

The TEXACO STAR

CHRISTMAS 1924



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Christmas Again

CHRISTMAS AGAIN! And our spirits grow merrier,
Down drops each selfish conventional barrier,
Hearts beat more lightly and footsteps grow airier;
This is the glorious period, when,
All 'round the planet, whatever the latitude,
Mortals are glowing with love and with gratitude;
Life for the moment is full of beatitude—
Christmas again!

This is the happy and this is the jolly day,
This is the dearest and tenderest folly-day,
This is the magical mistletoe-holly-day,
Which we have with us but once in each year.
Come on, we're good little pals all together now,
Time to cut loose from your dignity's tether now,
Old folks or young folks, we're birds of a feather now—
Christmas is here!

Isn't it good to be friends with humanity,
Practicing something like true Christianity?
Must we go back to the greed and the vanity
Which have made sorrow and woe among men?
Christmastime spirit—how splendid a thrill it is!
Let us preserve it, with all our abilities;
Hold to it, practice it, live it, until it is
Christmas again!

—Berton Braley.

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"All for Each—Each for All"

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The Petroleum Triangle

Amos L. Beaty

Address before American Petroleum Institute
Fort Worth, Texas, December 9, 1924

Jot Gunter was fond of quoting a speech made many years ago by an Indian chief at the fair. Perhaps it was in this city. The chief had been induced to come from the nearby Indian Territory and appeared in his war paint and regalia. He sat on a bench and spoke through a colored half-breed interpreter. This was his speech as it came from the interpreter: "He say one time he steal horses all over this country." Appearing here tonight near the scene of my early activities, I am glad to proceed without the intervention of an interpreter. But thinking of the place and occasion, I must express my continued affection for this great commonwealth, my native State, and its people. No State in the Union has a more glorious history. The Alamo, Goliad, and San Jacinto will go down the ages. Texas is as great as its base is wide but no greater than the hospitality of the people or their kindness toward Texans who have left home. Here is "the peak that towers above all the clouds, the window in which the light forever burns."

An important industry could not exist on a uninhabited no-man's-land. Besides the in-

dustry there must co-exist a public to be served and a government to maintain order. The industry itself is one side of the triangle. It includes those who furnish the capital, usually stockholders, who are presumed to derive revenue from investment, and the workers, who with brains or brawn earn their livelihood. The public at large, wherein are found the consumers or patrons, constitutes another and important side. The third is the government, which, in addition to its direct interest as a consumer here and there, is the arbiter or umpire of the game. I think we could not ignore the government as a real factor, or, because of its interest as a consumer, merge it with others in that category, for it is undeniable that the policies of government, state, and national, are important factors in our weal or woe, and the success and perpetuity of the government itself depend largely upon the course of its industries. Nor would it be painting the picture to make demarcation between stockholders and workers, for in the industry they are one. Furthermore, while it does not change the aspect, we cannot lose sight of the fact that the industry and the public overlap. More than a million people of the United States are supported by salaries or wages drawn from the oil business and perhaps another million participate in the enjoyment of earnings otherwise.

The petroleum business has four major subdivisions or branches, (1) the production of crude, (2) refining or manufacture, (3) pipe line transportation, and (4) marketing operations. And whether we consider it one business or several businesses, what I have said is true, and we cannot close our eyes to effects that flow in three directions from definite causes, or to reactions that may be expected. Yet in almost every instance instead of conflict there is coincidence of interest. It some-

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times appears on the surface that what will benefit one side will injure another, but when proper analysis is made this usually is found to be a mistake. Never were three interests subject more logically to accord.

My figure of speech may not be orthodox in rhetoric, but it will serve to convey the idea. What I intend to discuss is the three sided aspect of some of our problems. I shall group them in relation to the four main branches of the business stated in the inverse order of the foregoing. In other words, I shall discuss marketing matters first and then travel back to the primary branch, crude production.

Sellers, consumers, and the government all have theories, not to say policies, some of which challenge careful consideration and may admit of improvement. It is not cynical to say this, because it is equally true that erroneous practices and short-sighted policies are tolerated and seem to be rather freely forgiven, at least for the moment. All parties at interest apparently understand that perfection is not to be expected. We stumble along and comfort ourselves with the thought that we are doing the best we can. Yet it is undoubtedly true that at some stage accounts must be rendered. If marketers fail to treat consumers fairly the latter will demand a reckoning somewhere. If consumers become excited and cause the merchant to be harassed by crazy legislation they will live to rue the day. Likewise the government will suffer through the lack of support and respect, to say nothing of more direct loss, if it exceeds or falls short of what wise government should be. We are marooned in the world together, all in the midst of causes and effects, and none can escape the working of that system which is wiser and better than any man-made rule.

During recent years we have seen several periods of over-production and consequent low prices of gasoline. In several of these periods it has happened that some large marketing company, alarmed by the loss of gallonage, due to keen and continued competition, has seen fit to make extreme and sweeping price reductions. These reductions have been so extreme at times that plainly the marketing company was selling at a loss. Other companies found it necessary to meet the prices, the alternative being a loss of position, idle facilities and organization, and excessive accumulation of stocks. The result has been a general reduction of prices followed by actual losses. The initiation of a program of that kind may not

violate laws which prohibit such selling to drive out or limit competition, and as a commercial proposition it may be justified on the theory of stabilization. It may even be justified on the theory that if a physician knows how to treat only one disease and that disease is fits, he should start his treatment by throwing the patient into fits. But selling below cost is certainly a drastic remedy. I have never felt like prescribing it and have often wondered about its efficacy. It has the effect of stabilization, also uniformity; it makes the business uniformly bad. Moreover, consumers are led to false conclusions. They reason that if the companies can sell gasoline for 10 cents today they can do the same thing tomorrow, and that there is profiteering when the price is 20 cents. Their impression in turn is reflected in the attitude of government officials, with resulting investigations, questionnaires, conferences of attorneys general, and complaints by the Federal Trade Commission. Merchants in every line of business are annoyed more or less by bootleg competition. The clothing merchant must contend with fire sales, bankruptcy sales, and other schemes or calamities, but I have noticed that those who are successful in the long run pay little attention to temporary disturbances of that kind. They pursue the even tenor of their way looking straight ahead. I wonder why we cannot come nearer doing that in our business.

The giving of rebates and the making of special allowances should be condemned. There are laws on the statute books in many of the States designed to prevent such practices. One marketer justifies himself by the fact that others are doing it, and the others justify themselves by the fact that he is doing it. It is like the ambitious young lawyer just out of college who secured a partnership with the leading lawyer in his town by telling him that he was about to marry the daughter of that lawyer's most influential client and in turn induced the latter, his fiancée's parent, to consent to the marriage on the ground that he was about to become a partner of the prominent lawyer. The giving of rebates is a miserable subterfuge. If the trade of some customers because of volume is more important than that of others it may afford ground for a price difference, just as there is a difference between wholesale and retail prices; but preference and favoritism shown among customers of the same class is wholly unjustifiable. And it is short-sighted. When one customer enjoys a

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rebate or special allowance, that fact travels over the grapevine telephone at a pace which would surprise the Radio Corporation of America. Every customer who is not so favored feels that he is mistreated and is ready to switch his business at the first opportunity. I believe in practical things and not too much in theories, but I think it is both practical and sensible to avoid discrimination between customers who are in the same class. If we would do this we would get along better with the trade and with each other, and our relations with the state would be more satisfactory. We should respect uniform price and anti-discrimination laws in their spirit and intent. Permit me to say here that I am making no charge against the head of any company or against any sales manager. I think most of them have too much vision and sense of fairness to approve foolish or narrow practices. The trouble is that the men in the field do not see the situation in a broad light. Perhaps they are not talked to enough. If they knew the views of their executives, if along with the order to move gallonage they received the gospel of fair play, conditions might improve. Please understand that this is not holier-than-thou talk. I assume my full share of blame, whatever it is. No organization is perfect; no executive is so good or so wise that he is always in the clear. What I mean is that we, all of us, should work for a higher standard in marketing methods.

Day by day the increase in marketing facilities goes on. The same company will provide facilities for the handling of its product, either directly or through others, to the extent of several service stations in the same zone, so that its own facilities force intra-company competition. Economically deplorable as this is, I know of no way to stop it, and presume it must run its course. It is one of the ills characteristic of competitive business. We all know that competitive business invariably loses in economy and that the only way to avoid this is to make the business non-competitive, which means monopoly and a worse evil. I think the time is coming, however, when the pump and tank pace will slacken. When production of product falls below consumption the surplus of marketing facilities will be reduced. At first the least efficient will be abandoned, then the next, and so on. Or, to put it another way, if a company has only a limited quantity of product to market, and that quantity is no more than the require-

ment of its facilities, it will naturally refrain from further installations. If we ever reach the point, as I firmly believe we shall, when the problem is not how much we can market but how much we can obtain for the market, many of the now too numerous stations will "fold their tents like the Arab." To my mind this is so plain and certain that it will admit of no denial. Suppose a given company which now has facilities for marketing 1,000,000 barrels annually finds itself able to obtain only 800,000 barrels in a year. Will it try to maintain all of its present facilities? Instead of doing this it will dismantle those which are least profitable, those which are least justified economically, and maintain the others. The only time we have had a test of this was during the war when we had the gasless Sundays. We then saw stations that could not get product, and we saw stations closed.

I have spoken of the future time when distress gasoline will be a thing of the past, when there is not enough to supply the needs of the country. This may be a long way off, but if and when it does come prices will naturally go higher. The public and the umpire can then hark back to the day when the motorist could fill his car at 10 or 15 cents a gallon. It is not to be assumed, however, that new conditions will not be accepted as they may exist. Higher priced gasoline would mean more money being spent for crude, which in turn would mean stimulated activity in exploration and greater revenue for landowners. We are on firm footing when natural and economic laws are in play, as they always are, and those who do not understand resulting situations have only to learn.

Nearly all of the States now impose a tax of some amount on each gallon of gasoline sold. The tendency is pronounced and continuous. The States that are lower than others are inclined to increase their rates. Each seems afraid that it may not obtain its proportion of revenue compared with other States. What will be the situation when production declines and is less than potential consumption? I have said that prices will advance. They will advance and these taxes will apply nevertheless and be passed on to consumers. They will be just that much added to a price already considered high for a product that must be had. They are not so objectionable when the price is low, and in most States they serve an important purpose. But when prices go high, high without the

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taxes, it may be found necessary to revise the rates downward. What the traffic can stand now it may not stand then. It is always difficult to reduce taxes, and we may see the time when these taxes will oppress consumers on the one hand and cut into our sales on the other. That will be bad for the industry, bad for the public, and bad for the state.

There is an excess of refining capacity, and yet no more than would be expected under conditions that have prevailed. Fortunately the worst that can happen is that those who have built unwisely will lose. Surplus capacity may be idle at the expense of the owner or it may be employed at the expense of the industry. Except in periods of excessive crude production it will not be the latter.

There has been agitation about cracking patents. Politicians have howled to the tune of a gasoline trust. All of that is pure bunk, and it will be known as such in the course of time. The Federal Government, a party to our triangle, has brought suit against some of us to enjoin certain clauses in contracts. I do not propose to discuss the merits of that case here. It will be tried in the courts and all parties will have to abide by the decision. But I should like to say that a superabundance of loose talk has been indulged in concerning the patents. What is a patent? Are we against patents? Do we want to amend the constitution and take away from Congress the power to reward inventors? Would we repeal our system under which in science we lead the world? Should we write upon the portals of our scientific institutions, "Let him who enters here leave hope behind"? I should think it would be better for the coming generations, for those who will succeed us and those who will succeed them in turn, to be told as we have been told that if they betake themselves to study and research, that if they will burn the midnight lamp, they may expect pecuniary reward. Say what you please, but that is what makes the world go round. You may say that the valuable patents find their way into the hands of the big corporations, but do not forget that either as an employee or as seller of the patent the original inventor receives compensation. Whether the compensation is adequate or not is something not involved here; it is the business of the inventor and those with whom he deals. The system itself is as good as any that could be devised, and if there is any fault in its operation it is only such fault as attends all human affairs. Do not forget the millions

that have been spent in installation, experiments, and rebuilding to bring this particular invention up to its present state.

Any refiner who desires to employ the cracking process is in position to do so upon payment of a fair royalty. I have heard of no complaint against the rate. If it were not reasonable in amount the government would doubtless deal with the aspect of extortion. The fact that certain overlapping or near overlapping patents in a sense have been pooled inures to the benefit of licensees; it gives them clearer right and saves them from charges of infringement. The patents in question were issued by the Government, through a branch or bureau skilled in patent matters, the only one so skilled. And, while in this case there is an allegation that the principle of cracking is old, it is noticeable that no effort is made to cancel the patents. The principle or fact of electricity, for example, is old. Yet even now we are not at the end of its development; and when one contemplates the hundreds of patents held by each of numerous large companies in the electric industries, the paths that the courts have marked out for each to travel without encroaching upon the rights of others, one realizes that there was not complete anticipation by Franklin when he pulled the lightning from the skies. There are numerous ways of cracking oil by the application of heat and pressure. Some are commercial while others would break the refiner more quickly than grand opera would break the commercial club at Rubensville. The law wisely denies reward to the dreaming inventor who can not make his dream come true, and bestows it upon the practical man of science who can and does deliver something real, something that will work. What do we of this generation care whether someone sixty years ago patented a cracking process, if his invention was only partial and failed to embrace the vital elements essential to commercial use? It is of no interest to the twentieth century and of less moment to the courts. The law on this point is so well settled that its statement is not an invasion of the realm of legal discussion. We certainly know that the real invention was not made sixty years ago, or else it fell into "innocuous desuetude" and there remained some fifty years. Such inventions once completed do not slumber. Those who have been in the refining business for the last twenty years know that the art of cracking oil had its genesis in this period. Anything back of that was

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theory void of commercial practice, a thing at which the law smiles in pity. The patent office knows the situation, and it would be an interesting picture if we could see what the patent office thinks. It has repeatedly decided the very issue of patentability, and in considering the numerous applications coming before it in recent years has carefully drawn the lines between what is old and what is new. The patent bar of the country has watched every step with critical eye, and many questions have been litigated to a finish. True, patents are not always valid; but it is equally true that they are valid *prima facie*.

