and railroads. The British, stung by their bitter experiences in minor and simple industries, are shying away from the major and complex rail and mine industries.

Labor backers of La Folletteism, dreaming of a Labor Party of the British type, with its nationalization, capital levies, and streaks of pure socialism, will do well to study the fate of these British attempts.

The farmer with a grievance against low prices and high taxes should consider British taxes and British prices.

The average citizen who does most of the work and pays most of the taxes will find in these broken bubbles of British nationalization a picture of what La Folletteism would come to.—*Philadelphia Public Ledger*.

LIFE WISDOM

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

—*Benjamin Disraeli*.

Barbarism is always as close to the most refined civilization as rust is to the most highly polished steel.—*Rivarol*.

Bodies politic die, but it is of disease or violent death; they have no old age.

—*J. S. Mill*.

The disposition to preserve and ability to improve, taken together, would be my standard of a statesman.—*Burke*.

The man who does not take far views will have near troubles.—*Confucius*.

To form a free government, to temper together these opposite elements of liberty and restraint in one consistent work, requires deep reflections, a sagacious and combining mind.

—*Irving Babbitt*.

The unit to which all things must finally be referred is not the state or humanity or any other abstraction, but the man of character.

—*Irving Babbitt*.

When the men are there, good government will flourish; but when the men are gone, good government decays and becomes extinct.

—*Confucius*.

The notion that a substitute for leadership may be found in numerical majorities supposed to reflect the "general will" is a pernicious conceit.—*Irving Babbitt*.

In the absence of ethical control men know no good but to please a wild indeterminate appetite.—*Jeremy Taylor*.

The best laws will be of no avail unless the youth are trained by habit and education in the spirit of the constitution.—*Aristotle*.

The key to Rousseau's nature, and also to what has passed for the ideal with innumerable Rousseauists, is found in his declaration that he built up for himself "a golden age of phantasy."—*Irving Babbitt*.

The outstanding trait of the men of our period may seem in retrospect to have been the facility with which they put forth untried conceits as "ideals." We have grown familiar with the type of person who is in his own conceit a lofty "idealist," but when put to the test has turned out to be only a disastrous dreamer.—*Irving Babbitt*.



Lockport Works—looking north

The Sanitary District of Chicago Canal, known as the Chicago Drainage Canal, seen at the left, is the west boundary of the plant, along which runs the Atchison, Topeka & Santa Fe Railroad. On the east boundary run the Chicago & Alton Railroad and the Chicago & Joliet Electric Railway—seen crossing the upper right-hand corner of the picture. Crossing the site diagonally is seen the Old Illinois & Michigan Canal, not now in use.

The Lockport Works

G. B. BOGART, Superintendent Lockport Works

The front cover of this issue gives a good picture of the present units of Holmes-Manley Pressure Stills at the Lockport Works.

It will, no doubt, be of interest to note the progress and development of the Company's holdings at Lockport, Illinois, since 1911, the year in which the plant was erected, up to the present time.

Lockport is located 33 miles southwest of Chicago and is one of the oldest cities in Illinois, being really older than Chicago. The city has about 3,500 inhabitants. It lies adjacent to the city of Joliet, which has a population of 50,000. Lockport is situated in the center of one of the richest farming districts in Illinois and being located close to Chicago it has a ready market for its various products.

In the year 1911 after a decision had been reached to locate a refinery in the Middle West, which could be utilized in supplying Chicago and adjacent territory, Lockport was chosen as the logical place for the plant because

of the shipping advantages it offered. Ground was broken during the early part of 1911 and the plant was placed in operation on December 31 of that year.

This plant is served by the main line of the Atchison, Topeka & Santa Fe Railroad, the Chicago & Alton Railroad, and the Chicago & Joliet Electric Railway, and by a canal 150 feet wide and 25 feet deep, known as the Chicago Drainage Canal. This canal flows from the south branch of the Chicago River to the Des Plaines River at Joliet. The Des Plaines River and the Kankakee River join to form the Illinois River which flows to the Mississippi. A \$20,000,000 bond issue has been passed by the State of Illinois for the extension of the canal to the Illinois River, and when this work is completed it will be possible for shipments to be made by water from the Gulf of Mexico to Chicago.

The Chicago Drainage Canal forms the west boundary of the Works, and the Atchison,

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Lockport Works—looking northeast

Between the water reservoir and the A. T. & S. F. tracks are the Holmes-Manley Pressure Stills; next, coming southward along the Santa Fe tracks, are the Crude Stills and Boiler House; nearest to the foreground is the Car Repair Shop; at the right, near the Old Canal, is the Cooperage and Compounding Building. In the upper right-hand corner of the picture is seen the paved highway (from St. Louis) running toward Chicago; between the highway and the railway tracks is a residential addition to the plant.

Topeka & Santa Fe Railroad runs along the canal. Along the east border of the Works run the Chicago and Alton Railroad and the Chicago & Joliet Electric Railway. On the east side, also, a paved highway from Chicago to St. Louis passes the Works.

During its thirteen years the plant has grown to a modern oil refinery and is today considered one of Will County's leading industries. It consists of a battery of crude stills with a capacity of 135,000 barrels a month, and additional equipment of steam stills, agitators,

tube stills, and Holmes-Manley High Pressure Stills necessary to round out the plant equipment. Other equipment consists of warehouse for storage and shipping, a modern compounding plant, laboratory with latest testing apparatus, machine and pipe shops, pump houses, car repair shop for tank cars, and trackage for storage and handling of cars.

A cafeteria is maintained for employees which serves an average of 5,000 meals per month.

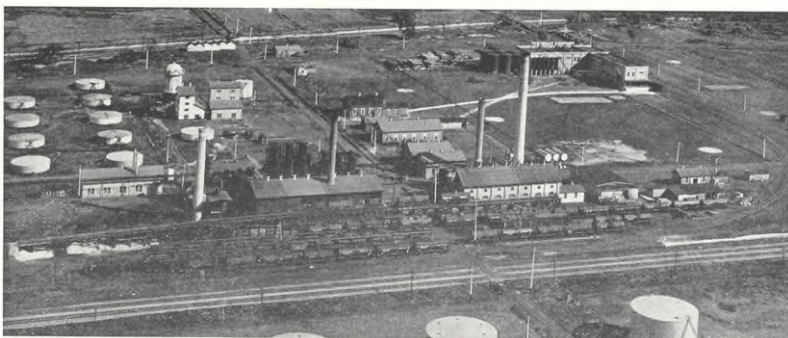
The power plant consists of eight 244 h. p. boilers, water treating plant, and water res-



Section of the Works containing the Holmes-Manley Stills and Water Reservoir.

Agitators at the right. Note the Spherical Pressure Tank 10,000 bbls. capacity.

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Section of the works containing the Crude Stills

To the right of the Stills, across the road, is the Boiler House and back of it Machine Shops and Pump House. In the background at the right is the Cooperage and Compounding Building.

ervoir with a capacity of 2,000,000 gallons.

Needless to say, the plant is well equipped with modern fire fighting apparatus.

During past years this plant was supplied with crude from Oklahoma and other points by tank car movement; but recently pipe line connections were completed, so that the plant now receives its full requirements of crude by pipe line.

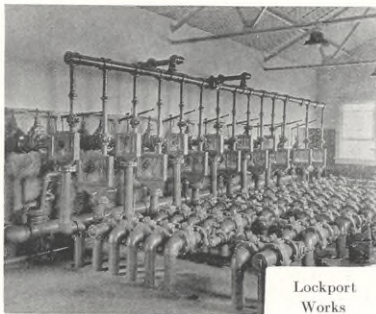
As the Lockport Works adjoin the Chicago Drainage Canal it has been found convenient to supply our Chicago Stations by barge.