It should be borne in mind that every patent is a monopoly. The word is a terrible one, but the statement is true. Patents constitute one kind of monopoly that is lawful. Perhaps it would be better to call it protection. But whatever the name the same rule applies whether the patent is held by a large company or a small one, by a millionaire or a pauper. Our forefathers had the wisdom to include in the Constitution of the United States a section empowering Congress to provide for the issuance of patents on inventions and improvements. The primary purpose of the patent grant is to promote inventions for the perpetual good of all the people, giving the inventor a temporary reward, which he can realize by holding the patent or by selling it. That which the Government grants is a seventeen year monopoly in terms. It carries the right to exclude others from using the invention during the life of the patent. The right to exclude implies the right to license with restrictions or upon any terms which the owner of the patent may elect to impose. The public comes into full and free enjoyment of the invention at the expiration of the patent period of seventeen years. So, after all, patents are not such a menace, especially when it is remembered that they have served to stimulate invention, and that invention is the outstanding feature of our age and civilization.

The insistence upon pipe lines becoming common carriers, which voiced itself from time to time during a considerable number of years, has resulted in favor of the proposition. The subject is now somewhat generally covered by national and state laws, and pipe lines are common carriers. That part of the industry which owns and controls these lines was slow in recognizing the claim, and its tardiness resulted in some friction and feeling. Even today some of the companies are inclined to object

and obstruct, but there are not many of them. It is better to face the issue squarely, as it should have been faced many years ago, and operate as common carriers so far as there is any real occasion for doing so. Those who have oil to transport can be served as an incident. The bulk of pipe line movement is and will continue to be for the companies that own the lines and which would not have built them except that they were needed in connection with established plants. Pipe line companies enjoy the privilege of eminent domain and it is right that they should perform public service to the extent that such service is required. This does not mean that the owners should be precluded from moving their own product, but merely that there should be no discrimination. The greatest friction was engendered when it was charged that large companies which were also producing in the fields, drawing from the same land and in competition with smaller producers, undertook to move their own oil and would neither purchase nor transport that of other producers. It was but natural that this should result in a demand for regulation. The small producers, however, were not thinking about transportation as much as they were about saving and selling their oil. It was a kind of misnomer when they said they wanted the pipe line companies to become common carriers. What they really wanted was common purchasers. This was reflected in the Oklahoma statute enacted nearly 20 years ago. The problem has been worked out fairly well, and it is seldom now that one hears complaint. Good sportsmanship rather than laws did the work.

A few years ago bills were introduced in Congress intended to apply the principle of the commodities clause of the Hepburn Act to interstate pipage of oil. The effect would have been to preclude any person, firm, or corporation owning and operating pipe lines from holding an interest in oil production or manufacture, and *vice versa*. Hearings were had and the matter was gone into fully, with the result that the committee to which the bills had been referred decided that they were not worthy of a favorable report. It was demonstrated that a measure of that kind would handicap the industry; that less new pipe lines would be built under such laws; and that the producer's last state would be worse than the first. It was shown that pipe lines operated solely as common carriers in the past had been failures without exception, and that prosperity had

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attended only those which were fed by the large volume of traffic tendered by those who owned or controlled the lines. This was another way of saying that oil producers usually do not care to ship their oil but prefer to sell it. Once the oil is sold the transportation problem is one for the purchaser. It is the large refiners that become the purchasers and it is necessary for them to have the fullest freedom in moving the oil to their refineries, otherwise the handicap placed directly upon them reacts upon the small producer and affects the price which he receives. Pipe lines are 90 per cent mere plant facilities and 10 per cent for public service. The tail should not wag the dog. I think it is safe to say that the divorcement idea was weighed in the balances and found wanting. The divorce was denied. It may not be *res adjudicata*, but it is a case that was lost and will be lost or should be lost every time it is presented. All parties at interest, the people, the government, and the industry, seem now to understand the situation, and that is enough.

That branch of the business which pertains to the production of crude oil and which I come to last is the one of first importance, for were it not for production there would be nothing to consider. Under our system of land titles petroleum in the earth is the property of the landowner, whereas under some other systems it was reserved by the government when the land was granted, and those who would develop oil must obtain governmental concessions. These systems were molded either before petroleum was thought of or before it became a product of importance commercially. They were framed, so far as minerals were concerned, with particular reference to precious metals and solid minerals. Petroleum has been known for centuries but its value was not known until near the end of the nineteenth century, and indeed we might almost say until the twentieth, while gold and silver were conspicuous in the earliest traditions of mankind. The legal conception of land, whether founded in the civil or the common law, carried in many instances the idea of a reservation of minerals to the crown, and this passed down from generation to generation, modified only as by revolution or evolution the systems underwent change. It is an interesting study to observe the development of mining law and of property rights in the subsoil as the American colonies came into the Union and as additions were made to the

original thirteen colonies. Even today we find some lack of uniformity. In a few cases the Federal Government has mineral rights. In others they are property of the State. But the general rule is that he who owns the land has title extending to the center of the earth; and this takes in petroleum deposits. It is our system. It is our land law. Under it we have lived and prospered. We still live and prosper.

At times when production has exceeded consumption and the profits in the business for the moment were small, some of our friends and fellows, groaning under the burden of riches that could not be cashed, have been disposed to criticise the system and feel that if we were only operating under governmental concessions we might fare better. Their thought was that a wise government would not countenance an economic waste of this valuable product. Again, they have felt that under a system of governmental concessions oil pools would not be split into fractions and turned over to dozens or hundreds of different operators, each vying with the others as to how much could be taken from the earth within the shortest limit of time, but that orderly and economical development would obtain. Against the force of this logic we must place the everlasting fact that I have had occasion to advert to on previous occasions, namely, that the industry would not have developed as it has developed under that kind of system. I believe the fact of individual ownership, the fact that the proprietor of each tract of land is the owner of any petroleum underneath the surface, with freedom to lease or develop it at his will, has been the chief contributing factor in the building up of this great industry of ours. It is truly an American industry, for no matter where on the globe oil is produced Americans are there. Our leadership is recognized and our practices are followed. My conviction is that if our government had owned the oil the restrictions upon development and the lack of incentive would have been such that we would not know today the value or uses of petroleum or how or where to find it.

I wonder if anyone would favor recapture, or the nationalization of oil in this country. In the first place, there could be no such thing as confiscation. Nationalization would mean a taking by the government, which in turn would be required by our constitution to make just compensation in money. This is assuming a national necessity which would justify the taking. If the taking should occur on the

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ground of national defense it would imply that the thing taken was necessary for the national defense. As a practical matter just compensation would mean an amount corresponding to a clean sweep of the industry. It would mean even more than the invested capital that we talk about and place at \$8,000,000,000 or \$9,000,000,000.

Shall we have governmental regulation? The answer is, We do not need it. I am speaking in the broad sense, and am thinking of price fixing and things of that kind. There are a few places at which uniform regulation, worked out by those who are familiar with the subjects, would be salutary. One of these is where the producer in his greed commits waste at the wells or in storage. We need rules of conduct and an umpire of the game at these points. There is nothing radical or alarming in the idea. Some of the oil producing States have taken notice of wasteful practices and have acted to prevent them. The enactments passed in many cases have been crude and sometimes unworkable. This has been due to the fact that those skilled in the business did not take the lead or point the way. Town-lot drilling and line crowding are things to fret about, and doubtless something on that score might be done. It is an outrageous species of competition, worse in principle than selling below cost, when one is forced to drill a well to each acre in order to get its proportion of oil in the pool when a well to ten acres would suffice. Among serious operators there is not much difficulty on either of these accounts, because they usually rise to the occasion and do what is right; it is the reckless operator, who is usually a stock selling promoter, that needs curbing.

Mr. Henry L. Doherty recently delivered at Cleveland a very interesting address in which he advocated the inauguration of a new system whereby in the future oil pools would be developed and operated as units. He advocated the enactment of state legislation to the effect, stated in his own words, as follows:

First.—No one should be allowed to drill for oil without first receiving a State permit to do so.

Second.—Nobody would be given a permit to drill for oil until an exploration district had been established.

Third.—Exploration for oil should be restricted to that part of the exploration district one-half mile inward from the outer boundaries.

Fourth.—The strip of one-half mile within the outer boundaries of the district should

not be drilled for a period of one year after oil or gas had been found in commercial quantities or if sooner not until the exploration district had been enlarged or another district had been established adjacent to it and that the contractors on the two districts —if separate districts are formed—should not attempt to drill either half mile strip until they had agreed on a plan on which it should be drilled, and failing to agree upon a plan, then the State Engineer could specify the plan suggested by either contractor or a plan of his own.

Fifth.—Royalties should be paid to the trustees of the district and they would settle with the individual land holders according to the calculated amount of oil or gas underlying each man's land.

This same plan was submitted by its author, as he says, to a committee of the Institute more than a year ago. I served as chairman of that committee, and with me were a number of leading men in the industry, including Mr. Doherty. I do not know what happened before the committee was appointed but I do know that we considered the plan and found ourselves unable to concur in it. My recollection is that there was not a single convert. I cannot agree with Mr. Doherty's view that it was not sufficiently studied or understood. He is always forceful, besides being an excellent fellow, and he held none of his logic in reserve when presenting this plan. I have said this much in view of observations made by Mr. Doherty in his speech indicating that his plan had not been duly considered. And now I propose to discuss the plan, speaking for no one but myself, and tell you why I am against it.

Mr. Doherty has ignored details. It would be easier to discuss the plan if he had been more specific. He does not say how far he would have his proposal apply to pools already in production, or how existing leases would be treated. The cardinal feature of the plan is a requirement for the organization of development districts in analogy to drainage or irrigation districts. It involves, of course, the idea of compulsion as against landowners who may object. Of necessity there would be a governing body, through which the districts would function in making leases, apportioning royalties, and otherwise carrying on.

As I have indicated before, the owner of a tract of land owns the oil in the rocks and sand beneath the surface within his boundaries. He has the right to drill wells, extract the oil, and appropriate it. In the absence of statute to the contrary, he may take not only the oil

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that normally rests within his own boundaries, but his wells will start a movement of oil in their direction, and he is free when it reaches his land to take oil which was his neighbor's. He is in position to say, if we may change Shakespeare's words, "'Twas his, 'tis mine, and will be slave to thousands.'" This is the law, as it generally applies in our country at the present time. It is seen that when a landowner or his lessee drains adjoining land, he gets something to which he is not morally entitled. He may be legally entitled to it, but this legal right is not inherent or fundamental. The taking is not so much a right as the adjoining owner's loss is *damnum absque injuria*. The courts from the beginning have merely balked on the remedy in such cases, seeing that the adjoining owner was at liberty to protect himself by drilling on his own land. If, therefore, the legislature should say that future pools shall be operated as units for common benefit of all owners, in proportion as their lands contribute oil values, it might be conducive to justice rather than injustice, provided the scheme were workable in all respects. It has been my opinion for a long time that a valid statute might be enacted defining the minimum drilling site as, say, 10 acres, with discretion lodged in some supervising authority to vary this in accordance with formations and other physical conditions in different pools, prohibiting the drilling of wells within a specified distance of boundary lines, so that wells could not be drilled on fractional sites or town lots until they should be consolidated into full drilling sites, with some provision whereby the owners of such fractions might receive drainage money in lieu of their right to drill. But even that would involve many details and possible complications, and perhaps it is "better to endure the ills we have than flee to those we know not of." Such a law would be based largely upon the idea of justice between landowners and not solely upon the prevention of waste. No one owning a plot of ground just large enough for the four corners of a derrick should have the right to sink a well which in the very nature of things unduly drains the surrounding land or else forces unreasonable expenditures in offsets. That element does not exist in the Doherty plan, because in ordinary development the adjoining landowner has fair means of self protection in his hands.

I think there are insuperable difficulties standing in the way of the Doherty plan. The first are those of a legal nature, and they ap-

pear at the very threshold. So far as established pools are concerned there can be no argument; the proposed enactment would impair the obligation of contracts, would take property without due process of law, and would be unconstitutional. Almost the same can be said in regard to territory merely under lease. And where could one find any territory at this time where the lease hound has not been? But let us assume that there is virgin acreage somewhere and proceed with the study. Is there a precedent? Have we a chart or a compass? The analogy to drainage and irrigation districts is imperfect. The only point of similarity is the local option, the voting or what not, the district organization. Drainage and irrigation districts involve, as against non-consenting landowners, the imposition of assessments which result in somewhat uniform benefits. They do not interfere with the owner's use of his property, but on the contrary facilitate him in that use, whereas the creation of the oil district would mean an involuntary pooling of estates, and at least an interference with established right and method of use now vested in the individual landowner. As strange as it may seem to oil men, there are citizens who would prefer orange groves to derrick sites, especially if the latter meant small wells or doubtful profit. But the vested right that I meant to refer to is the right of the owner to develop his own land or have it developed in his own way for oil, the adjoining owner being in fair position to protect himself against drainage. It is no answer to say that the owner would profit in the long run. On that theory a paternalistic government might order its farmers in a period of over-production to desist from planting specified crops and console them by the statement that they would profit ultimately. That sort of thing is contrary to the spirit of our institutions; it is vicious in principle. We do not need a precedent for something that is good, and we need no chart or compass when beckoned to green shores in sight, but deliver us from making bad precedents and from stormy voyages in the dark.