The total amount of tankage for storage of the various grades of oil is 985,000 barrels.

The property consists of 281.58 acres owned and 35.812 acres leased.

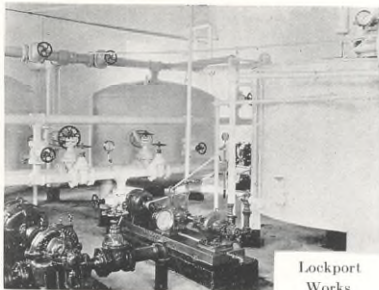
The history of the plant management is:

F. P. Dodge, now Superintendent of the Port Arthur Works, was the first Superintendent, transferred from the West Tulsa Works, starting early in 1911. The original plant was built under his direction. He was transferred in 1915 to Port Arthur, Texas, and was succeeded by Tim Mullin, who was in charge of the plant until his death which occurred November 13, 1920. Mr. Mullin was succeeded by Earl Casey, who was Assistant Superintendent. Upon the resignation of Mr. Casey on July 1, 1922, Guy B. Bogart, the present Superintendent, was appointed to take charge of the plant. On March 1, 1924, J. R. Reed was appointed Assistant Superintendent in place of C. E. Olmsted who resigned to accept a position in California.



Lockport Works

Crude Still Receiving House—Note the look-boxes



Lockport Works

Water treating system—Boiler House No. 1

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The Fleming Lease in the Powell Field

W. J. SHERMAN, Producing Department, Houston

The photograph shown here was taken by the Fairchild Aerial Camera Corporation and depicts the heart of the Powell Field, near Corsicana, in Navarro County, Texas. It so happened that our famous Fleming lease fell about in the center of this picture. Our lease is identified by the numbering on the photograph of the twelve wells located around its border.

A brief history of the acquisition of this highly prolific fifty acres and its subsequent development by our Company should be of general interest.

On the 28th day of November 1922 we purchased from Byron Cheney a lease dated October 18, 1922, which he held on 50 acres of land in Navarro County owned by R. D. Fleming and wife Mary Irene. At the time this lease was purchased the nearest deep production was at Currie and Richland, about ten miles southwest, but it was purchased on geological information as to the general trend.

On April 15, 1923, Corsicana Deep Well Company No. 1 Burke was completed, which was the discovery well in the Powell field. It flowed by heads 150 barrels a day, being located about 6 miles northeast of our Fleming lease. This well caused some excitement but the real boom started after the completion on May 8, 1923, of J. K. Hughes No. 1 McKie which came in for 2,000 barrels and caught fire. This well is located about 1½ miles southwest of the discovery well, or about 4 miles northeast of our Fleming lease.

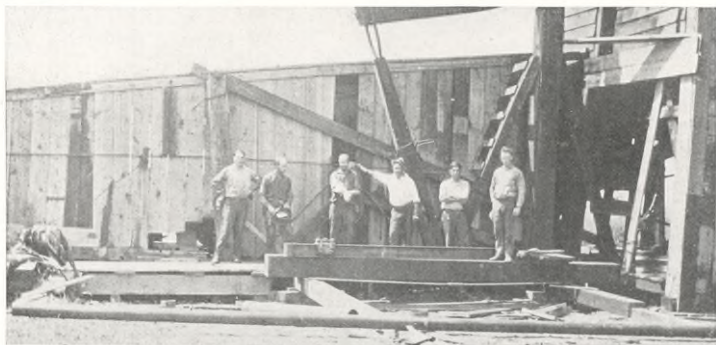
Development continued, Powell boomed, and lease after lease came in, until finally production was in sight of the Fleming. On September 10, 1923, location for No. 1 was made in the southwest corner of the property. We also made eleven more locations around the property and started operations on all twelve as soon as equipment could be assembled. No. 9 was completed first and came in for 3,000 barrels. No. 2 was completed shortly

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afterwards for 7,000 barrels pinched, estimated open flow 17,000 barrels. All twelve locations were finally completed producers in the deep pay sand slightly above 3,000 feet.

On November 12, 1923, our daily production

from this lease reached the peak figure of 36,000 barrels. Our gross production from this property up to August 31, 1924, was approximately 1,300,000 barrels. The present production from the lease is 700 barrels per day.



Contractor Hoxie (with hat on), of Hoxie and Webber, and his men after completion of Kohpey 6.

Kohpey Six in the Osage

JOE H. THOMPSON and E. R. FILLEY, Producing Department

On July 30, 1924, The Texas Company completed its Loretta Kohpey 6, located in the northeast corner of Section 20, Township 25 North, Range 8 East, twelve miles southeast of the Burbank Pool in Osage County, Oklahoma, at a total depth of 2670 feet, having been drilled only four feet into the Wilcox sand. It flowed 2300 barrels per day until September 11, when it was deepened and production increased. This was the first deep well drilled on the tract, the five previous producers being completed in the shallow Layton sand about 1100 feet deep, four of which were oil and one gas.

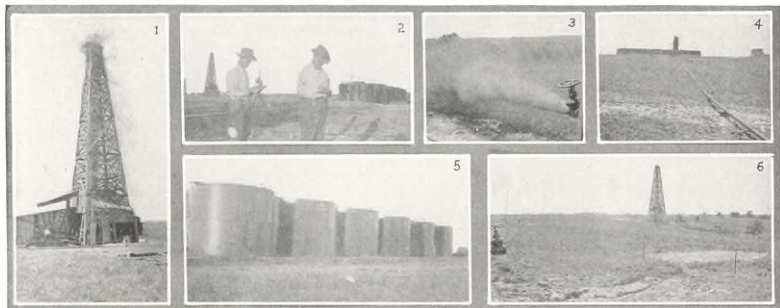
Prior to the acquisition by our Company of this 160 acres lease at government auction on April 5, 1923, the only development in the immediate vicinity consisted of shallow gas wells, which caused us to think there should be good possibilities for shallow oil and a slight chance at a deeper oil pay. With the latter thought in mind our geologist worked up the data on the subsurface development after we had drilled several shallow oil wells. The result was the finding of a closed structure, the

major portion of which seemed to lie under the northeastern part of our lease. Based upon these geological recommendations, and without the benefit of any deep test near our acreage, it was decided to begin well Number 6, with the results stated.

On September 11 without any apparent diminution of its 2300 barrels per day output, the well was deepened four feet to 2674 feet where it started off flowing 400 barrels per hour, or at the rate of 9,600 barrels per day. It was impossible to handle such a large amount of oil with the limited tankage and pipe line facilities available, so the well was pinched in under a pressure ranging from 50 to 165 pounds reducing the flow to from 6,000 to 8,500 barrels per day. After the completion by The Texas Pipe Line Company of its 4-inch line to the well the actual flow for one day was over 9,000 barrels.

This was the largest well in Oklahoma at the time, and is probably the largest producer The Texas Company has ever completed in that State. We now have four other wells going down on the lease to the deep sand,

The TEXACO STAR



1. Kohpey 6 with oil going over derrick. 2. Gen'l Sup't E. J. Nicklos (at right) and gauger figuring out what the big well is making—No. 6 in background and Mid Kansas well in the distance. 3. Relief line on No. 6 opened up. 4. Flow line, separator, and battery of 500-bbl. tanks for No. 6. 5. Battery of 1000-bbl. tanks for Kohpey 6. 6. Kohpey 9, drilling, slush pond and gate on relief line at No. 6 also showing.