I have mentioned the impossibility of including pools already developed, and the nearly if not quite similar status of territory merely under lease, which, assuming that the plan could be made applicable to untouched areas, brings me to the crowning anomaly of the thing; we would have the old system in this part of a township, the new system in that part

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of it, and a zig-zag zone of the twilight type between. But I shall go a little further and discuss some of the practical details of the plan as I understand it, assuming still that there is territory to which it could be applied without violating the constitution. I want to come right down to cases and show how impractical it is. Let us consider the procedure step by step after the law is passed. The first step is the creation of the district. Who will put the ball in motion? We assume that the law is faultless and provides all the machinery. Someone must take the initiative. Will it be a landowner, an oil man, or a promoter? His mission would be to start the steam roller over what has been regarded as private rights. We cannot assume that everybody would agree, for if it is a mere matter of agreement there is nothing new. An area is to be selected, the first well is to be located, the district boundaries are to be fixed. Can we assume that a wise and fair minded expert would arrive at the psychological moment? The odds favor the negative. Perhaps a sufficient number of experts could be found in the oil industry, but they would not be disinterested. An attractive prospect, and it might resolve itself into a race. I suppose that among the thousand and one details of the legislation there would be some provision for contests between different individuals and groups who might be trying to establish districts. The oil companies that are seriously engaged in the business would certainly have a new line of activity. The breeding of race horses would be stimulated. Then think of the election of trustees to manage the district. Landowners and not oil experts would attend to this, and we could expect some primary-election politics. Instead of competition in negotiating with individual owners for leases we would have that other kind of competition wherein one of the participants is a trustee and does not represent himself. Those who believe in honest graft could ply their trade. The idea doubtless is that a single company would operate an entire pool. Otherwise, and if pools are divided up into separate parts under several leases, the mischief sought to be remedied would continue. The only way to prevent its continuance under plural leases would be for the trustees to pass upon the drilling of every well and hold the scales level between the different leases. This would require technical knowledge which the trustees could not be expected to possess.

I shall not discuss the probable effect upon the small operator, who is entitled to his place in the industry, a place which he has earned, and I shall not dwell upon the dilemma of companies having large investments in plant which they are entitled to protect through a free hand in obtaining the raw material at locations where it can be used economically, or the effect upon them of a system which would place it in the power of others to put them out of business, for too much analysis would weary you unduly, and moreover your minds have doubtless traveled over the ground. But I cannot refrain from pointing out one further objection. This objection would appeal most strongly to landowners. I refer to the apportionment of royalties, which I may say incidentally would be a judicial function. The plan contemplates the inclusion of large areas in districts, much more than the actual oil bearing acres. Some of it may be rich, some of it may be poor, and some of it will be worthless. There are numerous landowners. No equitable apportionment of royalties could be made until the pool was exhausted, and no fair approximation would be possible until it was near that stage. And what applies to royalties would apply also to bonuses and rentals, if one can think of them in connection with this plan. Orators are wont to speak of generations yet unborn and of children's children. They mean those who would receive these payments.

I admit that the plan rather appeals to me as something to dream on, but it is another thing to revolutionize a great industry. The petroleum industry of this country has developed under our present system. All other branches and divisions are built around the producing business. The producing business as it stands today and as it promises to progress in the future to meet the requirements of our country has its mud sills in the present system. In place and time and appointment it conforms to this system. The other branches of the industry are coördinated with it, and to shake or shift it would disastrously disturb them. It is too late to talk about changing. One might as well figure on diverting the Colorado River where it runs through the Grand Canyon of Arizona.

I shall say no more about the Doherty plan, preferring to follow the thought which comes to the mind in connection with the present state of the industry. It is not easy to grasp the meaning of \$8,000,000,000 or \$9,000,000,-

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ooo. But that is the present investment in the petroleum business in the United States. Our production of crude is over 700,000,000 barrels a year. Think of it! And that is not all; consumption is keeping pace. To be sure, we have recently had periods of over-production. What of it? Have the sound companies and wise operators failed to make profits? Balance sheets speak for themselves. They may not be excellent but they are not bad. Let us not weep and wail—yet. Go find a cattleman and ask him, How is business? But keep an eye on his hip-pocket. If we are alarmed by the fact that our 1924 production of gasoline, amounting to approximately 9,000,000,000 gallons, would fill a reservoir 20 feet deep covering nearly 1400 acres, or a string of tank cars 10,000 miles long, we have but to reflect that, saying nothing of other consumption, if the 17,000,000 automobiles and motor trucks in the United States were placed in line, each occupying 20 running feet, there would be a procession nearly 65,000 miles long, sufficient to reach twice around the world, with cars left over to connect Fort Worth and San Francisco, San Francisco and New York, and reach back to Fort Worth, with branch lines to every other important city in the United States. And "the cry is still they come."

We usually think of petroleum production as something which fluctuates most violently, but the fact is, as compared with consumption, it fluctuates no more than do many other staple products. A table of the world's production and consumption from 1859 to the present time would show that in no period has the production been out of line with consumption in any extraordinary percentage. Compare petroleum with cotton, which depends not at all upon the discovery of new zones: Within the last five years we have seen a difference of more than 25 per cent between the world's production and consumption in a single year. In 1920, for instance, the production, including linters, was 19,665,000 bales, and in 1921 it dropped to 14,741,000 bales. In the United States alone the drop was from 13,440,000 to 8,340,000 bales. This was true despite the fact that there was no material change in consumption, which was upwards of 20,000,000 bales. On the other hand there have been years in which the world's production of cotton was two or three million bales above consumption. Similar illustrations could be made of corn, sugar, and other staple products, which depend upon cultivation of the

soil and upon rain and sunshine. When, even for a brief spell, petroleum production is running 10 or 15 per cent above consumption, we become alarmed and fearful that the worst may happen. If it should run 25 per cent below consumption, and stocks were out of the way, I suppose we should have pandemonium. I would not if I could create undue optimism. Certainly I should dislike to see too much drilling activity until stocks are reduced and we are running on an even keel. On the other hand, I think there is no room for gloom and despair. The industry is in a healthy condition. Sick spells may be expected from time to time, but fortunately they do not last long. The problem of over-production is not the most serious that can confront us. A more serious one is under-production, and we are certain to face it some day. Over-production is checked automatically. When it occurs the increased competition among those who must sell and the decreased competition among those who purchase cause reduction of prices, and when prices reach a point where it is not profitable to produce, production slows down. Another and decisive check occurs when those who purchase, refine, and market become fully stocked and either apportion or decline to make further purchases. The oil is then kept in the ground. On the other side of the picture, though scarcity of product and resulting high prices will induce more drilling and up to the present time have increased production, there is a limit to this just as certainly as our gold production reached its peak in 1852. My point is that when the world's production in comparison with the world's consumption reaches the point where, in the nature of things, there must be a pause, we shall have to take new bearings. Of course, a shortage of product will reduce consumption. The products will not be used for all the purposes for which they were formerly used. Consumers of fuel oil will go to coal, and flivvers will be kept in the garage or wood-shed. That will be the signal for the industry to cease expanding. When it goes on the wane it will not afford the opportunities that it has afforded in the days of forward movement. It will be akin to liquidation. Yet, even that need not be ruinous. The process will be slow and gradual, with comparative high points here and there. Fields will be depleted only as facilities wear out, and it will be ideal if the petroleum age can close with people, government, and industry in understanding and accord.

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Mount Bonnell, Austin, Texas

From a photograph made by Jordan Company of Austin from a small hand camera print made some years after the date of the story but before denudation had extended to robbing the top of its crown of cedars.

Christmas 1866 and Mount Bonnell

J. C. TOLMAN

In the spring of 1866 the Sixth United States Cavalry Regiment took boat from the port of Norfolk, Virginia, for Galveston, Texas.

They were a hard-bitten outfit, toughened by hard campaigning and hard fighting during the years of the war between the States. Most of the officers and men were young and were adventurous souls, impatient of restraint and hating dullness of any kind.

They were overjoyed at the prospect of leaving the war-worn poverty-stricken Virginia communities for the romantic frontier wilds of Texas. The tales of travelers from the great Southwest were full of stirring incidents of the forests and plains of that little known region. They looked happily forward to a voyage over calm southern seas and to a landing in a new field of romance and adventure.

The two transports steamed out to sea and headed south over a calm ocean. But "Cape Hatteras" is nearly synonymous with "trouble," and the voyage of the Sixth Cavalry was an added proof of this nautical truism. As the cape was neared the barometer steadily went down; clouds gathered, the wind arose, and so did the waves. The troopers were nearly all sea-sick. The horses and mules pitched from side to side and at last began to sway with the motion of the vessels, thus adding to the roll. This motion became so violent that there was danger that the ships would turn turtle.

The skippers used every means to break the rhythm of the swaying animals but in vain. Those troopers who were able to do anything jerked at the horses heads without beneficial result. The storm increased and the danger of overturning with it.

Regretfully the skippers ordered that the mules and some of the fine chargers be thrown overboard. Tough old troopers cried like children as their companions of camp and march were consigned to the merciless waves. Some of the horses swam after the ships and whinnied for help. The commanding officers could stand this torture no longer and, in mercy to the men and beasts, ordered that the horses be shot to death before they were

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Indianola after the storm of 1886

The first two pictures in the upper row show the wrecks of the old pier where the Morgan Line side-wheel steamers docked, and the bridge across Powderhorn Bayou behind the town. These views are reproduced from faded photographs taken shortly after the final destruction of the town on August 20, 1886, for use of which we are indebted to Dr. Louis C. Kleinecke of Cuero. Speaking of the previous storm of 1875 which almost entirely destroyed the old county seat and port of Indianola, Dr. Kleinecke tells: "The first destructive hurricane visited Indianola Sept. 15-17, 1875, when over 300 inhabitants were lost, among them many strangers who were attending court which was then in session."

The editor made every effort time permitted to get a view of Indianola, preferably from the bay front, prior to 1875, in order to enrich this narrative with authentic cotemporary illustrations; but no such view could be found in the State Library, the Library of the University of Texas, the Rosenberg Library in Galveston, nor in the possession of old residents of Indianola. Miss Mable H. Brooks, General Reference Librarian of the State Library, who most kindly made diligent efforts to locate any picture of old Indianola, sent the following items of cotemporary news of its first destruction.

The Houston Daily Telegraph of Wednesday, September 22, 1875, page 1 column 1: "Special to the Telegraph.—Galveston, Sept. 21, 1875. The Morgan Steamship Harlan came into port this morning with colors at half-mast indicating sad intelligence. A large crowd soon gathered on the wharf, and learned the fate of Indianola and Saluria. . . . The following note was sent up by the Harlan: 'Indianola, Sept. 20. To the Editors of the Galveston News: We are destitute. The town is gone. One-tenth of the population are gone; dead bodies are strewn for twenty miles along the bay; nine-tenths of the houses are destroyed. Send us help for God's sake. (Signed) W. H. Crain, District Attorney.'

Harper's New Monthly Magazine, November 1875, page 915, in section Editor's Historical Record under subhead Disasters: "Sept. 16-19.—Violent cyclone on the Gulf of Mexico. In Galveston (over which the storm was central at mid-day on the sixteenth) the water was driven over the island alternately from gulf and bay. Houses were removed, the railroad damaged, and numerous vessels driven ashore. In Indianola, on Matagorda Bay, over a hundred lives were lost. The place was flooded eight feet deep, and houses, stores, wharves, and the lighthouse were swept away. Nine-tenths of the houses in town were destroyed." Dr. Kleinecke and District Attorney Crain corroborate each other in the number of lives lost, the one saying "over 300" and the other "one-tenth of the population"—the census giving 3,443 as the population of Indianola in 1870. After 1875 Indianola was partially rebuilt, but finally destroyed in 1886.

thrown overboard. This order was carried out amid the groans and curses and prayers of the men.

When all the wagon mules and nearly two-thirds of the cavalry mounts had been thus disposed of the danger to the ships was lessened to such an extent that the captains felt justified in keeping the remainder on board. The vessels steadied and gradually passed into calmer weather. Upon reaching Key West it was found necessary to repair the ships before they could safely proceed. Key West was a desolate outpost with very scanty accommodations. Water was brought from the mainland and stored in tanks. There were no places of amusement and no shade. The sea-sick troopers had a miserable time and were glad when the repairs were completed and they sailed away.

Off the mouths of the Mississippi the vessels hove to and a launch was sent in to the telegraph station to report to the War Department. On the return of the launch the voyage was resumed and at last the Galveston Bar was reached. Again the launch was dispatched to the shore and returned with word that there was not sufficient depth of water on the bar for the vessels to enter. Telegrams were exchanged with Washington and the ships steamed away to the Southwest. Progress was slow, but on the second day they

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reached Pass Caballo and were safely piloted into Matagorda Bay and up to the landing pier at Indianola.

In that day Indianola was a thriving seaport with the deepest water on the Texas coast. In after years storm and flood and fire blotted it out entirely, until at last only the ruins of one wall of the once fine courthouse remained.

The Sixth Cavalry disembarked at Indianola and stretched their legs on solid ground with a sigh of relief. "Scotty" and "Nosey Pete" partook of strong waters and the latter addressed their late aquatic vehicle: "You consarned combination tea-kettle an' sieve an' sponge, I'd rather walk a million miles than get back aboard ye!" The devout "Scotty" said "Amen."

There was a tidewater lake on the west side of town connected to the bay by a bayou. Across this was a rather low bridge. In handling the material and animals from the ships to the mainland it was deemed expedient to send small boats through the bayou to unload on the western lake shore. It was found that some of the boats had trouble in passing under the bridge. The matter was called to the attention of the Port Captain who ordered a small dredge to deepen the channel under the bridge so that the boats could pass with less trouble! Whether this was the origin of that standing joke of engineers, I can not say.

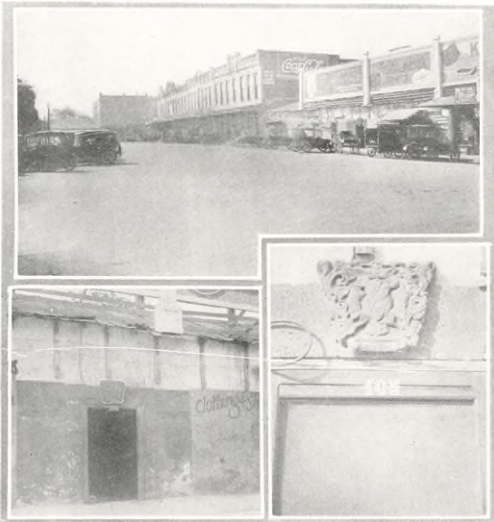
At last the Sixth, with all its impedimenta was ashore, and camp was established on the low bank of Powderhorn Lake. Then it rained about ten inches in one night.