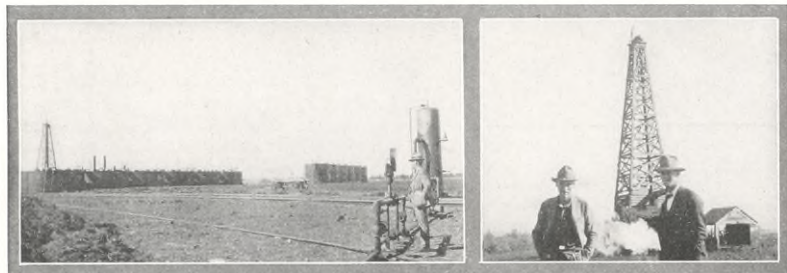
and on account of Number 7 on the west line being a paying producer in the Wilcox sand all of the intervening territory looks very favorable for production.

Kohpey 6 was first allowed to flow through a one and one-quarter-inch choke, but this was later changed to one and three-eighths-inch. This back pressure is put on to conserve the gas pressure and prevent the tearing down of the underground formations, which would be sure to take place were the well flowing wide open, as well as to prevent too great agitation in the oil sand and the forming of emulsions and BS with the oil, which is of the very highest quality—41 gravity.

For those who are not familiar with the manner in which high pressure wells are produced, a description of this well's connections

may be of interest. Six and five-eighths-inch casing is set at 2655, and it is through this string the oil is flowing. Just below the derrick floor a master gate is placed and from it a nipple brings the casing above the derrick floor. On top of this nipple is a six and five-eighths-inch control head. From the control head a six and five-eighths-inch flow line leads to the choke and Smith Separator, which separates the oil and gas, carrying the two products off in different 4-inch lines, the oil to the flow tanks, and the gas to operate the lease or to be dissipated some distance away where it can do no damage.

The control head is built on the principle of a stop-cock, having three outlets when opened and in place on top of the casing. The casing is screwed into one of these outlets, and the



Kohpey 6: tanks, separator, Superintendent J. K. McGoldrick of The Texas Pipe Line Company of Oklahoma, W. C. Mundt, Chief Engineer of The Texas Pipe Line Company of Oklahoma, and District Superintendent C. H. Carpenter, Producing Department.

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opposite opening faces directly upward so that cable tools can be run into the hole. The third sits horizontal so that a flow line can be connected to it. The core of the control head is so arranged that either the upper or lower outlet may be closed or both the upper and lower outlet can remain open to the full diameter of the casing. There is no method of closing the horizontal outlet except by a gate on the flow line. When the tools are in the hole all the outlets are necessarily open, and to prevent loss of oil an oil saver consisting of a disk with a hole through the center for the drilling line is set on top of the control head and fastened with set screws. Around the drilling line there is placed rubber gasket material, and under the disk other packing is placed to prevent the oil leaking through.

When Kohpey 6 first came in this packing blew out, and the well sprayed considerable

oil through and around the oil saver. An effort was made to repack the oil saver, but without success. It was therefore necessary to let the well flow wide open and pull the tools out and close the control head. This was accomplished successfully, and the well has been under perfect control since that time.

Up to the present writing Kohpey 6 has produced over 300,000 barrels of oil, and by the time this issue of *The Texaco Star* reaches its readers it will no doubt have gone beyond the 400,000 barrel mark, and be well on its way to equal other spectacular gushers producing from the Wilcox sand in the Osage, one of which has produced over 700,000 barrels.

Superintendent E. J. Nicklos of the Producing Department at Tulsa and his corps of assistants are to be congratulated on choosing this acreage and also upon its successful development.

The Gauger

F. S. REID, Holliday (Texas) Office of The Texas Pipe Line Company

A gauger's run ticket is one of the most important bits of paper in the hands of an oil company. It represents money that a gauger is handling for those whom he represents. When handled carelessly it is a woeful reflection upon his ability. Everything is carried upon that ticket that represents a square deal on the part of the producer and the purchaser. The gauger is the intervening party who must satisfy all concerned. With this in mind we offer a little discussion of a gauger's duties.

No matter what his duties may consist of, if he lacks a degree of personality, or the ability to meet the peculiarities of those with whom he comes in contact, his work is made difficult. If he continually bears in mind rules laid down for him, governing his work, which are based upon years of experience, yet remaining firm in his conviction of right and wrong in his dealings with producers or their representatives, he will soon learn that, after all, those with whom he comes in contact are human and will come to his way of thinking. He should bear in mind that he has the assistance of those higher up in overcoming difficult situa-

tions. Personality is one of the greatest factors in his work.

When a gauger goes upon a tank to do his work, it is then that he is paying out his company's money to the producer, and the amount is based upon his accuracy or inaccuracy in taking gauge pole readings, thieving, hydrometer and temperature readings, putting down correct tank numbers, showing correctly how the run is made, and putting down all the information on his run ticket in a neat manner so that it can be read without effort when it reaches the accounting office.

Officials must depend a good deal upon his efforts to gather information throughout the district in which he is working. Developments in his district are the basis upon which future work is done, and an observing gauger will gather up valuable information.

A gauger who will train himself to the best of his ability not alone in the rules laid down by his company for the government of his work, but who will use a large amount of individuality, will earn for himself an enviable reputation.

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1. Gauger J. B. D. Woodburn and Assistant Gauger R. E. Paullus, Holliday District 25, Holliday, Texas.
2. A gauger's equipment—gauge pole, oil thief, hydrometer, and hydrometer testing case. 3. Reading the gauge pole. 4. Lowering thief into tank to take sample to determine percent of BS and water in the oil. 5. Reading the percent of BS after thiefing a sample of oil. 6. Reading the hydrometer. 7. Taking readings for temperature and gravity. 8. Sealing lock stop on tank, preparing to run oil into line. 9. Locking and sealing tank when running oil into line. 10. Producer's witness signing gauger's run ticket after oil has been gauged.

Act the Pass-Word

Would you take ten thousand dollars for a faithful pair of hands

That will serve you from your childhood to old age?

Would you take an automobile for a nimble pair of feet?

Would you swap off nature's freedom for a cage?

That is all that's left a cripple, for he's never free again,

He's a prisoner within his helpless self,

Where pleasures never tease him, and the pay check

never sees him,

For his useful life is laid upon the shelf.

Would insurance money pay you for the eyes you used

to have,

As you enter on a life of endless night?

If you had it you would offer all the money in the mint

To a doctor who could give you back your sight.

Now, since these things are so precious, and can never

be replaced,

Never risk them if there is a safer way;

Better cherish them and guard them, ere the accidents

have marred them.

For your future all depends upon today.

Now our days on earth are numbered, and our life is

short at best,

And the end for each and all will come some day,
So let's be prepared to guard it and save what may be left,

And enjoy the world a little while we may.

We like a man who's fearless, and we hate a coward too,

Still it's better to be wise than always brave,

For perhaps you'll win the gamble, and perhaps you'll

only ramble

To the home of risky chances—that's the grave.

The best insurance order that there is in all the world,

And the one that is the least misfortune cursed,

'Tis the order that we all should join and all should

boost for too.

It's the workman's greatest friend, it's "Safety First."

So don't gamble with the treasures that can never be

replaced,

For you may lose and have to face the worst;

If you can't help acting funny, let the thing you risk

be money.

Comrades, always act the pass-word, "Safety First."

—K. H. Chisholm, U. S. Bureau of Mines.

Mine Rescue Station, Norton, Va.

From "The Tapping Pot."