The country to Victoria is flat as a pancake and there was no road, only the open prairie for thirty-five or forty miles. One of the most miserable and dejected humans is an old cavalryman minus a horse. He looks with supreme contempt upon the plodding infantryman—the "doughboy"—and when he is reduced to the necessity of walking he becomes morose and unpleasant. But the crowning indignity fate forced upon the Sixth was when she made them hitch their chargers to heavy Quartermaster's and Commissary wagons. This was too much. Yet supplies and food must be taken with them.

Military Plaza, San Antonio

The long one-story building (surmounted by the wretched sign boards) at the right of this view of the west side of Military Plaza is a notable building—the Governor's Palace, completed in 1749. It was eloquently referred to by Mr. N. M. Wilcox, of Austin, when on April 4, 1924, at the dedication of the Memorial Stadium of the University of Texas he presented to the University a splendid gavel which he had fashioned out of a piece of mesquite root, blown by dynamite from the site of the Stadium, artfully inlaid with precious bits of wood gathered from historic monuments of Texas history, including a piece of cypress from this Governor's Palace, which he reminded his hearers was for the greater part of a century the executive mansion of the Governors of the Province of which Texas was a part. Set above its doorway are the coats of arms of Austria and Spain. It is, said Mr. Wilcox, the only municipal building of its kind in this country, the only one bearing a royal coat of arms.

For these photographs of the Plaza, doorway of the Palace, and armorial detail of the sculpture above the door we are indebted to Mr. L. W. Kemp, sometime Superintendent of the Southwest Division of our Asphalt Sales Department.



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So they started across the dull flat towards Victoria. And it rained about a foot that night. Next morning there was black sticky mud to be tramped, slipped, and skidded through. All day long they fought for footing and for the little progress they made. The third day Victoria was reached and camp was made in a beautiful pecan grove on the bank of the Guadalupe River. The sun shone and there was a pleasant breeze. Camp was made early and clothes and blankets dried out.

Next morning everybody felt better and march was resumed up the valley of the Guadalupe after the command had crossed to the west bank.

At Mission Valley they started across the divide towards the San Antonio River. Deer, antelope, wild turkey, and quail were abundant. Groves of live oak, pecan, and other trees dotted the gently rolling landscape. After several days they reached the small hamlet at Floresville and two days later marched into San Antonio.

Here they rested and received supplies of all kinds. Fresh food was greatly appreciated; but the thing which gave the greatest joy to the cavalrymen was the return to them of the veteran chargers they had saved from the ships. New horses were provided for the rest of the command and mules for the wagon train. They began to drill and in a short time taught the new horses how to maneuver.

Their orders came to march to Austin, the capital city of Texas. So they marched again, crossing the Comal, the Guadalupe, and the San Marcos Rivers—all clear, cold, spring-fed streams—and a succession of high rolling prairie ridges. On the fifth day they rode over a lofty cedar-capped plateau and saw before them the valley of the Colorado River and on the north bank the white walls of the city of Austin, which seemed to nestle beneath a range of low mountains lying to the west. These mountains were covered by dense

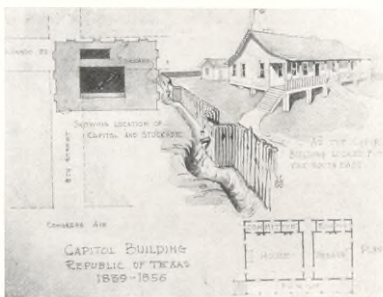


Old Quadrangle and Clock Tower, Fort Sam Houston, San Antonio.



By W. H. Sandusky, Draughtsman, Austin, 1839

Note. The whole site selected for the seat of government contains 773 1/4 acres. The townsites contains 640 acres, laid off into building lots.



The first Capitol at Austin—1839-1856

From an old drawing showing the building, floor plan, stockade, and location in the block west of Congress Avenue at Eighth (then named Hickory) Street—about where the present City Hall stands. The building faced east—note that in this drawing north is toward its right and east is toward its bottom. Photographs by Jordan Company.

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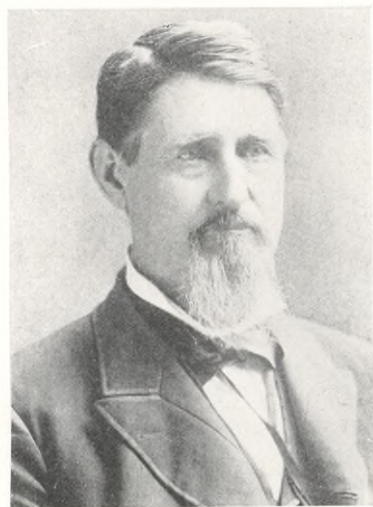


Congress Avenue, in Austin, near the time of the narrative

Miss Brooks, of the State Library, to whom we are indebted for the old photograph here reproduced, fairly establishes its date. One print of this photograph was marked 1876 by a "guess" of Dr. J. W. McLaughlin, but an identical copy was found dated 1872 by Mr. Joe Harrell.

growth of cedar and laurel and at a distance of a few miles are always wrapped in a purple haze: therefore some people called Austin "The City of the Violet Crown."

The hard-bitten Sixth U. S. Cavalry forded the river and marched up Congress Avenue, the first regular troops to enter the Capital since the close of the war between the States.



Governor J. W. Throckmorton

From a photograph of Governor Throckmorton (by Bell, Washington, D. C.) which was presented to the State Library by his daughter, as one considered to be the best likeness. For its use to make this reproduction we thank Miss Elizabeth H. West, State Librarian.

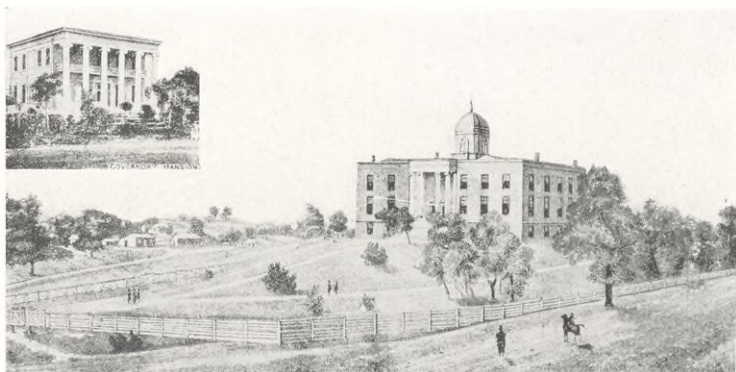
The citizens stood in their doorways or on the sidewalks and watched them pass in silence. No open hostility was manifested, but there was the icy coldness of the conquered who believes himself the superior of the conqueror. This is worse than hate,—it is contempt. The men of the Sixth rode calmly up the Avenue and, deploying to the left, halted in front of the Governor's Mansion. The Colonel and his staff dismounted and made a very short formal call on Governor Throckmorton—whose term of office had just begun. Then they proceeded to an open space just north of the capitol and pitched camp.

A curious crowd of small boys and darkies assembled and helped the men to raise the tents, collect wood, and draw water from nearby wells. The small boy, in all countries, is helpful as well as curious and he has a spirit that is never conquered.

The cavalry settled down to camp life and the routine of drills. One day was very like another. There was almost no intercourse between the soliders and citizens. Necessary business was transacted, but on a strictly business basis.

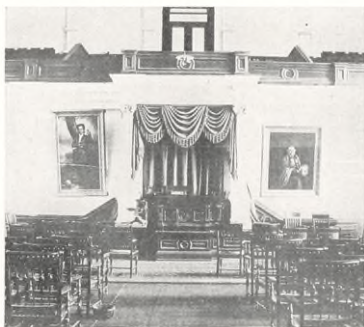
Among the younger officers was Lieutenant Tom Tolman. He was from Maine—a Yankee of the Yankees. He was six feet tall and said to be the strongest man in the army. At West Point he had been

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The Capitol in the City of Austin—1856-1881

Drawing by Wm. von Rosenberg, 1856; inset Governor's Mansion. From negative owned by Geo. Beach, Houston. Austin was again made the seat of government by a vote of the people in 1850 and a new Capitol, Governor's Mansion, Land Office, Hospital for the Insane, School for the Blind, School for the Deaf, and Orphans' Home were speedily erected by funds from the indemnity bonds for territory ceded to the United States upon the annexation of Texas (Dec. 29, 1845), now parts of New Mexico, Oklahoma, Kansas, Colorado, and Wyoming. This building was destroyed by fire November 9, 1881, and a "Temporary Capitol," on the west side of Congress Avenue across the street from the Capitol grounds, was occupied until the present Capitol was completed in May 1888.



Senate Chamber



Governor's Mansion

The two lower pictures are made from old photographic negatives kindly loaned by Mr. N. M. Wilcox of Austin.

called "Cupid"—a nickname known to every class, scarcely indicating beauty or softness of form or feature on the part of its possessor.

Fate willed that this young man should become ill of a fever. Medical science was not so far advanced in those days as now and the treatment of disease was not so successful. Lieutenant Tom languished in a tent and "there was dearth of woman's nursing," and of almost everything else except army rations prepared by an Irish cook over a camp-fire.

After a long siege of the fever the army doctor told the Colonel that there was practically no chance of the patient recovering. The Colonel's orderly overheard this and mentioned it at mess. The men were sorry to hear it, as the Lieutenant was considered a first-class fighting man by the rank and file. They told tales of what he had done on various occa-

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Austin today, looking north from south side of Colorado River

The bridge at the right is at the foot of Congress Avenue.

sions, and all of these things were heard by colored "camp nuisances" and retold to various unbleached domestics in service at various homes in Austin.

Now it chanced that there dwelt in the "Hancock House," on the southward slope of a hill in the city, at the corner of Lavaca and Hickory (now Eighth) Streets, a small but capable widow. She was familiarly called "Miss Jinnie," although her full name was as large, nearly, as her heart. Mistress Eva Helena Eugenia Stern Barret had seen much better days in her time, as had most of her compatriots, and was now earning a precarious existence by the only method known to southern ladies at the time—she was "keeping boarders." By working about eighteen hours a day, every day, she just managed to pay her expenses.

When this lady heard of the plight of the young Yankee officer she said very little, but she had her old gray mare hitched to the family carryall and her ex-slave—who refused to admit the "ex"—drove her in state to the camp. She was the only white woman of social standing who had visited the camp and her advent caused a stir. She drove straight to the Colonel's tent. That dignity emerged and took off his cap and stood bareheaded,

for he was a person of discernment.

"What can I do for you, madam?"

"I came to get that sick officer," she replied simply.

"Why, madam," he began, but she cut him off.

"They tell me he can't live, so he's not worth much to you. Anyway I'll take him and see what I can do for him. I'm a good nurse." Modestly but firmly.

"Thank you, ma'm. Maybe



State Capitol—1888 to the present time

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The Home in which Lieutenant Tom Tolman's Life was saved

An old (but later than 1866) photograph of the house rented by Mrs. Barret at the time of this story—afterwards known as the Hancock Home. This house is at the corner of Lavaca and Eighth (then Hickory) streets—one and a half blocks west of the site of the first Capitol of the Republic in Austin. See another illustration for a picture of another "Old Hancock Home" in Austin. See also another view of the same house shown above, taken only a month ago, showing the full second story, porte-cochere, etc. added years ago by the late Mr. Lewis Hancock. On the quarter-block south of it is the residence of Hon. A. S. Burleson. For this photograph we are indebted to Mrs. Hancock and to the kind offices of Mrs. Moore, acting Head of the Visual Instruction Division, Bureau of Extension, University of Texas.

you can save the boy, but the doctor seems to think he is nearly a hopeless case."

"Drat the doctor! What does he know about a sick man? Where is he?"

The Colonel indicated the tent, and the lady instructed simply:

"Hop in." The Colonel obeyed, being a married man. They drove to the hospital tent and entered. It was hot under the blazing sun and full of flies and the odor of medicine.

A curly-haired wan young man, extremely weak, stirred restlessly on an uncomfortable cot. Miss Jinnie laid a cool firm hand on his forehead. He looked up at her and murmured "Mammie." She smiled and said "Yes, son." And they never called each other by any other names so far as is known.

Miss Jinnie ordered the Colonel to order an ambulance, and had the sick youngster taken to her house. The men of the detail carried him up an outside stairway to a large attic room. Here he was installed on a large four-poster bed under a mosquito bar. Wire screens were unknown.

There followed days and weeks of battle for a life. Miss Jinnie won. It was her care and nursing and wise simple remedies that saved Lieutenant Tom.

Mrs. Barret had a daughter with only one name—Corinne. Her mother said, when she was christened, that she was so helpless she shouldn't be imposed upon.

Miss Jinnie tried to persuade Corinne to help nurse the sick man, but she said she hoped he would die—"the damned Yankee!" She was a nice girl; but that was the usual term employed when referring to a northern soldier. But one day Miss Jinnie was ailing and ordered Corinne to the attic to attend to the sick man. Protesting, she went.

He was so pitiful an object, so weak, so wan, that her heart was touched. She was sorry for the poor boy—even a "damned Yankee" was human. And he was so grateful, so apologetic for the trouble he was causing. She noticed he had nice curly hair and very dark blue eyes. Also, to her astonishment, his hands were slender; if he had been a

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Bird's eye view of the City of Austin, Travis County, Texas

Drawn by Augustus Koch, 1873. Inset at left, Deaf and Dumb Institute; at right, Insane Asylum.