The TEXACO STAR

Highways and Railroads

This is a letter written a year ago by Vice President J. L. Dowling of The Texas Pipe Line Company to Vice President G. L. Noble of The Texas Company. It and the added comment by President W. R. Scott of the Southern Pacific Lines furnish much food for thought. If the insight presented had been within the understanding and vision of roadbuilders fifty years ago the enhanced utility of railroads and highways, development of agriculture, promotion of rural life, and prosperity of the small town, as compared with present conditions, could not be estimated.

You have probably noticed it yourself, but here's the idea: All through this big country as it was settled up public highways were laid out parallel to and adjoining the railroads, and now as these highways are being improved, and in some places concreted, their location is left the same.

Now then, it seems to me that the railroads are asleep, and that both their interest and the public's interest are being injured by such location of these highways.

You know if I were going out to buy a tank farm, or pump station, and wanted to put in a loading rack, *etc.*, I have only one side of the railroad to pick from, because I can't put a switch across that concrete road, and it would be the same way with any other industry, and as the country improves and grows the railroad is shut out. The development must be largely on one side of the railroad, or else the switches will have to cross these concrete roads, which is getting to be more and more such a dangerous proposition. To develop the country, I suppose, is what a railroad is for, and it should not have such a high board fence all on one side of it, making it a one-sided development through the country.

There should be a space of 500 or 600 feet, or I don't see why it could not be a quarter of a mile, from the railroad track.

This wouldn't be a selfish proposition on the part of the railroad. It would simply be an idea advanced for the general good, both of the community and of the railroad.

As these new improved roads are being put through I don't see any reason why they should stick to the same location, right up against the right of way fence of the railroad.

I thought you might know some railroad people and that you would, maybe, want to pass this along.

It is the same way about an interurban railroad; they should not be right up against a steam railroad track, because that is a one-sided proposition for both of them. It is also in the case of the concrete public highway and the railroad a one-sided proposition for both

of them; the concrete road has only one side that you can use.

So I think it is a bad mistake all around.

The following comment upon Mr. Dowling's letter was made by President W. R. Scott of the Southern Pacific Lines.

There is no question but what Mr. Dowling's observations are in the main correct.

Good highways primarily are supposed to be built to accommodate the producer, particularly the farmer, and enable him to more easily market his crop . . . Had the highways, when first constructed, been built at right angles to existing lines of transportation, the success of the highway would have been very materially different so far as relates to the benefit of the country served. This would have maintained the integrity and continued the development of the small town. The small town business man and the wholesaler would have left the transportation of farm commodities to the railroads, where it can be done for much less expense than any other way. After the first roads had been built from these small towns, intermediate lines at right angles with existing railroads could have been built so that no farmer would have had to go more than three or four miles to get a good highway on which to move his produce.

In other words, no highway should be built paralleling existing lines of transportation. Immediately after the construction of these highways, jitneys and trucks were allowed the use of same for the payment of a nominal sum so as to compete with the railroads, with the result that the highways were soon broken down by overloading . . . Every person or firm, who uses improved highways for hauling freight or passengers for hire is in effect a common carrier and should pay accordingly. The railroads at the present time, through taxation, are paying approximately 15% of the cost of all the highways and their upkeep and, at the same time, these highways have been given people for free use, or approximately so, for the handling of business in competition

The TEXACO STAR

with the railroads. If the railroads had a right of way furnished them, tracks built thereon and maintained by the public, transportation could be furnished cheaper than has ever been dreamed of. The cost of these highways per mile approximates closely the cost of railroad construction and for which the public must ultimately pay.

The result of the present practice is that the small towns everywhere are shriveling and drying up . . . There probably will be a reversion of sentiment in time but the country has been fattened up so long on the idea that anything that can be taken from the railroads is legitimate that it takes a long time to mould the sentiment.

LAW CURRENT

Rob't A. John

Principal and Agent.—An agency was formally terminated by letter written by the principal to the agent. Thereafter the agent continued to perform services within the scope of the agency, and the principal accepted same. Held, that the agent having elected to keep the contractual relationship alive for the benefit of the principal as well as himself, is subject to the obligations and liabilities which were lawfully assumed under the old contract. *Davis v. Jointless Fire Brick Co.*, 300 Fed. 1.

Filling Stations.—The rule laid down by the Supreme Court of Arkansas is perhaps the universal rule, and that is that a municipal corporation has no right to authorize the use of a street, or any part thereof, for a filling station for the sale of gasoline. The basis of the rule is that the streets were dedicated for public use, and to convert the street to a private use would be contrary to the purposes of the dedication. *Sander et al. v. City of Blytheville et al.*, 262 S. W., 23.

Filling Stations.—The oil company in this case filed a proper application, to which were attached plans and specifications, as provided for by the ordinances of the city, praying that it be granted a permit to establish the station and to sell therefrom gasoline and motor oil. Upon its application being denied, a mandamus was sought, and it was held that a peremptory mandamus against the city should be granted, requiring the issuance of a permit. *Sunoco Service Corporation v. Donnelly et al.*, 125 Atl. 389 (N. J.).

Oil Well.—In accounting to an operator, who, though he has drilled and produced oil in good faith, believing in his title, is nevertheless without title, the cost of a non-productive well can not be charged to a productive one, and he can only be credited with the

cost of drilling a well against the production of the particular well so drilled. This is the rule in the State courts, and has now been followed by the U. S. Supreme Court. *State of Oklahoma v. State of Texas*, 44 Sup. Ct. Rep., 604.

Interstate Commerce.—The transportation of natural gas from one State to another by a pipe line company, which sells it to a local distributing company, is interstate commerce and for that reason is not subject to the jurisdiction of a State regulatory body, such as a public utility commission, or, as in Texas, the Railroad Commission. *State of Mo. et al. v. Kansas Natural Gas Co.*, 44 Sup. Ct., 514.

Lease of Land Acquired by Condemnation.—The leasing by a railroad of a part of its right-of-way and depot grounds, acquired by it by condemnation proceedings, to an oil company for the erection of a warehouse for the handling of refined oil transported by the railroad, reasonably tends to facilitate the business of the latter, and for that reason does not constitute a misuse of the easement as against the owner of the fee title. *Weir et al. v. Standard Oil Co. et al.*, 101 So. (Miss.) 290.

Removal of Well Fixtures.—The contract provided that lessee was granted the right "to remove all fixtures, machinery, and improvements placed thereon by said lessee at any time thereafter, excepting casing in wells that have already been drilled on the property hereinafter described, which is reserved by the lessor." Under this clause, a Court of Civil Appeals of Texas has held that lessee had a reasonable time to remove the casing, pipe, and rods placed by lessee in a dry hole, and that not removing same within a reasonable time, resulted in a forfeiture of the fixtures to lessor. *Terry v. Crossway*, 264 S. W. (Texas) 718.

It is not a very great gulf separating the blue law and the red law.—*Ex.*

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DEPARTMENTAL NEWS

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

Refining Dept.	C. K. Longaker, Houston
Natural Gas Dept.	W. H. McMorries, Jr., Fort Worth
Ry. Traffic & Sales Dept.	J. A. Brownell, New York
Marine Dept.	H. Hassell, Port Arthur
	H. Norris, New York
Legal Dept.	H. Tomfohrde, Houston
Treasury Dept.	H. G. Symms, Houston
	R. Fisher, New York
Comptroller's Dept.	B. E. Emerson, Houston
Insurance Dept.	P. A. Masterson, New York
Governmental Reports	C. M. Hayward, New York
Sales Dept. S. Territory	Miss M. Marshall, N. Y.
Sales Dept. N. Territory	R. C. Galbraith, Houston
Sales Dept. W. Territory	Geo. W. Vos, New York
Asphalt Sales Dept.	F. C. Kerns, Denver
Export Dept.	J. J. Smith, New York
Purchasing Dept.	J. B. Nielsen, New York
	J. A. Wall, New York
	J. E. McHale, Houston
	J. T. Rankin, Denver
Producing Dept.	Otto Hartung, Houston
Pipe Lines	Fred Carroll, Houston
T. T. Co. of Mexico S. A.	C. W. Pardo, Tampico

REFINING DEPARTMENT

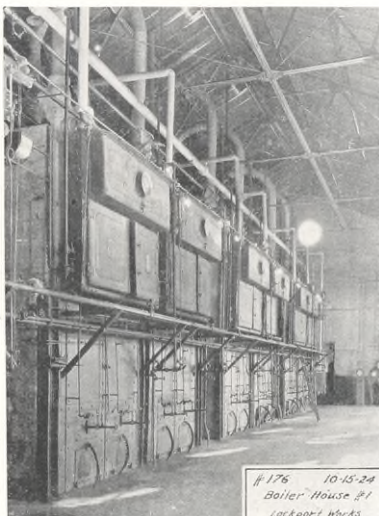
WATER SHIPMENTS BY THE TEXAS COMPANY FROM
PORT ARTHUR, TEXAS, MONTH OF OCTOBER, 1924

Refined—Coastwise.....	713,143 bbls.
Refined—Foreign.....	559,486 bbls.
	1,272,629 bbls.
Crude—Coastwise.....	208,791 bbls.
Total.....	1,581,420 bbls.

C. W. Horan, Chief Clerk at Riverside Fulfers Earth Plant, sent some time ago an account of his brother's finding a Texaco 5-gallon can near the summit of Mauna Loa, Hawaii; he suggested that the February 1924 *National Geographic Magazine* showed splendid views of Mauna Loa:

Captain John P. Horan, formerly of Port Arthur Works Laboratory, relates an experience in a climb that he made to the summit of Mount Mauna Loa, Hawaii. It is a three days trip to the summit and back. The first day's climb to the Half Way Inn is 23 miles. The second day covers 12 miles to the top and return to the Half Way Inn. Captain Horan relates that at the end of the second day he shouted to his accompanying officers "Say, men, look at that!" One replied, "It's nothing but an oil can." The Captain came back, "But, man, see what it says on it." An examination of the can showed that the reading on the top was: *American Kerosene Manufactured by The Texas Company, Port Arthur, Texas, U. S. A.* Captain Horan explained that he had worked some years for The Texas Company, and had commanded the company which guarded Port Arthur during the war. The sight of that can was like a glimpse of home to him.

Texaco products are so widely distributed that they form a link with the home country for Americans wherever they travel.



See pages 6-8

SALES DEPT. S. TERRITORY

Houston District.
We welcome Huntsville to our list of Stations and wish all success to our new Agent, H. G. Eastham.

Alpine Station, Agent J. B. Keefer, was opened October 2. Jimmie is a descendant of the Minute Men; he decides in a minute that he is going after a piece of business and he gets it.

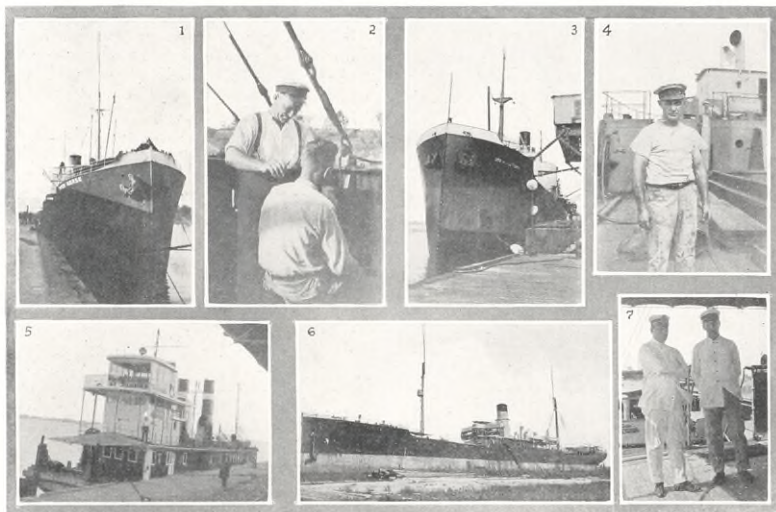
We are pleased to receive in the Texaco family B. H. Davis, new Agent at Marfa vice J. G. Cox transferred to City Salesman in San Antonio. Our good wishes to both.

During off hours Ass't Agent Smith at Port Arthur devotes his time to selling to the Marine Trade and he has been very successful. He recently negotiated a large order with French Line Steamer furnishing their entire supplies.

Our sympathy is extended for the death of Agent E. C. Schroeder's father at Brenham, and for the death of Agent M. F. Bonnett's father at Eagle Pass.

Mrs. M. K. Bercaw, D. O. stenographer, has resigned to go with her husband to Alvin, Texas, where he has a position with the Whitson Motor Company. We have lost a valuable stenographer and our good wishes will follow her through life.

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Marine Sales Division

1. Danish S. S. "Betty Maersk" belonging to A. P. Moller & Co., Copenhagen, Denmark. This vessel and other vessels of the same line are successfully lubricated with Texaco Marine Products. 2. This photograph indicates that Chief Engineer Rasmussen of the "Betty Maersk" in addition to being an efficient engineer is also a tonsorial expert. 3. C. & D. American S. S. "City of Philadelphia," lubricated exclusively with Texaco Marine Products. 4. Chief Engineer Starke of the "City of Philadelphia," who has always given his unqualified approval of Texaco Marine Products, recently declared that since using Texaco on this vessel he has reduced his consumption approximately 30%. 5. Barge "Demopolis" of the Mississippi Warrior Service (U. S. Government). This vessel and all other vessels operated by the Mississippi Warrior Service are lubricated exclusively with Texaco Marine Lubricants. Chief Engineer Mott has always expressed preference for Texaco. 6. S. S. "Giove" of Societa Cooperativa Garibaldi, Genoa, Italy, using Texaco exclusively. 7. Captain G. Profumo and Chief Engineer A. Vigliani of the S. S. "Giove." Chief Engineer Vigliani gives highest praise to Texaco.

Dallas District.—The State Fair of Texas is in full blast and the attendance has broken all records. Our exhibit building, which was redecorated by Salesman J. N. Parrott, presents its usual attractiveness. Texaco B Q is the special feature. Demonstration by moving pictures of the method of applying B Q and its effectiveness has proved very interesting to our farmer customers. W. H. Noble is supervising the B Q activities and assisting Superintendent Will Carroll in welcoming the friends of Texaco visiting our exhibit.

The coöperation we have been receiving from Agents and Special Agents in collections represents the real Texaco Spirit and holds for Dallas District first place in Southern Territory. Out of the 145 Stations, during September 81 collected better than 90%, and of the 64 collecting less than 90% only 26

were under 75%. We are proud to make it known through *The Texaco Star* that Dallas District for the first nine months of 1924



Young Bros. Garage, Corsicana, Texas
Filling 40 Shelby County demonstration cars with Texaco.

The TEXACO STAR



Buffalo Service Station, Cleburne, Texas
Owned and operated by Agent J. D. Goldsmith

ranks first in Southern Territory on percentage of collections, having an average of 82.15. We need 64 more Agents in our 90% or better class. Join now.