For the privilege of reproducing this splendid drawing we are indebted to its owners, Daughters of the Confederacy, and to Miss Mable H. Brooks, of the State Library, for her kind offices. The drawing, including title and names of numbered buildings, is $22\frac{1}{2}$ feet and shows every street and building in the town at its date—1873.

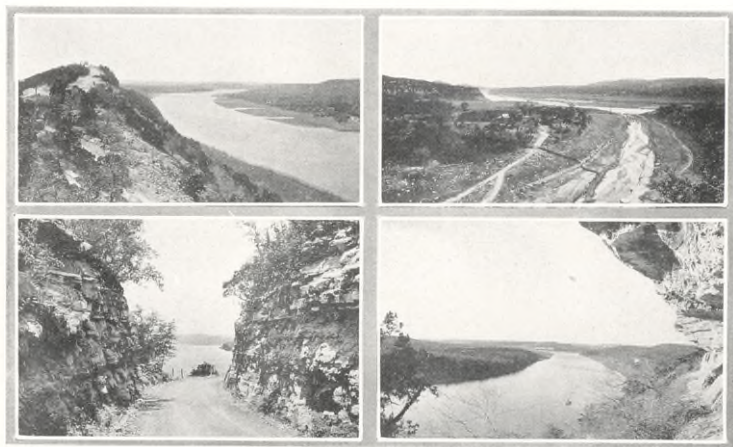
In the reproduction given here the lettering and numbers are too much reduced to be visible or legible; but those who wish to identify locations, even at some trouble, can do so from the following data by counting the streets:

The bridge over the Colorado River was at that time at the foot of Brazos Street; the barge shown sailing west has just passed the foot of Congress Avenue. The streets running due north from the river were, and are still, named (left to right) West Avenue, Rio Grande, Nueces, San Antonio, Guadalupe, Lavaca, Colorado, Congress Avenue, Brazos, San Jacinto, Trinity, Neches, Red River, Sabin, East Avenue. Disregarding the short street (named Willow Street) at the bridge head shown running only the two blocks between Brazos and Trinity, the first street crossing Congress Avenue is now named First Street; and the cross street furthest north in the drawing is now Nineteenth Street. There were no cross streets beyond this in 1873; two blocks further north began the hill called College Grove, now University Campus. The names of the cross streets on the drawing, each preceded by the ordinal number which is its present name, follow: (1st) Water, (2nd) Live Oak, (3rd) Cypress, (4th) Cedar, (5th) Pine, (6th) Pecan, (7th) Bois de Arc, (8th) Hickory, (9th) Ash, (10th) Mulberry, (11th) Mesquite, (12th) College, (13th) Peach, (14th) Walnut, (15th) North Avenue, (16th) Cherry, (17th) Linden, (18th) Chesnut, (19th) Magnolia.

Of the buildings shown, 23 are numbered in the drawing from 1 to 24, number 18 being skipped. The names of the buildings, with the reference numbers, were lettered below the drawing. They follow, with the street location given in parentheses using present names:

1. State Capitol (four solid blocks interrupting Congress Avenue between 11th and 13th streets). 2. General Land Office (Brazos and 11th). 3. Supreme Court (northwest of Capitol). 4. Treasury Building (northeast of Capitol). 5. Governor's Mansion (11th and Colorado). 6. Court House (4th and Guadalupe). 7. City Hall and Market House (8th and East side of Colorado). 8. Steam Fire Engine House, Washington No. 1 (Could not find the number). 9. Baptist Church (10th and East side of Colorado). 10. Christian Church (8th and west side of Colorado). 11. Presbyterian Church (north side of 7th and Lavaca). 12. Cumberland Presbyterian Church (south side of 7th and Lavaca). 13. Episcopal Church (north side of 7th and San Jacinto). 14. Methodist Church (north side of 10th and Brazos). 15. Catholic Church (north side of 9th and east side of Brazos). 16. Methodist Episcopal Church (first house on east side of the north extension of Lavaca). 17. Freedman's Church (9th and Neches). 18. Skipped in the drawing's references. 19. Blind Institute (19th and East Avenue). 20. Military Institution (west edge of drawing, then reached by an oblique extension of 12th Street). 21. Turner's Hall (18th and Lavaca). 22. Cemetery (east of East Avenue, south of 18th Street). 23. Depot (5th, east of East Avenue). 24. U. S. Arsenal (between 1st and 2nd and Sabine and East Avenue).

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Looking toward Mt. Bonnell from Mt. Barker. Mount Bonnell in the distance from the mouth of Bull Creek. Mt. Bonnell Pass. River view from Mt. Bonnell—looking north. Photos. by Jordan Company.

southerner she would have thought them aristocratic. Women notice these things. After that Corinne occasionally relieved Miss Jinnie by attending to the Lieutenant.

The days were full of work, as were part of the nights. Cotton and wool were spun and woven into cloth; candles were dipped; leather was cut and sewed and pegged into shoes. Miss Jinnie was an expert in these various matters, as well as in many others. The women of the South, who had owned plantations and slaves and had never worked with their hands before the war, did what was necessary to be done for the comfort of their families without a murmur, and with no loss of dignity or refinement.

Weeks grew into months and at last Lieutenant Tom shakily descended the stairs and sat in an easy chair on the wide porch. Here Corinne read to him and presently, when he was a little stronger, they talked and became acquainted. Many were the discussions about the relative merits of the North and South, and Corinne always proved the superiority of all things Southern. This helped to lessen her hatred of this particular Yankee.

At last Tom was able to ride horseback and Corinne, who was a fine horsewoman, went along to see that he didn't kill himself. After that they rode often together and gradually increased the distance.

One day they followed a trail to the northwest of the city and passed up and down over beautiful wooded hills and valleys. The trail ended on top of a hill overlooking the valley of the Colorado River and a long range of low mountains. The view was lovely. The air was sweet. The breeze was mild and balmy. There were convenient large rocks upon which to sit, so they dismounted. Upon looking at many of the rocks they found initials and dates cut into them. It was a famous trysting place—Mount Bonnell. There was a legend to the effect that if a young couple went together to the top of the mountain they were sure to fall in love; a second visit would result in an engagement; a third would inevitably lead to the sacred bonds of matrimony.

With the cool bracing weather Tom regained health and strength and returned to camp. Life under canvas was much pleasanter than it had been in the fly time.

The soldiers had settled down to regular routine. Days, weeks, and months passed quietly. The citizens were still cool and distant as a rule, but an occasional "Reb" had dropped into camp and swapped yarns with the "Yanks" about the skirmishes and battles in which they had opposed each other. Each found that the other was at least part human

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and that they had many tastes in common. For instance, poker, horse racing, seven-up, licker, and gals. Meeting upon these grounds of mutual interest a modicum of friendliness grew between the soldiers and the ex-soldiers. Presently mixed assemblies of "Yanks" and "Rebs" could be seen "lickerin' up" together. Peace was the rule on such occasions, although at times encounters proved that no one man of either side could "lick the socks off'n" four or five of the other.

As the Christmas season approached it was noticeable that a spirit of greater tolerance was manifested by both parties.

The Southerners showed a bold spirit, but they had little else. Money was very scarce, except the worthless Confederate paper of which there was a superabundance. Most people wore homespun clothing, of home-dyed cotton or natural wool. The stocks of the merchants were pitiful. There were a few cheap English and Mexican toys in the shops.

Miss Jinnie was a fair example of the women of her class. She wove fine strips of cloth; sent or went out into the fields and woods and gathered herbs and bark and dyed the various shades of red, blue, yellow, and black. She gathered nuts, pecans, hickory, and walnuts. She fattened a fine turkey.

The day before Christmas Lieutenant Tom obtained a Quartermaster's wagon and team and a few volunteers and brought in a fine young mountain cedar tree and much green vine. The tree was set up in Miss Jinnie's parlor and that resourceful little woman produced bright colored ribbonds from her homemade store and small tallow "dips," strung endless strings with popcorn, and draped the tree.

The soldiers had been paid and the spirit of the season assailed them. They went to town and bought everything they could find in the stores—useful or useless. Also they patronized the bars in various saloons, but would not take a drink unless every available "Reb" joined them.

Late that afternoon the regimental band gave a concert on the grounds of the Capitol. They played many selections before an appreciative audience. Toward the close of the concert they played *Yankee Doodle*, which was cheered by the assembled soldiers but was received in silence by the citizens. Then the Yankee bandmaster did an unheard of thing. He passed to his bandsmen new music scores and they all grinned at him. He raised his



"Old Hancock House"

On Congress Avenue, east side, north of the Capitol, between 14th and 15th streets (then Walnut Street and North Avenue). It is the brick house with shed over the sidewalk shown in the middle distance of this old blurred photograph—taken apparently on a dark rainy day—for which we are indebted to Miss Mable H. Brooks, General Reference Librarian, State Library. This old house was torn down more than thirty years ago. It was the Hancock home before the family occupied the house on Lavaca Street.

As an example of the accuracy in detail of the elaborate drawing on page 17, a magnifying glass will show this house with the shed over the sidewalk casting its shadow on the street.



The "Hancock Home" today

The fine additions made by the late Mr. Lewis Hancock can hardly be seen through the trees. It was impossible to get an unobstructed view. Photo. by C. O. Kolby, Austin. See page 16.

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Historic Homes in Austin

For these views we thank Professor S. E. Gideon, Associate Professor of Architecture, University of Texas, and Mrs. Charles Joe Moore, Acting Head of Visual Instruction Division, Bureau of Extension. The comments are taken from a Visual Instruction lecture, prepared by Professor Gideon, illustrated by lantern slides.

The City of Austin has a many splendid examples of early architecture in towns of the Republic of Texas—designed, not by architects, but by master builders who had a fine sense of proportion and excellent knowledge of the details of the "Classic Revival."

1. French Embassy. The oldest building now in Austin, remarkably well preserved. In 1840 France recognized the Republic of Texas and sent as Commissioner (popularly but incorrectly called Ambassador) M. Saligny, later Count Saligny, who arrived in Austin in June of that year. He, a gay young bachelor, built the "Embassy" on Legation Hill east of the town. (See the drawing on page 17, some distance east of East Avenue near what would be an extension of 9th Street.) The present owner and occupant is Miss Lillie Robertson, whose father, Dr. Robertson, was a member of the first Congress of the Republic. She has preserved every detail of the house in its original condition, as far as practicable with modern living conditions. M. Saligny brought with him to Texas locks, hinges, doors, and other building material. The house is simple in plan—two rooms on either side of a wide hall. A plain but dignified stairway leads from hall to attic which was used as servants' quarters. Each room has fire-place with stone hearth. A large wine cellar was under the house, which was the scene of much hospitality. A kitchen, now removed, was a separate building. The rooms are large and airy. The doors, all tall and thin and much paneled, swing beautifully on hand-wrought iron hinges, secured with hand-wrought nails, and have not warped in the least. The former batten shutters, protection against Indians, are replaced by outside blinds. The attic is a museum of furniture used by M. Saligny. An interesting relic of the place is old Aunt

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baton and gave the signal, and the band of the fighting Sixth U. S. Cavalry swung into the strains of the most stirring of martial songs—*Dixie*. For a moment there was not a sound from the multitude. Then a one-armed tall boy in a faded Confederate uniform threw back his head and gave the "Rebel Yell."

After *Dixie* had been played three or four times the band played *Home, Sweet Home*, and the multitude sank into silence; but each Yankee soldier had as many "Rebs," male and female, holding on to him as could lay hands on him.

After it was all over Nosey Pete confided to Scotty that he lost count after fifteen perfectly lovely young ladies had hugged him. The morose Scotty merely stated that he had been in a bunch of tobacco-chewing men and that his back was raw from being pounded.

After the lights in Miss Jinnie's house had been lit for some time it was found that Corinne was missing. So was Lieutenant Tom. Someone of the servants said that they had ridden off about dusk. Miss Jinnie was calm, and when some of the neighbors came in a merry crowd proceeded to complete the decoration of the Christmas tree. They sang, and at last began to dance to the music of a fiddle. Quite late, Corinne slipped quietly in and took part in the merrymaking. Some time afterwards Tom put in his appearance.

It was after midnight and the company had departed before Miss Jinnie had a chance to talk to the culprits. Then she cornered them and demanded severely, but with twinkles

Nancy. No one knows her age; she reckons time by two incidents in her life—"Befo' de stahs fell" and "Since freedom busted out."

2. Interior view in French Embassy. Much of the furniture now in use in the house was brought overland, in a wagon, from Tennessee, in 1837, by the father of the present owner.

3. Hall in French Embassy. The photograph shows the end of a splendid mahogany dining room table, recently reduced in size.

4. The Raymond House. Now destroyed. Many interesting houses built in the years immediately following the erection of the French Legation have disappeared. This house, with huge rooms and enormous hall, was built for the Raymond family in 1853 by a Mr. Cook who built in Austin many other houses in the Colonial style. Mr. Cook was not an architect, but a carpenter and contractor.

5. The Palm House. Stone, plaster covered, of a style typical of Old New Orleans. It was built by a Frenchman named Ducharmes, a contractor for the Capitol in 1856. The doors, windows, and hardware came from France. General Albert Sidney Johnston lived here a while. Mr. Ducharmes sold the property to Mr. Palm.

6. Governor Davis Place. The original builder wished to have something different from the Colonial houses and built a gabled house.

7. The Shelly House. Built about the same time as the Governor's Mansion (1856). This fine portico in Doric style, with columns and floors of red cedar wonderfully preserved, is now at the rear facing an alley!

8. The Neil-Cochran House. The plan of the balcony over the main entrance is the same as for the Raymond house, with different details.

9. The Swisher House. Built about 1854, replacing a log house in which the owner first lived. Perhaps the most interesting in this group, because it has not been restored and because of its excellent detail—the bold relief of carvings of the capitals, the graceful entasis of the columns, the elliptical section of the channels of the column, and the exquisite refinement of the marble bases. Unfortunately, it has been used as a rent house for many years and is now occupied by numerous Mexican families.

10. The Kinney House. Perhaps the oldest of these houses. Its porches, front and back and side, are simple but graceful. The originally extensive grounds, now much curtailed, were the site of an old Indian camp, and until recent years were covered by a thick grove of trees.

11. The Haunted House. Now destroyed. Not as good architecturally as the others because of the bad spacing of the columns—in themselves very good. Its yard of different levels formed a picturesque whole. (See the drawing on page 17, where this house is shown in a grove of trees a little off West Avenue opposite 14th Street.)

The Pease House (photograph lacking) is quite similar to the Governor's Mansion and was built about the same time by the same designer and builder, Mr. Cook. Unlike the others here shown it is still out of town and surrounded by extensive grounds which give it an air of old-time seclusiveness and dignity. The detail of the Pease House is more delicate than that of the Governor's Mansion and there has been less restoration.

To Abner Hugh Cook, the builder of many of these houses, Austin owes a debt of gratitude. He came to Austin in 1841 from the Carolinas, and probably it was there he was inspired by the beautiful colonial types. Since these and various other such houses were built, Austin has grown a great deal; but the architecture of these old houses has never been equalled. Its buildings since are pretentious enough, yet they lack the dignity and charm and beautiful details of these houses built by untrained but soulful men.

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in her eyes: "What on earth were you youngsters doing out so late?"

Corinne answered: "Why, mother, we just went for a little ride."

Miss Jinnie turned to Lieutenant Tom: "Where did you ride to, young man?"

Tom flushed, then stammered: "To—to Mount Bonnell."

"Aha!" quoth Mistress Barret, "I thought so! How many times have you been there?"

"T-twice," said Tom.

She stood and looked at him, very straight in the eyes. Tom straightened up and squared his shoulders to meet a situation much harder to endure than enemy fire. He placed an arm around Corinne and said:

"Mammie, I love Corinne, and this evening she promised to marry me. Will you trust her to me? I'll try to be good to her—always."

Miss Jinnie came over to them and kissed each of them with great solemnity. Then she said:

"Thank the Lord! Peace on earth, good will to all men—even to a Yankee!"

Mrs. Eva Helena Eugenia Stern Barret

Born March 2, 1829, died March 4, 1919, at the home of her grandson, J. C. Tolman, in Houston, Texas. This kodak picture, taken a few days before her death, shows how well she carried her 90 years.



First Vice President T. J. Donoghue on December 2 gave a luncheon at Camp Beaty Club House in honor of Messrs. Lufkin, Beaty, Holmes, and Ames. All who were privileged to attend will remember an enjoyable occasion and a most bountiful repast.

On Saturday evening, November 8, the General Superintendents of the Producing Department were hosts at Camp Beaty Club House to representatives of all other departments at a dinner that will be long remembered by all who participated as one of the most genuinely 'get together' festive boards at which Texaco men have ever gathered. The favored guests most cordially appreciate this hospitality extended by Superintendents L. E. Barrows, North Central Texas Division; W. V. Bowles, South Texas Division; J. L. McMahon, North Texas Division; E. J. Nicklos, Oklahoma Division; R. C. Stewart, Louisiana Division.

Samuel J. Payne, Assistant Secretary, Houston Office, one of our oldest employees in point of service, has announced his intention to resign his position with the Company and retire on January 1, 1925. Mr. Payne entered the service of The Texas Company at Beaumont in December 1904 and this month will have completed twenty years of continuous service. He will take with him the high esteem and best wishes of all, especially from the "old timers."

Home and Love! It's hard to guess
Which of the two were best to gain;
Home without Love is bitterness;
Love without Home is often pain.
No! Each alone will seldom do,
Somehow they travel hand and glove;
If you win one you must have two,
Both home and love.

—Robert W. Service.

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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 cooperate.

Refining Dept.
Natural Gas Dept.
Ry. Traffic & Sales Dept.
Marine Dept.

Legal Dept.
Treasury Dept.

Comptroller's Dept.

Insurance Dept.
Governmental Reports
Sales Dept. S. Territory
Sales Dept. N. Territory
Sales Dept. W. Territory
Asphalt Sales Dept.
Export Dept.
Purchasing Dept.

Producing Dept.
Pipe Lines
T. T. Co. of Mexico S. A.

C. K. Longaker, Houston
W. H. McMorris, Jr.,
Fort Worth
J. A. Brownell, New York
H. Hassell, Port Arthur
H. Norris, New York
H. Tomfohrde, Houston
H. G. Symms, Houston
R. Fisher, New York
B. E. Emerson, Houston
P. A. Materson, New York
C. M. Hayward, New York
Miss M. Marshall, N. Y.
R. C. Galbraith, Houston
Geo. W. Vos, New York
F. C. Kerns, Denver
J. I. Smith, New York
J. B. Nielsen, New York
J. A. Wall, New York
J. E. McHale, Houston
J. T. Rankin, Denver
Otto Hartung, Houston
Fred Carroll, Houston
C. W. Pardo, Tampico

REFINING DEPARTMENT

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

Refined—Coastwise	1,074,656 bbls.
Refined—Foreign	240,485 bbls.
	1,315,141 bbls.
Crude—Coastwise	324,230 bbls.
Crude—Foreign	20,381 bbls.
	344,611 bbls.
Total	1,659,752 bbls.

MARINE Captain Richard Quick left November 15 for Tampico to rejoin his ship, the *S. S. Louisiana*.

The Captain wishes to thank the whole Company, especially that part of the great Texaco Family at Port Arthur, some of whom were at his bedside all of the time, for their sympathy while he was confined at the Mary Gates Hospital, where he underwent an operation for acute appendicitis on October 7.

RAILWAY TRAFFIC
AND SALES DEPT.

We report with sorrow the death of Mrs. E. Wegner, wife of our Lubricating Engineer in the Chicago District. Our sympathy is extended to Mr. Wegner and his little daughter in their bereavement.

TREASURY
DEPT.

We of the Houston Office had the pleasure of a visit from Assistant Secretary J. A. Merlis and Assistant Treasurer L. H. Lindeman of the New York Office. Our visitors were shown the Port Arthur Works and the oil fields adjacent to Houston.

SALES DEPT.
S. TERRITORY

Houston District.—On October 28 N. P. Childers was checked in as Agent at Jasper, Texas Station, succeeding R. C. Neyland, resigned. We regret to lose Mr. Neyland, for "Uncle Bob" was always loyal and hardworking. We are now expecting great things of his successor. Mr. Childers is a young man, born and raised in Jasper and well known in the community. He has purchased an additional truck and says he is going to distribute Texaco products all over East Texas.

Agent J. B. Keefer, Jr., Alpine, Texas, has



Marine Sales Division.—The "A Mackenzie"

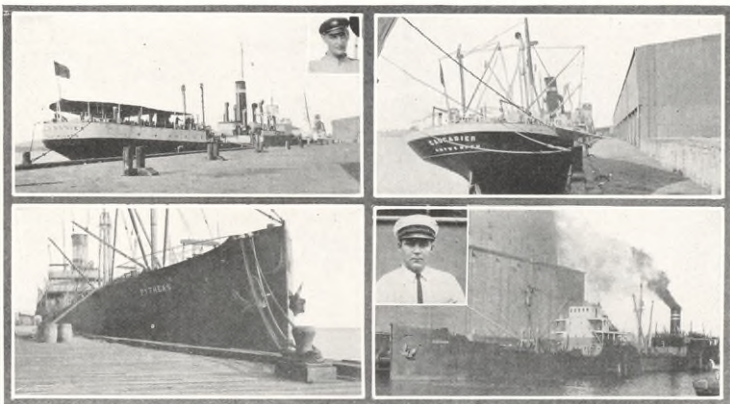
One of the four U. S. Government Diesel-electric driven hopper-dredges. They are equipped with McIntosh & Seymour six cylinder, four-cycle, air-injection, crosshead units, developing 1,000 b. h. p. at 150 r. p. m. These vessels represent the last word in modern dredging equipment and the intricate machinery installed in them is lubricated exclusively with Texaco Marine lubricants. The selection of Texaco Urea Oil for the lubrication of these vessels represents another triumph for Texaco. (Photograph by courtesy of Motorship).



Royal Italian Navy Motorship "Urano"

Chief Engineer Eugenio Stove (inset) gives Texaco his unqualified approval and states that following the use of Texaco Diesel lubricants this vessel has enjoyed efficient and economical lubrication in every respect.

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Belgian Steamship "Caledonier," Lloyd Royal Belge Line, Antwerp, Belgium. Chief Engineer M. Dams (inset). This vessel and others of this premier Belgian line are lubricated with Texaco Marine Lubricants. The efficiency of Texaco lubricants is certified to by the chief engineers on vessels of this line.

Belgian S. S. "Caucasier," Mr. Van Der Berger, Chief Engineer. Another Lloyd Royal Belge steamer Texaco lubricated throughout.

French S. S. "Pytheas," belonging to Valoussiere & Cie, Marseilles. M. Casanova, the efficient engineer, is strong for Texaco Marine Lubricants. Vessels of this line have long been Texaco lubricated.

American S. S. "G. A. Flagg," Southern Steamship Company of Philadelphia. Chief Engineer J. Burnmeister is shown in the inset. The engineers of this line using Texaco Marine Products declare that they have reduced consumption and that our products give perfect satisfaction.

recently passed through extremes of grief and joy. Grief for his mother's death, and joy at the arrival of twins in his home. Our sympathy is with Mr. Keefer in his bereavement, while our congratulations are extended on the new arrivals.

Great were the rejoicings and congratulations when the whisper went round of the arrival of C. P. Dodge the Third, who arrived as a Halloween gift to C. P. Dodge, Jr.

Dallas District.—



Taylor's Filling Station, Post, Texas
Our best customer at this point.

Oklahoma District.—The death of Mrs. Emma M. Gibson, who for the last six years so faithfully handled our D. O. telephone department, whose serious illness was reported

last month, came quietly on November 4. Her close associates, both in the office and out in the territory, have lost a friend who cannot be replaced.

Superintendent Daniel made a swing through Arkansas during November. On his return he informed us that he would soon receive a fine mounted Deer Head, and the impression was left that he personally had something to do with the death of the noble animal. True facts of the slaughter have not yet been learned, but when the Head is hung up in Superintendent Daniel's office no doubt he will tell how the magnificent stag met its death.

The tanks, pump house, and bulk stocks at Jonesboro, Ark., were destroyed by fire on Nov. 20. Driver Atkertson and Clerk Sanderson were filling a truck with kerosene and gasoline, had placed the cap on the kerosene compartment, and were in the act of placing the gasoline cap, when flames, apparently coming from underneath the truck, shot up like a flash and in an instant had covered the truck and platform. Six barrels of gasoline on the platform exploded and the contents went in every direction. Agent Edmonds says neither of his employes smoked and the truck's motor

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had been stopped several minutes. Accidents may happen when the utmost care has been taken, but it behooves each and every employe to watch, at all times, and guard against fire.

A. J. Rogers of the D. O. reports that young Miss Shirley Jean arrived at his home on November 14 and decided to keep him for her daddy.

The D. O. misses the face of Salesman W. E. McCurdy, transferred to Agent at Bristow Station. Go to it, Mac, your transfer just makes Agent George Ware of Oklahoma City Station get up at 4 o'clock instead of 6. George, by his early hours and ringing-the-bell methods, almost took the lead for total gallonage away from Little Rock for October, and he has set his mark to be the District's leading station in the near future. Watch out, Little Rock and Tulsa, you are being vigorously pursued and it is only fair to warn you!

It is uphill work to land at the top.

New Orleans District.—On the evening of November 15 the employes of the District Office and New Orleans, Arabi, and Harvey Stations gave a dance in New Orleans which was attended by a large number of invited guests. No one knew it beforehand but the same date marked Superintendent Dyer's fifteenth year in the service of The Texas Company, and a toast to his health was drunk by the assembled guests when Special Agent Morson made the fact known.

Honor Stations in Collections for October were Belmont, Corinth, McComb, Ruleville, Ruston, each hanging up a record of 100%. Closely crowding them were Logansport, Magee, Vinton, Union, Boyle, Gulfport, each collecting above 95% of its accounts.

Seven out of this District's thirteen Zones collected more than 80% of accounts during October: Zones 2, 10, 7, 8, 6, 11, and 3.



Texaco in the swamps

This ten-ton Holt Caterpillar Tractor has operated 18 months on Texaco Ursa Oil and Texaco Gasoline without any change or replacement of parts. It is used in pulling logs from the swamps around Grand Lake, La., near New Iberia, and when not so engaged is used to pull a 12-foot grader on dirt roads. Fred DeBlanc, a firm believer in Texaco, operates the tractor.

Atlanta District.—We are now having the pleasure of seeing the countenance of our genial Superintendent daily, and, from appearances, Mr. Jones will soon have regained his strength sufficiently to be regularly at his desk.

We extend our sympathy to Agent W. T. Jones, of Dothan, Ala., for the loss of his father, Rev. Thos. H. Jones of Montgomery, Ala., who was a prominent figure in Masonic circles and a beloved citizen. His passing means a serious loss to many.

We all hope for the speedy recovery of Tank Motorman E. L. Thornton's wife, Anderson, S. C., who has been seriously ill.

The stork is having a busy period in our territory: to Engineer Salesman R. W. Pursell, Florence, S. C., a boy on October 31; to Agent K. C. Elliott, Marion, S. C., a boy on October 10; to Stake Truck Motorman E. H. Williams, Savannah, Ga., a girl on October 10, Betty Elizabeth; to Agent F. G. Mitchell, Spartanburg, S. C., a boy on October 3, Roy Jackson.



New Louisiana Highway bridge over Mermentau River at Jennings, La.

Agent Evans of Jennings Station was instrumental in having Texaco products used on the floor of the bridge—Three Ply Saturated Felt and No. 35 Asphalt.