In forwarding copy of the following letter, Mr. Cox remarks, "It looks to me like he is going to have to send me a cigar":

Dallas, Texas, Oct. 8, 1924.

Mr. R. E. Donohue,
Asphalt Sales Dept., New York.
Dear Sir: Referring to the article in *The Texaco Star* for September in regard to your Durant Sport Model, in which you show a good record, I am sure you will agree that I have a better one on my Ford coupe.

Having Form S-155, Maintenance, Operation, and Service Record of Motor Equipment, to handle in the District Office, I became interested to know what it was costing me to operate a Ford, having used one for 9 years. I bought a new Ford coupe equipped with Stewart Speedometer, Goodyear Cords, and Stromberg Carburetor and started to keep a daily record on it 18 months ago yesterday, which shows as follows:

Repairs and Renewals.....	\$ 27.90
Gas, Oil and Grease.....	129.44
Days Serviceable.....	548
Days Operated.....	517
Mileage.....	13,406

My gasoline mileage runs from 17 to 35 miles per gallon, varying on account of traffic and condition of roads and streets. Oil drained out of crank case about every 600 miles. Bearings have never been touched and motor runs good today, which I attribute to use of Texaco Motor Oil and Texaco Gasoline.

Yours truly,

G. C. Cox,
Equipment Clerk.

Oklahoma District.—The Tulsa Exposition was a wonderful success from every standpoint. The lectures and exhibits were very instructive and drew mammoth crowds. Representatives from all over the world attended this great Oil Show. The Texas Company's exhibit was one of the finest on the grounds.

The new Special Agents of Zones 5 and 10, C. L. Thomas and E. F. Underwood respectively, are functioning in the expected and desired manner. Irregularities at stations are being corrected and the Zones operated in first class shape. Go to it, make your Zones prize winners.

Pierced by Cupid's Darts! We announce the marriage of Agent H. P. McElroy of Blackwell, Okla., and Miss Frieda Mee of that city. Also that of Agent L. S. Youngblood of Wewoka, Okla., and some young lady whose name we have not received. Congratulations.

We regret to report the serious illness of Mrs. E. M. Gibson, telephone operator in the D. O. Mrs. Gibson has been with the Company for six years and many friends, near and far, will miss her voice over the local and long distance phone.

Leading Stations for the Month of September

Total Gal.	Lub Oils	Grease	Crank Case
Tulsa	Tulsa	Blackwell	Tulsa No. 4
Joplin	Okmulgee	Wewoka	Joplin No. 1
Muskogee	Blackwell	Ada	Tulsa No. 2
Henryetta	Muskogee	Joplin	Tulsa No. 5
Okla. City	Joplin	Miami	Miami No. 1

New Orleans District.—New stations opened: McComb, Miss., Agent L. Z. Dickey; Yazoo City, Miss., Agent J. F. Steinriede, Philadelphia, Miss., Agent E. V. Tidwell. Agent Dickey opened a filling station in October and the first day's gallonage was very gratifying. Also, on October 11, Agent Steinriede opened a filling station in Yazoo City doing 2,800 gallons the first day.

Honor stations in collections for September were: Belmont, Miss., 100%; Rosedale, Miss., 100%; Logansport, La., 97%; Corinth, Miss., 96%; Magee, Miss., Union, Miss., and Bunkie, La., each 95%.

Miss Margaret Delatte and "Mack" Sanderson were married on October 18. Miss Margie is bookkeeping machine operator in the D. O., and after a short honeymoon she intends to return to the Texaco Family. D. O. employes presented the happy couple with a set of china.

Atlanta District.—We are very glad to report some improvement in the condition of Superintendent J. S. Jones, who has been ill for several weeks. We trust it will not be long before he will be back at his desk with his usual health.

We enjoyed on October 16 a visit from Chief Motor Inspector Spear, of Houston, who held a meeting of Atlanta District Motor Inspectors.

Little Miss Bertha Louise, tipping the scales at 10 lbs., made her appearance at the home of Tank Salesman J. P. Hardy of Spartanburg, S. C. Station on September 8.

One of the most attractive displays at the Southeastern Fair in Atlanta, October 4-11, was that of The Texas Company. Besides dispensing equipment

The TEXACO STAR

and various products, 54-gallon metal drums of Texaco B Q were on exhibit, and circulars explaining the attributes of Texaco B Q and illustrated with pictures of machines making applications were generously distributed. Large photographs showing the type of sprayer used decorated the walls of the booth. The trademark B Q apparently is a happy one; for everyone, especially those to whom we wish to appeal, has an abundance of curiosity and a desire to clear up the mystery of these two unique letters, not only as to what the two letters represent, but also what the product is that is labeled with such an unusual name. A better opportunity for advertising could not be found, and many sales will undoubtedly result from this excellent display.



Florida District.—We announce with pleasure the appointment of R. V. Church as Agent at St. Augustine Station. Mr. Church was one of our Motor Inspectors, and from the way business is increasing at St. Augustine, R. V. is going to be as efficient and wide awake an Agent as he was Motor Inspector.

Special Agent P. A. Jones is the proud father of a 10-lb. girl. Congratulations.



DeLand, Fla. Station

Agent T. A. Sherrod and his force are noted for 100% collections and grease selling. Tom's grease record for the first nine months of 1924 compared with corresponding months of 1923 shows 105% increase.

SALES DEPT.
W. TERRITORY During the week of October 13 we had the pleasure of having with us Department Agent G. W. Worthington of Southern Territory. Come again, Mr. Worthington.

New Commission Stations: Boone, Colorado,

Agent O. Johnson; Salt Creek, Wyo., Agent Walter K. Heckert; Glenrock, Wyo., Agent O. W. Saul; Colorado Springs A. F. S. No. 2, Agent C. D. Matthews.

Denver A. F. S. No. 5 and No. 6 have been made Consignment stations with Nick Strewler and Ernest Julius in charge.

We regret to report that it was necessary for H. R. Vining, Agent at Denver A. F. S. No. 1 to accept a leave of absence on account of his health. We extend to him our best wishes and hope to see him on the job again.

We are happy to report that Agent T. H. Walker, Leadville, Colorado, who was stricken with paralysis, is improving. His many friends wish him a speedy and complete recovery.



Marine Sales Division.—M. S. "Californian"

The "Californian" and her sister ship the "Missourian" of the American-Hawaiian S. S. Company, San Francisco, were built in 1922. Each ship has twin Diesel engines developing 4500 horsepower, making 11½ knots loaded. They are 11,000 deadweight-ton vessels, with electric cargo winches. The engines were built by Wm. Cramp & Sons Ship and Engine Company and the hulls by the Federal Shipbuilding Company. Both vessels enjoy Texaco Lubrication.

The TEXACO STAR

El Paso District.—Miss Betty Jean McLure, born October 10, a new member of the Texaco Family, is the daughter of Mr. and Mrs. G. W. McLure. "Bill" was recently transferred to City Salesman, El Paso, Texas.



At the Industrial and Agricultural Exhibition, Albuquerque, N. M.

This splendid display, which attracted much favorable comment, is indicative of Agent J. J. Brodbeck's ability to keep Texaco at the front. "Miss Texaco," Agent Brodbeck's daughter, made an excellent representative.



L. R. Ruffin, Zone 1, winner of 2nd Prize

Always on his toes and ready to go is Louie. As a rustler he's better than good; for the "cities" are few, small, and far apart in the countries of northern New Mexico where Louie holds the balance of power for Texaco.



Salt Lake District.—Ogden Filling Station

Opening day of this new Texaco Service Station. It broke all records in the West for opening day gallonage. Agent A. E. Halstead of Ogden Station is shown standing by the pillar.

The main difficulty about cutting off the expenses of government is that practically all the expenses can vote.—*Columbia Record*.

Page twenty

Billings District.—Five new stars have made their appearance in our District's constellation since the last report. They gleam brightly, representing Browning, Ashley, Lehr, Mott, and Whitehall Stations. They are stars of first magnitude. Watch 'em.

Nuptials: H. A. Terry and Adeline Ryan, September 20, 1924. D. O. employees presented them with a silver token of their love and good wishes. Creditman Miller made the speech of presentation mentioning turtle doves, etc. and endeavoring to point a moral. We think it passed 'em by. Anyhow for better or for worse the twain have joined fortunes and happiness perches over their doorway. May it be always thus for them.

Spokane District.—Wallace and Weiser, Idaho, Stations were 100% on collections in September. Pullman, Washington, and Coeur d'Alene, Idaho, just missed perfect records. Several other stations made 95% or better.

Paul Whitehouse asserts that his "gang" in Zone Four (Walla Walla, Washington Zone) are the go-gettin'est bunch of agents in the country. After reviewing gallonage increases for his zone, we think Paul may be right.

We extend congratulations to Mr. and Mrs. W. L. Skinner on the birth of a daughter, Charlotte Anne, on September 22.



A result getting team

Agent E. E. Johnson of Enterprise, Oregon, Spokane District, second high man of the Lumberjacks, at right; Glen McGarry, Johnson's co-worker, at left. Mr. Johnson has recently been transferred to Newport, Washington.

Omaha District.—We extend our utmost sympathy to Superintendent G. H. Seawell for the loss of his mother, Mrs. Sallie R. Seawell, who died in Atlanta, Ga., on October 3, having attained the age of 80 years, after a short attack of pneumonia.

Glenn Linder, Agent at Broken Bow, Neb. Station, was the lucky agent in the Station Prize Contest, Second Quarter, 1924.

Arie Newenhius, Agent at Madison, S. D. Station, had 32,066 gallonage for the month of September. This 32,066 includes 1426 gallons of lub oils. There was also sold at Madison Station 1,044 pounds of grease. Madison has a population of less than 5,000.

The TEXACO STAR



South Dakota State Fair, Huron, South Dakota

Left to right: C. E. Kinser, Zone Salesman; G. H. Seawell, Superintendent Omaha District; T. E. Goodwin, Assistant Superintendent; W. P. Saunders, Zone Salesman; C. M. Brewster, Agent, Huron, S. D.

SALES DEPT. N. TERRITORY

New York District.—Here we have a new one. In a letter to Representative L. O'Malley, Filling Station Inspector S. C. Eberhardt states: "Fire at Lefferts, man lit match to see how much gas he had in tank—no damage."

announce the arrival of a Texaco male quartet and we extend our congratulations to Mr. and Mrs. Jos. Cohen; Mr. and Mrs. D. L. McCue, lately of Somerville; Mr. and Mrs. W. C. Marden; Mr. and Mrs. A. B. Bartol. If this keeps up the future of The Texas Company will be assured.



Progress in Syracuse Territory

Mrs. A. C. Brockway's Filling Station on Main Highway, five miles east of Syracuse.

Boston District.—We are pleased to an-

Pittsburgh District.—The D. O. has again been successful in closing contract with the Weirton Steel Company, Weirton, W. Va.

We extend our deep sympathy to Agent B. W. Seawell at Columbus, Ohio, whose mother died recently.



Bulk Oil Station of the Metamora Oil Company, Metamora, Ohio, exclusive Texaco distributors, who are putting Texaco on the map in Northwestern Ohio.



A. A. Gunnison's Gasoline Comfort Station

On the Post Road, Kittery, Maine. One of the best filling station accounts in the Merrimac Territory.

Norfolk District.—R. G. Searing of the District Office Traffic department was transferred to Chicago District in the same capacity on October 1. During his four years stay with us Bob made many friends in both office and field and we were sorry to see him leave. We know, however, that Norfolk's loss is Chicago's gain, and we wish him all success.

H. E. Bowen was promoted from the Stock department to the Traffic desk to succeed Mr. Searing.

The TEXACO STAR



How the Asphalt Sales Department enjoyed the recent outing of the Texaco Association of New York

ASPHALT SALES DEPT.

There are in the United States today many hundreds of miles of worn out macadam and gravel roads and streets which are sadly in need of attention. In many instances engineers and officials have deemed it necessary to tear up these old pavements completely and to replace them with entirely new pavements. It is to bring out the wastefulness of this practice and the value of old macadam and gravel as foundations for Texaco Asphalt pavements that the Asphalt Sales Department has published a new booklet on the subject "Resurfacing Worn Macadam and Gravel—How to Do It with Texaco." Readers of *The Texaco Star* may secure a copy of this booklet by writing to the New York office of this Department.

Another record for Texaco Asphalt paving is the fact that it has been serving Atlantic City for the last 12 years. Naturally, when it came time to construct additional paving, the city officials turned again to Texaco. "Bill" King successfully landed not only the Atlantic City contract but also that of its next-door neighbor, Ocean City. For his work in securing both contracts "Bill" deserves much credit.

If the feeling expressed in the following words had been put into a slap on the back, Ralph Elder and Walter Hempelmann of the Middle West Division would have been floored. The writer is F. G. Hibberd of the Milwaukee Electric Railway and Light Company. This is his opinion of Texaco Service: "We are very much indebted to you for the exceedingly prompt shipment of Asphaltic Cement and wish to advise that when this car reached our yard we had four barrels left. It has been exceedingly gratifying to the writer to have the wonderful support of yourself and Mr. Hempelmann during this season's work and I more than appreciate your assistance."

Frank Watkins is up against an unusual and disheartening situation in a New York county. A town in this county has Penetration Macadam roadways which have been constructed with both Texaco and competitive asphalts. The Texaco (naturally) is far superior and the Town Superintendent is completely 'sold' on it. Generally a man feeling this way is considered a great asset, because through him other towns may be won over. The ideal way would be to have this Superintendent get up at the meeting of the Town Superintendents of the County and express his complete satisfaction with Texaco. All this was apparent to Frank. But what's a fellow to do when his best booster is *tongue-tied*?

We learn with deep regret of the death of the mother of Mrs. F. Holbein of our New York office. Mrs. Holbein's mother had been under the doctor's care for some time, but to no avail. She breathed her last on the night of October 9.

**PURCHASING
DEPT.** R. G. Dawson attended the Second Annual International Petroleum Exposition and Congress at Tulsa, Okla., where he viewed all the latest improvements in the Oil Industry.

The Texas Company booth at the Exposition had a large Texas painting on the rear wall with a continuous stream of Golden Oil coming from a suspended can. The large canopy over the booth, the rest room, and writing tables, in addition to the oil samples and an illuminated electric beetle, served to draw the attention and favorable comment of the visitors.

EXPORT DEPT.

W. H. Borie, Assistant Manager of the Export Department, arrived recently in Japan. He will make a tour of inspection of some of the most important Far Eastern districts.

The TEXACO STAR

A Cooperation Fable

By "Bussaw," Rotterdam, Holland

Said a wise old bee at the close of day,
 "This colony business doesn't pay;
 I put my honey in that old hive
 That others may eat and live and thrive,
 And I do more work in a day, by gee,
 Than some of the others do in three.
 I toil and worry and save and hoard,
 And all I get is my room and board.
 It's me for a hive I can run myself,
 And me for the sweets of my hard earned pelf.