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Florida District.—The Texaco Club was highly entertained at a Hallowe'en party at the American Legion Hall. An interesting program of spooky games, an orchestra that furnished wonderful music for dancing, and an almost inexhaustible supply of refreshments added much to the enjoyment. About midnight it was decided that all of the spooks were returning to their places of abode and members of the party started returning home, expressing themselves as having enjoyed the most delightful Hallowe'en of their lives.

We announce with pleasure the appointment of R. N. Walter, as Marine Salesman, Jacksonville, and extend a hearty welcome.



Daytona, Florida

One of many towns partly submerged during recent rains. Special Agent J. T. Williams and Agent Wooten and his force were on the job, and this station was the only oil company that made deliveries for two days.

SALES DEPT. W. TERRITORY

One of the most brilliant functions of the Texaco Club was the Hallowe'en Dance at the Shirley-Savoy Hotel, attended by one hundred couples. The prizes for the most artistic costumes were awarded Miss Lionne Bird and W. E. Bradford. Mr. Bradford represented "Si" at harvest time, and Miss Bird, representing "Sal," was a scream.

Denver District.—Stations opened: Glenrock, Wyoming, October 10, Agent O. W. Saul;



At the top of Milner Pass

Agent A. K. Williams, Cheyenne, Wyoming, with family and friends at the top of Milner Pass on the Fall River Road. The altitude is 11,975 feet. There is snow here all the year. Agent Williams says Texaco volatile gasoline and golden-colored motor oils keep the cars in such fine condition that they negotiate this high altitude with little or no difficulty. This is a high tribute to Texaco Quality.

Mr. Williams, has taken Cheyenne Station on a commission basis and we know he will make a splendid showing.



In a recent issue of the "Star" was shown a picture of our Leadville, Colo. Station with the information that Leadville is the highest incorporated city in the United States, being at an altitude of 10,200 feet. Here is a photograph of the same station taken September 28, 1924.

These views may be of interest to our friends in the Sunny South.

The photographs on the left show a snow blockade in the extreme southwestern portion of Colorado on the Silverton Branch of the Denver & Rio Grande Western Railroad, operating from Durango to Eureka. This branch serves our good friends and customers, the Sunnyside Mining and Milling Company, at Eureka. Note the five engines, hooked up to one snow plow, trying to break the blockade. Below is seen one of these engines, and the depth of snow they are bucking. We need not wonder at high freight and passenger rates in that section.

The TEXACO STAR



Salida, Colorado, Terminal

The terminus of the narrow gauge railway from Durango to Salida. The second picture shows one of our new narrow gauge tank cars; left to right: Agent Guy Hall; G. W. Littrell, Accounting force, Denver; K. R. Matthews, Truck Driver, Salida; Assistant to Manager W. E. Bradford; standing on car, Master Robert Bradford. We have eight stations in the San Juan Valley where the railroads are narrow gauge and we had to build a terminal at Salida on the D. & R. G., a standard gauge road, and purchase narrow gauge tank cars to operate between Salida and the new stations.



Canon City Station at 6:30 a. m.

This station has a high reputation for dispensing Texaco products in volume. The average increase of sales amounts to about 33%. That's why Agent A. W. Huff 'keeps smiling.'

Salt Creek, Wyoming, October 10, Agent W. K. Heckert; Stratton, Nebraska, November 3, Agent Ed. Gummere.

Agent W. M. Jack, Lusk, Wyoming, has been elected Representative in the State Legislature. Congratulations, Mr. Jack, we know you will represent your District as ably as you have represented Texaco in that District.

Posts of honor are evermore posts of danger and of care.—*T'itcomb.*

Billings District.—In sending a photograph of our District Office quarters, we want to tell the world we represent Texaco and all that the Red Star and Green T stand for.



Bismark, North Dakota

This filling station of The Texas Company is a credit to town and Company. It served 500 cars with 3,000 gallons on its opening day. Tourists like Texaco and here's one place where they get it on the way to the National Park in Montana.

Never let little things worry you.



Billings District Office, Billings, Montana

The TEXACO STAR

Spokane District.—The following stations achieved 100% collections during October: Coeur d'Alene, Idaho; Davenport, Washington; Freewater, Oregon; Pendleton, Oregon; Rosalie, Washington; Tacoma, Washington.



Rosalie, Washington

Agent Palmer does some direct advertising in a street parade. "Clean" has dirt and soot smeared over hands and face and clothing. "Clear" is a little pickaninny. "Golden Colored" are sons of the Orient. "Full Bodied" is a young Arbuckle.



La Grande, Oregon

This station of our La Grande Agent, A. Playle, of course strictly Texaco, is doing a really extraordinary business.

Omaha District.—During October we had a collection campaign on in Western Territory and the results in our Omaha District represent a splendid and unusual performance and merit our hearty congratulations to all concerned. Stations making 100% collections during October on September 30 balances:

Aberdeen, S. D.	Mobridge, S. D.
Ainsworth, Neb.	Omaha, Neb.
Artesian, S. D.	O'Neill, Neb.
Auburn, Neb.	Pawnee City, Neb.
Beatrice, Neb.	Platte, S. D.
Belgrade, Neb.	Plattsmouth, Neb.
Blair, Neb.	Red Cloud, Neb.
Central City, Neb.	Redfield, S. D.
Creighton, Neb.	Sargent, Neb.
Dorchester, Neb.	Scribner, Neb.
Falls City, Neb.	Seward, Neb.
Fremont, Neb.	Shubert, Neb.
Grand Island, Neb.	Sutton, Neb.
Hebron, Neb.	Tyndall, S. D.
	Watertown, S. D.

Humboldt, Neb.

Lead, S. D.

Lincoln, Neb.

Webster, S. D.

West Point, Neb.

Wisner, Neb.

Zone Salesmen who achieved 100% collections at the number of stations in their respective zones shown opposite their names:

L. S. Swanson—10 (all)

C. E. Kinser —6

J. H. Barton —8

H. L. Harless —3

A. W. Sittler —7 (all)

W. P. Saunders—3

Our agent at Webster, S. D., made a notable record: on October 1, he had 71 accounts outstanding, some X and XX condition, but on October 31 he did not have an outstanding account and was going 100%.

One of the salesmen who went 100% attributes his success to a peculiar switching of a twitch of his mouth from the left to the right side. The gentleman in question is L. S. Swanson, Zone 2.

The Zone Salesmen's meeting was held in the Omaha D. O. November 14-15. It was their good fortune to have with them Mr. W. E. Bradford and Mr. F. C. Kerns. Every Zone man left the meeting with positive assurance they were going to put it over in the weeks and months to come.

L. C. Ingram, alias "Sox," Lubricating Engineer for Omaha District, was successful in closing a contract, amounting to 300 to 500 barrels of oil, with the South Dakota Cement Commission. This work is appreciated from the management on down the line. Who will be next? This contract closed by Mr. Ingram is only another indication that a Georgia Tech man cannot be kept down.

The annual audit is now on in the D. O. and we have with us Auditors E. C. Breeding and R. P. Yeatman, both very congenial gentlemen.



Pine Street Service Station, Grand Island, Nebraska

Left to right: The owner of this station, our Grand Island Agent J. H. Culp, Zone Salesman J. H. Barton.

Discretion shall preserve thee, understanding shall keep thee.—*Solomon.*

The TEXACO STAR

SALES DEPT. N. TERRITORY

The *Motor Oil Medium* recently reported an important sales meeting of N. Territory representatives, including an account of Manager C. E. Woodbridge's closing speech. It was delivered extemporaneously and no stenographic notes were made, but the editor of the *Star* passes to a wider audience in the Company several stirring paragraphs of the report in *Motor Oil Medium*:

He went on to explain that these men were the representatives of the men they left behind in their territories, and he charged these Representatives with the task of explaining this meeting and all it stood for to the men in the field. He explained the physical impossibility of obtaining his desire to have all present and his earnest hope to meet one and all face to face in his trips around the Districts. 'Tell those men they are not forgotten. Tell them that we appreciate their work. Tell them that there is more than a cold-blooded business relationship between us and them, that when they are in trouble we want to be able to help them, and when they do good work we know about it and appreciate it, and that this company believes and desires at all times to do the right thing by its employees in whatever station or situation.'

The men before him exemplified the opportunities in The Texas Company. Some had already made fine strides; some will go considerably higher, and it was satisfying to know that in this group there were men who were once truck drivers, office boys or clerks and who are now Representatives, Assistant Superintendents, and Superintendents and that they were still coming on.

New York District.—The Electric Street Railway Sales division, through the personal efforts of H. C. Mason, have succeeded in renewing contract with the Boston Elevated Railway Co. for one year from December 1, 1924. This will make the fourth consecutive year we have held this important piece of business. The Texas Company held this contract during 1920 on a guaranteed mileage basis, but, having changed our policy on guaranteed mileage contracts, did not secure it in



Ideal location for a wholesale station

A tank car being unloaded can be seen above storage tanks. The gasoline flows by gravity from tank car to storage tank, and tank trucks are loaded by gravity from storage tanks. The end of warehouse for storing Lube Oil can be seen extending out behind office and garage. This station is operated by Consumers Service Inc., Malone, N. Y., who also have stations at Pottsdam and Tupper Lake, N. Y.

1921. The following year we secured the business again and have held it since. This is indicative of the quality of Texaco products for electric street railway lubrication and of the service and other policies which make a business relation with The Texas Company attractive to large industries.

The Electric Street Railway Sales division, through the personal efforts of J. F. Lamb, have secured a contract with the New York Railways Company for one year from November 1, 1924. This is one of the most important surface lines in the City of New York, and this contract helps to solidify the large electric street railway business we hold in greater New York.

Middletown Station claims they broke the record this quarter when the last three single men at their station had the wedding knot tied: Chauffeur Bennett Judson and Miss Amanda Cole on October 8; Chauffeur Edwin Tremper and Miss Florence Harbrecht on



A fine Texaco display

Hines' Auto Supply Co., Main and First Avenue, Asbury Park, N. J.



Waterbury, Connecticut

Operated by our former agent at Waterbury, Harry B. Hudson. Mr. Hudson is as ever a strong Texaco booster.

The TEXACO STAR



Wappingers Falls, N. Y.

Charles Rush Filling Station on the Albany Post Road, supplied from our Poughkeepsie, N. Y. Station.

October 28; Chauffeur Frederick Griffiths and Miss Irene Lyons on November 10. The best wishes of all in the territory are extended to the newlyweds.

William Schmidt, Chauffeur, Mineola Station, reported for work happier than usual on October 11. We asked him where he got it, and heard that the doctor brought it—a baby girl. Congratulations.

Boston District.—All of the Representatives and others from this District who attended the meeting in New York during the week of October 20 were enthusiastic in their praises and all agreed it was a fine meeting and that its real purpose had been accomplished. Some had never met our New York officials and the opportunity of shaking hands with the men who go to make up the foundation of the Company was very gratifying. It is good to know that we are affiliated with such a high type of broad minded men and it makes us all the more anxious to give the best we have in us. At our Agents' and Salesmen's meetings in the D. O. the good word was passed on to the boys in the field and the future policies as discussed in New

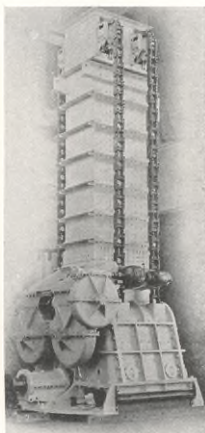


Wood Board Mill of Androscoggin Pulp Company on the Presumpscot River at South Windham, Maine.

To G. C. Wright goes the credit for signing up the Androscoggin Pulp Company, now controlled and managed by The Russell Company, on a twelve months contract for 200 barrels of general oils. Mr. Wright has worked on this account for some time and he is to be congratulated on his success.

Page thirty

York were outlined in detail.



A Warren Magazine Pulp Grinder built by the Bath Iron Works, Bath, Maine, and installed at the Millinocket Plant of the Great Northern Paper Company. Texaco Thuban Compound B is doing great work in the gear cases with an overhead worm drive. This business was secured by Lubricating Engineer J. E. Johnson.

We extend to W. M. Barrett our sympathy for the sudden death of his wife on November 16. Our sympathy goes out also to William H. Thompson, Jr., who buried his father on October 13.

Philadelphia District.—Those of us who did not attend the recent sales meeting in New York wish to thank *Motor Oil Medium* for the fine picture of those present. Figuring out Who's Who almost demoralized our interest in cross-word puzzles.

We extend a hearty welcome to our new Distributors, the T. M. Miles Oil Company who have taken over the business of the Seaboard and Inland Oil Company at Milton, Pa., and H. M. Crader who has taken over the business of the Jenkins-O'Donnell Oil Corporation at Towanda, Pa. We anticipate a big lot of healthy orders from these points.

Major Marshall, in addition to his already varied duties, has been assigned to handle lease and license agreements. It behooves Representatives and Stations to submit complete and detailed information to get it by the eagle eye of the Major.

Miss Jean Rainey Hughes, who stenogs for Superintendent McCarthy, dazzled us on a recent morning with a sparkler on a certain finger of the left hand. All power to Miss Jean Rainey.

Pittsburgh District.—We welcome E. H. Trebus and W. C. A. Johnson, transferred from the Long Island City Laboratory. Mr.

The TEXACO STAR



Jack's Run Bridge, Pittsburgh, Pa.

This structure is being built by the John F. Casey Co., Pittsburgh, Pa., a valued customer of The Texas Company. It is the second largest concrete span in the United States, and the fourth largest in the world. The span is 311' 7"; the rise, 71' 10 1/2"; height of crown, 140'; crown thickness of each rib, 8'; thickness of skewbacks, 12' 6".

The picture shows street cars passing over the old bridge, which was moved intact a distance of about 100 feet to make way for the new structure. Work was started on the new bridge in March 1924 and it is expected that it will be completed in February 1925.

Trebus has been assigned to Charleston, W. Va. Station as Salesman, and Mr. Johnson to Cleveland, O. Station as Salesman.

We congratulate Mr. and Mrs. J. J. McKenna on the birth of a baby girl. Mr. McKenna is Salesman at Cleveland Station.