So the old bee flew to a meadow lone
 And started a business all his own;
 He gave no thought to the buzzing clan,
 But all intent on his selfish plan
 He lived the life of a hermit free.

"Ah, this is great," said the wise old bee.

But the summer waned and the days grew drear,
 And the lone bee wailed as he dropped a tear;
 For the varmints gobbled his little store,
 And his wax played out, and his heart was sore.
 So he winged his way to the old home band,
 And took his meals at the "Helping Hand."

Alone, our work is of little worth,
 Together we are the lords of the earth;
 So it's "All for each and each for all,"
 United stand, or divided fall.

Grey Snapper
 weighing 72 pounds
 caught at the mouth
 of the Martha Brae
 River, Falmouth, by
 Mr. Clinton Delgado
 of the firm of Delgado
 Bros., Agents for
 The Texas Company,
 Falmouth, Jamaica,
 B. W. I., September
 1924. Length 4' 6",
 girth 38", weight 72
 pounds.



PIPE LINES

P. J. Lee has been transferred from Tampico, Mexico, to the Oil Accounting Department, Houston.

Many friends of Geo. M. Dilley, District Gauger at Cow Bayou, Texas, will be glad to learn that after undergoing an operation for appendicitis he is now completely recovered.

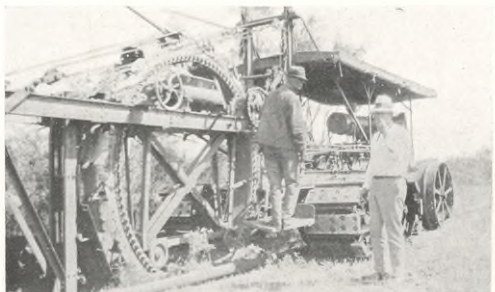
Mrs. Derden, wife of W. I. Derden, formerly of the Oil Accounting Department, Houston, died in San Antonio on September 5. We extend our deep sympathy.



Pipe Line construction work in bed of Red River southeast of Burkburnett in District 14. Taking up 8" line and relaying it on account of the current. Photographs by F. S. Reid.

Pictures show the ditching in taking up the line and the method of raising the pipe to unscrew it. In the third photo of top row the dark spot in the river shows where the line will be tied into that portion now under water. The river was low during September and the work was being done rapidly by a large force of men and teams in order to finish it before the river rises. In the bottom row at the left are seen Ass't Sup't O. R. Burden, District Foreman E. H. Davidson, and Dan McIntosh, District Foreman in charge of the work. The last two pictures, in Holliday District, show method of casing a 3" line crossing an irrigation canal, and a 2" line to the W. G. & B. G. Parker well. Going over the ditch, instead of under, is an economical form of construction, and the line is cased to keep oil out of irrigation water in case of a break in the oil line.

The TEXACO STAR



Ditching machine in operation in Holliday District. Operator E. R. Patton, Ass't Sup't O. R. Burden, and ditch made by the machine.—Photographs by F. S. Reid

Congratulations and best wishes to John F. Sullivan of the Houston Office and Miss Lois B. Selby who were married at the home of the bride in Houston on September 23. After ten days in Galveston the couple are now at home at 1112 Hyde Park Boulevard.

A son was born to Mr. and Mrs. Frank S. Reid, Holliday, Texas, on October 17. Congratulations.

M. A. Ellis, of the Houston Office, and wife announce the birth on September 7 of a baby girl, Mary Catherine. Congratulations.

Too many men looking for work quit looking for it when they find jobs.—*Coleman Cox.*

Tell me which comic strip you read and I'll tell you what kind of moron you are.—*Life.*



Some of the principal selling agencies of Texaco Products in Mexico

1. Office force of Acres-Hartmann Lumber Co., Torreon, distributors of Texaco Products for the cotton region of Mexico.
2. Deutz Hermanos, long established machinery and banking firm of San Luis Potosi, distributors for The Texas Company of Mexico, S. A.
3. Rodriguez Zubiran y Cia, distributors in Monterey.
4. Office and warehouse of Jose R. Salas Lopez, distributor at Saltillo: Senor Lopez is standing before the doorway.

SUGGESTIVE INDEX OF CURRENT ARTICLES

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

EXECUTIVE. The Economics of the Oil Industry. Sir Robert Waley-Cohen.—*J. Inst. Pet. Techn.*, No. 44, Vol. 10, p. 371.

REFINING. Petroleum Engineering. C. Dalley.—*J. Inst. Pet. Techn.*, No. 44, Vol. 10, p. 459.

Petroleum Cracking Processes and Future Production Problems. T. A. Boyd.—*J. Ind. and Eng. Chem.*, October 1924, p. 1004.

LABORATORIES. Some Chemical Problems of the Insecticide Industry. J. K. Dickerson.—*J. Ind. and Eng. Chem.*, October 1924, p. 1013.

Refining of Oil-Shale. Edwin M. Bailey.—*J. Inst. Pet. Techn.*, No. 44, Vol. 10, p. 527.

Lignite, a Future Fuel? O. P. Hood.—*J. Ind. and Eng. Chem.*, October 1924, p. 1020.

SAFETY. Fire Prevention in Oil Properties. Frank A. Epps, Manager Fire Protection Department, Tide Water Oil Co.—*National Petroleum News*, October 8, 1924.

Accidents Few Considering Vast Volume of Petroleum Handled. W. R. Boyd, Jr.—*National Petroleum News*, October 1, 1924.

Carbon Monoxide Poisoning in Private Garages. W. P. Yant, W. A. Jacobs, L. B. Berger.—*J. Ind. and Eng. Chem.*, October 1924, p. 1047.

CREDITS. Use Less Credit than You Can Get.—*System*, October 1924.

"Of fundamental importance in all merchandising is knowledge of the buying habits of the customer."

RAILWAY TRAFFIC. What Is a Freight Rate—and Why? Robert S. Henry.—*The Nation's Business*, October 1924.

GENERAL. Some Phases of the Oil Industry's Public Relations. Fayette B. Dow.—*National Petroleum News*, October 15, 1924.

The Specter of City Ownership Fades. Floyd W. Parsons.—*The Nation's Business*, October 1924.

The Great American Game—Regulation.—*The Nation's Business*, October 1924.

The Iroquois League of Nations. Robert Lansing.—*The Independent*, October 4, October 11, 1924.

BOOK. Democracy and Leadership. Irving Babbitt.—Houghton Mifflin Company, Boston. \$3.



Highest Refined Station in the United States—10,200 feet

Our Refined Station at Leadville, Colorado, is in the highest incorporated city in the United States, which is also, we believe, the highest in the world. The altitude is 10,200 feet and the snow on the mountains in the background is perpetual.

Agent T. H. Walker writes: "Leadville is located on the Denver and Rio Grande Railroad and our station is just a quarter of a mile from the center of the city. Leadville is noted for the world's most famous mining camp and has the highest altitude of any incorporated city in the world. It has some of the richest gold mines in Colorado and is at the foot of snow covered Mt. Massive, the highest mountain in the state. It has two smelters, numerous mills, and ten garages and filling stations—all of which are in part or wholly supplied with Texaco products. Our wonderful mountains are inhabited by mountain sheep, deer, antelope, bear, mountain lion, and a few buffalo and our many lakes and streams furnish excellent sport in fishing for mountain trout, trapping beaver, etc." We do not know just how to understand the concluding sentence in Mr. Walker's letter, but pass it on as is: "Oh boy, this is a city as it was in the days of '49."

The American Red Cross



*Join!
now!*

Roll Call until Thanksgiving Day