Chicago District.—All who made the trip to New York for the October Sales Meeting report a "Large Time."

H. R. Rupert has been promoted to Representative, West Pullman area.

LeRoy Wm. Moody, Ass't Creditman, has been stepping around proudly since September 26, and we have just learned the reason: Wm.

Roy Moody became a star boarder at his home on that date.



West Allis,
Wisconsin

Here's a 100% station—even their dog is named Texaco

Bro. DeVittorio is the proud father of a Chev., a large portion of which he was carrying around in a newspaper because it refused to go forward while in reverse.

Bro. Farley announces that he is again a family man.

As winter weather is coming upon us, we can soon expect to learn of the flight of "Professor" Davis and partner to a warmer clime.

While we can't give any prizes, we can and do give Honorable Mention to the new condition of the "Vault" after the fall housecleaning.

Has anybody yet suggested that there is a large field for the sale of Ford Oil to Office Managers, to be used as Non Chatter Oil for office pests?

Norfolk District.—



Petersburg, Virginia

This Union Street Service Station, in the heart of the business section of Petersburg, on the New York-Miami Highway, was built under the personal supervision of Hugh E. Jackson, Vice President of the Virginia Oil & Supply Company of Petersburg. It is 100% Texaco. There is a basement under this station equipped with facilities for repairing and carrying in stock batteries, tires, and every kind of automobile accessory. Mr. Jackson is to be congratulated on one of the most artistic and complete service stations in this section of the State.



W. M. Denning Service Station, Norfolk, Va.

Corner of Princess Anne Boulevard and Park Avenue, a busy corner and one of the most attractive service stations in the city of Norfolk.

The TEXACO STAR



The Rocky Mount Cotton Mills were the first mills erected in the State of North Carolina; their industry is more than one hundred years old. These mills are located on the Falls of the Tar River, at Rocky Mount, N. C., and the original structures were built of stone by Joel Battle in 1817 and were operated continuously by negro slave labor until July 1863 when they were destroyed by Federal raiding troops.

Dr. Conwell, the noted lecturer and author of "Acres of Diamonds," preacher and philanthropist, who recently died in Philadelphia, stated that he was a member of the cavalry which made the raid in 1863 and destroyed all of the mills.

One mill succeeded another until the plant grew to its present size of 35,000 spindles. The entire output is still cotton yarns in various forms and sizes. It is noted for its general success, its high moral tone, and the many advantages given to the operatives. Its Community House, ball park, moving picture show, and beautiful riverside park of seventy acres are all much used and enjoyed. The plant has always been and is still officered by members of the Battle family, the present treasurer, Thomas H. Battle, being a great grandson of the pioneer Joel Battle. Mr. Hyman Battle is general manager of the mills, and he is a good friend of The Texas Company as the mills are lubricated throughout with Texaco products.



"An Interesting Exhibit"

Under this heading a Mebane, N. C., newspaper describes the Eagle Oil Company's display of Texaco Products in the Merchants and Manufacturer Building at the Mebane County Fair. Many compliments from visitors were reported. This exhibit, the paper adds, was the work of Mr. L. A. Corbett, Secretary-Treasurer of the Eagle Oil Company.

ASPHALT SALES DEPT.

Bouquets from all parts of the country and all kinds of people come in regularly. We quote from a letter received by O. F. Reynaud, Texaco Asphalt salesman in Houston, from the city of Brownwood, Texas:

"As stated in a former letter to you, we find this particular grade of asphalt (Texaco Macadam Binder) very fine for our use, and recommend it very highly. To verify this statement we have paid you around seven cents per gallon for your product, when we could have bought other goods for around \$.051 per gallon."

Those who are not acquainted with Fred Cox of our N. Y. office will become slightly acquainted through the following note written by H. H. John, Texaco Asphalt salesman in Pennsylvania:

"Messrs. Strain and McGuff who handle the ordering of asphalt for Allegheny County have informed me that they would like to meet our Mr. F. W. Cox sometime. Their reason for liking F. W. C. is due to the manner in which he handles them when talking over the telephone and the shipping service which they believe is due to his efforts in their behalf."

A note has been received from our Philadelphia office complimenting a Miss Amanda Grubb on her powers of observation and her mindfulness of her Company outside of business hours. It was through Miss Grubb that news of the wreck of a Texaco tank car first reached company officials. The note states: "Her observation and report facilitated the movement of this car considerably." We take our hats off to Miss Grubb.

We have to correct a statement concerning the mileage of Texaco Asphalt paving on Route No. 1 of Texas, which was published recently in the *Star*. At the time, we stated that the amount of Texaco on this route was 125 miles. Superintendent A. D. Stivers now corrects us. Contracts have been awarded which when completed will add another 42.52 miles of Texaco to the total of Texaco on this route, increasing the grand total to 167.52 miles. This is a remarkable record. To our knowledge there is no other single organization in the country whose material has been used on a greater mileage of a single highway.

W. J. B. Galvin, who received his degree from the Rensselaer Polytechnic Institute in 1921, has joined our organization and will operate under Representative A. A. Russell in New York State. Before coming with The Texas Company, Mr. Galvin served in an engineering capacity for the Western Electric Company, the Pratt Thompson Company of Kansas City, and the Gifford Construction Company of New York City.

The TEXACO STAR

EXPORT DEPT.

We were surprised on Nov. 1st when we found ourselves face to face with the fact that Henry Heise had married Miss Anna D. Knieriem and had left for Washington and Norfolk on his honeymoon. Well, Henry, we forgive you the shock and wish you smooth sailing.



Bahia Blanca, Argentine

This new International delivery truck is owned by Messrs. Cesio y Balbin who distribute our products in Bahia Blanca. The already excellent service rendered by Cesio y Balbin is evidently going to be further improved.

He that would look before him must look behind him.—*Gaelic*.



Beirut branch of the Texaco Family under the Cedars of Lebanon, September 20, 1924.

PIPE LINES

Friends of Mrs. J. C. Colligan will be glad to hear of her rapid recovery after an operation for appendicitis in the first part of November.

In the latter part of November L. C. Sibley, District Gauger at Louann, returned from a visit to Marshall, Texas, announcing the birth of a fine baby boy, Lonnie C. Sibley, Jr.

J. C. Hevener, District Gauger, has been transferred from Arkansas to the Wichita Falls Division.

G. R. Couper, of Wichita Falls and Miss Ethel Anderson were married on November 26. After a pleasant trip to New Orleans and Houston the happy couple has returned to



Compina Grande, Parahyba, Brazil

Both primitive and modern means are used in transporting Texaco products at Compina Grande, an important reshipping point in the interior of the State of Parahyba, Brazil.

The TEXACO STAR

Wichita Falls. Congratulations and best wishes.

After Three Score and Ten

There was never any promise vouchsafed to men
To live another moment after three score and ten;
Better watch how you think, better watch what you say,
Better watch how you work, better watch how you play,
Better watch what you drink, better watch what you eat,
Better keep yourself clean from your head to your feet,
Better watch what is floating in your old blood stream,
Better watch how the gauge is registering your steam,
Better guard the old plant, for you don't know when
Your boiler's going to burst after three score and ten.

Breckenridge, Texas.

—F. W. Roberts.

CRUDE OIL PRICES AT WELL

October 31, 1924

Penna., Bradford.....	\$2.85	Homer.....	\$.75 to \$1.10
Other Penna.....	2.75	Caddo.....	1.00 to 1.35
Indiana.....	1.38	DeSoto.....	1.20
Canada.....	2.23	Bull Bayou.....	.85 to 1.15
Ragland, Ky.....	.90	Crichton.....	1.00
California.....	1.00 to 1.82	Gulf Coast.....	1.25
Kan. & Okla.....	.75 to 1.25	Mexia.....	1.25
N.&N.C.Tex.....	.75 to 1.25	Luling.....	.90
Eldorado.....	.90 to 1.00	Currie.....	1.25
Smackover.....	.85 to .95	Powell.....	1.25
Haynesville.....	.90 to 1.00	Wyoming.....	.68 to 1.20

No change for November 30 except Gulf Coast \$1.50.

The Texaco Association of New York

The following Officers and Governors have been elected for the ensuing year:

Frank J. Shipman	President
C. O. Strahley	1st Vice President
R. L. Saunders	2nd Vice President
W. V. Winslow	3rd Vice President
H. D. Eccleston	4th Vice President
W. G. Brennan	Financial Secretary
Z. C. French	Recording Secretary
F. J. Curtiss	Treasurer

Board of Governors

J. J. Smith	Asphalt Sales Dept.
G. T. Brannan	Comptroller's Dept.
Walter D. Kelly	Executive Dept.
S. P. Tichenor	Export Dept.
David Brown	Insurance Dept.
R. Hekeler	Legal & Gov't Rep'ts
F. J. Falk	Marine Dept.
M. R. Lockwood	N. Y. District Sales
Charles E. Murphy	N. T. Sales Gen'l
W. G. Brennan	Purchasing Dept.
R. W. Woods	Ry. Traffic & Sales
T. J. Gilsenan	Refining—Term'l Div.
H. E. Lapp	Treasury Dept.

On the evening of November 5 the annual Fall Dance was held in the Grand Ballroom of the Hotel Pennsylvania. The music, furnished by the well known musical artists, "The Carolinians," contributed largely to the

success of the evening. About 700 members and their friends were present. A pleasant surprise was afforded at one point while a dreamy waltz was being played, when a deluge of balloons was released from the balcony to combine their various colors with the decorations and the spot lights, producing a most pleasing effect. Everyone was in the best of spirits, taking advantage of this opportunity to renew acquaintances, exchange greetings, and make new friends.

The Texaco Association Bowling Tournament is now being held at the Park Row Alleys. Entered in the Tournament are twelve teams representing different Departments of the Company. In addition, there have been organized, under the Chairman of the Ladies' Committee, Miss M. J. Daley, two Ladies' Bowling Clubs, each composed of 14 members who bowl every other Monday night. The Schedule provides for three of the men's teams to meet in competition on each bowling night, so that on every Monday night there are 14 members of the fair sex bowling alongside of the men's teams scheduled for that night at the private alleys which have been chartered by the Association for the entire season. Every Monday night, therefore, is a gala night not only for members of the teams, but for other members of the Association, who, as spectators, enjoy the keen rivalry and interesting games.

The Entertainment Committee (J. J. Anderson, Chmn., Miss Mary Hoehn, Miss M. A. Denton, Miss M. Marshall, J. A. Brownell, A. B. Cox, A. J. MacGillivray, Oscar Lasse, G. T. Brannan) and the Athletic Committee (C. O. Strahley, Chmn., Miss M. J. Daley, G. T. Brannan, J. F. Conahey, F. J. Falk, Robert Fisher, A. J. Wendell) are putting forth every effort to furnish the best of entertainments and athletics during the coming year. The Entertainment Committee is making arrangements for the Spring and Fall Dances, while the Athletic Committee, owing to the interest shown in athletics, is giving thought to a Baseball League as well as the Bowling Tournament for next Fall.

A hunting party composed of Ernest Carroll and his son Arthur, F. A. Hale of The Texas Pipe Line Company, and J. D. Grant of the Engineering Division left Houston for Pecos, Texas, in automobiles on November 14. They were joined at Pecos by W. P. Fulgim, Agent, E. L. Crawford, Special Agent, of The Texas Company, and H. C. Roberson, guide. The party went into the Davis Mountains 75 miles southwest of Pecos and spent a week hunting. Five black-tail deer were bagged. A few shots were made at a black bear, but he was too far up the mountain to be in serious danger.

A man who in the struggles of life has no home to retire to, in fact or in memory, is without life's best rewards and life's best defenses.—*Titcomb.*

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.

Royal Mine, two miles from the town of Aguilar, near Trinidad, Colorado. For 4 or 5 years it has been lubricated 100% with Texaco products. Crater Compound is used on all gears and on the cables operating coal cars to and from the shafting.

EXECUTIVE. Would a Petroleum Exchange Be a Menace or a Safeguard? Keith J. Fanshier.—*The Oil Trade*, November 1924.

Business Organization from a New Viewpoint. Edward P. Hyde.—*Industrial Management*, November 1924.

PATENTS. Why and When to Patent Abroad. H. A. Toulmin, Jr.—*The Nation's Business*, November 1924.

REFINING. Costs for Executives—IV. Norman A. Hall.—*Industrial Management*, November 1924.

PRODUCING. What of the Future?—I. Paul Wagner.—*National Petroleum News*, November 12, 1924.

Geologists' Association Adopts a Code of Ethics.—*The Oil Trade*, November. Needed—A Producing Program for Profits. George Otis Smith, Director U. S. Geological Survey.—*The Oil Trade*, November 1924.

LUBRICATING. Length of the Life of the Chain Drive. Allen F. Brewer.—*Industrial Management*, November 1924.

GENERAL. Government's Part in "Life, Liberty, and the Pursuit of Happiness."—*The Commercial & Financial Chronicle*, November 1, 1924.

Patriotic versus Partisan Voting.—*The Commercial & Financial Chronicle*, November 15, 1924.

A Backward Look Over the Early Days of the Oil Industry. Dr. James B. Garner.—*National Petroleum News*, November 5, 1924.

Wages and the Cost of Living. Robert Julius Anderson.—*Industrial Management*, November 1924.

American Business Grows Steadier.—*The Nation's Business*, November 1924.



Mailing The Texaco Star

The wagon is loaded (over 4 tons) with that portion of the October 1924 issue which is mailed under third class permit (single copies) and does not include foreign steamer mail and a few items of packet mail and express. The monthly edition is over 33,000 copies, distributed to employees and the more permanent stockholders who are not employees and a short complimentary list.

At the right, three blocks distant, is seen the upper portion of The Texas Company Building. Above the wagon shows the front portion of the factory of the Rein Printing Company, who (with their predecessor Rein & Sons Printing Co.) have printed the *Star* for eleven years.

"I give my toil in humble pride,
To merit, when its end doth come,
The love that waits at eventide
Within the open door of Home."